

# Kevin R Williams

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## Appointments

Yale School of Management	Associate Professor of Economics (without tenure), <i>July 2019–present</i> (on leave, 2019–2020)
Yale University	Assistant Professor of Economics, <i>July 2014–July 2019</i> Affiliated Faculty, Department of Economics, <i>July 2016–present</i>
Cowles Foundation for Research in Economics	Research Staff, <i>July 2016–present</i>
National Bureau of Economic Research	Faculty Research Fellow, <i>May 2019–present</i>
Federal Reserve Bank of Minneapolis	Research Economist, Opportunity & Inclusive Growth Institute, <i>September 2019–June 2020</i>

## Education

Ph.D. in Economics, University of Minnesota, June 2014.

*Committee:* Thomas J Holmes, Amil Petrin, Kyoo-il Kim, Joel Waldfogel

M.A. in Economics, University of Minnesota, 2011.

B.A. in Economics and Mathematics, University of Illinois at Urbana-Champaign 2009.

*High Distinction in Economics, High Distinction in Mathematics*

## Research

### *Publications*

**2022 Oligopoly Price Discrimination: The Role of Inventory Controls,**

with James D Dana

*forthcoming, Marketing Science*

Cowles Foundation Discussion Paper No. 2136

**The Welfare Effects of Dynamic Pricing: Evidence from Airline Markets**

*forthcoming, Econometrica*

previously titled Dynamic Airline Pricing and Seat Availability

Cowles Foundation Discussion Paper No. 2103

**Distributional Impacts of Retail Vaccine Availability,**

with Judith A. Chevalier, Yihua Su, and Jason L. Schwartz

*Journal of Urban Economics: Volume 127, January 2022, 103382*

Cowles Foundation Discussion Paper No. 2280

**Measuring Movement and Social Contact in Real Time with Smartphone Data:  
An Application to COVID-19,**

with Victor Couture, Jonathan Dingel, Allison Green, and Jessie Handbury  
*Journal of Urban Economics: Volume 127, January 2022, 103328*

**2019 Zone Pricing in Retail Oligopoly,**

with Brian M. Adams,

*American Economic Journal: Microeconomics: Vol 11, No 1, Pages 124-156*

**2018 Product Variety, Across Market Demand Heterogeneity, and the Value of Online Retail,**

with Thomas W Quan,

*The RAND Journal of Economics: Vol 49, No 4, Pages 877-913*

### *Working Papers*

**2022 Incorporating Search and Sales Information in Demand Estimation,**

with Ali Hortaçsu, Olivia Natan\*, Hayden Parsley, and Timothy Schwieg

\* 2020 AGIFORS Anna Valicek Award Paper Competition Winner

*submitted*

Cowles Foundation Discussion Paper No. 2313

**Organizational Structure and Pricing: Evidence from a Large U.S. Airline,**

with Ali Hortaçsu, Olivia Natan, Hayden Parsley, and Timothy Schwieg

*submitted*

Cowles Foundation Discussion Paper No. 2312

**2021 Aiming for the Goal: Contribution Dynamics of Crowdfunding,**

with Joyee Deb and Aniko Öry

*revise and resubmit, American Economic Review*

Cowles Foundation Discussion Paper No. 2149

**2020 Extracting Characteristics from Product Images and its Application to Demand Estimation,**

with Thomas Q Quan

*revise and resubmit, The RAND Journal of Economics*

### *Products*

**2020 Exposure Indices Derived from PlaceIQ Movement Data,**

with Victor Couture, Jonathan Dingel, Allison Green, and Jessie Handbury

<https://github.com/COVIDExposureIndices/COVIDExposureIndices/>

### *Work in Progress*

**Dynamic Price Competition: Theory and Evidence from Airline Markets,** with Ali Hortaçsu and Aniko Öry

**Learning about Demand: An Empirical Investigation of Dynamic Pricing in Airline Markets**

**The Disparate Effects of the Retail Apocalypse,** with Yue Cao, Judy Chevalier, Jessie Handbury, and Hayden Parsley

**Pricing Frictions and Competition in US Retail**

**Product Variety Across Retail Chains**, with Mauricio Cáceres Bravo and Thomas W Quan

## **Presentations** *(including scheduled)*

### *Invited Seminars*

- 2022** Yale University (IO), Princeton University (IO), University of Maryland (IO), Sciences Po (IO), Bureau of Labor Statistics, Norwegian School of Economics
- 2021** Berkeley-Chicago Behavioral Economics, University of California-Berkeley (IO), Cornell University (IO), Stanford University-GSB (Operations), Harvard University (IO)
- 2020** University of Arizona (IO), Yale University (IO), Federal Reserve Bank of Minneapolis
- 2019** University of Chicago-Booth (Marketing), Penn State University (IO), University of Minnesota (IO), Stanford University (IO), University of Rochester-Simon (Marketing), Texas A&M University (IO), Boston University-Questrom (Marketing)
- 2018** Princeton University (IO), University of Tokyo (Economics), Columbia University (IO), University of Utah-Eccles (Business Economics), University of Pennsylvania-Wharton (Marketing)
- 2017** University of Chicago-Booth (Microeconomics), Federal Reserve Bank of Minneapolis, University of Minnesota (IO), CREST (Center for Research in Economics and Statistics), University of Texas-Austin (IO)
- 2016** Harvard University and MIT (IO), Boston College (IO), Federal Trade Commission, University of Pennsylvania (Economics & Wharton BEPP)
- 2015** Northeastern University (Economics), Singapore Management University (Economics), National University of Singapore (Economics), Stanford GSB (Marketing), Department of Justice, University of Maryland (IO), University of Toronto-Rotman (Economics), Stanford University (IO), University of British Columbia-Sauder (Strategy)
- 2014** Yale School of Management (Economics, Marketing), University of Chicago-Booth (Marketing), Georgetown University (Economics), University of British Columbia (Economics), Northwestern University-Kellogg (Strategy), University of Rochester-Simon (Economics, Marketing), Federal Reserve Board, Federal Reserve Bank of Richmond, Indiana University (Economics), Indiana University-Kelley (BEPP), University of Minnesota-Carlson (Marketing), University of Wisconsin-Madison (IO)
- 2013** Federal Reserve Bank of Minneapolis

### *Conference Presentations*

- P - Presenter (default), D - Discussant
- 2022** North American Winter Meeting of the Econometric Society (Virtual)
- 2021** North American Winter Meeting of the Econometric Society (Virtual) [D], NBER Summer Meetings - Digitization & Industrial Organization (Virtual), NBER Organizational Economics (Boston)
- 2019** North American Winter Meeting of the Econometric Society (Atlanta), Faculty Development Forum (St. Louis), SICS (Summer Institute in Competitive Strategy, Berkeley), The Industrial Organization Research Group (University of California-Los Angeles), Asia-Pacific Industrial Organization Society (APIOS) (Tokyo)
- 2018** North American Winter Meeting of the Econometric Society (Philadelphia) [D], International Industrial Organization Conferences (IIOC) (Indianapolis) [P,D], Behavioral Industrial Organization & Marketing Symposium (Ann Arbor), Barcelona GSE Summer Forum (Barcelona)
- 2017** North American Winter Meeting of the Econometric Society (Chicago) [P,D], CREST Conference "Economics of Antitrust and Consumer Protection" (Paris)

- 2016** SITE (Stanford Institute for Theoretical Economics, Stanford), SICS (Summer Institute in Competitive Strategy, Berkeley), NBER Summer Meetings - Industrial Organization (Boston)
- 2015** Tuck Winter IO Conference (Dartmouth), NBER Winter Meetings - Digitization (Stanford), ZEW Conference (Mannheim) [P,D], Marketing Science (Baltimore), Econometric Society World Congress (Montreal), Empirical Microeconomics Workshop (Banff) [P,D], NYU Stern IO Day (New York University)
- 2014** North American Summer Meeting of the Econometric Society (Minneapolis), Marketing Dynamics (Las Vegas), European Association for Research in Industrial Economics (Milan)
- 2013** Annual Graduate Student Conference (Washington University, St. Louis)

## Honors & Grants

NET Institute Summer Grant, 2021

National Science Foundation, Grant 2030056, "RAPID: Exposure Indices for COVID-19 Research," \$199,355, with Victor Couture, Jonathan Dingel, and Jessie Handbury, 2020–2021.

Sandor Fellowship in Economics, University of Minnesota, 2013–2014.

Graduate Research Program Partnership (GRPP) Fellowship, University of Minnesota, 2012.

Distinguished Instructor Award, University of Minnesota, 2010, 2013.

Distinguished Teaching Assistant Award, University of Minnesota, 2010.

Silverman Fellowship in Economics, University of Minnesota, 2009–2010.

McNair Scholar, Mentor: Jeffrey Wooldridge, Michigan State University, 2008.

Third Place, National Intercollegiate Flying Association Competition - Flight Instructor Event, Ohio State University, 2006.

## Professional Activities

Fellow of Grace Hopper College, Yale University, 2019–

iMentor, Bronx High School for Law and Community Service, 2017-2020

Bailey Scholarship Committee, University YMCA (University of Illinois), 2015–2021

Junior Search Committee, Yale SOM, 2014–2017, 2018, 2021 (chair)

Marketing-Industrial Organization Conference Committee, Yale, 2015

Project Investigator, Minnesota Supercomputing Institute, July 2012–July 2019.

Reviewer for *American Economic Journal: Applied Economics*, *American Economic Journal: Macroeconomics*, *American Economic Journal: Microeconomics*, *American Economic Review*, *American Economic Review: Insights*, *Econometrica*, *Economics of Transportation*, *European Economic Review*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Air Transport Management*, *Journal of Applied Econometrics*, *Journal of Economic Behavior and Organization*, *Journal of Economics & Management Strategy*, *Journal of Economic Theory*, *Journal of Industrial Economics*, *Journal of Political Economy*, *Journal of Urban Economics*, *Management Science*, *Marketing Science*, *National Science Foundation*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *The RAND Journal of Economics*, *Transportation Research*

Full-time Pre-Doctoral Fellows (and graduate school placement): Lysle Boller (Duke), Anna Papp (Columbia), Mauricio Cáceres Bravo (Brown), Hayden Parsley (Texas), Timothy Schwieg (UChicago; letter writer only), Daniel Hsu (current), Bella Li (current), Jose Betancourt (current)

Graduate Students (placement): Olivia Natan (Berkeley-Haas Marketing; letter writer only)

## Teaching

### *Yale School of Management*

Competitive Strategy (MBA): 2015-

Competitor (MBA): 2016.

Basics of Microeconomics (MBA): 2015-2016.

### *University of Minnesota*

Introduction to Econometrics (undergraduate): 2010, 2012-2013.

Industrial Organization (undergraduate): 2011, 2013.

## Other Certifications

### *Aviation*

Certified Flight Instructor (May 2010–)

Commercial Pilot, Single Engine Land (December 2009–)

### *Scuba*

Master Scuba Diver (January 2021–)

Enriched Air Diver, Dive Against Debris, Emergency Oxygen Provider, Endemic Fish of Hawai'i Diver, Diver Propulsion Vehicle. Also Emergency First Responder (primary).

Last updated: March 2022