

Curriculum Vitae

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Chaim Fershtman

University: The Eitan Berglas School of Economics
 Tel Aviv University
 Tel Aviv 69978, Israel
 Tel: 972-3-6407167
 e-mail: fersht@post.tau.ac.il
 FAX: 972-3-6409976

Citizenship: Israel

Education

B.S. in Mathematics, The Hebrew University, 1977.
 M.A. in Economics, The Hebrew University, 1979.
 M.A. in Business Administration, The Hebrew University, 1979.
 Ph.D. in Economics, The Hebrew University, 1983.

Research Awards

1981-1983 Fulbright-Hayes Research Fellow.
 1981-1982 Lady Davis Research Fellowship.
 1984-1987 Recipient of the Alon Fellowship for outstanding young faculty.
 1994-1995 Ford Foundation Fellowship.
 1995-1996 US-Israel Binational Science Foundation.
 1997 Leif Johansen Research Award, University of Oslo.
 1997 Fellow IJIO
 2000-2002 The Israel Science Foundation.
 2000-2003 Ministry of Science and Culture (Israel).
 2002-2004 The Israel Science Foundation.
 2002-2005 Russell Sage Foundation Grant.
 2004,2006,2007,2009 Microsoft Research Fund.
 2005-2008 US-Israel Binational Science Foundation.
 2009-2011 The Israel Science Foundation.
 2009-2012 US-Israel Binational Science Foundation

Research Interests

Industrial Organization, Sociological Aspects in Economics.

Academic Positions

- 2002- present Chair of Public Economics.
 1994- present Professor, The Eitan Berglas School of Economics, Tel-Aviv University.
 1990-1994 Associate Professor, Department of Economics, Tel Aviv University.
 1987-1989 Senior Lecturer, Department of Economics, Tel Aviv University.
 1984-1987 Lecturer, Department of Economics, The Hebrew University of Jerusalem.

Other Activities

- Head of the Eitan Berglas School of Economics, Tel Aviv University, June 1995-1997.
 Senior Economic Adviser, The Public Utility Authority: Electricity, Israel 1996 - 1997.
 Member of the merger committee, The Antitrust Authority, Israel, 2000-2007.
 Member of the Academic Committee, The Open University, Tel Aviv, Israel, 2000-2004.
 Head of the Pinhas Sapir Center for Development, Tel Aviv University. 2000- 2004.
 Chairman of the Steering committee, The School of Public Policy and Government, Tel Aviv University 2002-2003.
 Regional Consultant of the European Winter Meetings of the Econometric Society, 2003-2007.
 Head of the Graduate (MA and PhD) Program in Economics, Tel Aviv University, 2004-2006.
 Research Fellow, CEPR - Center for Economic Policy Research.
 Research Fellow, Tinbergen Institute, 2006-present.
 Head of the Sapir Forum, 2008-2010.
 Head of the Foerder Institute 2009-present.

Editorial Positions

- 1991- 1997 Co-Editor, Journal of Economics & Management Strategy.
 1993- 2002 Associate Editor, International Journal of Industrial Organization.
 2000- 2002 Associate Editor, European Journal of Political Economics.
 2002- 2004 Associate Editor, Games and Economic Behavior.
 2003- 2010 Editor, The Rand Journal of Economics.

I. Papers in Journals

- "Competitive Incentives: Working Harder or Working Smarter?" (with Anat Bracha), Management Science, (forthcoming).
- "Dynamic Games with Asymmetric Information: A Framework for Applied Work" (with Ariel Pakes), Quarterly Journal of Economics, (forthcoming).
- "Migration to the Cloud Ecosystem: Ushering in a New Generation of Platform Competition," (with Neil Gandal), Communications & Strategies, Special issue on Cloud ecosystem and Platform competition, Vol. 85: 1st quarter (2012) pp. 109-124.
- "Equity Aversion: Social Norms and the Desire to be Ahead", (with Uri Gneezy and John A. List), American Economic Journal Microeconomics, (forthcoming).
- "Taboos and Identity: Considering the Unthinkable" (with Uri Gneezy and Moshe Hoffman), American Economic Journal Microeconomics (2011), Vol. 3(2), pp.139-164.
- "Direct and Indirect Knowledge Spillovers: The 'Social Network' of Open Source Projects" (with Neil Gandal), The Rand Journal of Economics (2011), Vol. 42(1), pp. 70-91.
- "The Tradeoff between Performance and Quitting in High Power Tournament"" (with Uri Gneezy), Journal of the European Economic Association, (2011) Vol. 9(2), pp. 318-336.
- "Network Security: Vulnerabilities and Disclosure Policy" (with Jay Pil Choi and Neil Gandal), Journal of Industrial Economics (2010), Vol. 58(4), pp. 868-894.
- "Patents, Imitation and Licensing In an Asymmetric R&D Race" (with Sarit Markovich), International Journal of Industrial Organization, (2010), Vol. 28, pp. 113-126.
- "A Consistent Weighted Ranking Scheme: With an Application to NCAA College Football Rankings" (with Neil Gandal and Itay Fainmesser) Journal of Sports Economics (2009) Vol. 10, pp. 582-600.
- "Open Source Software: Intrinsic Motivation and Restrictive Licensing" (with Neil Gandal), International Economics and Economic Policy, (2007) Vol. 4, pp. 209-225.
- "Read my Lips, Watch for Leaps: A Theory of Endogenous Political Instability" (Co-authored with Aviad Heifetz), Economic Journal, (2006), Vol. 116(508), , pp. 246-265.
- "Cultural Diversity, Status Concerns and the Organization of Work" (Co-authored with Hans Hvide and Yoram Weiss), Research in Labor Economics Vol. 24, 2006, pp. 361-396.

- “Discrimination and Nepotism: The Efficiency of Anonymity Rule” (with Uri Gneezy and Frank Verboven). Journal of Legal Studies, Vol. 34(2), 2005, pp371-94.
- “The Limit of Public Policy: Endogenous Preferences” (Co-authored with Oren Bar-Gill), Journal of Public Economic Theory, Vol. 7 (5), 2005, pp.841-857.
- “Law and Preferences” (Co-authored with Oren Bar-Gill), The Journal of Law Economics and Organization, Vol. 20, no.2, 2004, (Fall).
- “A Behavioral Explanation of the Relative Performance Evaluation Puzzle” (Co-authored with Hans Hvide and Yoram Weiss), Annals d’Economie et de Statistique, Special Issue on ‘Discrimination and Unequal Outcome’. Vol. 71-72, 2003, pp. 349-362.
- "Inflation and Efficiency in a Search Economy", (co-authored with Arthur Fishman and Avi Simhon). International Economic Review Vol. 44(1), 2003, pp. 205-222.
- "Strategic Delegation: An Experiment", (co-authored with Uri Gneezy), The Rand Journal of Economics Vol. 32, 2001 (Summer), pp. 352-368.
- "Discrimination in a Segmented Society: An Experimental Approach" (with Uri Gneezy) Quarterly Journal of Economics, Vol. 116, 2001 (February), pp. 351-378.
- “A Dynamic Oligopoly with Collusion and Price Wars” (with Ariel Pakes), The Rand Journal of Economics, Vol.31, 2000, pp. 207-236.
- “A Note on Multi-Issue Two-Sided Bargaining: Bilateral Procedures”, Games and Economic Behavior, Vol. 30, 2000, pp. 216-227.
- “Estimating the Effect of Tax Reform in Differentiated Product Oligopolistic Markets” (with Neil Gandal and Sarit Markovitz) Journal of Public Economics, Vol. 74, 1999, 151-170.
- "Social Status and Economic Performance: A Survey" (co-authored with Yoram Weiss), European Economic Review, Vol. 42, 1998, pp. 801-820.
- "Social Rewards, Externalities and Stable Preferences", (co-authored with Yoram Weiss) Journal of Public Economics, Vol. 70, 1998, pp. 53-73.
- "The Effect of the Arab Boycott on Israel: The Automobile Market" (co-authored with Neil Gandal) The Rand Journal of Economics, Spring 1998 Vol. 29, no1 pp. 193-214.
- "Unobserved Delegation" (co-authored with Ehud Kalai) International Economic Review

- 1997 (November), Vol. 38, No. 4 pp. 763-774.
- "A Simple Model of Equilibrium in Search Procedures" (co-authored with Ariel Rubinstein) Journal of Economic Theory, 1997, Vol. 72, pp. 432-441.
- "On the Value of Incumbency: Managerial Reference Point and Loss Aversion" Journal of Economic Psychology 1996, vol. 17, pp. 245-257.
- "Survival of Small Firms: Guerrilla Warfare" Journal of Economics and Management Strategy, 1996, Vol. 5 pp. 131-147.
- "Social Status, Education and Growth" (co-authored with Kevin M. Murphy and Yoram Weiss) Journal of Political Economy 1996, Vol. 104, pp.108-132.
- "Disadvantageous Semicollusion" (co-authored with Neil Gandal). International Journal of Industrial Organization 1994, Vol. 12, pp. 141-154.
- "The Perverse Effects of Sales Tax and Price Controls in an Equilibrium Search Model" (co-authored with Arthur Fishman) European Economic Review, 1994, Vol. 28, pp. 1099-1112.
- "Complexity Considerations and Market Behavior" (with Ehud Kalai) The Rand Journal of Economics, 1993, Vol. 24, pp. 224-235.
- "Social Status, Culture and Economic Performance" (co-authored with Yoram Weiss), Economic Journal 1993, Vol. 103, pp. 946-959.
- "Insider Trading and the Managerial Choice among Risky Projects" (co-authored with Lucian Bebchuk). Journal of Financial and Quantitative Analysis March 1994, Vol. 29, no. 1, pp. 1-14.
- "The Effects of Insider Trading on Insiders' Effort in Good and Bad Times" (co-authored with Lucian Bebchuk), European Journal of Political Economy, 1993, Vol. 9, pp. 469-481.
- "Deadline Effects and Inefficient Delays in Bargaining with Endogenous Commitments" (co-authored with Daniel Seidmann), Journal of Economic Theory, 1993, Vol. 60, pp. 306-321.
- "Cycles and Booms: Dynamic Search Equilibrium" (co-authored with Arthur Fishman), American Economic Review 1992, Vol. 82, pp. 1221-1233.
- "The Benefit of Being Small: Duopolistic Competition with Market Segmentation" (with Eitan

- Muller), Review of Industrial Organization, 1993, Vol. 8, pp. 101-111.
- "Cross Licensing of Complementary Technologies" (co-authored with Morton I. Kamien), in International Journal of Industrial Organization, 1992, Vol. 10, No 3, pp. 329-348.
- "On the Stability of Occupational Ranking" (co-authored with Yoram Weiss), Rationality and Society, April 1992, Vol. 4, pp. 221-233.
- "Observable Contracts: Strategic Delegation and Cooperation" (co-authored with Kenneth Judd and Ehud Kalai), International Economic Review, 1991, Vol. 32, No. 3, pp. 551-559.
- "Delayed Agreements and Non-Expected Utility" (co-authored with Zvi Safra and Daniel Vincent), Games and Economic Behavior, 1991, 3, pp. 423-437.
- "Dynamic Voluntary Provision of Public Goods" (co-authored with Shmuel Nitzan), European Economic Review, 1991, 35 (5), pp. 1057-1067.
- "The Importance of the Agenda in Bargaining," Games and Economic Behavior, 1990, 2, pp. 224-238.
- "Market Share Pioneering Advantage: A Theoretical Approach" (co-authored with Vijay Mahajan and Eitan Muller), Management Science, 1990, 36 (8), pp. 900-918.
- "The Interdependence Between Ownership Status and Market Structure: The Case of Privatization," Economica, 1990, 57, pp. 319-328.
- "Turnpike Properties in a Finite Horizon Differential Game: Dynamic Duopoly Games with Sticky Prices" (co-authored with Morton I. Kamien), International Economic Review, 1990, 31, pp. 49-60.
- "Perceived Wealth and Government Bonds: A Diagrammatic Exposition" (co-authored with Anat Pirchi), The American Economist, 33, No. 1, 1989, pp. 83-86.
- "Fixed Rules and Decision Rules: Time Consistency and Subgame Perfection," Economics Letters, 1989, Vol. 30, pp. 191-194.
- "Simultaneous Moves Multi-Person Continuous Time Concession Game," Theory and Decisions, 26, 1989, pp. 81-90.
- "Equilibrium Incentives in Oligopoly," (co-authored with Kenneth Judd), American Economic Review, December 1987, pp. 927-940. Also in *Readings in Microeconomic Theory*, M. A. La Manna (ed.), The Dryden Press.

- "Thinking One Step Ahead: The Use of Conjectures in Competitor Analysis" (co-authored with Ian Domowitz and Raphael Amit), Strategic Management Journal, 9, 1988, 431-442.
- "Dynamic Duopolistic Competition with Sticky Prices" (co-authored with Morton I. Kamien), Econometrica, 1987, 55, No. 5, pp. 1151-1164.
- "Capital Investments and Price Agreements in Semi-collusive Markets" (co-authored with Eitan Muller), The Rand Journal of Economics, 17, 1986, pp. 214-226.
- "Identification of Classes of Differential Games for which the Open Loop is a Degenerated Feedback Nash Equilibrium," Journal of Optimization Theory and Application, 55, 1987, pp. 217-231.
- "Turnpike Properties of Capital Accumulation Games" (co-authored with Eitan Muller), Journal of Economic Theory, 39, 1986, pp. 167-177.
- "Managerial Incentives as a Strategic Variable in a Duopolistic Environment," International Journal of Industrial Organization, 3, 1985, pp. 245-253.
- "Learning by Doing, Inventory and Optimal Pricing Policy" (co-authored with Uri Spiegel), Journal of Economics and Business, 38, No. 1, 1986, pp. 19-26.
- "Goodwill and Market Shares in Oligopoly," Economica, 51, No. 203, 1984, pp. 271-282.
- "Capital Accumulation Games with Infinite Duration" (co-authored with Eitan Muller), Journal of Economic Theory, 33, No. 2, August 1984, pp. 322-339.
- "Sustainable Solutions for Dynamic Bargaining Problems," Economics Letters, 13, 1984, pp. 147-151.
- "Monopoly Versus Competition: The Learning by Doing Case" (co-authored with Uri Spiegel), European Economic Review, 23, 1983, pp. 217-222.
- "Price Dispersion in Oligopoly," Journal of Economic Behavior and Organization, 3, 1982, pp. 389-401.

II. Publications in Books and Proceedings

- "Conjectural Equilibrium and Strategy Spaces in Differential Games" (co-authored with Morton

- I. Kamien), in Optimal Control Theory and Economic Analysis, Gustave Feichtinger (ed.), North-Holland, 1985.
- "Alternative Approaches to Dynamic Games," in Global Macroeconomics: Policy Conflict and Cooperation, Ralph Bryant and Richard Portes (eds.), Macmillan, 1987.
- "Self-Enforceable Agreements in an n-Player Dynamic Game," in Dynamic Policy Games in Economics, Rick van der Ploeg and Aart de Zeeuw (eds.), North-Holland, 1989, pp. 55-72.
- "Cycles and Non-Stationarity Equilibrium Search" (co-authored with Arthur Fishman), in Business Cycle: Theories, Evidence and Analysis, N. Thygeren, K. Velupillai and S. Zambelli (eds.), Macmillan 1991, pp. 135-150.
- "Capital Accumulation and Entry Deterrence: A Clarifying Note" (with Aart de Zeeuw), in Dynamic Economic Models and Optimal Control, Proceedings of the Fourth Viennese Workshop on Dynamic Economic Models and Optimal Control, Gustave Feichtinger (ed.), North-Holland, 1992, pp. 281-296.
- "Integral Games: Theory and Applications" (with Morton I. Kamien and Eitan Muller), in Dynamic Economic Models and Optimal Control, Proceedings of the Fourth Viennese Workshop on Dynamic Economic Models and Optimal Control, Gustave Feichtinger (ed.), North-Holland, 1992, pp. 297-311.
- "Privatization of an Oligopolistic Firm: Some Thoughts About the Privatization of Israel Chemicals Ltd." (Hebrew), Economic Quarterly, 1992, No. 152, pp. 69-79.
- "Privatizing Natural Monopolies: Some Remarks on the Israeli Experience" (with Arie Arnon) (Hebrew), Economic Quarterly, 1992, No. 153, pp. 187-212.
- "Why Do We Care What Others Think About Us?" (with Yoram Weiss), in Economics, Values and Organization, Avner Ben-Ner and Lois Putterman (eds), Cambridge University Press, 1998 pp.133-150.
- "The Arab Boycott and the Israeli Automobile Market: The Peace Dividend" (with Neil Gandal and Sarit Markovich) (Hebrew), Economic Quarterly, April, 1997, No. 1/97 pp. 86-97.
- "Open Source Software Policy" (with Neil Gandal), The Economic Quarterly (Hebrew), 2006, Vol 53(1) pp. 5-23.

"Software Patents," (with Neil Gandal), in Industrial Organization and the Digital Economy, Gerhard Illing and Martin Peitz, eds 2006 MIT Press.

"The Limits of Privatization" (Hebrew), *The Eleven Dispute Series*, 2007, The Van Leer Jerusalem Institute.

"Economics and Social Status" *The New Palgrave Dictionary of Economics*, 2nd Edition, Palgrave MacMillan, 2007.

"A Brief Survey of the Economics of Open Source Software", *The New Palgrave Dictionary of Economics*, Palgrave MacMillan (forthcoming).

III. Working Papers

"Political Support and Civil Disobedience: A Social Interaction Approach", (with Vilen Lipatov).

"Giving, Punishing and Friendship among Palestinians and Israeli Youth" (with Itay Fainmesser)

"Working Hard or Working Smart?" (with Anat Bracha)

"Clubs and Social Networks", (with Dotan Persitz).

"The Effect of Tradable Emission Permits in Concentrated Markets" (with Aart de Zeeuw).