

# HESKI BAR-ISAAC

May 2023

Rotman School of Management, University of Toronto, 105 St. George St., Toronto, ON M5S 3E6,  
CANADA,

email: [heski.bar-isaac@rotman.utoronto.ca](mailto:heski.bar-isaac@rotman.utoronto.ca); Tel: ++1 416 978 3626

## CURRENT POSITIONS

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July 2021 –	University of Toronto Distinguished Professor of Economics and Finance
July 2018 –	Area Coordinator, Economic Analysis and Policy Area, Rotman School of Management, University of Toronto
Sept 2016 –	Non-budgetary cross-appointment as Professor, Department of Economics, University of Toronto
July 2020 –	Professor of Integrative Thinking, Finance, and Economic Analysis and Policy, Rotman School of Management, University of Toronto

## PREVIOUS POSITIONS

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July 2015 – June 2020	Professor of Integrative Thinking and Business Economics, Rotman School of Management, University of Toronto
July 2012 – June 2015	Associate Professor, Professor of Integrative Thinking and Business Economics, Rotman School of Management, University of Toronto (tenured July 1, 2013)
Sep 2010 – June 2012	Associate Professor, Department of Economics, Stern School of Business, New York University (affiliated appointment with Department of Economics, Faculty of Arts and Science, New York University)
Sep 2003 – Aug 2010	Assistant Professor, Department of Economics, Stern School of Business, NYU (affiliated appointment with Department of Economics, Faculty of Arts and Science, New York University)
Nov 1999 – Oct 2001	Research Assistant at the Financial Markets Group (FMG), London School of Economics

## VISITING POSITIONS

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February 2017	Visiting Professor at CEMFI (PhD mini-course)
July 2016 – June 2017	Visiting Professor at London Business School (MBA and PhD)
June 2015	Visiting Associate Professor at Paris School of Economics (PhD mini-course)
March – May 2011	Visiting Associate Professor, MIT Sloan (MBA game theory)
March 2008	Visitor to Economic Theory Centre/EDN, University of Melbourne (research visit)

May 2006	Visitor to El Centro de Estudios Monetarios y Financieros (CEMFI) (research visit)
Mar 2005 and 2006	Visiting Professor, Innocenzo Gasparini Institute for Economic Research (IGIER), Università Bocconi (undergraduate game theory)
Sep 2002 – Aug 2003	Doctoral Visiting Fellowship, Center for Mathematical Studies in Economics & Management Science (CMS-EMS), Northwestern University
Feb 2002 – Jun 2002	Visitor to Department of Economics, Harvard University
Oct 2001 – Jan 2002	Visitor to Eitan Berglas School of Economics, Tel Aviv University as part of the European Doctoral Program

## EDUCATION

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1999 - 2004	PhD LSE, “Reputation and professional services: survival, teams and incentives” (supervisors: Margaret Bray and Leonardo Felli; examiners: Christopher Harris and John Moore)
1995 - 1997	MSc in Econometrics and Mathematical Economics, LSE, and preliminary year (both with distinction)
1992 - 1995	BA in Mathematics, New College, Oxford University

## OTHER EXPERIENCE

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Jan 1998 - July 1999	Consultant, Oxford Economic Research Associates Ltd, an economics consultancy, primarily working on utility regulation
Aug 1997 - Dec 1997	Volunteer with Inter-Cultural Youth Exchange teaching basic accounting skills for a micro-lending agency (FUNDECOMUN) in Tegucigalpa, Honduras
Holidays 1991-7	Sales assistant and dogsbody at AngelPrints, a family-managed one-hour photo-processing and image center retail outlet

## PUBLICATIONS

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- Heski Bar-Isaac, Guillermo Caruana and Vicente Cuñat, “Targeted Product Design” *American Economic Journal: Microeconomics*, 2023, 15(2), 157-86.
- Heski Bar-Isaac and Sandro Shelegia “Search, Showrooming, and Retailer Variety,” *Marketing Science* Vol. 42 (2), 2023, 251-270.
- Heski Bar-Isaac “An editor on refereeing: Editor’s Advice: The Golden Rule! Always for Referee Reports” in *Thriving in Economics*, 2023, crowd-sourced ebook, 104-108.
- Heski Bar-Isaac and Clare Leaver “Training, Recruitment, and Outplacement as Endogenous Asymmetric Information,” *Economica*, 2022, 89, 849–861.
- Heski Bar-Isaac and Raphael Levy “Motivating employees through career paths” *Journal of Labor Economics*, Vol 40 (1), 2022, 95-131.
- Heski Bar-Isaac, Ian Jewitt and Clare Leaver “Adverse Selection, Efficiency, and the Structure of Information,” *Economic Theory*, 72, 2021, 579-614.

- Heski Bar-Isaac and Joyee Deb, "Reputation with Opportunities for Coasting," *Journal of European Economics Association*. 19(1), Feb 2021, 200-236.
- Heski Bar-Isaac and Joel Shapiro, "Blockholder Voting," *Journal of Financial Economics*, June 2020, Vol 136 (3), 695-717.
- John Asker and Heski Bar-Isaac, "Vertical Information Restraints: The Pro- and Anti-Competitive Impacts of Minimum Advertised Price Restrictions" *Journal of Law and Economics*, February 2020, 63 (1), 111-148.
- John Asker and Heski Bar-Isaac "Advertising and Related Restraints," *CPI Antitrust Chronicle*, January 2018, 43-48.
- Heski Bar-Isaac "Introduction to Symposium on Market Structure, Competition and Economic Outputs," *Journal of Industrial Economics*, Vol 64(3), September 2016, 367-374.
- Heski Bar-Isaac "Special Issue: Selected Papers, European Association for Research in Industrial Economics 41st Annual Conference, Milan, Italy/29–31 August 2014," *International Journal of Industrial Organization*, Vol 43, November 2015, 136.
- Heski Bar-Isaac and Alessandro Gavazza "Brokers' Contractual Arrangements in the Manhattan Residential Rental Market," *Journal of Urban Economics*, Vol 86, 2015, 73-82.
- Heski Bar-Isaac and Vicente Cuñat "Long-term Debt and Hidden Borrowing" *Review of Corporate Financial Studies*, Vol 3 (1-2), 2014, 87-122.
- Heski Bar-Isaac and Joyee Deb "(Good and Bad) Reputation for a Servant of Two Masters" *American Economic Journal: Microeconomics*, Vol 6(4), 2014, 293-325.
- Heski Bar-Isaac and Johannes Hörner "Specialized Careers," *Journal of Economics and Management Strategy*, Vol. 23(4), 2014, Fall 2014, 601–627.
- Heski Bar-Isaac and Joyee Deb "What is a Good Reputation? Career Concerns with Heterogeneous Audiences" *International Journal of Industrial Organization (Papers and Proceedings of the EARIE Conference 2013)*, Volume 34, May 2014, 44-50.
- John Asker and Heski Bar-Isaac "Raising Retailers' Profits: On Vertical Practices and the Exclusion of Rivals," *American Economic Review*, February 2014, Vol 104(2): 672-86.
- Heski Bar-Isaac and Joel Shapiro "Ratings Quality over the Business Cycle," *Journal of Financial Economics* April 2013, 108(1), 62–78.
- Heski Bar-Isaac, Guillermo Caruana and Vicente Cuñat, "Search, Design, and Market Structure," *American Economic Review*, April 2012, 102(2): 1140–1160.
- Heski Bar-Isaac, Guillermo Caruana and Vicente Cuñat "Information Gathering Externalities in Product Markets," *Journal of Industrial Economics*, March 2012, Vol. LX, No. 1, 162–185.
- Heski Bar-Isaac "Transparency, Career Concerns and Incentives for Acquiring Expertise," *The B. E. Journal of Theoretical Economics*, Vol. 12: Iss. 1 (Contributions), Article 4, 2012.
- Heski Bar-Isaac and Joel Shapiro "Credit Ratings Accuracy and Analyst Incentives," *American Economic Review, Papers and Proceedings*, May 2011, Vol. 101:3, 120–124.
- Heski Bar-Isaac, Guillermo Caruana and Vicente Cuñat, "Information Gathering and Marketing," *Journal of Economics, Management and Strategy*, Volume 19, Number 2, Summer 2010, 375-401.
- Mariagiovanna Baccara and Heski Bar-Isaac "Interrogation Methods and Terror Networks" *Mathematical Methods in Counterterrorism* eds N. Memon, J. D. Farley, D. L. Hicks, and T. Rosenorn, 2009, Springer, 271-290.
- Heski Bar-Isaac "Breadth, Depth, and Competition," *Economics Letters*, (May 2009), Volume 103(2), 110-112.

Mariagiovanna Baccara and Heski Bar-Isaac "How to Organize Crime," *Review of Economic Studies*, 2008, Volume 75(4), 1039-1067.

Heski Bar-Isaac and Juan José Ganuza, "Recruitment, Training, and Career Concerns," *Journal of Economics and Management Strategy*, 2008, Volume 17(4), 839-864.

Heski Bar-Isaac and Steven Tadelis "Seller Reputation," *Foundations and Trends in Microeconomics*, 2008, Volume 4:4, 273-351.

Heski Bar-Isaac "Something to Prove: Reputation in Teams," *RAND Journal of Economics*, (Summer 2007), Volume 38(2), 495-511. (reprinted in *The Economics of Reputation*, 2017 eds J. J. McClusky and J. Winfree, Edward Elgar)

Heski Bar-Isaac "Imperfect Competition and Reputational Commitment," *Economics Letters*, (November 2005), Volume 89(2), 167-173.

Heski Bar-Isaac "Reputation and Survival: Learning in a Dynamic Signalling Model," *Review of Economic Studies*, (April 2003), Volume 70(2), 231-251.

## TEACHING

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Current	Game Theory and Applications for Management (MBA), Economics 1 (GEMBA-HLS), Advanced Topics in the Theory of Industrial Organization (PhD)
Previous	Managerial Economics (MBA), Model-Based Decision-Making (MBA), PhD mini course on the economics of reputation (CEMFI and PSE), Game Theory (MBA at MIT Sloan and LBS), Microeconomics (PhD, LBS), IO (PhD NYU), Firms and Markets (MBA, EMBA, NYU Stern), Microeconomics (MBA, Kellogg)
Supervision (completed)	PhD: Cristi Deszo (Stern NYU, 2006); David Ross (Stern NYU, 2007); Michal Goldberg (GSAS NYU, 2012); Sergio Vicente (chair, GSAS NYU, 2012); Peter Wagner (Economics Dept, 2013); Muhammad Umar Boodoo (Centre for Industrial Relations and Human Resources, 2016), Daniel Ershov (Economics Dept, 2017), Rami Abou-Seido (Economics Dept, 2021); Zheng Gong (co-chair, 2022); MSc: Surafel Getachew (SCPS, NYU, April 2009)

## EDITORIAL WORK

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2020 -	Co-Managing Editor, <i>Economic Journal</i>
2020 -	Editorial Board, <i>Rand Journal of Economics</i>
2016 - 2022	Board of Editors, <i>American Economic Review</i>
2013 - 2018	Editor, <i>Journal of Industrial Economics</i>
2013 - 2016	Editorial Advisor, <i>Canadian Journal of Economics</i>
2009 - 2017	Associate Editor, <i>Economic Journal</i>
2015	Guest Editor, <i>International Journal of Industrial Organization</i> for special issue "Papers and Proceedings of European Association for Research in Industrial Economics"
2011 - 2012	Co-editor, <i>International Journal of Industrial Organization</i>

2009 - 2011

Associate Editor, *International Journal of Industrial Organization*

Refereeing at more than 50 journals, 10 grant authorities, ...

## EXTERNAL SERVICE

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Seminar organizer	CEPR VIOS seminar, 2022
Program Committee	European Finance Association, 2009; IIOC, 2009; Special session at Royal Economic Society (2010); EARIE (2011-); EEA 2015; CETC (2018); Econometric Society NASM 2021
Conference Organizer	New Directions in Applied Microeconomics: Theory and Evidence (2015); EARIE (2014 Scientific Chair)
Executive Committee	EARIE 2013 -
CEPR Research Fellow	2016 -
CRESSE Associate	2016 -

## GRANTS, AWARDS AND HONORS

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Keynote/Invited	14 <sup>th</sup> Paris Conference on Digital Economics (March 2023); APIOC; Keynote lecture, Barcelona Summer Forum, Digital Economy Workshop; Keynote Speaker, Finnish Economic Association 2017; Invited Speaker, European Association for Research in Industrial Economics, annual conference, 2013
Teaching	Rotman Excellence in Teaching Award 2022, 2020, 2019; 2013; Departmental teaching prize, LSE Economics Department 2001
Grants	Johnston Centre Governance Innovation Grant for project "When agents choose their principals" (with Joel Shapiro) 2021; Research team for Fundacion BBVA grant for Plataformas digitales: Los efectos anticompetitivos de los 'gigantes' digitales, 2019; SSHRC Insight Grant "Economic Theories of Reputation-Building with heterogeneous audiences" 435-2014-0004 (\$100,635), sole PI; NET Institute Summer Grant 2009; ESRC studentship 2000-2002
Research	Roger Martin Research Excellence Award 2015; Emerald Citations of Excellence (with J. Shapiro) 2016; Jerry S. Cohen Award for Antitrust Scholarship: Best Economics Article of 2014 (with J. Asker); Best Corporate Finance paper, Spanish Finance Association (with V. Cuñat); Young Economist Award, European Economics Association (with M. Baccara) 2005
Refereeing	Excellence in Refereeing Award, <i>American Economic Review</i> 2010-2013