

William E. Simon Graduate School of Business
Box 270100
University of Rochester
Rochester, NY 14627

TEL : (585) 275-0269
FAX: (585) 273-1140
cjthomas@simon.rochester.edu
www.simon.rochester.edu/fac/thomas

Citizenship: USA

Education:

Princeton University, Ph.D., Economics, 1996
Princeton University, M.A., Economics, 1995
University of Virginia, B.A., Mathematics and Economics, with Distinction, 1991

Fields of Interest:

Industrial Organization
Antitrust Policy
Microeconomic Theory

Professional Experience:

William E. Simon Graduate School of Business, University of Rochester
Assistant Professor of Economics and Management, July 2003-present
Visiting Assistant Professor of Economics and Management, November 2002-June 2003
Visiting Assistant Professor of Economics and Management, January 2002-June 2002
U.S. Federal Trade Commission, Bureau of Economics
Special Assistant to the Bureau Director, June 2000-June 2001
Economist, Division of Economic Policy Analysis, December 1997-October 2002
Economist, Division of Antitrust, August 1996-December 1997
Harvard Law School
Victor H. Kramer Foundation Fellow, September 1999-May 2000
Princeton University
Lecturer, September 1995-June 1996
Research Assistant for Professor Doug Bernheim, Fall 1993-Spring 1994
Research Assistant for Professor David Card, Summer 1992
Research Assistant for Professor Harald Uhlig, Summer 1991
University of Virginia
Research Assistant for Professor Daniel Keenan, Summer 1990

Teaching Experience:

Ph.D.: Industrial Organization
M.B.A.: Game Theory
Executive M.B.A.: Game Theory
Undergraduate: Industrial Organization (TA), Introductory Microeconomics (TA)

Published Papers:

“Using Reserve Prices to Deter Collusion in Procurement Competition,” *Journal of Industrial Economics*, forthcoming.
“Verifiable Offers and the Relationship Between Auctions and Multilateral Negotiations,” (with Bart J. Wilson) *Economic Journal*, forthcoming.
“The Competitive Effects of Mergers Between Asymmetric Firms,” *International Journal of Industrial Organization*, Vol. 22, No. 5 (2004), pp. 679-692.
“A Comparison of Auctions and Multilateral Negotiations,” (with Bart J. Wilson) *RAND Journal of*

Economics, Vol. 33, No. 1 (2002), pp. 140-155.

“The Effect of Asymmetric Entry Costs on Bertrand Competition,” *International Journal of Industrial Organization*, Vol. 20, No. 5 (2002), pp. 589-609.

“Design Comparisons for Procurement Systems,” (with Bart J. Wilson) *SIGecom Exchanges*, Vol. 1.1 (2000), pp. 14-20.

“Disincentives for Cost-Reducing Investment,” *Economics Letters*, Vol. 57, No. 3 (1997), pp. 359-363.

Unpublished Papers:

“Information Revelation and Buyer Profits in Repeated Procurement Competition,” revised and resubmitted to *RAND Journal of Economics*

“The Risk of Contagion from Multimarket Contact,” (with Robert D. Willig)

“Forming Inefficient Alliances to Intensify Takeover Competition” (with Tao Wang)

“Multimarket Contact and Imperfect Information,” under revision (supersedes FTC Working Paper # 224)

“Evaluating the Competition Through Experimentation”

Work in Progress:

“Vertical Mergers in Procurement Markets”

“Protecting Private Information with Firewalls”

“Protecting Private Information with Firewalls: Dynamic Competition”

“Anticompetitive Competition”

“Information Acquisition in Repeated Auctions”

Selected Casework:

News Corp./Hughes Electronics Corp. acquisition

FTC v. Schering-Plough Corp., Upsher-Smith Laboratories, Inc., and American Home Products

FTC v. Swedish Match North America, Inc. and National Tobacco Company, LP.

FTC v. H.J. Heinz Company and Milnot Holding Corp.

AOL/Time Warner merger

Exxon/Mobil merger

Rohm & Haas/Morton International acquisition

FTC v. McKesson Corp. and AmeriSource Health Corp.

FTC v. Cardinal Health, Inc. and Bergen Brunswick Corp.

General Mills/Ralcorp acquisition

Fellowships and Awards:

Outstanding Team Award, Federal Trade Commission, 2000

Young Economist Essay Competition Award, EARIE Annual Conference, 1999

ESL/IFREE Young Faculty Workshop, University of Arizona, 1999

Francis Walker Award for Excellence in Economics, Federal Trade Commission, 1998

Outstanding Team Award, Federal Trade Commission, 1998

National Science Foundation Graduate Fellowship, 1992-1995

Princeton University Merit Prize, 1992-1995

Princeton University Fellowship, 1991-1992

Phi Beta Kappa, University of Virginia, 1991

Echols Scholar, University of Virginia, 1988-1991

Rodman Scholar, University of Virginia, 1987

National Merit Scholarship, 1987

Invited Presentations:

University of Maryland, Economics Department, October 2004
International Industrial Organization Conference, April 2004
Indiana University, Kelley School of Business, April 2004
McMaster University, Economics Department, November 2003
International Industrial Organization Conference, April 2003
Econometric Society Summer Meeting, June 2002
University of Rochester, William E. Simon School of Business, March 2002
George Mason University, Economics Department, March 2002
University of Arizona, Economics Department, February 2002
Econometric Society Winter Meeting, January 2002
University of Wisconsin-Madison, Economics Department, December 2001
University of Virginia, Economics Department, December 2001
Southern Economic Association Annual Meeting, November 2001
Econometric Society Summer Meeting, June 2001
Econometric Society Winter Meeting, January 2001
Economic Science Association North American Regional Conference, September 2000
Harvard University, Economics Department, April 2000
EARIE Annual Conference, September 1999
Midwest Economic Association Spring Meeting, March 1999
Miami University, Economics Department, March 1999
University of Arizona, Economics Department, March 1999
Department of Justice, Economic Analysis Group, March 1999
College of William and Mary, Economics Department, February 1999
Econometric Society Winter Meetings, January 1998
Princeton University, Economics Department, November 1997
University of Maryland, Economics Department, March 1997
Harvard Business School, Competition and Strategy Group, February 1996

Referee:

American Economic Review, Economic Journal, Economica, International Journal of Industrial Organization, Journal of Economic Education, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of Industrial Economics, Management Science, Marketing Science, RAND Journal of Economics

Other Professional Activities:

Member, American Economic Association
Member, Econometric Society
Guest Lecturer, *Introductory Microeconomics*, University of Wisconsin-Madison, December 2001
Lecturer, *New Attorney Training*, Federal Trade Commission, October 2001
Lecturer, *New Attorney Training*, Federal Trade Commission, July 2001
Co-coordinator, FTC Bureau of Economics Seminar Series, July 1998-December 2001
Co-coordinator, FTC Bureau of Economics Symposium on *Mathematica* in Antitrust, June 1999
Co-coordinator, Joint FTC/DoJ Symposium on Auctions and Antitrust, November 1998
Bureau of Economics Recruiting, Federal Trade Commission, 1998, 1999, 2001
Guest Lecturer, *Industrial Organization*, Princeton University, November 1997

References:

Professor Jeremy Bulow
Graduate School of Business
Stanford University
Stanford, CA 94305-5015
(650) 723-2160

Professor Robert Willig
Woodrow Wilson School
Robertson Hall
Princeton University
Princeton, NJ 08544
(609) 258-4843

Professor Greg Shaffer
William E. Simon Graduate School of Business
Box 270100
University of Rochester
Rochester, NY 14627
(585) 275-4497

Professor Bart Wilson
Interdisciplinary Center for Economic Science
George Mason University
4400 University Drive MSN 1B2
Fairfax, VA 22030
(703) 993-4845