

**APPENDIX A**

**Curriculum Vita of David E. M. Sappington**

## DAVID E. M. SAPPINGTON

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### EDUCATION:

1980	Ph.D.	Economics, Princeton University.
1978	M.A.	Economics, Princeton University.
1976	B.A.	Economics, Haverford College.

### PROFESSIONAL EXPERIENCE:

1991 - Present	Lanzillotti-McKethan Eminent Scholar, Department of Economics, University of Florida.
2001 - 2002	Chief Economist, Federal Communications Commission.
1989 - 1990	Matherly Professor of Economics, Department of Economics, University of Florida.
1989 - 1990	District Manager, Economics Research Group, Bell Communications Research.
1988 - 1989	Visiting Lecturer with Title of Full Professor, Department of Economics, Princeton University.
1984 - 1989	Member of Technical Staff, Economics Research Group, Bell Communications Research.
1982 - 1986	Assistant Professor, Department of Economics, University of Pennsylvania.
1981 - 1982	Assistant Professor, Institute of Public Policy Studies, University of Michigan.
1980 - 1982	Assistant Professor, Department of Economics, University of Michigan.

### ADDITIONAL POSITIONS:

2006	Vice President and President-Elect, International Industrial Organization Society.
1999 - Present	Director, Public Policy Research Center, University of Florida.
1993 - 1998	Associate Director, Public Policy Research Center, University of Florida.
1989 - Present	Senior Research Associate, Public Utility Research Center, University of Florida.

## SERVICE ON EDITORIAL BOARDS:

1997 - Present	<i>The Rand Journal of Economics</i>	(Associate Editor).
1994 - Present	<i>The Journal of Regulatory Economics</i>	(Associate Editor).
1993 - Present	<i>Journal of Economics and Management Strategy</i>	(Co-Editor).
1992 - Present	<i>Information Economics and Policy</i>	(Board of Editors).
1983 - Present	<i>Economics Letters</i>	(Advisory Editor).
2001 - Present	<i>Journal of Public Policy and Marketing</i>	(Board of Editors).
2001 - 2003	<i>Journal of Public Policy and Marketing</i> (Special Issue)	(Associate Editor).
1996 - 1999	<i>The American Economic Review</i>	(Board of Editors).
1991 - 1995	<i>The Journal of Industrial Economics</i>	(Associate Editor).
1991 - 1994	<i>The Journal of Regulatory Economics</i>	(Board of Editors).
1988 - 1992	<i>The American Economic Review</i>	(Board of Editors).

## JOURNAL PUBLICATIONS:

“Strategic Firm Behavior Under a Dynamic Regulatory Adjustment Process,” *The Bell Journal of Economics*, Vol. 11(1), Spring 1980, pp. 360-372.

“Precontractual Information Asymmetry Between Principal and Agent: The Continuous Case,” *Economic Letters*, Vol. 5(4), November 1980, pp. 371-375.

“Optimal Regulation of Research and Development Under Imperfect Information,” *The Bell Journal of Economics*, Vol. 13(2), Autumn 1982, pp. 354-368.

“Sustainability, Entry Restrictions, and Induced Technological Bias,” *Quarterly Review of Economics and Business*, Vol. 22(4), Winter 1982, pp. 43-52 (with W. Shepherd).

“Limited Liability Contracts Between Principal and Agent,” *Journal of Economic Theory*, Vol. 29(1), February 1983, pp. 1-21.

“Optimal Regulation of a Multiproduct Monopoly with Unknown Technological Capabilities,” *The Bell Journal of Economics*, Vol. 14(2), Autumn 1983, pp. 453-463.

“Multi-Agent Control in Perfectly Correlated Environments,” *Economics Letters*, Vol. 13(4), November 1983, pp. 325-330 (with J. Demski).

## **JOURNAL PUBLICATIONS (CONTINUED):**

“Optimal Incentive Contracts with Multiple Agents,” *Journal of Economic Theory*, Vol. 33(1), June 1984, pp. 152-171 (with J. Demski).

“Incentive Contracting with Asymmetric and Imperfect Precontractual Knowledge,” *Journal of Economic Theory*, Vol. 34(1), October 1984, pp. 52-70.

“To Brand or Not to Brand?: A Theoretical and Empirical Question,” *The Journal of Business*, Vol. 58(3), July 1985, pp. 279-294 (with B. Wernerfelt).

“Line Item Reporting, Factor Acquisition, and Subcontracting,” *The Journal of Accounting Research*, Vol. 24(2), Autumn 1986, pp. 250-269 (with J. Demski).

“On the Timing of Information Release,” *Information Economics and Policy*, Vol. 2(4), December 1986, pp. 307-316 (with J. Demski).

“Commitment to Regulatory Bureaucracy,” *Information Economics and Policy*, Vol. 2(4), December 1986, pp. 243-258.

“Managing Supplier Switching,” *The Rand Journal of Economics*, Vol. 18(1), Spring 1987, pp. 77-97 (with J. Demski and P. Spiller).

“Information, Incentives and Organizational Mode,” *The Quarterly Journal of Economics*, Vol. 102(2), May 1987, pp. 243-263 (with M. Riordan).

“Information and Regulation,” in *Public Regulation: New Perspectives on Institutions and Policies*, E. Bailey (ed.), MIT Press, 1987, pp. 3-43 (with J. Stiglitz).

Reprinted in *Privatization in Developing Countries*, edited by P. Cook and C. Kirkpatrick. Cheltenham, England: Edward Elgar Publishers, 1999.

“Delegated Expertise,” *Journal of Accounting Research*, Vol. 25(1), Spring 1987, pp. 68-89 (with J. Demski).

“Awarding Monopoly Franchises,” *The American Economic Review*, Vol. 77(3), June 1987, pp. 375-387 (with M. Riordan).

“Efficient Awards and Standards of Proof in Judicial Proceedings,” *The Rand Journal of Economics*, Vol. 18(2), Summer 1987, pp. 308-315 (with D. Rubinfeld).

“Hierarchical Regulatory Control,” *The Rand Journal of Economics*, Vol. 18(3), Autumn 1987, pp. 369-383 (with J. Demski).

## JOURNAL PUBLICATIONS (CONTINUED):

“Privatization, Information, and Incentives,” *Journal of Policy Analysis and Management*, Vol. 6(4), Summer 1987, pp. 567-581 (with J. Stiglitz).

Reprinted in *The Political Economy of Privatization and Deregulation*, edited by E. Bailey and J. R. Pack. Cheltenham, England: Edward Elgar Publishers, 1995, pp. 79-94.

Also reprinted in *Privatisation and Corporate Performance*, edited by D. Parker. Cheltenham, England: Edward Elgar Publishers, 2001.

“Incentive Schemes with Multiple Agents and Bankruptcy Constraints,” *Journal of Economic Theory*, Vol. 44(1), February 1988, pp. 156-167 (with J. Demski and P. Spiller).

“Regulating Without Cost Information: The Incremental Surplus Subsidy Scheme,” *International Economic Review*, Vol. 29(2), May 1988, pp. 297-306 (with D. Sibley).

“Optimal Contracts with Public Ex Post Information,” *Journal of Economic Theory*, Vol. 45(1), June 1988, pp. 189-199 (with M. Riordan).

Reprinted in *The International Library of Critical Writings in Economics: The Principal Agent Model: The Economic Theory of Incentives*, edited by J. Laffont. Cheltenham, England: Edward Elgar Publishers, forthcoming.

“Commitment in Procurement Contracting,” *The Scandinavian Journal of Economics: Special Issue on Information and Incentives in Organizations*, Vol. 90(3), September 1988, pp. 357-372 (with M. Riordan).

“Profiting from Countervailing Power: An Effect of Government Control,” *International Journal of Industrial Organization*, Vol. 6(4), December 1988, pp. 323-333 (with W.J. Adams).

“Regulating a Monopolist with Unknown Demand and Cost Functions,” *The Rand Journal of Economics*, Vol. 18(3), Autumn 1988, pp. 438-457 (with T. Lewis).

“Regulating a Monopolist with Unknown Demand,” *The American Economic Review*, Vol. 78(5), December 1988, pp. 986-998 (with T. Lewis).

Reprinted in *Critical Ideas in Economics: Economic Regulation*, edited by P. Joskow. Cheltenham, England: Edward Elgar Publishers, 2000, pp. 387-399.

“Inflexible Rules in Incentive Problems,” *The American Economic Review*, Vol. 79(1), March 1989, pp. 69-84 (with T. Lewis).

## JOURNAL PUBLICATIONS (CONTINUED):

“Hierarchical Structure and Responsibility Accounting,” *The Journal of Accounting Research*, Vol. 27(1), Spring 1989, pp. 40-58 (with J. Demski).

“An Informational Effect When Regulated Firms Enter Unregulated Markets,” *The Journal of Regulatory Economics*, Vol. 1(1), March 1989, pp. 35-46 (with T. Lewis).

“Regulatory Options and Price Cap Regulation,” *The Rand Journal of Economics*, Vol. 20(3), Autumn 1989, pp. 405-416 (with T. Lewis).

“Second Sourcing,” *The Rand Journal of Economics*, Vol. 20(1), Spring 1989, pp. 41-58 (with M. Riordan).

Reprinted in *The International Library of Critical Writings in Economics: The Economics of Defence*, edited by K. Hartley and T. Sandler. Cheltenham, England: Edward Elgar Publishers, 2001.

“Renegotiation and Specific Performance,” *Law and Contemporary Problems: Special Issue on The Economics of Contract Law*, Vol. 52(1), Winter 1989, pp. 33-48 (with T. Lewis and M. Perry).

“Countervailing Incentives in Agency Problems,” *Journal of Economic Theory*, Vol. 49(2), December 1989, pp. 294-313 (with T. Lewis).

Reprinted in *The International Library of Critical Writings in Economics: The Principal Agent Model: The Economic Theory of Incentives*, edited by J. Laffont. Cheltenham, England: Edward Elgar Publishers, forthcoming.

“Fully Revealing Income Measurement,” *The Accounting Review*, Vol. 65(2), April 1990, pp. 363-383 (with J. Demski).

“Regulating Without Cost Information: Further Thoughts,” *International Economic Review*, Vol. 31(4), November 1990, pp. 1027-1029 (with D. Sibley).

“Sequential Regulatory Oversight,” *The Journal of Regulatory Economics*, Vol. 2(4), December 1990, pp. 327-348 (with T. Lewis).

“Sharing Productive Knowledge in Internally Financed R&D Contests,” *The Journal of Industrial Economics*, Vol. 39(2), December 1990, pp. 187-208 (with S. Bhattacharya and J. Glazer).

“Incentives in Principal-Agent Relationships,” *The Journal of Economic Perspectives*, Vol. 5(2), Spring 1991, pp. 45-66.

## JOURNAL PUBLICATIONS (CONTINUED):

“Resolving Double Moral Hazard Problems with Buyout Agreements,” *The Rand Journal of Economics*, Vol. 22(2), Summer 1991, pp. 232-240 (with J. Demski).

“Oversight of Long-Term Investment by Short-Lived Regulators,” *International Economic Review*, Vol. 32(3), August 1991, pp. 579-600 (with T. Lewis).

“Incentives for Monitoring Quality,” *The Rand Journal of Economics*, Vol. 22(3), Autumn 1991, pp. 370-384 (with T. Lewis).

“All-or-Nothing Information Control,” *Economics Letters*, Vol. 37(2), October 1991, pp. 111-113 (with T. Lewis).

“Technological Change and the Boundaries of the Firm,” *The American Economic Review*, Vol. 84(4), September 1991, pp. 887-900 (with T. Lewis).

Reprinted in *The Theory of the Firm*, edited by M. Casson. Cheltenham, England: Edward Elgar Publishers, 1996, pp. 397-410.

Also reprinted in *The Theory of the Firm: Critical Perspectives on Business and Management*, edited by N. Foss. London: Routledge Publishers, 2000, pp. 190-209.

“Licensing and the Sharing of Knowledge in Research Joint Ventures,” *Journal of Economic Theory*, Vol. 56(1), February 1992, pp. 43-69 (with S. Bhattacharya and J. Glazer).

“Strategic Nonlinear Pricing Under Price Cap Regulation,” *The Rand Journal of Economics*, Vol. 23(1), Spring 1992, pp. 1-19 (with D. Sibley).

“Further Thoughts on Fully Revealing Income Measurement,” *The Accounting Review*, Vol. 67(3), July 1992, pp. 628-630 (with J. Demski).

“Incentives for Conservation and Quality-Improvement by Public Utilities,” *The American Economic Review*, Vol. 82(5), December 1992, pp. 1321-1340 (with T. Lewis).

“Regulatory Incentive Policies and Abuse,” *The Journal of Regulatory Economics*, Vol. 5(2), June 1993, pp. 131-141 (with D. Sibley).

“Sourcing with Unverifiable Performance Information,” *The Journal of Accounting Research*, Vol. 31(1), Spring 1993, pp. 1-20 (with J. Demski).

## **JOURNAL PUBLICATIONS (CONTINUED):**

“Choosing Workers' Qualifications: No Experience Necessary?,” *International Economic Review*, Vol. 34(3), August 1993, pp. 479-502 (with T. Lewis).

“Ignorance in Agency Problems,” *Journal of Economic Theory*, Vol. 61(1), October 1993, pp. 169-183 (with T. Lewis).

“An Incentive Approach to Banking Regulation,” *Journal of Finance*, Vol. 48(4), September 1993, pp. 1523-1542 (with R. Giammarino and T. Lewis).

“Designing Superior Incentive Regulation: Accounting for All of the Incentives All of the Time,” *Public Utilities Fortnightly*, Vol. 132(4), February 15, 1994, pp. 12-15 (with D. Weisman).

“Designing Superior Incentive Regulation: Modifying Plans to Preclude Recontracting and Promote Performance,” *Public Utilities Fortnightly*, Vol. 132(5), March 1, 1994, pp. 27-32 (with D. Weisman).

“Supplying Information to Facilitate Price Discrimination,” *International Economic Review*, Vol. 35(2), May 1994, pp. 309-327 (with T. Lewis).

“Designing Optional No-Fault Insurance Policies for Health Care Systems,” *Journal of Economics and Management Strategy*, Vol. 3(1), Spring 1994, pp. 113-142.

“Designing Incentive Regulation,” *Review of Industrial Organization*, Vol. 9(3), June 1994, pp. 245-272.

“Toward A Benchmark for Optimal Prudency Policy,” *The Journal of Regulatory Economics*, Vol. 7(2), March 1995, pp. 111-130 (with W. Encinosa).

“Insurance, Adverse Selection, and Cream-Skimming,” *Journal of Economic Theory*, Vol. 65(2), April 1995, pp. 327-358 (with T. Lewis).

“Simple Regulatory Policies in the Presence of Demand and Cost Uncertainty,” *Information Economics and Policy*, Vol. 7(1), April 1995, pp. 57-73 (with B. Blair and T. Lewis).

“Optimal Industrial Targeting With Unknown Learning-By-Doing,” *The Journal of International Economics*, Vol. 38(3/4), May 1995, pp. 275-295 (with E. Dinopoulos and T. Lewis).



## JOURNAL PUBLICATIONS (CONTINUED):

“Explaining the Choice Among Regulatory Plans in the U. S. Telecommunications Industry,” *The Journal of Economics and Management Strategy*, Vol. 4(2), Summer 1995, pp. 237-265 (with S. Donald).

“Revisiting the Line-of-Business Restrictions,” *Managerial and Decision Economics*, Vol. 16(4), July-August 1995, pp. 291-300.

Reprinted in *Deregulating Telecommunications: The Baby Bells' Case for Competition*, edited by R. Higgins and P. Rubin. Chichester, England: John Wiley & Sons, 1995, pp. 11-20.

“Using Markets to Allocate Pollution Permits and Other Scarce Resource Rights Under Limited Information,” *The Journal of Public Economics*, Vol. 57(3), July 1995, pp. 431-455 (with T. Lewis).

“Optimal Capital Structure in Agency Relationships,” *The Rand Journal of Economics*, Vol. 26(3), Autumn 1995, pp. 343-361 (with T. Lewis).

“Revisiting the Conditions for Fully Revealing Disclosure,” *Journal of Business Finance and Accounting*, Vol. 23(3), April 1996, pp. 487-490 (with J. Demski).

“The Effects of Incentive Regulation in the Telecommunications Industry: A Survey,” *The Journal of Regulatory Economics*, Vol. 9(3), May 1996, pp. 269-306 (with D. Kridel and D. Weisman).

Reprinted in *Critical Ideas in Economics: Economic Regulation*, edited by P. Joskow. Cheltenham, England: Edward Elgar Publishers, 2000, pp. 602-641.

“Potential Pitfalls in Empirical Investigations of the Effects of Incentive Regulation Plans in the Telecommunications Industry,” *Information Economics and Policy*, Vol. 8(2), June 1996, pp. 125-140 (with D. Weisman).

“Revenue Sharing in Incentive Regulation Plans,” *Information Economics and Policy*, Vol. 8(3), September 1996, pp. 229-248 (with D. Weisman).

“Competition Among Health Maintenance Organizations,” *The Journal of Economics and Management Strategy*, Vol. 6(1), Spring 1997, pp. 129-150 (with W. Encinosa).

“Penalizing Success in Dynamic Incentive Contracts: No Good Deed Goes Unpunished?,” *The Rand Journal of Economics*, Vol. 28(2), Summer 1997, pp. 346-358 (with T. Lewis).

## JOURNAL PUBLICATIONS (CONTINUED):

- “Information Management in Incentive Problems,” *The Journal of Political Economy*, Vol. 105(4), August 1997, pp. 796-821 (with T. Lewis).
- “Choosing Among Regulatory Options in the United States Telecommunications Industry,” *The Journal of Regulatory Economics*, Vol. 12(3), November 1997, pp. 227-243 (with S. Donald).
- “Access Pricing With Unregulated Downstream Competition,” *Information Economics and Policy*, Vol. 11(1), March 1999, pp. 73-100 (with T. Lewis).
- “Summarization with Errors: A Perspective on Empirical Investigations of Agency Relationships,” *Management Accounting Research*, Vol. 10(1), March 1999, pp. 21-37 (with J. Demski).
- “Setting the  $X$  Factor in Price Cap Regulation Plans,” *The Journal of Regulatory Economics*, Vol. 16(1), July 1999, pp. 5-25 (with J. Bernstein).
- “Employing Decoupling and Deep Pockets to Mitigate Judgment-Proof Problems,” *The International Review of Law and Economics*, Vol. 19(2), June 1999, pp. 275-293 (with T. Lewis).
- “Using Subjective Risk Adjusting to Prevent Patient Dumping in the Health Care Industry,” *The Journal of Economics and Management Strategy*, Vol. 8(3), Fall 1999, pp. 351-382 (with T. Lewis).
- “ACR Reforms to Promote HMO Participation in Medicare + Choice,” *Health Care Financing Review*, Vol. 21(1), Fall 1999, pp. 19-29 (with W. Encinosa).
- “How to Determine the  $X$  in  $RPI - X$  Regulation: A User's Guide,” *Telecommunications Policy*, Vol. 24(1), February 2000, pp. 63-68 (with J. Bernstein).
- “Contracting With Wealth-Constrained Agents,” *International Economic Review*, Vol. 41(3), August 2000, pp. 743-767 (with T. Lewis).
- “Motivating Wealth-Constrained Actors,” *The American Economic Review*, Vol. 90(4), September 2000, pp. 944-960 (with T. Lewis).
- “Optimal Contracting With Private Knowledge of Wealth and Ability,” *The Review of Economic Studies*, Vol. 68(1), January 2001, pp. 21-44 (with T. Lewis).

## JOURNAL PUBLICATIONS (CONTINUED):

- “How Liable Should a Lender Be? The Case of Judgement Proof Firms and Environmental Risk: Comment,” *The American Economic Review*, Vol. 91(3), June 2001, pp. 724-730 (with T. Lewis).
- “Status and Trends of Performance-Based Regulation in the U.S. Electric Utility Industry,” *The Electricity Journal*, Vol. 14(8), October 2001, pp. 71-79 (with G. Basheda, P. Hanser, and J. Pfeifenberger).
- “The Impact of State Incentive Regulation on the U.S. Telecommunications Industry,” *The Journal of Regulatory Economics*, Vol. 22(2), September 2002, pp. 133-159 (with C. Ai).
- “Economic Issues at the Federal Communications Commission,” *The Review of Industrial Organization*, Vol. 21(4), December 2002, pp. 337-356 (with E. Kwerel, J. Levy, R. Pepper, D. Stockdale, and J. Williams).
- “Regulating Horizontal Diversification,” *International Journal of Industrial Organization*, Vol. 21(3), March 2003, pp. 291-315.
- “The Federal Communications Commission’s Competition Policy and Marketing’s Information Technology Revolution,” *Journal of Public Policy & Marketing*, Vol. 22(1), Spring 2003, pp. 26-34 (with D. Stockdale).
- “Incentives for Anticompetitive Behavior by Public Enterprises,” *Review of Industrial Organization*, Vol. 22(3), May 2003, pp. 183-206 (with J.G. Sidak).
- “The Effects of Incentive Regulation on Retail Telephone Service Quality in the United States,” *Review of Network Economics*, Vol. 2(4), December 2003, pp. 355-375.
- “Competition Law for State-Owned Enterprises,” *Antitrust Law Journal*, Vol. 71(2), December 2003, pp. 479-523 (with J.G. Sidak).
- “Competition Policy, Parity Regulation, and Self-Sabotage,” *Info*, Vol. 6(1), February 2004, pp. 52-56 (with D. Weisman).
- “Efficient Manipulation in a Repeated Setting,” *Journal of Accounting Research*, Vol. 42(1), March 2004, pp. 31-49 (with J. Demski and H. Frimor).
- “Toward a Synthesis of Models of Regulatory Policy Design with Limited Information,” *The Journal of Regulatory Economics*, Vol. 26(1), July 2004, pp. 5-21 (with M. Armstrong).

## **JOURNAL PUBLICATIONS (CONTINUED):**

“Wholesale Pricing and Local Exchange Competition,” *Info*, Vol. 6(5), 2004, pp. 318-325 (with L. Wood and W. Zarakas).

“Incentive Regulation and Telecommunications Service Quality,” *The Journal of Regulatory Economics*, Vol. 26(3), November 2004, pp. 263-285 (with C. Ai and S. Martinez).

“On the Design of Performance Measurement Plans in the Telecommunications Industry,” *Telecommunications Policy*, Vol. 28(11), December 2004, pp. 801-820 (with L. Wood).

“Regulating Service Quality: A Survey,” *The Journal of Regulatory Economics*, Vol. 27(2), March 2005, pp. 123-154.

“Self Sabotage,” *The Journal of Regulatory Economics*, Vol. 27(2), March 2005, pp. 155-175 (with D. Weisman).

“Privately-Negotiated Input Prices,” *The Journal of Regulatory Economics*, Vol. 27(3), May 2005, pp. 263-280 (with B. Unel).

“Reviewing the Impact of Incentive Regulation on U.S. Telephone Service Quality,” *Utilities Policy*, Vol. 13(3), September 2005, pp. 201-210 (with C. Ai).

“On the Irrelevance of Input Prices for Make-or-Buy Decisions,” *The American Economic Review*, Vol. 95(5), December 2005, pp. 1631-1638.

“Regulation in Vertically-Related Industries: Myths, Facts, and Policy,” *Review of Industrial Organization*, Vol. 28(1), February 2006, pp. 3-16.

“Audit Error,” *The Journal of Engineering and Technology Management*, Vol. 23(1-2), March – June, 2006, pp. 4-17 (with J. Demski and H. Frimor).

“The Effects of Reinsurance in Financing Children’s Health Care,” *Inquiry*, Vol. 43(1), Spring 2006, pp. 23 - 33 (with S. Aydede, A. Dick, B. Vogel, and E. Shenkman).

“On the Design of Input Prices: Can TELRIC Prices Ever be Optimal?” *Information Economics and Policy*, Vol. 18(2), June 2006, pp. 197-215.

“Regulation, Competition, and Liberalization,” *Journal of Economic Literature*, Vol. 44(2), June 2006, pp. 325-366 (with M. Armstrong).

## **JOURNAL PUBLICATIONS (CONTINUED):**

“Incentives for Sabotage in Vertically-Related Industries,” *The Journal of Regulatory Economics*, forthcoming (with D. Mandy).

“On the Merits of vertical Divestiture,” *The Review of Industrial Organization*, forthcoming.

“Simple Cost-Sharing Contracts,” *The American Economic Review*, forthcoming (with L. Chu).

## **BOOKS/MONOGRAPHS:**

*Designing Regulatory Policy with Limited Information*. London, England: Harwood Academic Publishers, 1987 (with D. Besanko).

*Designing Incentive Regulation for the Telecommunications Industry*. Cambridge, MA: The MIT Press, 1996 (with D. Weisman).

## **BOOK CHAPTERS:**

- “Procurement and Quality Monitoring,” in *Incentives in Procurement Contracting*, edited by J. Leitzel and J. Tirole. Westview Press, 1993, pp. 61-70 (with T. Lewis).
- “Principles of Regulatory Policy Design,” in *Infrastructure Delivery: Private Initiative and the Public Good*, edited by A. Mody. The World Bank, 1996, pp. 79-105.
- “Seven Myths About Incentive Regulation,” in *Pricing and Regulatory Innovations Under Increasing Competition*, edited by M. Crew. Kluwer Academic Publishers, 1996, pp. 1-20 (with D. Weisman).
- “Horizontal Vicarious Liability,” in *The Law and Economics of the Environment*, edited by A. Heyes. Edward Elgar Publishers, 2001, pp. 71-91 (with T. Lewis).
- “Price Regulation,” in *The Handbook of Telecommunications Economics. Volume I: Structure, Regulation, and Competition*, edited by M. Cave, S. Majumdar, and I. Vogelsang. Elsevier Science Publishers, 2002, pp. 225-293.
- “Anticompetitive Behavior by State-Owned Enterprises: Incentives and Capabilities,” in *Competing with the Government: Anticompetitive Behavior and Public Enterprises*, edited by R. Richard Geddes. Hoover Press, 2004, pp. 1-25 (with J. G. Sidak).
- “Recent Developments in the Theory of Regulation,” in *The Handbook of Industrial Organization*, edited by M. Armstrong and R. Porter. Elsevier Science Publishers, 2006 (forthcoming) (with M. Armstrong).

## BOOK REVIEWS:

“Review of Berg and Tschirhart's *Natural Monopoly Regulation*,” *Managerial and Decision Economics*, Vol. 11(1), February 1990, pp. 70-71.

“Review of Laffont and Tirole's *A Theory of Incentives in Procurement and Regulation*,” *Journal of Economic Literature*, Vol. 32(2), June 1994, pp. 720-721.

“Review of Vogelsang and Mitchell's *Telecommunications Competition: The Last Ten Miles*,” *Information Economics and Policy*, Vol. 9(4), December 1997, pp. 354-357.

“Review of Vogelsang and Mitchell's *Telecommunications Competition: The Last Ten Miles*,” *Review of Industrial Organization*, Vol. 12(5-6), December 1997, pp. 837-840.

“Are Public Enterprises the Only Credible Predators?,” *The University of Chicago Law Review*, Vol. 67(1), Winter 2000, pp. 271-292 (with G. Sidak).

“Review of Sclar's *You Don't Always Get What You Pay For: The Economics of Privatization*,” *Journal of Economic Literature*, Vol. 39(2), June 2001, pp. 601-603.

“Review of De Bijl and Peitz's *Regulation and Entry into Telecommunications Markets*,” *Journal of Economic Literature*, Vol. 42(2), June 2004, pp. 538-539.

## **OTHER PUBLICATIONS:**

“Consumer Shopping Behavior in The Retail Coffee Market: A Comment,” in *Proceedings of the Federal Trade Commission's Conference on Empirical Approaches to Consumer Protection Economics*, edited by P. Ippolito and D. Scheffman, 1986, pp. 445-446.

“Endogenous Commitment and Regulatory Design: A Comment on Levy and Spiller's *Regulation, Institutions, and Commitment in Telecommunications*,” in *Proceedings of the World Bank Annual Conference on Development Economics*, edited by M. Bruno and B. Pleskovic. The World Bank, 1994, pp. 253-256.

“Comment on R. Geddes' ‘Agency Costs and Governance in the United States Postal Service’,” in *Governing the Postal Service*, edited by J. G. Sidak. American Enterprise Institute, 1994, pp. 140-143.

“Economic Theory of Regulation,” in *The International Encyclopedia of the Social and Behavioral Sciences*, edited by N. Smelser and P. Baltes, Elsevier Science Publishers, 2001.

“Overview of the Special Issue – Marketing’s Information Technology Revolution: Implications for Consumer Welfare and Economic Performance,” *Journal of Public Policy & Marketing*, Vol. 22(1), Spring 2003, p. 3 (with A. Silk).



## **RESEARCH GRANTS:**

- 2001 - 2004 U. S. Health Resources and Services Administration:  
Maternal and Child Health Bureau.
- 1998 - 2000 The World Bank.
- 1995 - 1998 Management Science Group, Department of Veterans Affairs  
Medical Center at Bedford, Massachusetts.
- 1993 - 1995 National Science Foundation: Economics Division.
- 1993 Management Science Group, Department of Veterans Affairs  
Medical Center at Bedford, Massachusetts.
- 1990 - 1992 National Science Foundation: Economics Division.
- 1990 University of Florida: Division of Sponsored Research.
- 1990 The Garn Institute of Finance.
- 1984 - 1986 National Science Foundation:  
Economics and Information Sciences Divisions.
- 1982 - 1984 University of Pennsylvania:  
Center for the Study of Organizational Innovation.
- 1982 - 1983 National Science Foundation:  
Economics and Information Sciences Divisions.
- 1982 Sloan Foundation: Support through the Institute of Public Policy Studies,  
University of Michigan.
- 1978 - 1980 Sloan Foundation: Support through the Department of Economics,  
Princeton University.

## **HONORS AND AWARDS:**

- 2003 Distinguished Service Award, Public Utility Research Center,  
University of Florida.
- 2000 Faculty Honoree, Anderson Scholars Program, University of Florida.
- 1998 Professorial Excellence Program Award, University of Florida.
- 1997 Research Foundation Professorship, University of Florida.
- 1992 Research Achievement Award, University of Florida.
- 1976 Inducted into the Phi Beta Kappa Society.

## REFEREE/REVIEWER FOR:

Accounting Review  
Addison Wesley, Publishers  
American Economic Review  
American Law and Economics Review  
American Enterprise Institute  
Bell Journal of Economics  
Berkeley Electronic Press Journals in  
Economic Policy and Analysis  
Bulletin of Economic Research  
Cambridge University Press  
China Economic Review  
Danish Social Science Research Council  
Economic Journal  
Econometrica  
Economic and Social Research Council  
Economic Design  
Economic Inquiry  
Economics Letters  
Economic Theory  
Energy Journal  
Encyclopedia of Law and Economics  
European Economic Review  
European Journal of Operational Research  
Games and Economic Behavior  
Harcourt Brace, Publishers  
Information Economics and Policy  
International Journal of  
Industrial Organization  
International Review of  
Law and Economics  
Johns Hopkins University Press  
John Wiley, Publishers  
Journal of Accounting Research  
Journal of the American Statistical  
Association  
Journal of Business  
Journal of Corporate Finance  
Journal of Economic Behavior  
and Organization  
Journal of Economic Dynamics and Control  
Journal of Economic Theory  
Journal of Economics and Business  
Journal of Economics and Management  
Strategy  
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and Management  
Journal of Health Economics  
Journal of Industrial Economics  
Journal of International Economics  
Journal of Law and Economics  
Journal of Law, Economics and Organization  
Journal of Marketing Research  
Journal of Policy Analysis and Management  
Journal of Political Economy  
Journal of Public Economics  
Journal of Public Policy and Marketing  
Journal of Regulatory Economics  
Management Science  
Managerial and Decision Economics  
Marketing Science  
MIT Press  
National Science Foundation:  
Law and Social Sciences, Information  
Sciences, and Economics Divisions  
Oxford University Press  
Princeton University Press  
Quarterly Journal of Economics  
Quarterly Review of Economics and Business  
Rand Journal of Economics  
Research Grants Council of Hong Kong  
Research in Labor Economics  
Review of Economic Studies  
Review of Economics and Statistics  
Review of Industrial Organization  
Review of Network Economics  
Southern Economic Journal  
Telecommunications Policy  
Utilities Policy  
World Bank Economic Review

## SELECTED ADDITIONAL EXPERIENCE:

- 1997 - Present      Instructor in *The International Training Program on Utility Regulation and Strategy*, sponsored by The World Bank and Florida's Public Utility Research Center.
- 2006                      Advisor on the Design of Telecommunications Competition Policy for Telstra.
- 2005 – 2006            Advisor on the Design of Telecommunications Competition Policy for General Communication, Inc.
- 2005                      Consultant on Competition Policy in the Postal Industry for United Parcel Service.
- 2004 – 2005            Advisor on Competition Policy in the Telecommunications Industry for The Antitrust Division of the United States Department of Justice.
- 2004                      Advisor on the Design of Price Cap Regulation for OSIPTEL, Peru's National Telecommunications Regulatory Agency.
- 2003 – 2004            Advisor on the Design of Performance Measurement Systems for SBC, Inc.
- 2003                      Presented Invited Testimony to the President's Commission on the United States Postal Service.
- 2003                      Advisor on the Design of Universal Service and Competition Policy for General Communication, Inc.
- 2001                      Advisor on the Design of Telecommunications Policy for Ecuador's Central Regulatory Body, CONATEL.
- 2000 – 2001            Advisor on the Design of Incentive Regulation for Electric Utilities for Ameren UE.
- 1998 – 2000            Consultant and Expert Witness on Postal Industry Pricing for United Parcel Service.
- 1999 – 2000            Advisor on a Proposed Merger in the Communications Industry for The Antitrust Division of the United States Department of Justice.
- 1998 – 2000            Advisor on Telecommunications Privatization in Africa for The World Bank.

**SELECTED ADDITIONAL EXPERIENCE (CONTINUED):**

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|-------------|--|
| 1996        | Consultant and Expert Witness on the Design of Price Cap Regulation for TELUS Communications, Inc.               |
| 1995        | Expert Witness on Incentive Regulation and Competition for GTE-California.                                       |
| 1992 – 1994 | Consultant on the Design of Incentive Regulation for The Southern Bell Telephone Company.                        |
| 1992        | Advisor on Incentive Regulation in the Electric Power Industry for The New York State Public Service Commission. |