

MATTHIJS R WILDENBEEST

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Indiana University Kelley School of Business
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EMPLOYMENT

Indiana University, Kelley School of Business, Associate Professor (with tenure), 2013 – present.
Indiana University, Kelley School of Business, Assistant Professor, 2007 – 2013.
Indiana University, Department of Economics, Adjunct Assistant/Associate Professor, 2011 – present.

EDUCATION

Ph.D. Economics, Erasmus University Rotterdam, 2007.
M.Phil. Economics, Tinbergen Institute, 2003.
M.Sc. Economics (cum laude), Erasmus University Rotterdam, 2003.

TEACHING AND RESEARCH FIELDS

Industrial organization, applied microeconomics, and applied econometrics.

JOURNAL ARTICLES

1. "Truly costly sequential search and oligopolistic pricing," with Maarten C.W. Janssen and José Luis Moraga-González, *International Journal of Industrial Organization* 23, 451-66, 2005.
2. "Maximum likelihood estimation of search costs," with José Luis Moraga-González, *European Economic Review* 52, 820-48, 2008.
3. "An empirical model of search with vertically differentiated products," *RAND Journal of Economics* 42, 729-57, 2011. Winner of the 2007 EARIE Young Economist Essay Award.
4. "Testing models of consumer search using data on web browsing and purchasing behavior," with Babur De los Santos and Ali Hortaçsu, *American Economic Review* 102, 2955-80, 2012.
5. "Semi-nonparametric estimation of consumer search costs," with José Luis Moraga-González and Zsolt Sándor, *Journal of Applied Econometrics* 28, 1205-23, 2013.
6. "Estimation of search frictions in the British electricity market," with Monica Giuliatti and Michael Waterson, *Journal of Industrial Economics* 62, 555-90, 2014.
7. "Search Engine Optimization: What drives organic traffic to retail sites?" with Babur De los Santos and Michael R. Baye, accepted for publication in the *Journal of Economics & Management Strategy*.

OTHER PUBLICATIONS

1. "Consumer search and pricing behavior in Internet markets," with Maarten C.W. Janssen and José Luis Moraga-González, in Eric Brousseau and Nicolas Curien (editors), *Internet and Digital Economics*, Cambridge University Press, 460-83, 2007.
2. "Comparison sites," with José Luis Moraga-González, in Martin Peitz and Joel Waldfogel (editors), *Handbook of the Digital Economy*, Oxford University Press, 224-53, 2012.
3. "The evolution of product search," with Babur De los Santos and Michael R. Baye, *The Journal of Law, Economics & Policy* 9, 201-21, 2013.
4. "Searching for physical and digital media: the evolution of platforms for finding books," with Babur De los Santos and Michael R. Baye, in Shane Greenstein, Avi Goldfarb, and Catherine Tucker (editors), *NBER Book Economic Analysis of the Digital Economy*, The University of Chicago Press, 137-68, 2015.
5. "Prijseffecten van het zoeken naar een nieuwe auto," with José Luis Moraga-González and Zsolt Sándor, *ESB* 100, 294-297, 2015.

PAPERS UNDER REVIEW AND WORKING PAPERS

1. "Search with learning for differentiated products: evidence from E-commerce," with Babur De los Santos and Ali Hortaçsu, October 2015. Revised and resubmitted, *Journal of Business & Economic Statistics*.
2. "Search and prices in the Medigap insurance market," with Haizhen Lin, September 2015. Revised and resubmitted, *Journal of Business & Economic Statistics*.
3. "Prices and heterogeneous search costs," with José Luis Moraga-González and Zsolt Sándor, June 2015. Revise and resubmit, *RAND Journal of Economics*.
4. "E-book pricing and vertical restraints," with Babur De los Santos, September 2015. Submitted.

5. "Consumer search and prices in the automobile market," with José Luis Moraga-González and Zsolt Sándor, October 2015. Submitted.
6. "What's in a name? Measuring prominence, and its impact on organic traffic from search engines," with Babur De los Santos and Michael R. Baye, November 2014. Submitted.
7. "On the identification of the costs of simultaneous search," with José Luis Moraga-González and Zsolt Sándor, May 2011.
8. "Nonsequential search equilibrium with search cost heterogeneity," with José Luis Moraga-González and Zsolt Sándor, June 2010.

COURSES TAUGHT AT INDIANA UNIVERSITY

G304	Managerial Economics (undergraduate).
C530	Economics for Managers (MBA).
G604/G754	Empirical Industrial Organization (doctoral).
G579/X521	Business Econometrics (MBA).

INVITED GUEST LECTURES

May 2011 Higher School of Economics, Moscow.

ACADEMIC VISITS

Spring 2007 University of Warwick.
 Spring 2006 Universidad Carlos III de Madrid.

HONORS AND PRIZES

June 2015 International Journal of Industrial Organization Excellence in Reviewing Award.
 September 2007 EARIE Young Economist Essay Award 2007.
 April 2004 Encore Masters' Thesis Prize.

GRANTS AND FELLOWSHIPS

April 2012 Kelley Research and Instructional Database Committee Matching Grant.
 June 2009 and 2014 NET Institute Summer Grant.

REFEREE SERVICE

Referee for *American Economic Journal: Applied Economics*, *American Economic Journal: Microeconomics*, *American Economic Review*, *B.E. Journal of Economic Analysis & Policy*, *Economic Inquiry*, *European Economic Review*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Economic Theory*, *Journal of Economics and Management Strategy*, *Journal of Finance*, *Journal of Industrial Economics*, *Journal of Political Economy*, *Management Science*, *Marketing Science*, *National Science Foundation*, *Quantitative Marketing and Economics*, *RAND Journal of Economics*, *Review of Economic Dynamics*, *Review of Economic Studies*, *Review of Industrial Organization*, *Southern Economic Journal*, and *Theoretical Economics*.

MEMBERSHIPS

Member of the *American Economic Association*, *European Economic Association*, *Econometric Society*, and *Industrial Organization Society*.

ORGANIZATION OF CONFERENCES AND WORKSHOPS

Member of the EARIE 2015 Scientific Committee. Co-organizer of the fifth Workshop on Search and Switching Costs (2014). Member of the Program Committee for the 11th IIOC (2013). Co-organizer of the Tinbergen Institute Workshop in Economic Theory on Information, Search Costs, and Competition (2007).

DEPARTMENTAL AND SCHOOL SERVICE

Coordinator Microeconomics Workshop (2010-2012). Departmental Junior Recruiting Committee (2008, 2010, 2011, 2013, 2014, 2015). Member CIBER Advisory Committee (2011-2015). Member Academic Fairness Committee (since 2015).

INVITED SEMINAR TALKS

2016: *Tilburg University*.

2014: *University of Michigan*.

2013: *University of Chicago Booth School of Business, University of North Carolina – Chapel Hill.*

2012: *Ohio State University.*

2011: *Texas A&M University, University of Zurich, Illinois State University.*

2009: *University of Illinois at Urbana-Champaign.*

2008: *University of Chicago.*

2007: *London School of Economics, University of Warwick, Universidad Carlos III de Madrid, Indiana University.*

2006: *University of Groningen.*

INVITED CONFERENCE TALKS AND KEYNOTE LECTURES

2015: *EARIE Conference, Munich; CCP Summer Conference, Norwich, UK; Conference on the Economics of ICT (keynote), Paris.*

2014: *CPB Workshop on Internet Economics and Privacy, The Hague. Workshop on Consumer Search, Bad Homburg.*

2013: *9th Invitational Choice Symposium, Noordwijk, the Netherlands.*

2012: *Tinbergen Institute 25th Anniversary, Amsterdam.*

2009: *Workshop on Consumer Search and Switching Costs, Groningen.*

CONFERENCE PRESENTATIONS

2015: *ASSA Annual Meeting, Boston, MA. Econometric Society World Congress, Montreal.*

2014: *IIOC, Chicago, IL; Fifth Workshop on Consumer Search and Switching Costs (discussant), Bloomington, IN; NBER Summer Institute, Cambridge, MA;*

2013: *IIOC, Boston, MA; Fourth Workshop on Consumer Search and Switching Costs (discussant), Moscow; NBER Economics of Digitization Conference, Park City, UT.*

2012: *NBER Summer Institute, Cambridge, MA; IIOC, Arlington, VA; ASSA Annual Meeting, Chicago, IL.*

2011: *Second Workshop on Consumer Search and Switching Costs (discussant), Groningen; IIOC, Boston, MA.*

2010: *Annual Congress of the European Economic Association, Glasgow; INFORMS Marketing Science Conference, Cologne; Third Workshop on the Economics of Advertising and Marketing (discussant), Barcelona; IIOC, Vancouver, BC.*

2009: *Far East and South Asia Meeting of the Econometric Society, Tokyo; NBER Summer Institute, Cambridge, MA; IIOC, Boston, MA.*

2008: *IIOC, Arlington, VA.*

2007: *EARIE Conference, Valencia; European Meeting of the Econometric Society, Budapest; Royal Economic Society Annual Conference, Coventry; Royal Economic Society Second PhD Meeting, London.*

2006: *European Winter Meeting of the Econometric Society, Turin; NAKE Day, Amsterdam; European Meeting of the Econometric Society, Vienna.*

2005: *EARIE Conference, Porto; Annual Congress of the European Economic Association, Amsterdam; Econometric Society World Congress, London; ESRC Centre for Competition Policy Summer Workshop, Norwich; Sixth CEPR Conference on Applied Industrial Organization (discussant), Munich.*

2004: *ASSET Annual Meeting*, Barcelona; *EARIE Conference*, Berlin; *European Meeting of the Econometric Society*, Madrid.

PHD STUDENTS

Committee member In Kyung Kim (2014), Pallavi Baral (2013), Won Suk Chung (2012), Woonam Seok (2011), Sung Joo Yoon (2011), Jung Hoon Lee (2011), Xiaoxun Gao (2010), Chenguang Li (2010), Lan Zhang (2010), Guoning Yang (2008).

PERSONAL INFORMATION

Born February 22, 1979. Male. Married. Two children. Dutch citizen. US permanent resident.