

MATTHIJS R WILDENBEEST

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Indiana University Kelley School of Business
Department of Business Economics and Public Policy
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EMPLOYMENT

Indiana University, Kelley School of Business, Associate Professor (with tenure), 2013 – present.
Indiana University, Kelley School of Business, Assistant Professor, 2007 – 2013.
Indiana University, Department of Economics, Adjunct Assistant/Associate Professor, 2011 – present.

EDUCATION

Ph.D. Economics, Erasmus University Rotterdam, 2007.
M.Phil. Economics, Tinbergen Institute, 2003.
M.Sc. Economics (cum laude), Erasmus University Rotterdam, 2003.

TEACHING AND RESEARCH FIELDS

Industrial organization, applied microeconomics, and applied econometrics.

JOURNAL ARTICLES

1. "Truly costly sequential search and oligopolistic pricing," with Maarten C.W. Janssen and José Luis Moraga-González, *International Journal of Industrial Organization* 23, 451-66, 2005.
2. "Maximum likelihood estimation of search costs," with José Luis Moraga-González, *European Economic Review* 52, 820-48, 2008.
3. "An empirical model of search with vertically differentiated products," *RAND Journal of Economics* 42, 729-57, 2011. Winner of the 2007 EARIE Young Economist Essay Award.
4. "Testing models of consumer search using data on web browsing and purchasing behavior," with Babur De los Santos and Ali Hortaçsu, *American Economic Review* 102, 2955-80, 2012.
5. "Semi-nonparametric estimation of consumer search costs," with José Luis Moraga-González and Zsolt Sándor, *Journal of Applied Econometrics* 28, 1205-23, 2013.
6. "Estimation of search frictions in the British electricity market," with Monica Giuliatti and Michael Waterson, *Journal of Industrial Economics* 62, 555-90, 2014.
7. "Search Engine Optimization: What drives organic traffic to retail sites?" with Babur De los Santos and Michael R. Baye, *Journal of Economics & Management Strategy* 25, 6-31, 2016.
8. "What's in a name? Measuring prominence, and its impact on organic traffic from search engines," with Babur De los Santos and Michael R. Baye, *Information Economics and Policy* 34, 44-57, 2016.
9. "Nonsequential search equilibrium with search cost heterogeneity," with José Luis Moraga-González and Zsolt Sándor, *International Journal of Industrial Organization* 50, 392-414, 2017.
10. "Prices and heterogeneous search costs," with José Luis Moraga-González and Zsolt Sándor, *RAND Journal of Economics* 48, 125-46, 2017.
11. "E-book pricing and vertical restraints," with Babur De los Santos, *Quantitative Marketing and Economics* 15, 85-122, 2017.
12. "Search with learning for differentiated products: evidence from E-commerce," with Babur De los Santos and Ali Hortaçsu, *Journal of Business & Economic Statistics* 35, 626-641, 2017.
13. "Non-parametric estimation of search costs for differentiated products: evidence from Medigap," with Haizhen Lin, January 2019. Forthcoming in the *Journal of Business & Economic Statistics*.

OTHER PUBLICATIONS

1. "Consumer search and pricing behavior in Internet markets," with Maarten C.W. Janssen and José Luis Moraga-González, in Eric Brousseau and Nicolas Curien (editors), *Internet and Digital Economics*, Cambridge University Press, 460-83, 2007.
2. "Comparison sites," with José Luis Moraga-González, in Martin Peitz and Joel Waldfogel (editors), *The Oxford Handbook of the Digital Economy*, Oxford University Press, 224-53, 2013.
3. "The evolution of product search," with Babur De los Santos and Michael R. Baye, *The Journal of Law, Economics & Policy* 9, 201-21, 2013.
4. "Searching for physical and digital media: the evolution of platforms for finding books," with Babur De los Santos and Michael R. Baye, in Shane Greenstein, Avi Goldfarb, and Catherine Tucker (editors), *NBER Book Economic Analysis of the Digital Economy*, The University of Chicago Press, 137-68, 2015.

5. "Prijsseffecten van het zoeken naar een nieuwe auto," with José Luis Moraga-González and Zsolt Sándor, *ESB* 100, 294-297, 2015.

PAPERS UNDER REVIEW AND WORKING PAPERS

1. "Simultaneous search for differentiated products: the impact of search costs and firm prominence," with José Luis Moraga-González and Zsolt Sándor, December 2018. Revise and resubmit at the *Economic Journal*.

2. "Consumer search and prices in the automobile market," with José Luis Moraga-González and Zsolt Sándor, December 2018. Revise and resubmit at the *Review of Economic Studies*.

3. "Agency pricing and bargaining: empirical evidence from the e-book market," with Babur De los Santos and Dan O'Brien, March 2019. Under review.

4. "Properties of profit premium in an equilibrium framework," with Zsolt Sándor and Attila Szócs, May 2019. Under review.

5. "On the identification of the costs of simultaneous search," with José Luis Moraga-González and Zsolt Sándor, May 2011.

COURSES TAUGHT AT INDIANA UNIVERSITY

G304	Managerial Economics (undergraduate).
G350	Business Econometrics (undergraduate).
C530	Economics for Managers (MBA).
G579/C527	Business Econometrics (MBA).
G604/G754	Empirical Industrial Organization (doctoral).

INVITED GUEST LECTURES

May 2011 Higher School of Economics, Moscow.

ACADEMIC VISITS

Fall 2016	Free University Amsterdam.
Spring 2007	University of Warwick.
Spring 2006	Universidad Carlos III de Madrid.

HONORS AND PRIZES

June 2015	International Journal of Industrial Organization Excellence in Reviewing Award.
September 2007	EARIE Young Economist Essay Award 2007.
April 2004	Encore Masters' Thesis Prize.

GRANTS AND FELLOWSHIPS

April 2012	Kelley Research and Instructional Database Committee Matching Grant.
June 2009, 2014, 2018	NET Institute Summer Grant.

REFEREE SERVICE

Referee for *American Economic Journal: Applied Economics*, *American Economic Journal: Microeconomics*, *American Economic Review*, *American Journal of Agricultural Economics*, *B.E. Journal of Economic Analysis & Policy*, *Economic Inquiry*, *Economic Journal*, *Empirical Economics*, *European Economic Review*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Economic Theory*, *Journal of Economics and Management Strategy*, *Journal of Finance*, *Journal of Industrial Economics*, *Journal of Law, Economics and Organization*, *Journal of Political Economy*, *Journal of the European Economic Association*, *Management Science*, *Marketing Science*, *National Science Foundation*, *Netherlands Organization for Scientific Research (NWO)*, *Quantitative Economics*, *Quantitative Marketing and Economics*, *RAND Journal of Economics*, *Review of Economic Dynamics*, *Review of Economics and Statistics*, *Review of Economic Studies*, *Review of Industrial Organization*, *Southern Economic Journal*, and *Theoretical Economics*.

MEMBERSHIPS

Member of the *American Economic Association*, *European Economic Association*, *Econometric Society*, *Industrial Organization Society*, and *European Association for Research in Industrial Economics (EARIE)*.

ORGANIZATION OF CONFERENCES AND WORKSHOPS

Member of the EARIE Scientific Committee (2015-2019). Co-organizer of the fifth Workshop on Search and Switching Costs (2014). Member of the Program Committee for the 11th IIOC (2013). Co-organizer of the Tinbergen Institute Workshop in Economic Theory on Information, Search Costs, and Competition (2007).

DEPARTMENTAL AND SCHOOL SERVICE

Coordinator Microeconomics Workshop (2010-2012). Departmental Junior Recruiting Committee (2008, 2010, 2011, 2013-2016). Chair Departmental Recruiting Committee (2018). Member CIBER Advisory Committee (2011-2015). Member Academic Fairness Committee (2015-2016). Member Executive Degree Programs Policy Committee (2017-2019). Member Bonser Lecture Committee (2017-2018).

INVITED LECTURES AND KEYNOTE SPEECHES

Invited Lecture, EARIE 2015, Munich.

Keynote Speaker, Conference on the Economics of ICT, Paris, 2015.

INVITED SEMINAR TALKS

2019: *Stanford University, University of Vienna.*

2017: *European Commission (DG COMP), Penn State University.*

2016: *Tilburg University, University of Mannheim, Einaudi Institute for Economics and Finance, Humboldt University Berlin (Berlin IO Day), Ohio State University.*

2014: *University of Michigan.*

2013: *University of Chicago Booth School of Business, University of North Carolina – Chapel Hill.*

2012: *Ohio State University.*

2011: *Texas A&M University, University of Zurich, Illinois State University.*

2009: *University of Illinois at Urbana-Champaign.*

2008: *University of Chicago.*

2007: *London School of Economics, University of Warwick, Universidad Carlos III de Madrid, Indiana University.*

2006: *University of Groningen.*

CONFERENCE PRESENTATIONS

2019: *IIOC, Boston, MA; 10th Workshop on Consumer Search and Switching Costs (discussant), Los Angeles, CA; CEPR Conference on Applied Industrial Organization, Madrid; NBER Summer Institute, Cambridge, MA.*

2018: *Tinbergen Institute Workshop on Empirical Industrial Organization, Amsterdam; NBER Economics of Digitization Meeting (discussant), Stanford, CA; Barcelona GSE Summer Forum on Consumer Search and Switching Costs (discussant), Barcelona; NET Institute Conference, New York.*

2017: *Eighth Workshop on Consumer Search and Switching Costs (discussant), Vienna; IIOC, Boston, MA; Hal White Antitrust Conference, Washington, DC; EARIE Conference, Maastricht.*

2016: *Seventh Workshop on Consumer Search and Switching Costs, Hangzhou; IIOC, Philadelphia, PA; EARIE Conference, Lisbon.*

2015: *ASSA Annual Meeting, Boston, MA. CCP Summer Conference, Norwich. Econometric Society World Congress, Montreal; NET Institute Conference, New York.*

2014: *IIOC*, Chicago, IL; *Fifth Workshop on Consumer Search and Switching Costs* (discussant), Bloomington, IN; *NBER Summer Institute*, Cambridge, MA; *CPB Workshop on Internet Economics and Privacy*, The Hague. *Workshop on Consumer Search*, Bad Homburg.

2013: *IIOC*, Boston, MA; *Fourth Workshop on Consumer Search and Switching Costs* (discussant), Moscow; *NBER Economics of Digitization Conference*, Park City, UT. *9th Invitational Choice Symposium*, Noordwijk, the Netherlands.

2012: *NBER Summer Institute*, Cambridge, MA; *IIOC*, Arlington, VA; *ASSA Annual Meeting*, Chicago, IL. *Tinbergen Institute 25th Anniversary*, Amsterdam.

2011: *Second Workshop on Consumer Search and Switching Costs* (discussant), Groningen; *IIOC*, Boston, MA.

2010: *Annual Congress of the European Economic Association*, Glasgow; *INFORMS Marketing Science Conference*, Cologne; *Third Workshop on the Economics of Advertising and Marketing* (discussant), Barcelona; *IIOC*, Vancouver, BC.

2009: *Far East and South Asia Meeting of the Econometric Society*, Tokyo; *NBER Summer Institute*, Cambridge, MA; *IIOC*, Boston, MA. *Workshop on Consumer Search and Switching Costs*, Groningen.

2008: *IIOC*, Arlington, VA.

2007: *EARIE Conference*, Valencia; *European Meeting of the Econometric Society*, Budapest; *Royal Economic Society Annual Conference*, Coventry; *Royal Economic Society Second PhD Meeting*, London.

2006: *European Winter Meeting of the Econometric Society*, Turin; *NAKE Day*, Amsterdam; *European Meeting of the Econometric Society*, Vienna.

2005: *EARIE Conference*, Porto; *Annual Congress of the European Economic Association*, Amsterdam; *Econometric Society World Congress*, London; *ESRC Centre for Competition Policy Summer Workshop*, Norwich; *Sixth CEPR Conference on Applied Industrial Organization* (discussant), Munich.

2004: *ASSET Annual Meeting*, Barcelona; *EARIE Conference*, Berlin; *European Meeting of the Econometric Society*, Madrid.

PHD STUDENTS

Committee member Yejing Ren (2018), In Kyung Kim (2014), Pallavi Baral (2013), Won Suk Chung (2012), Woonam Seok (2011), Sung Joo Yoon (2011), Jung Hoon Lee (2011), Xiaoxun Gao (2010), Chenguang Li (2010), Lan Zhang (2010), Guoning Yang (2008).

PERSONAL INFORMATION

Born February 22, 1979. Male. Married. Two children. Dutch citizen. US permanent resident.