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Ian Gale
Curriculum Vitae

Address

Department of Economics
Georgetown University
Washington, D.C. 20057
galei@georgetown.edu
(202) 687-5732
(202) 687-6102 (fax)

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

- “Caps on Political Lobbying: Reply” (with Yeon-Koo Che), *American Economic Review*, (forthcoming).
- “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 2×2 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), *The 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

“How Should Property Rights Be Allocated?” (with Yeon-Koo Che).

“Merger Divestitures by Multimarket Firms” (with Daniel P. O’Brien).

“Merger Divestitures: The Effect of Making Consumers Whole” (with Daniel P. O’Brien).

“The Welfare Effects of Use-or-Lose provisions,” (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

- 2005 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-present

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