

**CURRICULUM VITAE**  
**KYLE BAGWELL**  
**(June 2009)**

**CONTACT INFORMATION**

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**PLACE AND DATE OF BIRTH**

Claude, Texas. 1961

**EDUCATION**

Southern Methodist University (1979-83): B.S., Economics; B.A., Mathematics; *summa cum laude*  
Stanford University (1983-86): Ph.D., Economics

**CURRENT POSITION**

Donald L. Lucas Professor in Economics, Stanford University

**EMPLOYMENT HISTORY**

Northwestern University:  
Assistant Professor of Economics (1986-91)  
Associate Professor of Economics (with tenure) (1991-95)  
Professor of Economics (1995-96)

Columbia University:  
Professor of Economics (1996-2008)  
Professor of Finance and Economics, School of Business (1996-2008)  
Kelvin J. Lancaster Professor of Economic Theory (2000-2008)

Stanford University:  
Donald L. Lucas Professor in Economics (2009-)

**OTHER PROFESSIONAL APPOINTMENTS**

Hoover Institution National Fellow (1991-92)  
NBER Research Associate, ITI Program (1997-)  
American Law Institute, Reporter, Principles of Trade Law: The World Trade Organization (2002-)  
Columbia University Law School, Affiliated Faculty (2007-08)  
Stanford Center for International Development, Senior Fellow (2009-)

**FIELDS**

Primary: Industrial Organization, International Trade  
Secondary: Game Theory

**TEACHING EXPERIENCE**

Northwestern University:  
Undergraduate: Principles of Economics, Intermediate Microeconomics, Industrial Organization  
Graduate: Industrial Organization, Information Economics

Columbia University:  
Undergraduate: Industrial Organization, Law and Economics of the WTO  
Graduate: Industrial Organization, Microeconomic Theory, Theory of Commercial Policy, Theory of Trade Agreements  
Law School: WTO Seminar

## HONORS

The University Scholar (1983)

Phi Beta Kappa (1983)

Student Advisory Board Nominee for College of Arts and Sciences Outstanding Teacher Award (1989-90)

Faculty Honor Roll of the Associated Student Government (1986-87, 1987-88, 1989-90, 1990-91)

Association of Graduate Economics Students Award: Best Graduate Advisor (2003-04)

Fellow of the Econometric Society (2005)

## GRANTS

NSF, Coordination Issues in Industrial Organization (1989-1992)

NSF (Co-PI: Robert Staiger), Theory of International Economic Institutions (1999-2001)

NSF (Co-PI: Robert Staiger), Trade Bargaining with Externalities, Imperfect Competition and Rules versus Power: Interpreting and Evaluating the Rules of the GATT/WTO (2002-2005)

NSF (Co-PI: Robert Staiger), The Economics of the WTO: Empirical Assessment, Enforcement with Private Information, and Dispute Settlement Procedures (2005-2008)

## PROFESSIONAL SERVICES

*The American Economic Review*: Board of Editors (1991-97)

*The Journal of Economics and Management Strategy*: Coeditor (1992-1996)

*The Journal of International Economics*: Associate Editor (1995-1996)

*International Economic Review*: Associate Editor (1994-1996)

*The RAND Journal of Economics*: Associate Editor (1995-96)

*The RAND Journal of Economics*: Editor (1996-2002)

*B.E. Journals of Economic Analysis & Policy*: Founding Editor (2001-2004)

*Quantitative Marketing and Economics*: Advisory Board (2002-)

*Games and Economic Behavior*: Editorial Board (2002-08)

*American Economic Journal: Microeconomics*: Board of Editors (2008-)

NSF Advisory Panel in Economics (2002 Fall-2004 Spring)

Econometric Society Program Committee: Member (1995 Winter, 2001 Summer)

Econometric Society Program Committee: Chair (2002 Winter)

## PUBLICATIONS

### A. Industrial Organization

"Introductory Price as a Signal of Cost in a Model of Repeat Business," *The Review of Economic Studies*, Vol. 54, July 1987, 365-384.

"Advertising and Limit Pricing" (with Garey Ramey), *The Rand Journal of Economics*, Vol. 19, Spring 1988, 59-71.

[Reprinted in Kyle Bagwell (ed.), *The Economics of Advertising*, Edward Elgar (Cheltenham, U.K.), 2001.]

"Advertising and Pricing to Deter or Accommodate Entry When Demand Is Unknown" (with Garey Ramey), *The International Journal of Industrial Organization*, Vol. 8.1, April 1990, 93-113.

"Informational Product Differentiation as a Barrier to Entry," *The International Journal of Industrial Organization*, Vol. 8.2, 1990, 207-223.

"Oligopoly Limit Pricing" (with Garey Ramey), *The Rand Journal of Economics*, Vol. 22, Summer 1991, 155-172.

[Reprinted in Michael Waldman and Justin P. Johnson (eds.), *Pricing Tactics, Strategies and Outcomes*, Vol. 1, Edward Elgar (Cheltenham, U.K.), 2007.]

"High and Declining Prices Signal Product Quality" (with Michael Riordan), *The American Economic Review*, Vol. 81, March 1991, 224-239.

[Reprinted in Eric Rasmussen (ed.), *Readings in Games and Information*, Blackwell Publisher, 2001.]

[Reprinted in Michael Waldman and Justin P. Johnson (eds.), *Pricing Tactics, Strategies and Outcomes*, Vol. 1, Edward Elgar (Cheltenham, U.K.), 2007.]

"Pricing to Signal Product Line Quality," *The Journal of Economics and Management Strategy*, Vol. 1, Spring 1992, 151-174.

"A Model of Competitive Limit Pricing," *The Journal of Economics and Management Strategy*, Vol. 1, Winter 1992, 585-606.

"Advertising as Information: Matching Products to Buyers" (with Garey Ramey), *The Journal of Economics and Management Strategy*, Vol. 2, Summer 1993, 199-243.

"Advertising and Coordination" (with Garey Ramey), *The Review of Economic Studies*, Vol. 61, January 1994, 153-171.

"Coordination Economies, Advertising and Search Behavior in Retail Markets" (with Garey Ramey), *The American Economic Review*, Vol. 84, June 1994, 498-517.

[Reprinted in Kyle Bagwell (ed.), *The Economics of Advertising*, Edward Elgar (Cheltenham, U.K.), 2001.]

"Commitment and Observability in Games," *Games and Economic Behavior*, Vol. 8, 1995, 271-280.

"Capacity, Entry and Forward Induction" (with Garey Ramey), *The Rand Journal of Economics*, Vol. 27 No. 4, Winter 1996, 660-680.

"Collusion over the Business Cycle" (with Robert Staiger), *The Rand Journal of Economics*, Vol. 28 No. 1, Spring 1997, 82-106.

"Dynamic Retail Price and Investment Competition" (with Garey Ramey and Dan Spulber), *The Rand Journal of Economics*, Vol. 28 No. 2, Summer 1997, 207-227.

"The Economics of Advertising, Introduction," in Kyle Bagwell (ed.), *The Economics of Advertising*, Edward Elgar (Cheltenham, U.K.), 2001.

"Optimal Collusion with Private Information" (with Susan Athey), *The Rand Journal of Economics*, Vol. 32 No. 3, Autumn 2001, 428-465.

[Reprinted in George Norman (ed.), *Recent Developments in Monopoly and Competition Policy*, Edward Elgar (Cheltenham, U.K.), 2008.]

"Game Theory and Industrial Organization" (with Asher Wolinsky), in R. J. Aumann and S. Hart (eds.), *Handbook of Game Theory*, Vol. 3, North-Holland: Amsterdam, 2002, 1851-1895.

"Collusion and Price Rigidity" (with Susan Athey and Chris Sanchirico), *The Review of Economic Studies*, Vol. 71 No. 2, 2004, 317-349.

[Reprinted in Michael Waldman and Justin P. Johnson (eds.), *Pricing Tactics, Strategies and Outcomes*, Vol. 1, Edward Elgar (Cheltenham, U.K.), 2007.]

"Countercyclical Pricing in Customer Markets," *Economica*, Vol. 71, 2004, 519-42.

"The Economic Analysis of Advertising," in Mark Armstrong and Rob Porter (eds.), *Handbook of Industrial Organization*, Vol. 3, North-Holland: Amsterdam, 2007, 1701-1844.

"Signalling and Entry Deterrence: A Multidimensional Analysis," *The Rand Journal of Economics*, Vol. 38 No. 3, Autumn 2007, 670-97.

"Collusion with Persistent Cost Shocks" (with Susan Athey), *Econometrica*, Vol. 76, No. 3, May 2008, 493-540.

"Supplement to 'Collusion with Persistent Cost Shocks': Generalizations and Extensions" (with Susan Athey), *Econometrica Supplemental Material* (website), Vol. 76, No. 3, May 2008.

## B. International Trade

"The Role for Export Subsidies When Product Quality Is Unknown" (with Robert Staiger), *The Journal of International Economics*, Vol. 27, August 1989, 69-89.

"A Theory of Managed Trade" (with Robert Staiger), *The American Economic Review*, Vol. 80, September 1990, 779-795.

[Reprinted in Thomas L. Brewer (ed.), The Globalization of the World Economy: Trade and Investment Policy, Vol. 1, Edward Elgar (Cheltenham, U.K.) 1999, 223-239.]

[Reprinted in Chad P. Bown (ed.), The WTO Safeguards and Temporary Protection From Imports, Edward Elgar (Cheltenham, U.K.), 2006, 147-163.]

[Reprinted in Wilfred J. Ethier and Ayre L. Hillman (eds.), The WTO and the Political Economy of Trade Policy, Edward Elgar (Cheltenham, U.K., 2008.)

"Optimal Export Policy for a New-Product Monopoly," *The American Economic Review*, Vol. 81, December 1991, 1156-1169.

"The Sensitivity of Strategic and Corrective R&D Policies in Battles for Monopoly" (with Robert Staiger), *International Economic Review*, Vol. 33, November 1992, 795-816.

"The Sensitivity of Strategic and Corrective R&D Policies in Oligopolistic Industries" (with Robert Staiger), *The Journal of International Economics*, Vol. 36, 1994, 133-150.

"Multilateral Tariff Cooperation During the Formation of Customs Unions" (with Robert Staiger), *The Journal of International Economics*, Vol. 42, 1997, 91-123.

[Reprinted in Richard Pomfret (ed.), Economic Analysis of Regional Trading Agreements, Edward Elgar (Cheltenham, U.K.), 2003.]

[Reprinted in Caroline Freund (ed.), The WTO and Reciprocal Preferential Trading Agreements, Edward Elgar (Cheltenham, U.K.), 2007.]

"Multilateral Tariff Cooperation During the Formation of Free Trade Areas" (with Robert Staiger), *International Economic Review*, Vol. 38, No. 2, May 1997, 291-319.

"Reciprocity" (with Robert Staiger), *Zagreb Journal of Economics*, Vol. 1, No. 1, 1997, 59-88.

"Strategic Export Subsidies and Reciprocal Trade Agreements: The Natural Monopoly Case" (with Robert Staiger), *Japan and the World Economy*, Vol. 9, 1997, 491-510.

"Will Preferential Agreements Undermine the Multilateral Trading System?" (with Robert Staiger), *Economic Journal*, July 1998, Vol. 108, 1162-1182.

[Reprinted in Jagdish Bhagwati, Pravin Krishna and Arvind Panagariya (eds.), Trading Blocs: Alternative Approaches to Analyzing Preferential Trade Agreements, MIT Press 1999, 505-529.]

"An Economic Theory of GATT" (with Robert Staiger), *The American Economic Review*, Vol. 89, March 1999, 215-248.

[Reprinted in Lisa L. Martin (ed.), International Institutions in the New Global Economy, Edward Elgar (Cheltenham, U.K.), 2005.]

[Reprinted in Rodney E. Falvey and Udo Kreickemeier (eds.), Recent Developments in International Trade Theory, Edward Elgar (Cheltenham, U.K.), 2005.]

[Reprinted in Wilfred J. Ethier and Ayre L. Hillman (eds.), The WTO and the Political Economy of Trade Policy, Edward Elgar (Cheltenham, U.K., 2008.)

[Reprinted in Carlos A. Primo Braga and Olivier Cattaneo (eds.), The WTO and Accession Countries, Edward Elgar (Cheltenham, U.K.), forthcoming.]

"Regionalism and Multilateral Tariff Cooperation" (with Robert Staiger), in John Piggott and Alan Woodland (eds.), International Trade Policy and the Pacific Rim, Macmillan (London, England), 1999, 157-185.

"Preferential Agreements and the Multilateral Trading System" (with Robert Staiger), in Richard Baldwin, Daniel Cohen, Andre Sapir and Anthony Venables (eds.), Market Integration, Regionalism and the Global Economy, CEPR (London, England), 1999, 53-79.

"The Simple Economics of Labor Standards and the GATT" (with Robert Staiger), in Alan V. Deardorff and Robert M. Stern (ed.), Social Dimensions of U.S. Trade Policy, Ann Arbor: University of Michigan Press, Studies in International Economics, 2000, 195-231.

"National Sovereignty in the World Trading System: Labor, Environment and the WTO" (with Robert Staiger), *Harvard International Review*, 2001, Winter, Vol. XXII, No. 4, 54-59.

"Domestic Policies, National Sovereignty and International Economic Institutions" (with Robert Staiger), *The Quarterly Journal of Economics*, Vol. 116, No. 2, May 2001, 519-62.

[Reprinted in Drusilla K. Brown and Robert M. Stern (eds.), The WTO and Labor and Employment, Edward Elgar (Cheltenham, U.K.), 2007.]

"Reciprocity, Non-discrimination and Preferential Agreements in the Multilateral Trading System" (with Robert Staiger), *European Journal of Political Economy*, Vol. 17, No. 2, 2001, 281-325.

"Strategic Trade, Competitive Industries and Agricultural Trade Disputes" (with Robert Staiger), *Economics and Politics*, Vol. 13, No. 2, July 2001, 113-128.

"The WTO as a Mechanism for Securing Market Access Property Rights: Implications for Global Labor and Environmental Issues" (with Robert Staiger), *The Journal of Economic Perspectives*, Vol. 15, No. 3, Summer 2001, 69-88.

"It's a Question of Market Access" (with Petros C. Mavroidis and Robert Staiger), *American Journal of International Law*, Vol. 96, No. 1, January 2002, 56-76

[Reprinted in Marc L. Busch and Edward D. Mansfield (eds.), The WTO, Economic Interdependence, and Conflict, Edward Elgar (Cheltenham, U.K.), 2007.]

"Informational Aspects of Foreign Direct Investment (with Robert Staiger), *Japan and the World Economy*, Vol. 15, No. 1, January 2002, 1-20.

"Economic Theory and the Interpretation of GATT/WTO" (with Robert Staiger), *The American Economist*, Vol. 46, No. 2, September, 2002, 3-19; and in Michael Szenberg and Lall Ramrattan (eds.), New Frontiers in Economics, Cambridge: Cambridge University Press, 2004, 205-34.

"Protection over the Business Cycle" (with Robert Staiger), *Advances in Economic Analysis & Policy*, Vol. 3, No. 1, Article 3, 2003, 1-43 (<http://www.bepress.com/bejeap/advances/vol3/iss1/art3>).

"Multilateral Trade Negotiations, Bilateral Opportunism and the Rules of GATT" (with Robert Staiger), *The Journal of International Economics*, Vol. 67 Issue 2, 2005, 268-94.

"United States – Section 129(c)(1) of the Uruguay Round Agreements Act" (with Petros C. Mavroidis), in Henrik Horn and Petros C. Mavroidis (eds.), The WTO Case Law of 2002: The American Law Institute Reporters' Studies, Cambridge University Press, 12-35, 2005.

"Chile – Price Band System and Safeguard Measures Relating to Certain Agricultural Products" (with Alan O. Sykes), *World Trade Review*, Volume 3, Issue 3, November 2004, 507-28; and Henrik Horn and Petros C. Mavroidis (eds.), The WTO Case Law of 2002: The American Law Institute Reporters' Studies, Cambridge University Press, 133-57, 2005.

"India – Measures Affecting the Automotive Sector" (with Alan O. Sykes), in Henrik Horn and Petros C. Mavroidis (eds.), The WTO Case Law of 2002: The American Law Institute Reporters' Studies, Cambridge University Press, 158-178, 2005.

“Enforcement, Private Political Pressure and the GATT/WTO Escape Clause” (with Robert Staiger), *The Journal of Legal Studies*, Vol. 34, No. 2, June 2005, 471-513.  
[Reprinted in Chad P. Bown (ed.), *The WTO, Safeguards, and Temporary Protection From Imports*, Edward Elgar (Cheltenham, U.K.), 2006, 177-219.]

"The Case for Tradable Remedies in WTO Dispute Settlement" (with Petros C. Mavroidis and Robert W. Staiger), in Simon J. Evenett and Bernard M. Hoekman (eds.), *Economic Development and Multilateral Trade Cooperation*, Palgrave Macmillan and the World Bank, Washington D.C., 2006.

“Will International Rules on Subsidies Disrupt the World Trading System?” (with Robert Staiger), *The American Economic Review*, Vol. 96, No. 3, June 2006, 877-95.

“Auctioning Countermeasures in the WTO” (with Petros C. Mavroidis and Robert Staiger), *The Journal of International Economics*, Vol. 73, Issue 2, November 2007, 309-332.

“Remedies in the WTO: An Economic Perspective,” in Merit E. Janow, Victoria J. Donaldson and Alan Yanovich (eds.), *The WTO: Governance, Dispute Settlement & Developing Countries*, Juris Publishing, Huntington, New York, Chapter 40, 733-770, 2008.

### **C. Public Finance**

"Is Everything Neutral?" (with B. Douglas Bernheim), *The Journal of Political Economy*, Vol. 96, April 1988, 308-338.  
[Reprinted in K. D. Hoover (ed.), *The New Classical Economics*, Edward Elgar (Cheltenham, U.K.), 2002.]

## **COMMENTS**

“Economic Theory, WTO Rules, and Linkage,” comment on *International Trade and Labor Standards: A Proposal for Linkage*, by Sanjay Reddy and Christian Barry, Columbia University Press, 2008.

“Too Much, Too Little...Too Late” (with Petros C. Mavroidis), May 2008, forthcoming in Kyle Bagwell, George A. Bermann and Petros C. Mavroidis (eds.), *Law and Economics of Contingent Protection* Cambridge University Press.

## **UNPUBLISHED PAPERS**

### **A. Industrial Organization**

“The Diamond Paradox: A Dynamic Resolution” (with Garey Ramey), July 1994.

"Coordination Economies, Sequential Search and Advertising" (with Garey Ramey), February 1996.

“Trust, Reciprocity and Favors in Cooperative Relationships,” (with Atila Abdulkadiroglu), revised April 2007.

“Look How Little I’m Advertising!,” (with Per Baltzer Overgaard), February 2006, under revision for *The Journal of Economics and Management Strategy*.

“Advertising and Collusion in Retail Markets” (with Gea M. Lee), March 2008.

### **B. International Trade**

"Reciprocal Trade Liberalization" (with Robert Staiger), January 1996.

"GATT-Think" (with Robert Staiger), revised September 2000.

"Competition Policy and the WTO" (with Robert Staiger), August 2001.

"National Sovereignty in an Interdependent World" (with Robert Staiger), December 2003, under revision.

"What Do Trade Negotiators Negotiate About? Empirical Evidence from the World Trade Organization" (with Robert Staiger), November 2006, under revision for *The American Economic Review*.

"Backward Stealing and Forward Manipulation in the WTO" (with Robert Staiger), revised March 2007, under revision for *The Journal of International Economics*.

"Self-Enforcing Trade Agreements and Private Information," NBER Working Paper No. 14812, March 2009.

"Profit Shifting and Trade Agreements in Imperfectly Competitive Markets" (with Robert Staiger), NBER Working Paper No. 14803, March 2009.

"Delocation and Trade Agreements in Imperfectly Competitive Markets" (with Robert Staiger), June 2009.

"The Economics of Trade Agreements in the Linear Cournot Delocation Model" (with Robert Staiger), in progress.

#### **BOOKS AUTHORED**

The Economics of the World Trading System (with Robert Staiger), The MIT Press, 2002.

[Chapter 2, "The Theory of Trade Agreements," is reprinted in Kym Anderson and Bernard Hoekman (eds.), The WTO's Core Rules and Disciplines, Edward Elgar (Cheltenham, U.K., 2006.)]

[Chapter 6, "Enforcement," is reprinted in Petros C. Mavroidis and Alan O. Sykes (eds.), The WTO and International Trade Law/Dispute Settlement, Edward Elgar (Cheltenham, U.K.), 2005.]

#### **BOOKS EDITED**

The Economics of Advertising, Edward Elgar (Cheltenham, U.K.), 2001.

Law and Economics of Contingent Protection (with George A. Bermann and Petros C. Mavroidis), Cambridge University Press, forthcoming.

Preferential Trade Agreements: Yesterday's Issues, Tomorrow's Anxieties (with Petros C. Mavroidis), Cambridge University Press, in progress.