

## **KENNETH S. CORTS**

Rotman School of Management  
University of Toronto  
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### Faculty Appointments:

Professor, Rotman School of Management, University of Toronto, 2009-present.  
Associate Professor (tenured), Rotman School of Management, University of Toronto, 2003-2009.  
Associate Professor, Graduate School of Business Administration, Harvard University, 2000-2003.  
Assistant Professor, Graduate School of Business Administration, Harvard University, 1994-2000.

### Administrative Positions:

Associate Dean, Undergraduate Education, Rotman School of Management, September 2009-present.  
Director, Rotman Commerce, University of Toronto, January 2009-present.  
Area Coordinator, Business Economics, Rotman School of Management, 2008-2009.

### Editorial Positions:

Editor, *Journal of Industrial Economics*, July 2005 – December 2009.  
Associate Editor, *Journal of Industrial Economics*, 2003-2005.  
Associate Editor, *International Journal of Industrial Organization*, 2004-2005.

### Visiting Positions:

Visiting Scholar, University of California—Berkeley, Spring 2008.  
Visiting Scholar, IESE Business School, Barcelona, Spain, Fall 2007.  
Visiting Assistant Professor, Department of Economics, UCLA, 1999-2000.

### Education:

Princeton University, Ph.D., economics, 1994.  
Princeton University, M.A., economics, 1993.  
Furman University, B.A., *magna cum laude*, economics and philosophy, 1990. *Phi Beta Kappa*.

### Citizenship:

US (natural)  
Canadian (acquired 2010)

### Publications:

“The Interaction of Implicit and Explicit Contracts in Construction and Procurement Contracting,”  
*Journal of Law, Economics, and Organization*, forthcoming.

- “Building Out Alternative Fuel Retail Infrastructure: Government Fleet Spillovers in E85,” *Journal of Environmental Economics and Management* 59 (3), 2010, 219-234.
- “Software Exclusivity and the Scope of Indirect Network Effects in the U.S. Home Video Game Market,” with Mara Lederman, *International Journal of Industrial Organization* 27 (2), 2009, 121-136.
- “Stacking the Deck: Idling and Reactivation of Capacity in Offshore Drilling,” *Journal of Economics and Management Strategy* 17 (2), 2008, 271-294.
- “Teams vs. Individual Accountability: Solving Multi-Task Problems through Job Design,” *Rand Journal of Economics* 38 (2), 2007, 468-480.
- “The Interaction of Task and Asset Allocation,” *International Journal of Industrial Organization* 24 (5), 2006, 887-906.
- “When Altruism Lowers Total Social Welfare,” *Economics and Philosophy* 22 (1), 2006, 1-18.
- “The Effect of Repeated Interaction on Contract Choice: Evidence from Offshore Drilling,” with Jasjit Singh, *Journal of Law, Economics, and Organization* 20 (1), 2004, 230-260.
- “Credible Delegation,” with Darwin Neher, *European Economic Review* 47 (3), 2003, 395-407.
- “The Strategic Effects of Vertical Market Structure: Common Agency and Divisionalization in the U.S. Motion Picture Industry,” *Journal of Economics and Management Strategy* 10 (4), 2001, pp. 509-528.
- “Focused Firms and the Incentive to Innovate,” *Journal of Economics and Management Strategy* 9 (3), 2000, pp. 339-362.
- “Conduct Parameters and the Measurement of Market Power,” *Journal of Econometrics* 88 (2), 1999, pp. 227-250.
- “Third-Degree Price Discrimination in Oligopoly: All-Out Competition and Strategic Commitment,” *Rand Journal of Economics* 29 (2), 1998, pp. 306-323.
- “On the Competitive Effects of Price-Matching Policies,” *International Journal of Industrial Organization* 15 (3), 1997, pp.283-299.
- “HMO Penetration and the Cost of Health Care: Market Discipline or Market Segmentation,” with Laurence Baker, *American Economic Review (Papers and Proceedings)* 86 (2), 1996, pp. 389-394.
- “Regulation of a Multi-Product Monopolist: Effects on Pricing and Bundling,” *Journal of Industrial Economics* 43 (4), 1995, pp. 377-397.
- “On the Robustness of the Argument that Price-matching is Anti-Competitive,” *Economics Letters* 47 (3-4), 1995, pp. 417-421.

### Grants and Awards:

2010 Award for “Best Paper on Competition Economics” from the Association of Competition Economists for “Software Exclusivity and the Scope of Indirect Network Effects in the U.S. Home Video Game Market,” co-authored with Mara Lederman.

2010 Paul Geroski Award (given to two best papers in *International Journal of Industrial Organization* in 2009) for “Software Exclusivity and the Scope of Indirect Network Effects in the U.S. Home Video Game Market,” co-authored with Mara Lederman.

Social Sciences and Humanities Research Council (SSHRC) Research Grant, 2012-2017.

Social Sciences and Humanities Research Council (SSHRC) Research Grant, 2008-2012.

NET Institute Research Grant, 2006.

AIC Institute Research Grant, 2006.

Alfred P. Sloan Doctoral Dissertation Fellowship, 1993-94.

National Science Foundation Graduate Research Fellowship, 1990-93.

### Competition Economics Consulting Experience:

Retained by Competition Bureau for expert testimony in *The Commissioner of Competition v. Chatr Wireless, Inc., and Rogers Communications, Inc.*, 2011.

Retained by LEAR (Laboratorio di economia, antitrust, regolamentazione) to co-author report on Price Relationship Agreements for the UK Office of Fair Trading, 2011.

Retained as consulting expert in criminal contracting case, Cornerstone Research, New York, NY, 2008.

Retained by Competition Bureau for expert testimony in *The Commissioner of Competition v. Imperial Brush Co. Ltd. and Kel Kem Ltd.*, 2007.

### Major Committee Assignments:

Senior Management Group, Rotman School of Management, University of Toronto, 2009-present.

Provostial Advisory Committee on Academic Planning, 2011.

Governing Council, School of Graduate Studies, University of Toronto, 2005-2008.

Executive Committee, Rotman School of Management, University of Toronto, 2005-2007.

### Organization of Conferences:

Organizer, Rotman/IPA Conference, 2005, 2007.

Program committee member, International Industrial Organization Conference, 2005-2008.

### Presentations:

2011-2012      Finite Optimal Penalties for False Advertising  
                    Department of Economics, Hong Kong University of Science and Technology  
                    Graduate School of Economics, University of Tokyo

                    The Role of the Source of the Entrant’s Advantage in Limiting Entry-Deterring Tying  
                    Faculty of Business and Economics, University of Hong Kong  
                    International Industrial Organization Conference, Arlington, VA

2010-2011      Inducing Information Provision through Competition Policy  
                    International Industrial Organization Conference, Boston, MA

- 2009-2010      Building Out an Alternative Fuel Retail Infrastructure: Government Fleet Spillovers in E85  
Annual Meeting of the Canadian Economics Association, Toronto, ON  
Department of Economics, The Ohio State University
- Inducing Information Provision through Competition Policy  
Federal Trade Commission, Washington, DC  
Simon Graduate School of Business, University of Rochester  
Queen's School of Business, Queen's University
- 2008-2009      Building Out an Alternative Fuel Retail Infrastructure: Government Fleet Spillovers in E85  
International Industrial Organization Conference, Boston, MA
- Inducing Information Provision through Competition Policy  
Annual Meeting of the Canadian Economics Association, Vancouver, BC  
International Society for New Institutional Economics Conference, Berkeley, CA
- 2007-2008      Inducing Information Provision through Competition Policy  
Department of Economics, University of California—Berkeley
- Building Out an Alternative Fuel Retail Infrastructure: Government Fleet Spillovers in E85  
University of California Energy Institute, Berkeley, CA  
Department of Economics, University of California—Davis
- Certification Standards for Corporate Social Responsibility  
IESE Business School, Barcelona, Spain
- Software Exclusivity and the Scope of Indirect Network Effects  
IESE Business School, Barcelona, Spain
- 2006-2007      The Interaction of Implicit and Explicit Contracts in Construction and Procurement Contracting  
Annual Meeting of the Canadian Economics Association, Halifax, NS  
International Society for New Institutional Economics Conference, Boulder, CO  
Harvard-MIT Organizational Economics Seminar
- 2005-2006      The Interaction of Implicit and Explicit Contracts in Construction and Procurement Contracting  
International Industrial Organization Conference, Boston, MA
- Stacking the Deck: Idling and Reactivation of Capacity in Offshore Drilling  
University of British Columbia Summer IO Conference
- 2004-2005      Stacking the Deck: Idling and Reactivation of Capacity in Offshore Drilling  
Tuck School of Business, Dartmouth College  
Haas School of Business, University of California – Berkeley
- The Interaction of Task and Asset Allocation  
International Industrial Organization Conference, Atlanta, GA  
Annual Meeting of the Econometric Society, Philadelphia, PA  
Department of Economics, University of Waterloo
- 2003-2004      Stacking the Deck: Idling and Reactivation of Capacity in Offshore Drilling

International Industrial Organization Conference, Chicago, IL

- 2002-2003      The Effect of Relationships on Contract Choice: Evidence from Offshore Drilling  
Department of Economics, University of Iowa  
Department of Economics, Michigan State University  
Applied Economics Seminar, University of Toronto  
Department of Economics, University of Arizona  
Harvard-MIT Organizational Economics Seminar, Harvard
- 2001-2002      The Effect of Relationships on Contract Choice: Evidence from Offshore Drilling  
Management and Strategy Group, Kellogg, Northwestern University  
Applied Economics Seminar, GSB, Stanford University  
Annual Meeting of the American Economic Association, Atlanta, GA  
Business Economics Department, Business School, University of Michigan  
Business and Public Policy Department, Wharton School, University of Pennsylvania  
Finance and Business Economics Department, Marshall School, U of Southern California  
Economics Department, Carnegie-Mellon University  
Department of Resource Economics and Policy, University of Maine
- 2000-2001      Fixed Price Contracts as a Response to Incentive Problems: Evidence from Offshore Drilling  
Economics Department, Iowa State University  
NBER Summer Institute, Cambridge, MA
- Capacity Management in Offshore Drilling  
NBER Productivity Group Workshop, Cambridge, MA
- 1999-2000      The Determinants of Contractual Form in Offshore Drilling  
Strategy Conference, Graduate School of Business, Stanford University  
Economics Department, University of California – Berkeley  
Strategy Group, Anderson Graduate School of Management, UCLA
- Focused Firms and the Incentive to Innovate  
Annual Meeting of the Econometric Society, Boston, MA
- 1998-1999      Focused Firms and the Incentive to Innovate  
Economics Workshop, Harvard Business School
- The Strategic Effects of Vertical Market Structure  
Economics Department, UCLA  
Economics Department, Harvard University  
Strategy Group, Yale School of Management  
Annual Meeting of the European Association for Research in Industrial  
Economics, Copenhagen, Denmark
- 1997-1998      The Strategic Effects of Vertical Market Structure  
Competition Bureau, Industry Canada, Hull, Quebec  
Annual Meeting of the American Economic Association, Chicago, IL  
Antitrust Division, U.S. Department of Justice, Washington, DC  
Economics Department and Johnson School of Management, Cornell University  
Economics Workshop, Harvard Business School

- 1996-1997      Credible Delegation  
                          Management and Strategy Group, Kellogg, Northwestern University  
                          Strategy Group, Graduate School of Business, University of Chicago  
                          Economics Department, University of Maryland at College Park  
                          Economics Department, Vanderbilt University  
                          Strategy Group, Graduate School of Business, Stanford University  
                          Economics Department, Massachusetts Institute of Technology
- The Effects of HMOs on Conventional Insurance Premiums: Theory and Evidence  
                          Federal Trade Commission, Washington, DC
- Third-Degree Price Discrimination in Oligopoly  
                          Annual Meeting of the Econometric Society, New Orleans, LA
- 1995-1996      The Effects of HMOs on Conventional Insurance Premiums: Theory and Evidence  
                          Annual Meeting of the American Economic Association, San Francisco, CA
- Third-Degree Price Discrimination in Oligopoly  
                          Competition and Strategy Seminar, Harvard Business School  
                          Finance and Economics Department, Boston University School of Management
- 1994-1995      On the Competitive Effects of Price-Matching Policies  
                          Economics Department, Harvard University

Teaching Assignments:

Rotman School of Management, University of Toronto  
 Managerial Economics (required MBA course), 2003-2008.  
 Business and the Regulatory Environment (elective MBA course), 2009.  
 Market Strategies (undergraduate elective), 2004-2005; 2009-present.  
 Economics and Strategy (PhD course), 2004-2005.

Harvard Business School  
 Game Theory (elective doctoral course), 2003.  
 Foundations of Strategy (elective doctoral course), 2001-2002.  
 Changing the Game (elective MBA course), 2001-2003.  
 Economics of Business Strategy (elective doctoral course), 2000.  
 Competition and Strategy (required first-year MBA course), 1994-1999.  
 Economics of Markets (short, required MBA course), 1996-1999.  
 Competition and Strategy (summer course for doctoral students), 1997-1998.

University of California, Los Angeles  
 Economics of Business Strategy (upper-level elective for economics majors), 1999-2000.  
 Topics in Industrial Organization (elective doctoral course), 2000.

Teaching Materials:

Harvard Business School Case Studies and Teaching Notes:  
 The Rise and Fall of Palm Computing in Handheld Operating Systems, 9-703-519 (TN 5-703-520)

A Brief History of the Browser Wars, 9-703-517 (TN 5-703-518)  
Judo in Action, 9-703-454 (TN 5-703-455)  
Performance Indicator, 9-702-480 (TN 5-703-456)  
The Aluminum Industry in 1994 9-799-129 (TN 5-700-014)  
Aluminum Smelting in South Africa: Alusaf's Hillside Project 9-799-130  
The Offshore Drilling Industry 9-799-111 (TN 5-700-016)  
R&B Falcon 9-799-110 (TN 5-700-015)  
A Note on Microeconomics for Strategists 9-799-128, joint with Jan Rivkin  
Radiology Management Sciences 9-798-009 (TN 5-798-071)  
Asymmetric Information 9-797-100 (TN 5-797-101)  
The Ready-to-Eat Breakfast Cereal Industry in 1994 (A) 9-795-191 (TN 5-796-133)  
also companion cases 9-796-122, 9-797-102, 9-797-104, and 9-797-103

Other Professional Affiliations and Activities:

Research Associate, Institute for Policy Analysis, University of Toronto, 2004-present

Referee for: *American Economic Review*, *Canadian Journal of Economics*, *Economic Journal*,  
*Economics Bulletin*, *Economic Theory*, *European Economic Review*, *International Journal of  
Industrial Organization*, *International Economic Review*, *Journal of Economic Dynamics and  
Control*, *Journal of Economic Theory*, *Journal of Economics and Management Strategy*, *Journal  
of Industrial Economics*, *Journal of Law, Economics, and Organization*, *Management Science*,  
*Management and Decision Economics*, *National Science Foundation*, *Rand Journal of  
Economics*, *Review of Economics and Statistics*, *Review of Industrial Organization*, *Southern  
Economic Journal*