

# Robin S. Lee

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## Academic Appointments and Affiliations

Harvard University, Department of Economics  
Assistant Professor of Economics 7/2014–

National Bureau of Economic Research  
Faculty Research Fellow (Industrial Organization, Health Care) 5/2014–

New York University Stern School of Business  
Assistant Professor of Economics 7/2009–6/2014

## Education

Harvard University  
Ph.D., Business Economics 2008  
A.M., Economics 2005  
A.B., Economics, *magna cum laude* 2003

## Research Fields

Industrial Organization, Health Economics, Applied Microeconomic Theory

## Refereed Publications

10. “Equilibrium Insurer-Provider Networks: Bargaining and Exclusion in Health Care Markets” (with Kate Ho), conditionally accepted, *American Economic Review*.
9. “‘Nash-in-Nash’ Bargaining: A Microfoundation for Applied Work” (with Allan Collard-Wexler and Gautam Gowrisankaran), accepted, *Journal of Political Economy*.
8. “The Welfare Effects of Vertical Integration in Multichannel Television Markets” (with Greg Crawford, Michael Whinston and Ali Yurukoglu), May 2018, *Econometrica*, 86(3): 891-954.
7. “Interviewing in Two-Sided Matching Markets” (with Michael Schwarz), Fall 2017, *Rand Journal of Economics*, 48(3): 835-855.
6. “Hospital and Physician Prices and Treatment Choice in Labor and Delivery” (with Patricia Foo and Kyna Fong), Summer 2017, *American Journal of Health Economics*, 3(3): 422-453.
5. “Insurer Competition in Health Care Markets” (with Kate Ho), March 2017, *Econometrica*, 85(2): 379-417.
4. “Competing Platforms,” Fall 2014, *Journal of Economics and Management Strategy*, 23(3): 507-526.
3. “Vertical Integration and Exclusivity in Platform and Two-Sided Markets,” December 2013, *American Economic Review*, 103(7): 2960-3000.
2. “Exclusivity and Control” (with Andrei Hagiu), Fall 2011, *Journal of Economics and Management Strategy*, 20(3): 679-708.
1. “Multiple Equilibria and Selection by Learning in an Applied Setting” (with Ariel Pakes), July 2009, *Economic Letters*, 104(1): 13-16.

## Other Publications

6. “Narrow Medical Provider Networks: Welfare Implications and Approaches to Market Design” (with Kate Ho), in preparation for *More Equal By Design: Economic Design Responses to Inequality*, eds. Scott Duke Kominers and Alex Teytelboym, Oxford University Press.
5. “Empirical Models of Bilateral Contracting,” *Emerging Trends in the Social and Behavioral Sciences*, eds. Robert A. Scott and Stephen M. Kosslyn, Wiley, 2015.

**Other  
Publications**  
(continued)

4. “Home Videogame Platforms,” *The Oxford Handbook of the Digital Economy*, eds. Martin Peitz and Joel Waldfogel, Oxford University Press, 2012.
3. “Price Discrimination in Service Industries” (with Anja Lambrecht, Katja Seim, Naufel J. Vilcassim, Amar Cheema, Yuxin Chen, Gregory Crawford, Kartik Hosanagar, Raghuram Iyengar, Oded Koenigsberg, Eugenio Miravete, Ozge Sahin, Katja Seim), June 2012, *Marketing Letters*, 23(2): 423-438.
2. “Subsidizing Creativity through Network Design: Zero Pricing and Net Neutrality” (with Tim Wu), Summer 2009, *Journal of Economic Perspectives*, 23:3, 61-76.
1. “Signaling Preferences in Interviewing Markets” (with Michael Schwarz), September 2007, *Computational Social Systems and the Internet*, no. 07271 in *Dagstuhl Seminar Proceedings*, Dagstuhl, Germany.

**Working Papers**

2. “The Price Effects of Cross-Market Hospital Mergers” (with Leemore Dafny and Kate Ho), 2017, revise and resubmit at *Rand Journal of Economics*. (Available as NBER Working Paper 22106).
1. “Markov-Perfect Network Formation: An Applied Framework for Bilateral Oligopoly and Bargaining in Buyer-Seller Networks” (with Kyna Fong), 2013, revise and resubmit at *The Review of Economic Studies*.

**Working Projects**

2. “Health Insurance Menu Design: Managing the Spending-Coverage Tradeoff” (with Kate Ho).
1. “Will the Market Fix the Market? A Theory of Stock Exchange Competition and Innovation” (with Eric Budish and John Shim).

**Awards,  
Fellowships,  
Grants, and  
Honors**

National Science Foundation	
“Bargaining and Network Formation: Equilibrium Medical Provider Networks in Health Care Markets” (SES-1730063)	8/2017-7/2020
NYU Center for Global Economy and Business Grants:	
“Provider Network Design and Contracting in Managed Care”	Spring 2012
“Welfare Effects of Vertical Integration in Multichannel TV”	Fall 2011
Roger Martin Award for Excellence in Doctoral Research	2008
NET Institute Research Grant	2007
Harvard Business School Doctoral Fellowship	2003–2008

**Teaching**  
[Avg. Rating]

Harvard: Ec1640 IO (Undergraduate): Spring 2016, Spring 17, Fall 17 [All: 4.9/5.0]  
 Ec2610/11/12 IO (PhD): Fall 2014, Spring 16, Fall 17 [All: 4.9/5.0]  
 NYU: IO (PhD): Fall 2010-13 [All: 6.4/7.0]  
 Firms & Markets (MBA Core): Spring 2010, Fall 2010-13 [2011-13: 6.6/7.0]  
 Guest Lectures: 29th Jerusalem Summer School of Economics, Northwestern, Harvard, Princeton, Department of Justice

**Ph.D. Advising**  
(Year, Initial  
Placement)

Harvard	NYU
Luca Maini (2018, UNC)	Jihye Jeon (2017, BU)
Elaine Chung (2017, Spotify)	Malika Krishna (2016, Cornerstone)
Jing Li (2017, MIT Sloan)	Jason Hong (2014, DOJ)
Daniel Pollmann (2017, QuantCo)	Krzysztof Wozniak (2013, Federal Reserve)
Mike Egesdal (2016, Airbnb)	Lai Jiang (2012, UBC Marketing)

<b>Academic Visits</b>	<p>MIT Sloan School of Management, Applied Economics          Yale University, Cowles Foundation          Columbia University, Department of Economics</p> <p>Harvard University, Department of Economics          Northwestern University, Center for the Study of IO</p>	<p>Fall 2016          September 2016          November 2016,          Spring 2014          Spring 2013          Spring 2012</p>
<b>Other Positions</b>	<p>New York University Stern School of Business (Visiting Scholar)          Yahoo! Research, Research Scientist (Post-Doc)</p>	<p>7/08–6/2009,          9/16–          7/08–6/2009</p>
<b>Other Professional Activities</b>	<p>Editorial:          2011-present: Associate Editor, <i>International Journal of Industrial Organization</i></p> <p>Invited Speaker:          2016: Asian Meeting of the Econometric Society          2014: European Association for Research in Industrial Economics Conference</p> <p>Conference and Seminar Presentations:          2017-18: U. Virginia; Wharton-Penn; DOJ; Chicago Booth (Applied Economics); Bates White; CREST Paris; UCL; Leuven; ESRC-cemmap Conference: Empirical Analysis of Contracting and Bargaining          2016-17: Yale; Northwestern; Stanford; UCLA; Columbia; MIT; AEA Annual Meetings; Wash U. Olin; CRATE Conference, NYU; Economics of Platforms Workshop, Berlin; Arizona; Bank of Canada / John Deutsch Institute Workshop on Financial Intermediation and Regulation, Queens U.; Cowles Structural Microeconomics Conference          2015-16: Penn State; Maryland; Stanford GSB; FTC Microeconomics Conference; Yale; Caribbean Health Economics Symposium; AEA Annual Meetings; Toulouse; Zurich; 10<sup>th</sup> Invitational Choice Symposium          2014-15: Dartmouth Winter IO Conference; Winter Marketing-Economics Summit; Brandeis; Queen's; Utah Winter Business Economics Conference (WBEC); Boston College; International IO Conference (IIOC); U. Toronto Rotman, U. Tokyo IO Conference; Western Economics Association International Conference; Cowles Structural Microeconomics Conference; NBER Summer Meetings (IO and Health Care); Econometric Society World Congress          2013-14: Duke/UNC; DOJ; BEA; 24<sup>th</sup> Annual Health Economics Conference (U. Penn); UCLA Anderson; Northwestern; Harvard; Chicago Booth (Marketing); Ohio State; Berkeley; Wharton; Mannheim; Wisconsin; Columbia; Princeton; Case Western; Bates White; CEPR-JIE; Barcelona GSE Summer Forum;          2012-13: Harvard; Mini-Networks Conference (Brown); Johns Hopkins; Southern Methodist; LSE; IIOC; Northwestern; FTC; 9<sup>th</sup> Invitational Choice Symposium; Society for Economic Dynamics          2011-12: Haas (Marketing); Yale SOM (Marketing); AEA Annual Meetings; Rochester GSB; Northwestern; MIT          2010-11: AEA Annual Meetings (iHEA Session); Utah WBEC; Canadian Competition Bureau; Columbia; IIOC; Yale; Chicago Booth (Theory); 12<sup>th</sup> CEPR-JIE Applied IO Conference (Tel Aviv); SITE Summer Workshop          2009-10: Duke Young Empirical Microeconomists' Jamboree; U. Toronto; 8<sup>th</sup> Invitational Choice Symposium; U. Warwick; UBC Annual IO Conference          2008-09: U. Wisconsin; Cornell; U. Minnesota; UC Santa Cruz; 7<sup>th</sup> Annual IIOC</p>	

**Other  
Professional  
Activities**  
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2007-08: Yahoo! Research; Harvard/HBS; Chicago; Northwestern/Kellogg;  
Princeton; NYU Stern; Columbia; Stanford GSB; UC Berkeley/Haas; Wharton;  
LSE; Yale/Yale SOM; UCLA; Microsoft Research; MIT Sloan; HEC Montreal;  
NET Institute (NYU Stern); Stony Brook Game Theory Festival  
2006-07: IDEI Software and Internet Conference (Toulouse)

Discussions & Organization:

2016-17: AEA Annual Meetings (Discussant); NBER IO Winter Meetings (Co-organizer)  
2015-16: National Health Policy Conference (Panelist); IIOC (Program Committee);  
NBER Insurance Meetings (Discussant); American Antitrust Institute  
Conference (Panelist); Cirano-HEC IO Conference (Discussant)  
2014-15: NYU IO Day (Discussant); Searle Antitrust Economics and Competition  
Policy (Discussant); AEA Annual Meetings (Discussant); IIOC (Discussant)  
2013-14: NYU Stern IO Day (Co-organizer); NBER Insurance and Healthcare  
Meeting (Discussant); UT Austin Empirical IO Conference (Discussant)  
2012-13: NYU Stern IO Day (Co-organizer); Searle Antitrust (Discussant); HEC  
Conference on Health Care IO (Discussant)  
2011-12: AEA Annual Meetings (Discussant); NBER Economics of Digitization  
(Discussant); Northwestern-Toulouse IO (Discussant); NBER IO Summer  
Institute (Discussant)  
2010-11: 9<sup>th</sup> Annual IIOC (Discussant); 4<sup>th</sup> Annual Auctions and Procurements  
(Discussant)  
2009-10: NET Institute (Discussant); Sixth Ad Auctions Workshop (Program  
Committee); Two-Sided Markets Regulation and Competition Policy (Scientific  
Committee)  
2008-09: FTC & Northwestern University Microeconomics (Discussant); IIOC  
(Discussant); Auctions, Market Mechanisms, and Their Applications (Program  
Committee; also 2010); ACM Electronic Commerce (Program Committee; also  
09-12)

Refereeing:

*AEJ: Applied Economics, AEJ: Economic Policy, AEJ: Microeconomics, American Economic Review, Econometrica, Economic Inquiry, International Economic Review, International Journal of Industrial Organization, Journal of Economics and Management Strategy, Journal of Health Economics, Journal of Industrial Economics, Journal of Marketing Research, Journal of Political Economy, Marketing Science, National Science Foundation, Quantitative Economics, Quarterly Journal of Economics, Quantitative Marketing and Economics, RAND Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Review of Industrial Organization*

**Personal**

Citizenship: USA