

JENNIFER BROWN

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 Kellogg School of Management, Northwestern University
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APPOINTMENTS

September 2012 *A P M* (without tenure)
 Kellogg School of Management, Northwestern University

September 2008 *A P M*
 Kellogg School of Management, Northwestern University

May 2011 *F R F*
 National Bureau of Economic Research

September 2008 *A*, Center for the Study of Industrial Organization
 Northwestern University

December 2008 *E*, Center for the Study of Auctions, Procurements and Competition
 Policy. The Pennsylvania State University

EDUCATION

Ph.D. in Agricultural & Resource Economics UC - Berkeley. 2008
 Dissertation Advisors: *J M (E & H)*, *J P (ARE)*

MSc. in Agricultural Economics University of Guelph. 2003

BSc. in Agribusiness () University of Manitoba. 2001

PUBLICATIONS

Brown, Jennifer. 2012. "Quitters Never Win: The (Adverse) Incentive Effects of Competing with Superstars." *J P E*, 119(5): 982-1013.

Brown, Jennifer, Tanjim Hossain, and John Morgan. 2010. "Shrouded Attributes and Information Suppression: Evidence from the Field." *Q J E*, 125(2): 859-876.

Brown, Jennifer, and John Morgan. 2009. "How much is a Dollar Worth? Tipping versus Equilibrium Coexistence on Competing Online Auction Sites." *J P E*, 117(4): 668-700.

Brown, Jennifer, and John Morgan. 2009. "Moving Targets: Price, Quality, and Platform Competition." *J M R*, 46(2): 158-159. (Commentary and Rejoinder on "Does Quality Win? Network Effects Versus Quality in High-Tech Markets")

Berck, Peter, Jennifer Brown, Jeffrey Perloff, and Sofia Villas-Boas. 2008. "Sales: Tests of Theories on Causality and Timing." *I J I O*, 26(6): 1257-1273.

Brown, Jennifer, Justine Hastings, Erin Mansur, and Sofia Villas-Boas. 2008. "Reformulating Competition? Gasoline Content Regulation and Wholesale Gasoline Prices." *J E E M*, 55(1): 1-19.

TEACHING EXPERIENCE

K *M* : Instructor for core MBA business strategy course (MGMT431).
 Winter, Spring and Fall 2009; Fall 2010; Fall 2011; Fall 2012.
 Faculty Impact Award Fall 2009.

C-B , *D* *A* & *R* *E* : Teaching assistant for undergraduate
 introductory environmental economics course. Spring and Fall semesters, 2006.
 Award for Outstanding Teaching.

G , *D* *A* *E* : Teaching assistant for upper undergraduate
 microeconomics course. 2001.

SEMINARS

2012-2013: Harvard Business School (NOM); Florida State University; MIT – Economics (scheduled);
 National University of Singapore (scheduled); Shanghai University of Finance and Economics (scheduled);
 Bank of Portugal (scheduled)
 2011-2012: MIT – Sloan; MIT – Organization Economics; Columbia University – GSB; LMU Munich;
 University of Rochester – Simon; Northwestern University (Kellogg – Management & Strategy)
 2010-2011: Stanford University GSB; Heidelberg University; University of Cologne
 2009-2010: Harvard Business School (NOM); University of Utah (Eccles); Illinois Institute of Technology
 (Stuart); UC-Berkeley (Haas)
 2008-2009: Northwestern University (Kellogg – Marketing); University of Guelph.
 2007-2008: London Business School; Northwestern University (Kellogg – Management & Strategy); Purdue
 University; University of British Columbia; University of California - Berkeley (ARE and Dept. of
 Economics); University of Iowa; UCLA (Anderson); University of Toronto (Rotman).

CONFERENCE PRESENTATIONS & DISCUSSIONS

Winter Business Economics Conference. Salt Lake City, UT. 2013. (scheduled)
 European Winter Finance Conference. Switzerland. 2013.
 American Economics Association Annual Meeting. San Diego, CA. 2013.
 American Finance Association Annual Meeting. San Diego, CA. 2013.
 NBER Law & Economics Summer Institute. 2012.
 NBER Economics of Information Technology and Digitization Summer Institute. 2012. (discussant)
 Workshop on Natural Experiments and Controlled Field Studies. Germany, 2012
 NBER IO Program Winter Meetings, 2012.
 International Industrial Organization Conference. Arlington, VA 2012.
 CSIO-IDEI Joint Workshop on Industrial Organization. Toulouse, 2011.
 Workshop on Natural Experiments and Controlled Field Studies. Germany, 2011.
 Research Roundtable on the Law and Economics of Digital Markets. Chicago. 2011. (discussant)
 International Industrial Organization Conference. Boston, MA 2011. (discussant)
 Tournaments, Contest and Relative Performance Measures. Raleigh, NC. 2011.
 UBC Summer Conference on Industrial Organization, 2010.
 Canadian-United States Energy Issues after Copenhagen. Chicago, IL. 2010.
 Winter Business Economics Conference. Salt Lake City, UT. 2010. (discussant)
 INFORMS. San Diego, CA. 2009.
 Quantitative Marketing and Economics. Chicago, IL. 2009 (discussant)
 Tournaments, Contest and Relative Performance Measures. Raleigh, NC. 2008.
 European Association of Research in Industrial Economics (EARIE) Annual Meeting. Porto, Portugal. 2005.
 Economic Science Association (ESA) Annual Meeting. Montreal, Canada. 2005.
 American Agricultural Economics Association (AAEA) Annual Meeting. Montreal, Canada. 2003.
 American Agricultural Economics Association (AAEA) Annual Meeting. Chicago, IL. 2001.

MEDIA COVERAGE

“Shadows and Spillovers in Tournaments” featured in: J “Week in Ideas” (Dec. 2011)

“Tournaments with Superstars” featured on/in: J (April 2011 & April 2010); G
M (Canada. April 2010); E PN C (April 2008), N P R A
C (A 2008), G D (May 2008), M , F A
(G), L A , B G , I , K, A .