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EDUCATION

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

PROFESSIONAL EXPERIENCE

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| 1991 – Present | 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. |
| 1988 – 1989 | 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. |
| 1980 – 1982 | Assistant Professor, Department of Economics and
Institute of Public Policy Studies, University of Michigan. |

ADDITIONAL POSITIONS

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| 1999 – Present | Director, Robert F. Lanzillotti Public Policy Research Center,
University of Florida. |
| 2017 – 2019 | Affiliate Eminent Scholar, Bob Graham Center for Public Service,
University of Florida. |
| 2008 – 2009 | President, Industrial Organization Society. |

SERVICE ON EDITORIAL BOARDS

Co-Editor

Journal of Economics and Management Strategy (1993 – Present)

Associate Editor

The Rand Journal of Economics (1997 – Present)

The Journal of Regulatory Economics (1995 – 2025)

The Journal of Industrial Economics (1991 – 1994)

Advisory Editor

The Journal of Economic Perspectives (2017 – 2020)

Economics Letters (1983 – 2012)

Board of Editors

The Journal of Regulatory Economics (1991 – 1994 and 2025 – Present)

The Review of Industrial Organization (2009 – Present)

The Review of Network Economics (2009 – Present)

Information Economics and Policy (1992 – Present)

The American Economic Review (1988 – 1992 and 1996 – 1999)

Journal of Public Policy and Marketing (2001 – 2006)

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.

JOURNAL PUBLICATIONS (CONTINUED)

“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).

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

Reprinted in *Recent Developments in the Economic Theory of Incentives*, edited by D. Martimort. Cheltenham, UK: Edward Elgar Publishing, 2017.

“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, UK: 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).

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 following works of Edward Elgar Publishers (Cheltenham, England):

(i) E. Bailey and J. Pack, *The Political Economy of Privatization and Deregulation*, 1995.

(ii) D. Parker, *Privatisation and Corporate Performance*, 2001.

(iii) S. Martin, *Market Failure*, 2019.

“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).

“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 Principal Agent Model: The Economic Theory of Incentives*, edited by J. Laffont. Cheltenham, UK: Edward Elgar Publishers, 2003.

“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(3), September 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.

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

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

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

JOURNAL PUBLICATIONS (CONTINUED)

“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).

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“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.

“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).

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

“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).

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

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“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).

JOURNAL PUBLICATIONS (CONTINUED)

“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).

Reprinted in *Competition and Regulation in Energy Markets*, edited by S. Eyre and M. Pollitt. Cheltenham, England: Edward Elgar Publishing, 2016.

“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).

“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.

“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).

JOURNAL PUBLICATIONS (CONTINUED)

“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.

“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).

“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).

JOURNAL PUBLICATIONS (CONTINUED)

- “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).
- “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).
- “The State 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).

JOURNAL PUBLICATIONS (CONTINUED)

“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).

“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.

Reprinted in *Developments in the Economics of Privatization and Regulation*, edited by M. Crew and D. Parker. Cheltenham: Edward Elgar Publishing Ltd., 2008.

“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.

“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).

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

Reprinted in *Developments in the Economics of Privatization and Regulation*, edited by M. Crew and D. Parker. Cheltenham: Edward Elgar Publishing Ltd., 2008.

“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).

JOURNAL PUBLICATIONS (CONTINUED)

- “On the Design of Input Prices: Can TELRIC Prices Ever be Optimal?” *Information Economics and Policy*, Vol. 18(2), June 2006, pp. 197-215.
- “On the Merits of Vertical Divestiture,” *The Review of Industrial Organization*, Vol. 29(3), November 2006, pp. 171-191.
- “Simple Cost-Sharing Contracts,” *The American Economic Review*, Vol. 97(1), March 2007, pp. 419-428 (with L. Chu).
- “Equity and Adverse Selection with Correlated Costs,” *Economics Letters*, Vol. 95(3), June 2007, pp. 402-407 (with R. Desiraju).
- “Incentives for Sabotage in Vertically-Related Industries,” *The Journal of Regulatory Economics*, Vol. 31(3), June 2007, pp. 235-260 (with D. Mandy).
- “Persistence of High Health Care Expenditures among Children in Medicaid,” *Medical Care Research and Review*, Vol. 64(3), June 2007, pp. 304-330 (with E. Shenkman, C. Knapp, B. Vogel, and D. Schatz).
- “Equity and Adverse Selection,” *The Journal of Economics and Management Strategy*, Vol. 16(2), Summer 2007, pp. 285-318 (with R. Desiraju).
- “The Bright Side of Supplier Encroachment,” *Marketing Science*, Vol. 26(5), September-October 2007, pp. 651-659 (with A. Arya and B. Mittendorf).
- “A Note on Optimal Procurement Contracts with Limited Direct Cost Inflation,” *Journal of Economic Theory*, Vol. 137(1), November 2007, pp. 745-753 (with L. Chu).
- “Outsourcing, Vertical Integration, and Price vs. Quantity Competition,” *The International Journal of Industrial Organization*, Vol. 26(1), January 2008, pp. 1-16 (with A. Arya and B. Mittendorf).
- “Does the Quality of Care in Medicaid MCOs Vary with the Form of Physician Compensation?” *Health Economics Letters*, Vol. 17(4), April 2008, pp. 545-550 (with T. Quast and E. Shenkman).
- “Asset Revaluation Regulation with Multiple Information Sources,” *The Accounting Review*, Vol. 83(4), July 2008, pp. 869-891 (with J. Demski and H. Lin).
- “The Make-or-Buy Decision in the Presence of a Rival: Strategic Outsourcing to a Common Supplier,” *Management Science*, Vol. 54(10), October 2008, pp. 1747-1758 (with A. Arya and B. Mittendorf).
- “Procurement Contracts: Theory vs. Practice,” *The International Journal of Industrial Organization*, Vol. 27(1), January 2009, pp. 51-59 (with L. Chu).

JOURNAL PUBLICATIONS (CONTINUED)

- “Designing Input Prices to Motivate Process Innovation,” *The International Journal of Industrial Organization*, Vol. 27(3), May 2009, pp. 390-402 (with Y. Chen).
- “Implementing High-Powered Contracts to Motivate Intertemporal Effort Supply,” *The Rand Journal of Economics*, Vol. 40(2), Summer 2009, pp. 296-316 (with L. Chu).
- “Asset Revaluation Regulations,” *Contemporary Accounting Research*, Vol. 26(3), Fall 2009, pp. 843-865 (with J. Demski and H. Lin).
- “Equal Pay for Unequal Work: Limiting Sabotage in Teams,” *The Journal of Economics and Management Strategy*, Vol. 19(1), Spring 2010, pp. 25-53 (with A. Bose and D. Pal).
- “Innovation in Vertically Related Markets,” *The Journal of Industrial Economics*, Vol. 58(2), June 2010, pp. 373-401 (with Y. Chen).
- “On the Design of Piece-Rate Contracts,” *Economics Letters*, Vol. 107(3), June 2010, pp. 330-332 (with A. Bose and D. Pal).
- “Contracting with Private Knowledge of Signal Quality,” *The Rand Journal of Economics*, Vol. 41(2), Summer 2010, pp. 244-269 (with L. Chu).
- “Asymmetric Treatment of Identical Agents in Teams,” *The European Economic Review*, Vol. 54(7), October 2010, pp. 947-961 (with A. Bose and D. Pal).
- “Price Cap Regulation: What Have We Learned from Twenty-Five Years of Experience in the Telecommunications Industry?” *The Journal of Regulatory Economics*, Vol. 38(3), December 2010, pp. 227-257 (with D. Weisman).
- “On the Performance of Linear Contracts,” *The Journal of Economics and Management Strategy*, Vol. 20(1), Spring 2011, pp. 159-193 (with A. Bose and D. Pal).
- “Pareto-Improving Inefficiency,” *Oxford Economic Papers*, Vol. 63(1), January 2011, pp. 94-110 (with A. Bose and D. Pal).
- “Exclusive Contracts, Innovation, and Welfare,” *The American Economic Journal: Microeconomics*, Vol. 3(2), May 2011, pp. 194-220 (with Y. Chen).
- “Managing Planning and Production Moral Hazard,” *The Journal of Management Accounting Research*, Vol. 23, 2011, pp. 129-167 (with H. Lin).
- “Regulating Regulators in Transitionally Competitive Industries,” *The Journal of Regulatory Economics*, Vol. 41(1), February 2012, pp. 19-40 (with D. Weisman).
- “Sabotaging Cost Containment,” *The Journal of Regulatory Economics*, Vol. 41(3), June 2012, pp. 293-314 (with D. Pal and Y. Tang).

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- “Designing Optimal Gain Sharing Plans to Promote Energy Conservation,” *The Journal of Regulatory Economics*, Vol. 42(2), October 2012, pp. 115-134 (with L. Chu).
- “Extreme Screening Policies,” *The European Economic Review*, Vol. 56(8), November 2012, pp. 1607-1620 (with A. Bose and D. Pal).
- “Motivating Energy Suppliers to Promote Energy Conservation,” *The Journal of Regulatory Economics*, Vol. 43(3), June 2013, pp. 229-247 (with L. Chu).
- “Competitive Procurement of Auditing Services with Limited Information,” *The European Accounting Review*, Vol. 43(3), September 2013, pp. 573-605 (with M. Causholli, R. Knechel, and H. Lin).
- “On the Performance of Endogenous Access Pricing,” *The Journal of Regulatory Economics*, Vol. 44(3), December 2013, pp. 237-250 (with K. Fjell and D. Pal).
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- “Welfare-Enhancing Fraudulent Behavior,” *The Review of Accounting Studies*, Vol. 20(1), March 2015, pp. 343-370 (with H. Lin).
- “Contracting with Private Knowledge of Production Capacity,” *The Journal of Economics and Management Strategy*, Vol. 24(4), Winter 2015, pp. 752-785 (with L. Chu).
- “All Entrepreneurial Productivity Increases are Not Created Equal,” *The Southern Economic Journal*, Vol. 82(3), January 2016, pp. 952-974 (with A. Bose and D. Pal).
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HONORS AND AWARDS:

2024	Distinguished Service Award Industrial Organization Society.
2017 – 2019	Term Professorship Award University of Florida.
2017	Campbell Watkins 2017 Best Paper Award <i>The Energy Journal</i>
2015	Distinguished Member Award Transportation and Public Utilities Group.
2015	Faculty Honoree, Anderson Scholars Program University of Florida.
2011 – 2014	Research Foundation Professorship University of Florida.
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 – 2000	Research Foundation Professorship University of Florida.
1992	Research Achievement Award University of Florida.
1976	Inducted into the Phi Beta Kappa Society.

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