

# CURRICULUM VITAE<sup>1</sup>

## JEAN-FRANÇOIS HOUDE

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### CONTACT INFORMATION

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### EDUCATION

- 1995–1998      B.Sc. in Managerial Economics, Université du Québec à Trois-Rivières (UQTR), Québec
- 1998–2000      M.Sc. in Applied Economics, École des Hautes Études Commerciales (HEC) of Montréal, Québec
- 2001–2006      Ph.D. Economics, Queen’s University of Kingston, Ontario  
*Thesis: An Empirical Investigation of Spatial Differentiation and Price Floor Regulations in Retail Markets for Gasoline*
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### POSITIONS AND EMPLOYMENT

- 2022–            Juli Plant Grainger Distinguished Chair of Economics, University of Wisconsin-Madison
- 2021–2022      Douglas W. and Sherry A. Caves Professor of Economics, University of Wisconsin-Madison
- 2018–2021      Associate Professor of Economics, University of Wisconsin-Madison
- 2016–2018      Associate Professor of Economics, Cornell University
- 2015–2016      Claude Marion Endowed Faculty Scholar, Wharton School, University of Pennsylvania.
- 2012–2016      Assistant Professor, Business Economics and Public Policy (BEPP), Wharton, University of Pennsylvania.
- 2012–            NBER, Industrial Organization (Research Associate since 2016).
- 2006–2012      Assistant Professor of Economics, University of Wisconsin-Madison.
- 2006–            Researcher, CIRANO, Montreal.
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<sup>1</sup>Last update: May 26, 2023

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## OTHER PROFESSIONAL ACTIVITIES

Associate Editor	American Economic Review (since 2021) Quantitative Economics (since 2021) Journal of Business Economics and Statistics (2021-2024) International Journal of Industrial Organization (2014-2021)
Conferences	NBER-IO conference, Winter 2019, Stanford (Co-organizer with Eric Budish); IIOC program committee (2012-2021).

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## HONORS AND AWARDS

2015	Best competition policy paper from the Association of Competition Economics (ACE).
2014	Second place paper for the American Bar Association's "Retrospective Analysis of Merger Decision Outcomes Competition" for "Spatial differentiation and vertical mergers in retail markets for gasoline".
2012	Journal of Strategic Information Systems Best Paper Award for "A Multi-Level Investigation of Information Technology Outsourcing".
2006–2007	C.A. Curtis Prize winner for the best economics thesis at Queen's University
2002–2005	Social Sciences and Humanities Research Council of Canada and Fonds de recherche sur la nature et les technologies (FCAR), Doctoral Scholarships
2002–2003	Sun Microsystems of Canada Scholarship
2001–2003	Fonds de recherche sur la nature et les technologies (FCAR), Doctoral Scholarship
1999-2000	FCAR and CIRANO, Master Scholarship

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## PUBLICATIONS

### PUBLISHED AND FORTHCOMING JOURNAL ARTICLES

1. Mike Abito, Jin Soo Han, Arthur van Benthem. "Agency Frictions and Procurement: New Evidence from U.S. Electricity Restructuring", Forthcoming, Journal of Industrial Economics.
2. Josh Deutschmann, Jared Gars, Jean-Francois Houde, Molly Lipscomb and Laura Schechter. "Privatization of Public Goods: Evidence from the Sanitation Sector in Senegal". Journal of Development Economics, January 2023.
3. Jean-François Houde, Peter Newberry, and Katja Seim. "Nexus Tax Laws and Economies of Density in E-Commerce: A Study of Amazon's Fulfillment Center Network", Econometrica, January 2023.
4. Jin Soo Han, Jean-François Houde, Arthur van Benthem, and Mike Abito, "When Does Regulation Distort Costs? Lessons from Fuel Procurement in US Electricity Generation: Comment", American Economic Review, vol. 111, no. 4, April 2021.
5. Jason Allen, Robert Clark and Jean-François Houde. "Search frictions and market power in negotiated price markets", NBER working paper 19883. Journal of Political Economy, August 2019.

6. Benoit Aubert, Jean-François Houde, Michel Patry and Suzanne Rivard. "Determinants of contract completeness for information technology outsourcing", *Information Technology and Management*, Volume 18, Issue 4, p. 277-292, 2018.
7. Juan Esteban Carranza, Robert Clark and Jean-François Houde. "Price controls and market structure: Evidence from gasoline retail markets", *Journal of Industrial Economics*, Volume 63, No 1, p. 152-198, 2015.
8. Jason Allen, Robert Clark and Jean-François Houde. "The effect of mergers in search markets: Evidence from mortgage markets", *American Economic Review*, 2014, 104(10), pages 3365-3396.
9. Jason Allen, Robert Clark and Jean-François Houde. "Price dispersion in mortgage markets", *Journal of Industrial Economics*, Volume LXII, No 3, p. 377-416, 2014 [Lead article].
10. Robert Clark and Jean-François Houde. "The effect of explicit communication on pricing: Evidence from the collapse of a gasoline retail cartel", *Journal of Industrial Economics*, Volume LXII, No 2, p. 191-228, 2014 [Lead article].
11. Robert Clark and Jean-François Houde. "Collusion with asymmetric retailers: Evidence from a gasoline price-fixing case in Canada", *American Economic Journal: Microeconomics*, Volume 5, No. 3, p. 97-123, 2013.
12. Benoit Aubert, Jean-François Houde, Michel Patry and Suzanne Rivard. "A Multi-Level Investigation of Information Technology Outsourcing", *Journal of Strategic Information Systems*, Volume 21, Issue 3, p. 233-244, 2012.
13. Jean-François Houde. "Spatial differentiation and vertical mergers in retail markets for gasoline", *American Economic Review*, Volume 102, No. 5, p. 2147-2182, 2012.

#### BOOK CHAPTERS AND CONFERENCE PROCEEDINGS

1. "The Impact of Distance in Retail Markets" (with Danny Edgel, J-F Houde, and Katja Seim). *American Economic Association P&P*, May 2023.
2. Rob Clark, Marco Duarte and Jean-François, "Morphology of a Price War". Latest version: August 2022, In preparation for *Cartels Diagnosed: New Insight on Collusion*.
3. Rob Clark, Jean-François Houde, and Jakub Kastl. "The Industrial Organization of Financial Markets". *Handbook of IO* vol. 5.
4. Jean-François Houde. "Gasoline markets", *The New Palgrave Dictionary of Economics*, Steven N. Durlauf and Lawrence E. Blume, Eds, Palgrave Macmillan, 2010.
5. Benoit Aubert, Jean-François Houde, Michel Patry and Suzanne Rivard. "Characteristics of IT Outsourcing Contracts", *Proceedings of the 36th Hawaii International Conference on System Sciences*, 2003.

#### WORKING PAPERS UNDER SUBMISSION

1. Jean-François Houde, Terrence Johnson, Molly Lipscomb and Laura Schechter, "Imperfect Competition and Sanitation: Evidence from randomized auctions in Senegal". Latest version: September 2022.
2. Amit Gandhi and Jean-François Houde, "Measuring Substitution Patterns in Differentiated Products Industries", August 2020. Revision requested from *Econometrica*.
3. Rob Clark, Ig Hortsmann, and Jean-François Houde. "Hub and Spoke Cartels: Theory and Evidence from the Grocery Industry". Latest version: January 2023. Revision requested from the *American Economic Review*.

4. Ricard Gil, Jean-Francois Houde, Shilong Sun and Yuya Takahashi, "Preemptive Entry and Technology Diffusion in the Market for Drive-in Theaters". Revision requested from the Rand Journal of Economics.
5. The role of intermediaries in selection markets: Evidence from mortgage lending (with Jason Allen, Robert Clark, Shaoteng Li and Anna Trubnikova). In submission.

WORK IN PROGRESS: WORKING PAPERS

1. "Asymmetric information in the wholesale market for mortgages: The case of Ginnie Mae loans" (with Ken Hendricks and Diwakar Raisingh). Latest version: December 2020.
2. "Measuring Firms' Conduct in Differentiated Products Industries", (with Amit Gandhi). Latest version: September 2020.
3. "Competition and the cannibalization of college quality" (with Poala Bordon, Chao Fu, Ana Gazmuri), June 2016.
4. "Market structure and the diffusion of e-commerce: Evidence from the retail banking industry" (with Jason Allen and Robert Clark) June 30, 2009.

WORK IN PROGRESS: PRE-WORKING PAPER STAGE

1. Sustainable intermediation: Using market design to improve sanitation provision (with Terrence Johnson, Molly Lipscomb and Laura Schechter).
  2. Using Market Mechanisms to Increase the Take-up of Improved Sanitation (with Josh Deutschmann, Terry Johnson, Molly Lipscomb and Laura Schechter).
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## GRANT ACTIVITY

Name of Grant	Funding Agency	Period of Grant	Type of Grant	Role in Grant	Annual Direct Cost	Annual Indirect Cost
Asymmetric Information and Vertical Relations in the US Mortgage Industry	NSF	2023-2026	Public research grant	PI	321,762	39,33
Measuring substitution patterns and market power in differentiated products industries.	NSF	2015-2018	Public research grant	PI	106,670	30,273
Dean's Research Funds	Wharton	2013-2016	University research grant	PI	10,000	0
Wharton Social Impact Initiative	Wharton	2014-2015	University research grant	PI	10,000	0
Identifying Social Effects of Investment in Public Goods: Sanitation in Senegal	Gates Foundation	2011-2015	Private foundation grant	Co-PI	350,000	63,000
Shopping for mortgage contracts: Price discrimination, Bank mergers and Negotiation.	NSF	2010-2014	Public research grant	PI	56,000	30,000
Graduate school fall research competition	UW-Madison	2007-2010 2019-2021 2022-2023	University research grant	PI	20,000	10,000

## CONFERENCES AND SEMINAR PRESENTATIONS (INCLUDING SCHEDULED)

2023	University of Arizona Empirical Micro conference, UBC IO Summer conference, ITAM.
2022	Rice University, Texas A&M, Washington University (Olin), Northwestern University, University of Houston, Yale, Stanford, Wisconsin (Real estate)
2021	IIOC (plenary speaker), CEPR-JIE summer conference, Asia-Pacific IO Conference (APIOC)
2020	Boston University, University of Pennsylvania, IO <sup>2</sup> virtual seminar, University of Montreal, DePaul University, University of Michigan (postponed)
2019	Princeton, Ohio State University, UW-Milwaukee
2018	Columbia University, MIT, University of Virginia, Northwestern, Penn-State/Cornell Econometrics and IO Conference.
2017	American Economic Association meetings, University of Rochester (Simon), Stony Brook University, Princeton, Stanford, Indiana, McMaster, NY-IO day (discussant), HEC-Montreal IO summer conference (discussant), Cornell-Penn State IO & Econometrics Conference,

- Indiana University, Structural IO Workshop at PUJ (Bogota), McMaster University, NBER Market design conference.
- 2016 American Economic Association meetings, University of Pennsylvania (economics), University of Toronto, Consumer Financial Protection Bureau, Federal Trade Commission, New York University (economics), Queen's University.
- 2015 American Economic Association meetings, NBER IO Winter meetings (discussant), CRES Microeconomics conference at Olin, IIOC, HEC-Montreal IO summer conference (discussant), Wharton, Toulouse School of Economics, Leuven, Penn State, Cornell, Texas-Austin, Boston College, World Bank, Western Ontario, Columbia University, University of Arizona.
- 2014 Berkeley-Haas (marketing), Federal Reserve Board, Barcelona GSE Summer Forum, IIOC, Econometric Society Summer meetings, Clemson University.
- 2013 University of Texas at Dallas (marketing), American Bar Association conference on merger retrospectives, HEC-Montreal IO summer conference (discussant), University of Illinois at Urbana-Champaign, Bates White, London School of Economics, FTC-Microeconomics conference (discussant), Annual Health Economics Conference (discussant).
- 2012 American Economic Association meetings, Wharton, NBER-IO Winter Meetings, Columbia University, HULM Conference-Boston Fed, Boston College, Toulouse School of Economics, Mannheim, Princeton, Stanford Marketing, UQAM, NBER Consumer finance conference (Oxford), QME Conference (discussant), NYU, University of North Carolina.
- 2011 Indiana University - Kelley Business school, Washington University - Olin business school, University of Pennsylvania, University College of London, Penn State University, Queen's University, FTC Microeconomics Conference, QME Conference (discussant).
- 2010 Université Laval, Boston University, New York University, The 2010 Invitational Choice Symposium (Miami), SED (Montreal), UCLA, University of Western Ontario, University of Waterloo, University of Minnesota, Yale.
- 2009 UBC Annual IO conference, SITE conference, NBER summer meetings, Institute for computational economics, IIOC, FTC, De Paul University.
- 2008 NBER winter meetings, Yale, Northwestern, Duke, IIOC, SED-Boston.
- 2007 SED-Prague, Northern Illinois University, University of Chicago GSB.
- 2006 North American Summer Meetings of the Econometric Society, University of Minnesota, Numerical Intensive Economic Policy Analysis, Queen's University, Canadian Economic Association Meetings, Concordia University, UQAM, HEC Montréal, Université de Montréal, University of Wisconsin at Madison, University of Pennsylvania, Simon Fraser University, New-York University, New-York Fed., Bank of Canada.
- 2005 Canadian Economic Association Annual Meetings McMaster University, International Industrial Organization Conference, Georgia Tech University. Concordia University, Queen's University.
- 2004 Numerical Intensive Economic Policy Analysis (Queen's University), Canadian Economic Association Meetings

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## PHD STUDENTS (INITIAL PLACEMENT)

\* CHAIR OR CO-CHAIR

2010	Yuya Takahashi (UW)*, Mannheim University (initial) (Assistant professor).
2010	Aris Avgousti (UW)*, University of Cyprus (Lecturer).
2012	Peter Newberry (UW)*, Pennsylvania State University (initial) (Assistant professor).
2012	Ker Zhang (UW)*, Shanghai University of Finance and Economics (Assistant professor).
2014	Tomohiko Yano (UW)*.
2014	Francisco Franchetti (UW)*, Cornerstone Research, San Francisco.
2015	David Muir (Wharton), University of Delaware - Marketing department (Assistant professor).
2015	Hui Li (Penn), Carnegie-Mellon University - Marketing department (Assistant professor).
2016	Ana Gazmuri (Wharton), Toulouse School of Economics (Assistant professor).
2016	Yin Yin Yu (Penn), Vanguard.
2017	Jin Soo Han (Wharton)*. KAIST University, South Korea (Assistant professor).
2018	Flavio Stanchi (Cornell). AirBnB.
2018	Thomas Eisenberg (Cornell). University of Delaware (Assistant professor)
2019	Nahim Zahur (Cornell). Queen's University in Kingston (Assistant professor)
2019	Daniel Chaves (Wisconsin). Western Ontario University (Assistant professor)
2020	Phoebe Tian (Wisconsin)*. Bank of Canada.
2020	Chen Zheng (Wisconsin)*. The Brattle Group.
2020	Diwakar Raisingh (Wisconsin). DOJ.
2021	Xinrong Zhu (Wisconsin)*. Imperial College London (Assistant professor, marketing).
2021	Renata Gaineddenova (Wisconsin)*. Harvard Business School (Assistant professor, strategy).
2021	Anna Trubnikova (Wisconsin)*. Cornerstone.
2021	Marco Duarte (Wisconsin). University of North Carolina (Assistant professor).
2021	Olga Kiseleva (Wisconsin). Analysis Group.
2021	Yeon Ju Baik (Wisconsin). Korea Institute of Finance.
2021	Yuteng Cheng (Wisconsin). Bank of Canada.

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## TEACHING

ECON 4610	2016-2018	Undergraduate Industrial Organization (Cornell)
ECON 7520/7510	2016-2018	PhD Industrial Organization (Cornell)
BEPP 250	2012-2015	Managerial Economics (Wharton)
BEPP 987	2012-2015	PhD Industrial Organization (Wharton)
ECON 468	2006-2019	Undergraduate Industrial Organization (Wisconsin)
ECON 410	2007-2009	Undergraduate Econometrics (Wisconsin)
ECON 762/761	2006-2012	PhD Industrial Organization (Wisconsin)
ECON 717/706	2020-2021	Applied Econometrics (Wisconsin)

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## DEPARTMENTAL SERVICES

2018-	PhD admission (chair since 2021)
2016-2018	Junior and senior faculty recruiting, and computing resources (Cornell)
2012-2015	PhD admission, and junior faculty recruiting (Wharton)
2006-2012	PhD admission, and junior faculty recruiting (Wisconsin)
2020	Chair of Phd admission (Wisconsin)

Last updated: May 26, 2023