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**James D. Dana Jr.**  
Professor of Economics and Strategy  
Department of Economics and D'Amore-McKim School of Business  
Northeastern University

**CONTACT:**

Address: 360 Huntington Ave., 301 LA  
Boston, MA 02115-5000  
Phone: (617) 373-7517  
E-mail: [j.dana@northeastern.edu](mailto:j.dana@northeastern.edu)  
Web: <http://www.jamesdana.net/>

**GENDER:** Male

**EDUCATION:**

B.A. in Economics, Yale University, 1982.  
Ph.D. in Economics, Massachusetts Institute of Technology, 1988.

**ACADEMIC AND PROFESSIONAL EXPERIENCE:**

Professor of Economics and Strategy, Department of Economics and D'Amore-McKim School of Business, Northeastern University, 2007–present.  
Visiting Faculty, School of Management and Cowles Foundation, Yale University, 2022–2023.  
Visiting Faculty, School of Management and Cowles Foundation, Yale University, 2014–2015.  
Visiting Scholar, Strategy Unit, Harvard Business School, 2007–2015.  
Chair, Department of Economics, Northeastern University, July 2012–July 2013.  
Associate Professor of Management and Strategy, Kellogg School of Management, Northwestern University, 1994–2007.  
Research Faculty Member, Transportation Center, Northwestern University, 2001–2007.  
Visiting Assistant Professor of Business Economics, Graduate School of Business, University of Chicago, 1993–1994.  
Assistant Professor, Department of Economics, Dartmouth College, 1988–1994.

## **PUBLICATIONS IN REFEREED JOURNALS:**

- “Intertemporal Price Discrimination in Sequential Quantity-Price Games,” (with Kevin Williams), **Marketing Science**, Volume 41, Issue 5, September-October 2022, pp. 871–1027.
- “Bundling Can Signal High Quality,” **International Journal of Industrial Organization**, Volume 69, March 2020.
- “The Impact of Passenger Mix on Load Factors in the Airline Industry,” (with Daniel Greenfield), **Review of Industrial Organization**, Volume 54, Issue 1, February 2019, pp. 111–127.
- “Bundling and Quality Assurance,” (with Kathryn Spier), **RAND Journal of Economics**, Vol. 49, No. 1, Spring 2018, pp. 128–154.
- “Price Discrimination on Booking Time,” (with Barış Ata), **International Journal of Industrial Organization**, Vol. 43, November 2015, pp. 175–181.
- “Do Bundling, Tying and Other Purchase Restraints Increase Product Quality,” (with Kathryn Spier), **International Journal of Industrial Organization**, Vol. 43, November 2015, pp. 142–147.
- “Revenue Management by Sequential Screening,” (with Mustafa Akan and Barış Ata), **Journal of Economic Theory**, Vol. 159, Part B, September 2015, pp. 728–774.
- “Internet Penetration and Capacity Utilization in the Airline Industry,” (with Eugene Orlov), **American Economic Journal: Microeconomics**, Vol. 6, No. 4, 2014, pp. 106–137.
- “Buyer Groups as a Strategic Commitment,” **Games and Economic Behavior**, Vol. 74, 2012, pp. 470–485.
- “Long-lived Consumers, Intertemporal Bundling and Collusion,” (with Yuk-Fai Fong), **Journal of Industrial Economics**, December 2011, Vol. LIX, No. 4, pp. 609–629.
- “Product Quality, Reputation, and Market Structure,” (with Yuk-Fai Fong), **International Economic Review**, November 2011, Vol. 52, No. 4, pp. 1059–1076 (reprinted in Jill McCluskey and Jason Winfree, *The Economics of Reputation*, Edward Elgar Publishing, 2017).
- “When is Price Discrimination Profitable?” (with Eric Anderson), **Management Science**, 2009, June, Vol. 55, No. 6, pp. 980–989.
- “New Directions in Revenue Management Research,” **Production and Operations Management Society**, 2008, July-August, Vol. 17, No. 6, pp. 1–3.
- “Price Discrimination with a Resource Constraint,” (with Tomer Yahalom), **Economics Letters**, 2008, Vol. 100, pp. 330–332.
- “Product Variety and Demand Uncertainty,” (with Dennis Carlton), **Journal of Industrial Economics**, September 2008, Vol. 56, No. 3, pp. 116–133.

- “Entry Deterrence in a Duopoly Model,” (with Kathryn E. Spier), **The Berkeley Electronic Journal of Economic Analysis & Policy: Advances**, 2007.
- “Comment: General and Specific Rules: A Mechanism Design Approach,” **Journal of Institutional and Theoretical Economics**, 2005, Vol. 161, No. 2, pp. 347–349.
- “Strategic Differentiation and Strategic Emulation in Games with Uncertainty,” **Journal of Industrial Economics**, September 2005, Vol. 53, No. 3, 417–432.
- “Remark on ‘Appropriateness and Impact of Platform-Based Product Development’,” **Management Science**, 2003, Vol. 49, No. 9, pp. 1264–1267.
- “Note: The Newsvendor Model with Endogenous Demand,” (with Nicholas Petruzzi), **Management Science**, November 2001, Vol. 47, No. 11, pp. 1488–1497.
- “Competition in Price and Availability when Availability is Unobservable,” **RAND Journal of Economics**, Autumn 2001, Vol. 32, No. 3, pp. 497–513.
- “Revenue Sharing, and Vertical Control in the Video Rental Industry,” (with Kathryn E. Spier), **Journal of Industrial Economics**, Vol. XLIX, No. 3, September 2001, pp. 223–245.
- “Monopoly Price Dispersion Under Demand Uncertainty,” **International Economic Review**, Vol. 42, No. 3, August 2001, pp. 649–670.
- “Equilibrium Price Dispersion Under Demand Uncertainty: The Roles of Market Structure and Costly Capacity,” **RAND Journal of Economics**, Winter 1999, Vol. 30, No. 4, pp. 632–660.
- “Using Yield Management to Shift Demand When the Peak Time is Unknown,” **RAND Journal of Economics**, Autumn 1999, Vol. 30, No. 3, pp. 456–474.
- “Advanced Purchase Discounts and Price Discrimination in Competitive Markets,” **Journal of Political Economy**, April 1998, Vol. 106, No. 2, pp. 395–422. Reprinted in Justin Johnson and Michael Waldman, eds., *Pricing Tactics, Strategies, and Outcomes, Volume I*, Edward Elgar, 2007.
- “Learning in an Equilibrium Search Model,” **International Economic Review**, Vol. 35, No. 3, August 1994, pp. 745–771.
- “Learning and Efficiency in a Gambling Market,” (with Michael Knetter), **Management Science**, Vol. 40, No. 10, October 1994, pp. 1317–1328.
- “Designing a Private Industry: Government Auctions with Endogenous Market Structure,” (with Kathryn E. Spier), **Journal of Public Economics**, 1993, Vol. 53, No. 1, pp. 127–147.
- “Expertise and Contingency Fees,” (with Kathryn E. Spier), **Journal of Law Economics and Organization**, Vol. 9, No. 2, October 1993, pp. 349–367.
- “The Organization and Scope of Agents: Regulating Multiproduct Industries,” **Journal of Economic Theory**, Vol. 59, No. 2, April 1993, pp. 288–310.

“The Biases of the Electoral College in the 1990’s,” (with Lawrence D. Longley), **Polity**, Vol. XXV, Number 1, Fall 1992, pp. 123–146.

“New Empirical Estimates of the Biases of the Electoral College for the 1980’s,” (with Lawrence D. Longley), **Western Political Quarterly**, XXXVII, No. 1, March 1984.

#### **WORKING PAPERS AND WORK IN PROGRESS:**

“Add-on Pricing and Hidden Fees.”

“Competition, Price Discrimination, and Consumer Search: A Theory of Frequent Buyer Discounts” (with Johannes Horner and Anna Sanktjohanser).

“Legalizing Arbitrage: A ‘Textbook’ Case” (with Brad Larsen and Sarah Moshary).

“Fake IDs and Arbitrage: Price Discrimination with Misreporting Costs” (with Brad Larsen and Sarah Moshary).

“Home Sweet Home? Covid-19, Stadium Attendance and Efficiency in Sports Betting Markets” (with Imke Reimers).

“Pricing and Demand Uncertainty in the Newsvendor Model: Evidence from the Newsstand.”

“Sorry, We Don’t Carry That Here: Energy Efficient Products” (with Linda Bui).

#### **PUBLISHED TEACHING CASES:**

“Blockbuster Video,” Kellogg School of Management, KEL039.

“The US Airline Industry in 1995,” Kellogg School of Management, KEL042.

“ValuJet,” Kellogg School of Management, KEL043.

“The Shuttle by United,” Kellogg School of Management, KEL041.

#### **EDITORIAL BOARDS:**

Associate Editor, Manufacturing and Service Operations Management, 2002–2012.

Associate Editor, Journal of Industrial Economics, 2002–2009.

Associate Editor, International Journal of Industrial Organization, 2003–present.

Special Editor, Production and Operations Management, 2006.

#### **FELLOWSHIPS AND GRANTS:**

National Science Foundation, “Demand Uncertainty, Market Structure, and Competition in Availability,” Proposal SES 9905143, 1999–2000.

#### **TEACHING (NORTHEASTERN):**

Managerial Economics 6203/6208: Economics for Managerial Decision Making (MBA).

Management 6200/6208: Strategic Decision Making (MBA).

Economics 7710: Microeconomic Theory (Ph.D.).

Economics 7771: Foundations of Industrial Organization (Ph.D.).

Economics 4681/7200: Information Economics and Game Theory (Undergraduate/MA).

**OTHER PROFESSIONAL ACTIVITY:**

Referee Activity: American Economic Review, American Economic Journal: Insights, American Economic Journal: Microeconomics, Berkeley Electronic Journal of Economic Analysis & Policy, Canadian Journal of Economics, Econometrica, Economic Inquiry, Economic Journal, Economics Letters, European Journal of Operational Research, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, International Journal of Law and Economics, Journal of Economic Theory, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Law and Economics, Journal of Law Economics and Organization, Journal of Political Economy, Journal of Public Economics, Management Science, Manufacturing and Service Operations Management, Marketing Science, Operations Research, Production and Operations Management, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economic Design, Review of Economics and Statistics, Review of Economic Studies, Review of Industrial Organization, Southern Economic Journal, and the National Science Foundation.

Local Arrangements Coordinator, Summer Meetings of the Econometric Society, Chicago, June 2003.

Local Arrangements Coordinator, International Industrial Organization Conference, Chicago, April 2004.

Co-organizer (with Garrett van Ryzin, Columbia University), DIMACS, Workshop on Yield Management and Dynamic Pricing, August 2005.

Program Committee, International Industrial Organization Conference, Boston, April 2006; Savannah, April 2007; Washington, DC, May 2008; Boston, May 2009; Vancouver, May 2010; Boston, April 2011; Arlington, Virginia, March 2012; Boston, May 2013

Selection Committee for award for Best Paper by a Ph.D. Student (with Preston McAfee and Carl Shapiro), International Industrial Organization Conference, Boston, May 2013.

**PRESENTATIONS AT CONFERENCES AND PROFESSIONAL MEETINGS:**

American Law and Economics Association, Boston 2023, "Add-on Pricing and Product Quality."

International Industrial Organization Conference (IIOC), Boston, MA, 2023, "Fake IDs and Arbitrage: Price Discrimination with Misreporting Costs."

American Law and Economics Association, Chicago, IL 2021, "Legalizing Arbitrage: A 'Textbook' Case."

INFORMS Marketing Science, Online, July 2021, “Legalizing Arbitrage: A ‘Textbook’ Case.”

International Industrial Organization Conference (IIOC), Boston, MA, 2021, “Legalizing Arbitrage: A ‘Textbook’ Case.”

International Industrial Organization Conference (IIOC), Boston, MA, 2017 “Bundling Can Signal High Quality.”

International Industrial Organization Conference (IIOC), Philadelphia, PA, 2016 “Bundling and Quality Assurance.”

World Congress of the Econometric Society, Montreal, Canada, 2015, “Bundling and Quality Assurance”

Wharton Workshop on Empirical Research in Operations Management, Philadelphia, Pennsylvania, September 2014, “Pricing and Demand Uncertainty in the Newsvendor Model: Evidence from the Newsstand”

European Association for Research in Industrial Economics (EARIE), Milan, Italy, September 2014, Invited Speaker, “Screening on Time of Purchase” (presentation of both Price Discrimination on Booking Time; and Revenue Management and Sequential Screening)

International Industrial Organization Conference (IIOC), Arlington, Virginia, 2012, “Passenger Mix and On-time Performance.”

INFORMS Revenue Management and Pricing, Columbia University, New York, New York, June 2011, “Refunds and Sequential Screening.”

North American Summer Meetings of the Econometric Society, Boston University, Boston, Massachusetts, June 2010, “Revenue Management by Sequential Screening.”

NBER Universities Research Conference on Competition and Government Intervention in the Airline Industry, Cambridge, Massachusetts, May 2009, “Internet Penetration and Capacity Utilization in the Airline Industry.”

American Economic Association, Los Angeles, California, January 2009, “Internet Penetration and Capacity Utilization in the Airline Industry.”

INFORMS Revenue Management and Pricing, Montreal, Canada, June 2008, “Revenue Management by Sequential Screening,” and “Internet Penetration and Capacity Utilization in the Airline Industry.”

International Industrial Organization Conference (IIOC), Washington, D.C., April 2008, “Internet Penetration and Capacity Utilization in the Airline Industry.”

International Industrial Organization Conference (IIOC), Savannah, Georgia, April 2007, “Bundling and Product Reputation.”

International Industrial Organization Conference (IIOC), Boston, Massachusetts, April 2006, “When is Price Discrimination Optimal?”

Duke-Northwestern-Texas Theoretical Industrial Organization Conference, November 2005, “When is Price Discrimination Optimal?”

DIMACS Workshop on Yield Management and Dynamic Pricing, August 2005, “When is Price Discrimination Optimal?”

North American Winter Meeting of the Econometric Society, January 2005, “Buyer Groups as a Strategic Commitment.”

International Industrial Organization Conference (IIOC), Kellogg, Chicago, April 2004, “Buyer Groups as a Strategic Commitment.”

North American Summer Meeting of the Econometric Society, Kellogg School of Management Northwestern University, July 2003, “Product Variety and Demand Uncertainty.”

International Industrial Organization Conference (IIOC), Boston, Massachusetts, March 2003, “Product Variety and Demand Uncertainty.”

University of British Columbia Summer Industrial Organization Conference, Vancouver, Canada, July 2002, “Product Variety and Demand Uncertainty.”

American Economic Association, New Orleans, Louisiana, December 2001, “Competition in Price and Availability when Availability is Unobservable.”

Seventh World Congress of the Econometric Society, Seattle, Washington, 2000, “Competition in Price and Availability when Availability is Unobservable,” “Revenue Sharing, Demand Uncertainty, and Vertical Control of Competing Firms,” and “Entry Deterrence in a Duopoly Model.”

Stanford Institute for Theoretical Economics, Palo Alto, California, “Revenue Sharing, Demand Uncertainty, and Vertical Control of Competing Firms,” July 1999.

North American Winter Meeting of the Econometric Society, Boston, Massachusetts, “Strategic Differentiation and Strategic Emulation in Games with Uncertainty,” January 1994.

North American Winter Meeting of the Econometric Society, Anaheim, “Equilibrium Price Dispersion Under Demand Uncertainty: The Roles of Market Structure and Costly Capacity,” January 1993.

North American Winter Meeting of the Econometric Society, New Orleans, “Designing a Private Industry: Government Auctions with Endogenous Market Structure,” January 1992.

Stanford Institute for Theoretical Economics, Stanford University, California, July-August 1991, “Learning in an Equilibrium Search Model.”

Sixth World Congress of the Econometric Society, Barcelona, Spain, “A Search-Theoretic Model of Price Stickiness,” August 1990.

Western Economic Association Meetings, “Learning and Efficiency in a Gambling Market,” June 1989.

**OTHER INVITED PRESENTATIONS:**

George Mason University, Law School, February 2024

Yale University, Department of Economics, September 2022

University of Toronto, Rotman School of Business, May 2017

Dartmouth College, Tuck School of Business, May 2017

Carnegie Mellon University, Tepper School of Business, October 2016

Yale University, Department of Economics, November 2014

MIT, Sloan School of Management, September 2008.

Northeastern University, University Lecture, April 2008.

Boston University, School of Management, March 2008

Harvard/MIT, Department of Economics, March 2008.  
Columbia University, School of Engineering and School of Business, March 2008.  
Stanford University, School of Management, October 2007.  
Harvard University, Harvard Business School, Strategy Unit, October 2007.  
Northeastern University, Department of Economics, November 2006.  
University of Pennsylvania, Wharton School of Management, October 2006.  
Boston University, School of Management, October 2006.  
Brandeis University, Department of Economics, November 2005.  
Cornell University, Department of Economics, April 2005.  
University of Colorado, Department of Economics, September 2003.  
Vanderbilt University, Department of Economics, October 2002.  
University of Chicago, Graduate School of Business, May 2001.  
Boston University, Department of Economics, April 2001.  
University of Wisconsin, Department of Economics, September 1999.  
Ohio State University, Department of Economics, September 1999.  
Stanford University, Graduate School of Business, April 1999.  
Michigan State University, Department of Economics, winter 1996.  
University of Wisconsin, Department of Economics, fall 1995.  
Purdue University, Department of Economics, fall 1995.  
Northwestern University, Department of Economics, September 1994.  
Ohio State University, Department of Economics, April 1994.  
University of Iowa, College of Business Administration, March 1994.  
Purdue University, Department of Economics, March 1994.  
University of Illinois, Department of Economics, March 1994.  
University of California, Department of Economics, Berkeley, February 1994.  
University of Chicago, Graduate School of Business, December 1993.  
Brown University, Department of Economics, Summer Theory Workshop, July 1993.  
University of Rochester, Simon School of Management, November 1992.  
University of Wisconsin, Department of Economics, May 1992.  
Harvard University, Department of Economics, April 1992.  
MIT, Department of Economics, October 1990.  
Harvard University, Department of Economics, February 1990.  
Boston University, School of Management, March 1990.  
University of Rochester, Simon School of Management, September 1989.

**UNIVERSITY AND COLLEGE SERVICE (NORTHEASTERN UNIVERSITY):**

College of Social Sciences and Humanities, Working Group on PhD Student Progress,  
2020-2021.  
Dean Evaluation Committee, 2016–2017.  
College of Social Sciences and Humanities, Resource Committee, 2012–2013.  
College of Social Sciences and Humanities, Advisory Committee on Tenure and Promotion,  
2010–2011 and 2011–2012.



Search Committee for Dean of the College of Social Sciences and Humanities, 2009–2010.  
College of Arts and Sciences, Advisory Committee on Tenure and Promotion Committee,  
2008–2009 and 2009–2010.

Northeastern University, Ad Hoc Faculty Grievance Mediation Committee, 2009.

Northeastern University, Faculty Senate Standing Committee on Information Technology  
Policy, 2007–2008, and 2008–2009.

**DEPARTMENT SERVICE (NORTHEASTERN UNIVERSITY):**

Department of Economics, Ph.D. Placement Director 2013–2022.

Department of Economics, Ph.D. Program Director 2018–2021.

Department of Economics, Department Chair Search Committee, 2015–2016.

Department of Economics, Faculty Search Committee, 2007–2008, 2008–2009, 2012–2013,  
2013–2014, 2015–2016, and 2016–2017.

Department of Economics, Graduate Admissions Committee, 2009–2013. 2018–2021.

Department of Economics, Graduate Curriculum Committee, 2008–2009. 2013–2014. 2018–  
2022.

Department of Economics, Undergraduate Curriculum Committee, 2009–2012.

Department of Economics, Seminar Committee, 2008–2013.

**TEACHING (NORTHEASTERN UNIVERSITY):**

Managerial Economics 6200: (MBA Course, School of Business)

Management 6208/Strategy 6200: Strategic Decision Making (MBA Course, School of  
Business)

Economics 7710: Microeconomics II (Ph.D. Course, Department of Economics)

Economics 7771: Foundations of Industrial Organization (Ph.D. Course, Department of  
Economics)

Economics 7200: Information Economics and Game Theory (Masters Elective, Department  
of Economics)

Economics 6110: Microeconomic Theory (Ph.D. and Masters Course, Department of  
Economics)

Economics 5110: Microeconomic Theory (Ph.D. and Masters Course, Department of  
Economics)

Economics 6200: Game Theory (Masters Elective, Department of Economics)

Economics 4681: Information Economics and Game Theory (Undergraduate Elective,  
Department of Economics)

**TEACHING (NORTHWESTERN UNIVERSITY, KELLOGG SCHOOL OF MANAGEMENT):**

Management and Strategy 939: Airline Economics, Management and Strategy  
(MBA Course)

Managerial Economics 441: Competitive Strategy and Industrial Structure  
(MBA Course)

Management and Strategy 431: Management of Organizations (MBA Course)

Managerial Economics and Strategy 449: Competitive Strategy (Ph.D. Course)

Managerial Economics and Strategy 449-2: Organizational Strategy and Structure  
(Ph.D. Course)

**TEACHING (UNIVERSITY OF CHICAGO, BOOTH SCHOOL OF BUSINESS):**

Business 300: Microeconomics (MBA Course)

Business 502 and 503: Advanced Industrial Organization I and II (Ph.D. Course)

**TEACHING (DARTMOUTH COLLEGE):**

Economics 1: The Price System, Introductory Microeconomics

Economics 10: Introductory Statistics

Economics 21: Intermediate Microeconomics

Economics 25: Industrial Organization

Economics 35: Economics of Regulation and Regulatory Reform

Economics 36: Corporate Finance