

Joel Waldfogel

updated: October 23, 2002

Home Address:
709 Willow Way
Narberth, PA 19072
(610) 617-7835

Business Address:
Public Policy and Management
The Wharton School
University of Pennsylvania
Philadelphia, PA 19104-6372
phone: (215) 898-7148
fax: (215) 898-7635
waldfogj@wharton.upenn.edu
<http://rider.wharton.upenn.edu/~waldfogj>

Education

Ph. D. 1990, Economics, Stanford University

B.A. 1984, Economics, Brandeis University, summa cum laude, with Highest Honors

Work Experience

Associate Vice Dean for the Doctoral Program, The Wharton School, Fall 2000-present

Business and Public Policy Department, The Wharton School, University of Pennsylvania
Professor, 2001-present
Associate Professor, 1997-2001

Consultant, The World Bank, 1997 (Project on criminal conviction and labor market outcomes)

Yale University Economics Department
Associate Professor, 1995-1997
Assistant Professor, 1990-1995

National Bureau of Economic Research, Cambridge, MA
Faculty Research Fellow, Law and Economics Program, 1993-2002
Research Associate, Law and Economics Program, 2002-present

John M. Olin Visiting Faculty Fellow, Yale Law School, Spring 1994

Economist, F.W. Dodge/Data Resources, Lexington, MA, 1985-1987

Distinctions

First Prize, Mexican Law and Economics Association, for “Do Sentencing Guidelines Raise the Cost of Punishment?” (with Jose Meade), October 1998

Teacher of the Year 1994, Yale Graduate Economics Club

Alfred P. Sloan Dissertation Fellowship, 1989-1990, Stanford University

John M. Olin Fellow, Stanford Law School, Summer 1988

Grants

University of Pennsylvania, WebI, 2002 (to support research on information intermediaries)

University of Pennsylvania, Wharton Electronic Commerce Forum, 2000 (to support research on the digital divide)

University of Pennsylvania Research Foundation, 1998 (with Kevin Volpp, to support research on the impacts of New Jersey health care reform)

University of Pennsylvania Research Foundation, 1998 (with Jason Scott Johnston, to support research on litigation)

Yale Social Science Faculty Research Fund, 1991, 1994 (with Steve Berry)

NSF Law and Social Science grant no. SBR-9310526, a two year grant with Ian Ayres to support research on race discrimination in Connecticut bail setting, 1993

Publications

“Preference Externalities: An Empirical Study of Who Benefits Whom in Differentiated Product Markets” forthcoming, *RAND Journal of Economics*, (revised version of NBER Working Paper 7391, October 1999)

“Who Benefits Whom in Daily Newspaper Markets?” (with Lisa George), forthcoming, *Journal of Political Economy*, (revised version of NBER Working Paper 7944, October 2000)

“Does Repeat Play Elicit Cooperation? Evidence from Federal Civil Litigation,” (with Jason Johnston), *Journal of Legal Studies*, 2002

“Gifts, Cash, and Stigma,” *Economic Inquiry*, 2002

“Race and Radio: Preference Externalities, Minority Ownership, and the Provision of Programming to Minorities” (with Peter Siegelman), *Advances in Applied Microeconomics*, volume 10, 2001

“Do Mergers Increase Product Variety? Evidence from Radio Broadcasting,” (with Steven Berry), *Quarterly Journal of Economics*, 2001, (revision of April 1999 NBER Working Paper 7080 entitled “Mergers, Entry, and Programming Variety in Radio Broadcasting”)

“The Effect of Price Advertising on Prices: Evidence in the Wake of 44 *Liquormart*,” (with Jeffrey Milyo) *American Economic Review*, 1999, (revision of March 1998 NBER Working Paper 6488)

Reprinted in Kyle Bagwell, ed., *The Economics of Advertising*, in Edward Elgar series, *The International Library of Critical Writings in Economics*, Mark Blaug, ed.

“Free Entry and Social Inefficiency in Radio Broadcasting,” (with Steven Berry), *RAND Journal of Economics*, 1999, (revision of April 1996 NBER Working Paper 5528)

“Public Radio in the U.S.: Does it Correct Market Failure or Cannibalize Commercial Stations,” (with Steven Berry), *Journal of Public Economics*, 1999, (revision of June 1997 NBER working paper 6057)

“Toward a Taxonomy of Disputes: New Evidence through the Prism of the Priest/Klein Model,” (with Peter Siegelman), *The Journal of Legal Studies*, January 1999

“The Deadweight Loss of Christmas: Reply,” *American Economic Review*, December 1998

Reprinted in *Problèmes Économiques*, December 22, 1999

“Reconciling Asymmetric Information and Divergent Expectations Theories of Litigation,” *Journal of Law and Economics*, October 1998 (revision of February 1998 NBER Working Paper 6409)

“Are Empirically Based Sentencing Guidelines Justified by Inter-Judge Disparity?,” *International Review of Law and Economics*, September 1998

“The Effect of Conviction on Income through the Life Cycle,” (with Daniel Nagin), *International Review of Law and Economics*, March 1998

“The Selection of Cases for Trial,” *The New Palgrave Dictionary of Economics and the Law*, May 1998

“The Best Business Schools: A Market Based Approach,” (with Joseph Tracy), *Journal of Business*, January 1997

“The Deadweight Loss of Christmas: Reply,” *American Economic Review*, December 1996

“Tax Policy, Saving, and Pension Funding,” in *Pensions, Savings, and Capital Markets*, U.S. Dept. of Labor, 1996

“Sentencing Policy, Implied Demographic Welfare Weights, and the Theory of Sentencing Reform,” *Journal of Public Economics*, 1996

“The Administrative and Compliance Cost of Manual Highway Toll Collection: Evidence from Massachusetts and New Jersey,” (with David A. Friedman), *National Tax Journal*, June 1995

“The Selection Hypothesis and the Relationship between Trial and Plaintiff Victory,” *Journal of Political Economy*, April 1995

“Are Fine and Prison Terms Used Efficiently?: Evidence on Federal Fraud Offenders,” *Journal of Law and Economics*, April 1995

“The Effects of Criminality and Conviction on the Labor Market Status of Young British Offenders,” (with Daniel Nagin) *International Review of Law and Economics*, 1995

“Criminal Sentences: Are they Just or Efficient?,” *Economic Times*, Spring 1995

“Measuring the Effects of Restructuring on Corporate Performance: The Case of Management Buyouts,” (with Scott Smart), *Review of Economics and Statistics*, 1994

“A Market Test for Race Discrimination in Bail Setting,” (with Ian Ayres), *Stanford Law Review*, May 1994

Reprinted in Ian Ayres, *Pervasive Prejudice?*, Univ. of Chicago Press, 2001

“Does Conviction Have A Persistent Effect on Income and Employment?,” *International Review of Law and Economics*, March 1994

“The Effect of Criminal Conviction on Income and the 'Trust Reposed in the Workmen',” *Journal of Human Resources*, Winter 1994

“The Deadweight Loss of Christmas,” *American Economic Review*, December 1993

“Which Flowers Will Bloom? Reactions to the USSC Research Conference,” *Federal Sentencing Reporter*, July/August 1993

“Sentences as Endogenous Taxes: Are they 'Just' or 'Efficient'?” *Journal of Law and Economics*, April 1993

“Guest Editor's Observations: Narrow Questions, Overstated Answers,” *Federal Sentencing Reporter*, Nov./Dec. 1992

“Real Interest Rates and the Savings and Loan Crisis: The Moral Hazard Premium,” (with John Shoven and Scott Smart), Spring 1992, *Journal of Economic Perspectives*

“Aggregate Inter-Judge Disparity in Federal Sentencing: Evidence from Three Districts,” *Federal Sentencing Reporter*, Nov./Dec. 1991

Debt, Taxes, and Corporate Restructuring, co-edited with John B. Shoven, Brookings Institution, Washington, D.C., 1990

Working Papers

“Product Quality and Market Size (with Steve Berry). Mimeo. The Wharton School. August 2002.

“Does Misery Love Company? Evidence from Pharmaceutical Markets before and After the Orphan Drug Act” (with Frank Lichtenberg) Mimeo. The Wharton School, July 2002.

“Does Consumer Irrationality Trump Consumer Sovereignty? Evidence from Gifts and Own Purchases.” Mimeo. The Wharton School, May 2002

“Do Low-Income Housing Subsidies Increase Housing Consumption?” (with Todd Sinai), NBER Working Paper 8709, January 2002.

“Who Benefits Whom in Local Television Markets?”, mimeo, The Wharton School, December 2001

“Does the New York Times Spread Ignorance and Apathy?” (with Lisa George), mimeo, The Wharton School, revised June 2002.

“Electoral Acceleration: The Effect of Minority Population on Minority Voter Turnout” (with Felix Oberholzer Gee), NBER Working Paper 8252, April 2001

“The Long Run Effect of Price Advertising on Prices” (with Jeff Milyo), mimeo, The Wharton School, January 2001

“Geography and the Internet: Is the Internet a Substitute or a Complement for Cities?” (with Todd Sinai), Mimeo, The Wharton School

“Competition and the Quality of Hospital Care: Heart Attack Mortality after the Onset of Price Competition in New Jersey,” (with Kevin Volpp), mimeo, The Wharton School, July 1998

“Do Noncommercial Hospitals Cannibalize Commercial Hospitals or Serve the Medically Needy?” (with Douglas Leslie), mimeo, The Wharton School, February 1998

“Do Sentencing Guidelines Raise the Cost of Punishment?” (with Jose Meade), NBER Working Paper 6361, January 1998

“Conviction and Labor Market Outcomes: the Existing Literature and its Possible Relevance to Developing Countries,” prepared for The World Bank, October, 1997

“A Citation-Based Test for Discrimination at Economics and Finance Journals,” (with Scott Smart), NBER working paper 5460, February 1996

“Bargaining in the Shadow of the Judge,” (with Orley Ashenfelter), mimeo, Princeton University, February 1993

Work in Progress

“Why is there a Digital Divide?” (with Todd Sinai)

“Variety and Specificity”

“Information Intermediaries and Site Choice”

Doctoral Students Advised

Wharton

Chair, Lisa George, 2001, Michigan State Economics

Member, Phanish Puranam, 2001, London Business School

Member, Kate Bundorf, 2000, Stanford Medical School

Member, Kevin Volpp, 1998, Penn Medical School

Linda Bornyaz, 1998

Yale

Chair, Jose Meade, 1997, ITAM
Chair, Doug Leslie, 1997, Veteran's Administration
Member, Jessica Holmes, 1998, Middlebury College
Member, Kristin Mancini, 1997,
Member, David Popp, 1997, Syracuse University
Member, Peter Siegelman, 1991, Fordham University
Member, Emmanuel Thorne, 1992

Recent Seminars

1998/1999

- Wharton Applied Economics Seminar
- Wharton PPM Brown Bag
- Carnegie Mellon/Pitt Applied Micro Seminar
- Penn State Economics Department
- Duke/UNC Applied Economics
- University of Chicago (joint Econ & Law School)
- Federal Communications Commission (seminar for economic staff, roundtable with FCC chairman)
- American University Law School Conference, Communications Law in the Next Millenium
- Cornell University Economics department

1999/2000 Seminars

- Columbia Economics/Business School Applied Microeconomics Seminar
- Wharton Applied Economics Seminar (Fall and Spring)
- MIT Economics/Sloan Ind. Org. seminar
- Yale Economics/Law School
- UCLA Economics Department
- NBER Winter Ind. Org. Meetings at Stanford
- University of Chicago (joint Econ & Law School)
- Department of Justice
- Federal Reserve Bank of New York
- Penn Economics Department
- Columbia Business School Tele-Information Group
- Dartmouth College
- Wharton Electronic Commerce Forum
- Wharton Summer Applied Economics Workshop
- NBER Summer Law and Economics Meetings, Cambridge

2000/2001 Seminars

- 28th Annual Telecommunications Policy Research Conference
- University of Wisconsin, Madison, Economics Department
- Stanford GSB
- Duke Fuqua
- Washington Univ (Olin)
- Michigan State Univ Econ Dept.
- Univ of Illinois Econ Dept.
- Brandeis University Economics Dept.
- Cal – Berkeley (Haas)

2001/2002 Seminars

- Harvard University Econ
- George Mason University
- Rutgers University Econ
- NYU (Stern)
- University of Pennsylvania (Wharton)
- Dartmouth (Tuck and Econ)
- NBER Innovation Summer Institute

2002/2003 Seminars

- Virginia Econ (scheduled)
- Carnegie Mellon University (scheduled)
- MIT Econ (scheduled)

Other Professional Activities

Referee, American Economic Review; American Journal of Political Science; Journal of Law and Economics; International Review of Law and Economics; National Tax Journal; Journal of Political Economy; Quarterly Journal of Economics; Journal of Law, Economics, and Organization; Journal of Industrial Economics; Management Science; Journal of Labor Economics; Journal of Economic Education; Journal of Policy Analysis and Management; RAND Journal of Economics.

Personal

Married to Mary J. Benner; two children (born 12/93 and 2/96)

University of Pennsylvania Service

1997/1998

- Wharton MBA Curriculum Review Committee, member
- Public Policy and Management Ph.D. Program Committee
- Wharton Summer Applied Economics Seminar, founder and organizer

1998/1999

- Wharton MBA Curriculum Review Committee, member
- Wharton Research Policy Committee, member
- Wharton Applied Economics Seminar, co-organizer
- Public Policy and Management Ph.D. Program Committee
- Wharton Summer Applied Economics Seminar, founder and organizer

1999/2000

- Wharton Research Policy Committee, member
- Wharton Applied Economics Seminar, co-organizer
- Public Policy and Management Ph.D. Program Committee
- Wharton Ad Hoc Committee on the Doctoral Program, chair
- Wharton Summer Applied Economics Seminar, founder and organizer

2001/2002

- Wharton Personnel Committee, member
- Wharton Doctoral Executive Committee, member
- Wharton Applied Economics Seminar, co-organizer
- Business and Public Policy Doctoral Coordinator
- University of Pennsylvania, Council of Graduate Faculties, member
- University of Pennsylvania, Strategic Planning Committee (Doctoral Education)

2002/2003

- Wharton Personnel Committee, member
- Wharton Doctoral Executive Committee, member
- Wharton Applied Economics Seminar, organizer
- Business and Public Policy Doctoral Coordinator
- Business and Public Policy Search Committee, Chair
- University of Pennsylvania, Council of Graduate Faculties, member
- University of Pennsylvania, Committee on Doctoral Degree Requirements, Rules and Regulations, member