

Rick Harbaugh

Associate Professor of Business Economics and
Robert James Waller Professor in Economics and Personal Freedom
Kelley School of Business, Indiana University
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EDUCATION

University of Pennsylvania, B.A. in Economics, with Honors, 1986.

National Taiwan University, M.A. in Economics, 1992.

University of Pittsburgh, Ph.D. in Economics, 1997.

Yale School of Management, Postdoctoral study, 1997-1999.

ACADEMIC POSITIONS

Indiana University, Kelley School of Business, 2010-, Associate Professor

Indiana University, Kelley School of Business, 2004-2010, Assistant Professor

Indiana University, 2005-present, Adjunct Assistant/Associate Professor of Economics and
Adjunct Assistant/Associate Professor of East Asian Languages and Culture.

Indiana University, 2003-2004, Visiting Assistant Professor of Economics.

Claremont McKenna College, 1999-2003, Assistant Professor of Economics.

William Davidson Institute, University of Michigan, 2000-2004, Research Fellow.

PUBLICATIONS

Harbaugh, Rick and Ted To, "False Modesty: When Disclosing Good News Looks Bad," *Journal of Mathematical Economics*, 87 (2020), 43-55.

Chung, Wonsuk and Rick Harbaugh, "Biased Recommendations from Biased and Unbiased Experts", *Journal of Economics and Management Strategy*, 28 (2019), 520-540.

Harbaugh, Rick and Eric Rasmusen, "Coarse Grades", *American Economic Journal - Microeconomics*, 10 (2018), 210-235.

Harbaugh, Rick and Ted To, "Opportunistic Discrimination", *European Economic Review*, 66 (2014), 192-24.

Chakraborty, Archishman and Rick Harbaugh, "Persuasive Puffery", *Marketing Science*, 33 (2014), 382-400. Republished in Simon P. Anderson (ed.), *Recent Developments in the Economics of Advertising*, Edward Elgar Publishing, 2016.

Harbaugh, Rick, John Maxwell and Beatrice Roussillon, "Label Confusion: The Groucho Effect of Uncertain Standards," *Management Science*, 57 (2011), 1512-1527.

Chakraborty, Archishman and Rick Harbaugh, "Persuasion by Cheap Talk," *American Economic Review*, 100 (2010), 2361-82.

Harbaugh, Rick and Rahul Khemka, "Does Copyright Enforcement Encourage Piracy?" *Journal of Industrial Economics*, 58 (2010), 306-323.

Chakraborty, Archishman and Rick Harbaugh, "Comparative Cheap Talk," *Journal of Economic Theory* 132 (2007), 70-94.

Chakraborty, Archishman, Nandini Gupta, and Rick Harbaugh, "Best Foot Forward or Best for Last in a Sequential Auction," *RAND Journal of Economics* 37 (2006), 176-194.

Harbaugh, Rick, "The Effect of Employee Stock Ownership on Wage and Employment Bargaining," *Journal of Comparative Economics* 33 (2005), 565-584.

Harbaugh, Rick and Tilman Klumpp, "Early Round Upsets and Championship Blowouts," *Economic Inquiry* 43 (2005), 316-329.

Chakraborty, Archishman and Rick Harbaugh, "Cheap Talk Comparisons in Multi-Issue Bargaining," *Economics Letters* 78 (2003), 357-363.

Feltovich, Nick, Richmond Harbaugh, and Ted To "Too Cool for School? Signalling and Countersignalling," *RAND Journal of Economics* 33 (2002), 630-649.

Harbaugh, Rick, *Chinese Characters: A Genealogy and Dictionary*, self-published, 1998. Publication assumed by Yale University Press, 2009.

Harbaugh, Richmond, "Falling Behind the Joneses: Relative Consumption and the Growth-Savings Paradox," *Economics Letters*, 53 (1996), 297-304.

WORKING PAPERS

Antic, Nemanja, Archishman Chakraborty, and Rick Harbaugh, "Subversive Conversations"

Harbaugh, Rick, "Prospect Theory or Skill Signaling?"

Rick Harbaugh, John W. Maxwell, and Kelly Shue, "Consistent Good News and Inconsistent Bad News"

Baye, Michael R. and Rick Harbaugh, "Comparative Price Signaling by a Multiproduct Monopolist"

Chung, Wonsuk and Rick Harbaugh, "Persuasive Product Rankings"

Chakraborty, Archishman, Parikshit Ghosh, and Rick Harbaugh, "Persuasion by Concession"

OTHER WORKS

"Equity Shares vs. Profit Shares," University of Pittsburgh Ph.D. Thesis, 1997. Committee: Thomas Rawski (chair), Dan Berkowitz, Esther Gal-Or, Al Roth, Jan Svejnar.

"Yuangong Rugu Dui Laozi Tanpan Zhi Yingxiang (The Effect of Employee Stock Ownership on Union-Firm Bargaining)", National Taiwan University Master's Thesis in Economics, 1992. Committee: Chi Schive (chair), Koo Hui-Wen, Yan Jili.

Quarterly economic reports on the Chinese, Taiwanese and Hong Kong economies, Wharton Econometric Forecasting Associates, 1989-96 (intermittent).

CONFERENCE AND INVITED PRESENTATIONS

“Consistent Good News and Inconsistent Bad News”

Bonn University Economics Department, 2018
Lisbon Meeting in Game Theory and Applications, 2018
University of Pittsburgh Economics Department, 2018
Economics of Media and Communications Workshop, Becker-Friedman Institute, 2016
Bank of Canada, 2016
Queen’s University Economics Department, 2016
European Summer Symposium in Economic Theory, Gerzensee, Switzerland, 2015
University of Toronto, Rotman School of Business, 2015
University of New South Wales, 2015

“Comparative Price Signaling by a Multiproduct Monopolist”

St Gallen’s IO Workshop, 2018
London Business School Economics Group, 2018
2018 Vith Conference on the Economics of Advertising, Tel Aviv, 2013
International Society for Industrial Organization, Boston, 2013

“Biased Recommendations”

University of Chicago, Booth School of Business, 2014
University of Pittsburgh, 2013
Boulder Summer Conference on Consumer Financial Decision Making, 2013
International Society for Industrial Organization, Chicago, 2014
Midwest Theory Meetings, Washington University, 2012
Vth Conference on the Economics of Advertising, Beijing, 2012
Michigan State University, 2012
Indian School of Business, 2012

“Persuasive Puffery”

Inform Marketing Science Conference, Boston, 2012
IVth Conference on the Economics of Advertising, Moscow, 2011
University of Rochester, Simon School, 2011
University of Missouri, 2010
Yale School of Management, Marketing Dept., 2010

“Coarse Grades”

International Society for Industrial Organization, 2009
Econometric Society Summer Meetings, 2009

“Label Confusion”

International Society for Industrial Organization, 2007

Midwest Theory Conference, 2007

“Persuasion by Cheap Talk”

Vanderbilt University, 2009

University of Oregon, 2008

University of Cincinnati, 2008

International Society for Industrial Organization, 2008

Invited mini-conference at Kellogg School, Northwestern University, 2007

Midwest Theory Conference, 2007

Ohio State University, 2006

“Prospect Theory or Skill Signaling?”

Berlin Status and Social Image Workshop, 2017

UNC/Duke University, 2010

Princeton University, 2008

Emory University, 2008

DePaul University, 2008

Midwest Theory Conference, 2006

IUPUI, 2004

Winter Econometric Society Meetings (ASSA), 2003

Stony Brook International Game Theory Conference, 2002

AIER conference on Behavioral Economics and Neoclassical Economics, 2002

“False Modesty: When Good News Looks Bad”

George Mason University, 2006

International Society for Industrial Organization, 2004

BLISS conference, 2003

Public Choice Society, 2003

“Comparative Cheap Talk”

University of California San Diego, 2003

Purdue University, 2003

“Achievement vs. Aptitude: The Incentive - Screening Tradeoff in College Admissions”

University of Michigan, 2003

“Opportunistic Discrimination”

Society of Labor Economists Meetings, 2002

Public Choice Society Meetings, 2001

American Law and Economics Association Meetings, 2001

University of Oregon, 2001

Stony Brook International Game Theory Conference, 2000

“Achievement vs. Aptitude: The Incentive - Screening Tradeoff in College Admissions”

- University of Michigan, 2003
 - Winter Econometric Society Meetings (ASSA), 2003
 - Public Choice Society Meetings, 2002
 - Society of Labor Economists Meetings, 2002
 - Public Economic Theory, 2002
- “Recapturing Information Rents through Partial and Gradual Privatization”
- Association for Comparative Economic Studies Meetings (ASSA), 2003
 - Sixth Annual International Conference on Transition Economies, 2001
 - Public Choice Society Meetings, 2001
- “Best Foot Forward or Best for Last in a Sequential Auction?”
- World Econometric Society Meetings, 2000
- “Signaling in Chinese Characters”
- University of Pennsylvania Conference on Chinese Characters, 1999
- “Too Cool for School? Signaling and Countersignaling”
- University of Michigan, 2003
 - University of Oregon, 2000
 - Claremont McKenna College, 1999
 - Stony Brook International Game Theory Conference, 1998
 - Yale School of Management, 1997
- “Equity Stakes and Hold-up Problems”
- Southern Economics Association Meetings, 1995

HONORS

Dean’s Teaching List: Fall 2004, Spring 2005, Spring 2006, Spring 2008, Fall 2009, Spring 2011. The departmental nominee for Kelley’s Sauvain Undergraduate Teaching Award, 2010, 2011, 2015, 2018. Finalist for Trustee Teaching Award, 2014.

Best Master’s Thesis in Labor Economics, Chinese [Taiwanese] Economics Association, 1992.

Scholarships: Foreign Student Scholarship, Education Ministry, Taiwan, 1991-92. Chancellor’s Fellowship for Chinese Studies, University of Pittsburgh, 1993-94. FLAS 1994-1995. Mellon Pre-doctoral Fellowship, University of Pittsburgh, 1995-97.

Senior Class Treasurer, Newspaper Editor-in-Chief, Charlottesville High School, 1980/81.

SERVICE

Websites: Creator and webmaster of Chinese Characters and Culture, <http://zhongwen.com>. Creator and webmaster, 1999-2003, Claremont Colleges Working Papers in Economics. Webmaster, 1999-2003, Claremont McKenna College Economics Department website. Organized BEPP working paper series at <http://econpapers.repec.org/paper/iukwpaper/>.

Committees: STARR Fellowship Committee, 2004-2010. Hiring committee, 2004-2005, 2006-2007, 2009-2010, 2010-2011, 2015-2016, 2016-2017. Doctoral Chair, 2008, 2010-13, 2016-2018.

Overseas Study: Took Indiana University students on study trips to China (and back), Spring 2005 and 2006.

NONACADEMIC EMPLOYMENT

Daily Progress, Paperboy, 1975-1978. *Arby's*, Cashier, 1979-1980. *Boar's Head Inn*, Busboy and Waiter, 1980-1981. *Chase Econometrics*, Economic Analyst, 1985-1987. *Wharton Econometric Forecasting Associates*, Consultant on Chinese economy, 1989-1996.

PERSONAL

Married to Nandini Gupta, Associate Professor of Finance, Indiana University.
Father of twin girls, Isha and Koel, born August 25, 2006.