

MATTHEW BACKUS

Columbia University Graduate School of Business
3022 Broadway · Uris Hall 611 · New York, NY 10027-6902
matthew.backus@columbia.edu · website

CURRENT APPOINTMENTS

- Assistant Professor, Economics, Columbia Graduate School of Business, 2015 –
- Faculty Research Fellow, National Bureau of Economic Research, 2016 –

PRIOR APPOINTMENTS

- Assistant Professor, Department of Economics, Cornell University, 2013 – 2015
- Cowles Foundation Visiting Professor, Yale University, March – April 2015
- Visiting Postdoctoral Scholar, eBay Research Labs, 2012 – 2013

EDUCATION

- Ph.D. Economics, University of Michigan, 2012
- M.A. Economics, University of Toronto, 2006
- B.A. Economics and Philosophy, American University, 2003

PUBLICATIONS

- Search Costs and Equilibrium Price Dispersion in Auction Markets (with Joseph Podwol and Henry Schneider) *European Economic Review*, Vol. 71, November 2014
- Is Sniping a Problem in Online Auction Markets? (with Tom Blake, Dimitriy Masterov, and Steven Tadelis) *Proceedings of the 24th ACM International World Wide Web Conference, 2015* (NBER Working Paper No. 20942)
- The Empirical Content of Cheap-Talk Signaling: An Application to Bargaining (with Tom Blake and Steven Tadelis; forthcoming, *Journal of Political Economy*, NBER Working Paper No. 21285)

WORKING PAPERS

- Why is Productivity Correlated with Competition? (revise and resubmit, *Econometrica*; EARIE 2014 YEEA, 9th Paul Geroski Prize for Most Significant Policy Contribution)
- Dynamic Demand Estimation in Auction Markets (with Greg Lewis; revise and resubmit, *Review of Economic Studies*, NBER Working Paper No. 22375)
- Expectation, Disappointment, and Exit: Evidence on Reference Point Formation from an Online Marketplace (with Thomas Blake, Dimitriy Masterov, and Steven Tadelis; revise and resubmit, *AEJ: Micro*, NBER Working Paper No. 23022)
- Sequential Bargaining in the Field: Evidence from Millions of Online Bargaining Interactions (with Thomas Blake, Brad Larsen, and Steven Tadelis; revise and resubmit, *Quarterly Journal of Economics*, NBER Working Paper No. 24306)
- I Don't Know (with Andrew Little)

WORK IN PROGRESS

- Communication and Bargaining Breakdown: Empirical Evidence (with Thomas Blake and Steven Tadelis)
- On Testing Continuity and the Detection of Failures (with Sida Peng)
- Common Ownership and Competition in the Ready-to-Eat Cereal Industry (with Chris Conlon and Michael Sinkinson)

RECENT AND UPCOMING TALKS

- 2017–2018 : Chicago Booth, CEPR IO, EARIE, Gerzensee, IIOC, International Negotiations and Conflict Resolution Conference, Rice, Rochester, MACCI Antitrust, MSR Redmond, Tel Aviv University
- 2016–2017: Bates-White, BI Norwegian, Boston College, EARIE, IIOC, Penn, Petralia, Princeton, QPEC, Stone Brook Game Theory Conference, Wharton Marketing
- 2015–2016: ASSA Winter Meetings, Choice Symposium, EUI Market Design Conference, QPEC, Michigan, MSR Digital Economy Conference, NYU IO Day, NYU IOM, Petralia, Rome Junior Applied Micro Conference, UBC, Victoria

GRANTS

- National Science Foundation Grant, SES - 1463810, “Dynamic Auction Markets” (with Greg Lewis)
Award Amount: \$131,156.
Award Duration: September 2014 - August 2018.
- National Science Foundation Grant, SES - 1629060, “Bilateral Bargaining through the Lens of Big Data” (with Brad Larsen, Matt Taddy, and Steven Tadelis)
Award Amount: \$403,036.
Award Duration: September 2016 - August 2019.

TEACHING

- Columbia B6200: Managerial Economics (MBA), Fall 2016, 2017
- Columbia B5200: Managerial Economics (EMBA), Fall 2015, 2016, 2017
- Cornell ECON 7510: Industrial Organization (graduate), Fall 2013, 2014
- Cornell ECON 4610: Industrial Organization (undergraduate), Fall 2013, 2014

SERVICE

- Co-organizer: BEET Conference 2018
- Economics Research Assistant Coordinator, 2017 - 2018
- Management Faculty Recruiting Committee, Columbia, 2017–2018
- Economics Faculty Recruiting Committee, Columbia, 2016 - 2017, 2017–2018
- IO Seminar Organizer, Columbia, Spring 2016, Fall 2016, Spring 2017, Fall 2017
- IIOC Program Committee, 2017, 2018
- AdAuction16 Program Committee, 2016
- Graduate Admissions Committee, Cornell, 2014 - 2015
- IO Seminar Organizer, Cornell, 2013 - 2014, 2014 - 2015
- Placement Committee, Cornell, 2013 - 2014
- ACM: Electronic Commerce Program Committee, 2013, 2014, 2017

OUTSIDE ACTIVITIES

- Consulting Researcher, eBay Research Labs, 2013 -
- Consulting Researcher, Microsoft Research Labs, 2015 -

MISCELLANY

- Mentor Ambassador, iMentor 2017 -
- CES Dissertation Mentorship, US Census Bureau, 2011 - 2012
- Visiting Fellow, Harvard University, 2008 - 2009
- Special Sworn Status, US Census Bureau, 2007 -
- CSCS IDEAS-IGERT NSF Fellowship, University of Michigan, 2007 - 2011
- Doctoral Stream Fellowship, University of Toronto, 2005 - 2006
- Golden Shovel Award, Trinity Prep Debate, 1999