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**Ian Gale**  
**Curriculum Vitae**

**Address**

Department of Economics  
Georgetown University  
Washington, D.C. 20057  
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**Personal Data**

U.S. citizen  
Married, two children

**Education**

Princeton University, Ph.D., 1986  
Queen's University, B.Sc., 1979

**Major Fields of Interest**

Industrial Organization  
Auction Theory

**Employment**

Professor, Georgetown University, 2000-present  
Associate Professor, Georgetown University, 1997-2000  
Assistant Professor, Georgetown University, 1995-1997  
Economist, Antitrust Division, U.S. Department of Justice, 1994-1995  
Economic Advisor, Federal Reserve Bank of Cleveland, 1993-1994  
Assistant Professor, University of Wisconsin, 1988-1993  
Visiting Assistant Professor, University of Wisconsin, 1985-1988  
Teaching Assistant, Princeton University, 1983  
Research Assistant, Bank of Canada, 1981  
Research Assistant, Canadian Radio-Television Commission, 1979-1980

**Honors and Awards**

National Science Foundation Grant (with Yeon-Koo Che) 1999-2000  
National Science Foundation Grant (with Yeon-Koo Che) 1995-1997  
University of Wisconsin Graduate School Research Grant, 1986, 1988, 1989  
Social Sciences and Humanities Research Council Doctoral Fellowship, 1981-1985  
Princeton University Fellowship, 1980-1984  
Professor John Matheson Mathematics Scholarship, 1975  
Eric H. May General Proficiency Scholarship, 1975

## Published Papers

- "Assigning Resources to Budget-Constrained Agents" (with Yeon-Koo Che and Jinwoo Kim), *Review of Economic Studies*, forthcoming.
- "The Welfare Effects of Use-or-Lose Provisions in Markets with Dominant Firms" (with Daniel P. O'Brien), *American Economic Journal: Microeconomics*, forthcoming.
- "Caps on Political Lobbying: Reply" (with Yeon-Koo Che), *American Economic Review*, 96 (2006), 1355-1360.
- "Revenue Comparisons for Auctions when Bidders Have Arbitrary Types" (with Yeon-Koo Che), *Theoretical Economics*, 1 (2006), 93-116.
- "Optimal Design of Research Contests" (with Yeon-Koo Che), *American Economic Review*, 93 (2003), 646-671.
- "Sequential Auctions of Endogenously Valued Objects" (with Mark Stegeman), *Games and Economic Behavior*, 36 (2001), 74-103.
- "The Antitrust Implications of Capacity Reallocation by a Dominant Firm" (with Daniel P. O'Brien), *Journal of Industrial Economics*, 49 (2001), 137-160.
- "Difference-Form Contests and the Robustness of All-Pay Auctions" (with Yeon-Koo Che), *Games and Economic Behavior*, 30 (2000), 22-43.
- "Sequential Procurement with Subcontracting" (with Donald B. Hausch and Mark Stegeman), *International Economic Review*, 41 (2000), 989-1020.
- "The Optimal Mechanism for Selling to a Budget-Constrained Buyer" (with Yeon-Koo Che), *Journal of Economic Theory*, 92 (2000), 198-233.
- "Mechanism Design with a Liquidity Constrained Buyer: The  $2 \times 2$  case" (with Yeon-Koo Che), *European Economic Review*, 43 (1999), 947-957.
- "Caps on Political Lobbying" (with Yeon-Koo Che), *American Economic Review*, 88 (1998), 643-651.
- "Standard Auctions with Financially Constrained Bidders" (with Yeon-Koo Che), *Review of Economic Studies*, 65 (1998), 1-21; reprinted in *The Economic Theory of Auctions* (2000), ed. Paul Klemperer, Edward Elgar Publishing Ltd.
- "Buyer Alliances and Managed Competition" (with Yeon-Koo Che), *Journal of Economics and Management Strategy*, 6 (1997), 175-200.
- "Rent Dissipation when Rent Seekers are Budget Constrained" (with Yeon-Koo Che), *Public Choice*, 92 (1997), 109-126.
- "Expected Revenue of All-Pay and First-Price Sealed-Bid Auctions with Budget Constraints" (with Yeon-Koo Che), *Economics Letters*, 50 (1996), 373-379.

- “Bottom-Fishing and Declining Prices in Sequential Auctions” (with Donald B. Hausch), *Games and Economic Behavior*, 7 (1994), 318-331.
- “Price Competition in Noncooperative Joint Ventures,” *International Journal of Industrial Organization*, 12 (1994), 53-69.
- “Advance-Purchase Discounts and Monopoly Allocation of Capacity” (with Thomas J. Holmes), *American Economic Review*, 83 (1993), 135-146.
- “Price Dispersion in a Market with Advance-Purchases,” *Review of Industrial Organization*, 8 (1993), 451-464.
- “The Efficiency of Advance-Purchase Discounts in the Presence of Aggregate Demand Uncertainty” (with Thomas J. Holmes), *International Journal of Industrial Organization*, 10 (1992), 413-437.
- “A Multiple-Object Auction with Superadditive Values,” *Economics Letters*, 34 (1990), 323-328.
- “The Informational Content of Initial Public Offerings” (with Joseph E. Stiglitz), *Journal of Finance*, XLIV (1989), 469-477.
- “Rebates, Introductory Sales and the Coase Conjecture,” *Economics Letters*, 23 (1987), 229-232.

### **Book Chapters**

- “Contests with Discontinuous Success Functions” (with Yeon-Koo Che), in Advances in Applied Micro-Economics: Contests, Vol. 7 (1998), ed. Michael Baye, JAI Press, 1-13.
- “Financial Constraints in Auctions: Effects and Antidotes” (with Yeon-Koo Che), in Advances in Applied Micro-Economics: Auctions, Vol. 6 (1996), ed. Michael Baye, JAI Press, 97-120.

### **Work in Progress**

- “Merger Divestitures by Multimarket Firms” (with Daniel P. O’Brien).
- “Merger Divestitures: The Effect of Making Consumers Whole” (with Daniel P. O’Brien).
- “Optimal Licensing in Horizontal Mergers” (with Daniel P. O’Brien).

### **Editorial Service**

Associate Editor, *Journal of Industrial Economics*, 2003-present.

### **Refereeing**

*American Economic Review*, *Econometrica*, *Economic Journal*, *Economic Theory*, *Economica*, *Economics and Politics*, *European Economic Review*, *European Journal of Political Economy*, *Games and Economic Behavior*, *International Economic Review*, *International Journal of Game Theory*, *International Journal of Industrial Organization*, *Israel Science Foundation*, *Journal of*

*Economic Behavior and Organization, Journal of Economic Theory, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Law, Economics & Organization, Journal of Labor Economics, Journal of Political Economy, Journal of Public Economic Theory, Journal of the European Economic Association, Management Science, Managerial and Decision Economics, National Science Foundation, Public Choice, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economic Design, Review of Economic Studies, Review of Industrial Organization, Social Sciences and Humanities Research Council of Canada, Southern Economic Journal*

## **Seminar Presentations**

- 2012 Resources for the Future
- 2008 International Industrial Organization Conference
- 2006 Georgetown University
- 2004 Stony Brook Workshop on Mechanism Design with Budget Constraints (keynote address)
- 2003 Econometric Society Summer Meetings  
International Industrial Organization Conference
- 2001 Virginia Polytechnic Institute
- 2000 Princeton University  
Southern Economic Association  
U.S. Federal Trade Commission  
World Congress of the Econometric Society
- 1999 Econometric Society Winter Meetings
- 1998 George Washington University  
Northwestern University  
University of Maryland Auction Conference
- 1997 American University  
U.S. Federal Communications Commission  
University of Virginia
- 1995 Georgetown University  
University of Maryland
- 1993 Duke University  
University of Toronto  
Federal Reserve Bank of Cleveland
- 1992 Econometric Society Winter Meetings
- 1991 Boston University  
Georgetown University

University of North Carolina  
U.S. Department of Justice  
Canadian Economic Theory Conference

1990 Econometric Society Winter Meetings  
University of Illinois  
U.S. Department of Justice

1989 Northwestern University  
University of British Columbia

### **Teaching**

Graduate: Industrial Organization I, Industrial Organization II, Microeconomic Theory, Theory of Regulation

Undergraduate: Advanced Microeconomics, Industrial Organization, Intermediate Microeconomics, Mathematics for Economists, Principles of Microeconomics

### **University Service**

College Curriculum Committee, 2003-2005.

University Rank and Tenure Committee, 2005-2011

### **Department Service**

Ad Hoc Committee to Form a Political Economy Major/Concentration, 1996-1998

Graduate Committee, 1995-2002

Merit Evaluation Committee, 1997-1999, 2003-2004

Microeconomic Theory Comprehensive Exam Committee, 1996-1997 (chair), 1999-2001 (chair), 2001-2003, 2004-2005

Rank and Tenure Committee, 1995-1996, 2000-2005 (chair).

Recruiting Committee, 1995-1996, 1998-2000 (chair)

Undergraduate Advisor, 2000-2004