

# Curriculum Vitae

Steven T. Berry

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## Degrees

Ph.D. (Economics) University of Wisconsin – Madison, 1989  
M.S. (Economics) University of Wisconsin – Madison, 1985  
B.A. (Economics) Northwestern University 1980

## Experience

Yale University, Department of Economics.

James Burrows Moffatt Professor of Economics 1999–  
Professor, 1997– ,  
Associate Professor, 1993–1997.  
Assistant Professor, 1988–1993.

University of Wisconsin – Madison, teaching and research assistant, 1982-1988.

National Bureau of Economic Research  
Research Associate, 1997-present  
Faculty Research Fellow, 1989-1997.

## Fields of Research Interest

Industrial Organization

## Grants, Positions, Special Lectures and Honors

*Invited Keynote Speaker, 13<sup>th</sup> CEPR/JIE Applied IO Conference, May 2012*

*American Economic Association Nominating Committee, 2012*

*Plenary Lecture, Latin American Economic Association Annual Meeting, Santiago, Chile, 2011*

*Director of the Division of Social Sciences, Yale, July 2010–*

*Search Committee for Econometrica Editor, 2009*

*University of Pennsylvania Economics Department External Review Committee, 2009*

*The Fifth Toulouse Lectures in Economics: “Empirical Models of Product Differentiation”, November 2007, Toulouse, France*

*IIOC (International Industrial Organization Conference) 2007 Keynote Speaker  
“Empirical Models of Product Differentiation.”*

*Co-Editor, Econometrica July 2006-June 2009*

*2005 World Congress of the Econometric Society: Invited Symposia on Empirical Modeling of Imperfect Competition, “Empirical Models of Oligopoly Entry,” (joint with Elie Tamer), London.*

*Chair, Yale Economics Department July 2004-July 2006*

*NSF Economics Panel Member, 2002-2004.*

*EARIE (European Association for Research in Industrial Economics,” 2002 Conference: Invited Plenary Speaker, Madrid, Spain*

*Fellow of the Econometric Society, elected 1999.*

*James Burrows Moffatt Professor of Economics, 1999-present.*

*NSF Grant SBR-9617887 for the project “Estimating Models with Product Differentiation and Endogenous Product Characteristics” awarded for 1997-2001.*

*Best Advisor Award (co-recipient), 1997, Yale Graduate Economics Club.*

*Frisch Medal of the Econometric Society, 1996 (awarded every two years by the Econometric Society for the best applied article, empirical or theoretical, published in the journal *Econometrica* over the past five years) for the article “Estimation of a Model of Entry in the Airline Industry.”*

*Alfred P. Sloan Foundation, Research Fellow, 1993-1995.*

*EPA Grant R 819878-01-0 (joint with Ariel Pakes and Samuel Kortum) for research on the effect of environmental policy on the automobile industry, 1992-1994.*

*NSF Grant SES-9122672 (with James Levinsohn and Ariel Pakes) for research on the automobile industry, 1992-1994.*

*Olin Fellowship at the National Bureau of Economic Research, 1991-1992.*

**Publications**

- Steven Berry and Panle Jia (2010), "Tracing the Woes, an Empirical Analysis of the Airline Industry," *American Economic Journal: Microeconomics*, v. 2(3), pp. 1–43 (an earlier version is NBER # W14503.)
- Steven Berry and Joel Waldfogel (2010), "Quality and Market Size," *Journal of Industrial Economics*, 58(1) (March), pp. 1–31 (earlier versions are NBER Working Paper #9675 and Yale Economics Working Paper #1.)
- Steven Berry and Ariel Pakes (2007), "The Pure Characteristics Demand Model," *International Economics Review*, v. 48(4), Special Issue *Economics to Econometrics: Contributions in Honor of Daniel L. McFadden*, Charles F. Manski and Whitney Newey, eds., pp. 1193-1225.
- Ariel Pakes, Michael Ostrovsky, and Steven Berry (2007), "Simple Estimators for the Parameters of Discrete Dynamic Games, with Entry/Exit Examples", *RAND Journal of Economics*, v. 38(2) (Summer), pp. 373-399.
- Daniel Akerberg, Lanier Benkard, Steven Berry and Ariel Pakes (2007), "Econometric Tools for Analyzing Market Outcomes," Chapter 63 in *Handbook of Econometrics*, vol. 6A, James J. Heckman and Ed Leamer, eds. North-Holland Press.
- Steven Berry and Peter Reiss (2007), "Empirical Models of Entry and Market Structure," Chapter 29 in *Handbook of Industrial Organization*, vol. 3, Mark Armstrong and Robert Porter, eds. North-Holland Press.
- Steven Berry and Elie Tamer (2007), "Identification in Models of Oligopoly Entry," in *Advances in Economics and Econometrics: Theory and Applications, Ninth World Congress*, vol. 2, R. Blundell, W.K. Newey and T. Persson, eds., Cambridge Univ. Press.
- Lanier Benkard and Steven Berry (2006), "On the Nonparametric Identification of Non-linear Simultaneous Equations Models: Comment on Brown (1983) and Rhoerig (1988)," *Econometrica*, 74(5), 1429–1440.
- Steven Berry Mike Carnall and Pablo Spiller (2006), "Airline Hubbing, Costs and Demand," in *Advances in Airline Economics, Vol. 1: Competition Policy and Anti-Trust*, D. Lee, ed. Elsevier Press, pages 183-214 (an earlier version is NBER Working Paper # 5561.)
- Steven Berry Oliver Linton and Ariel Pakes (2004), "Limit Theorems for Estimating the Parameters of Differentiated Product Demand Systems," *Review of Economic Studies*, 71(3), 613-654.

- Steven Berry, James Levinsohn and Ariel Pakes (2004), "Differentiated Products Demand Systems from a Combination of Micro and Macro Data: The New Vehicle Market," *Journal of Political Economy*, 112(1), 68–104.
- Steven Berry (2003), "Comment" on "Bayesian Analysis of Simultaneous Demand and Supply" by Sha Yang, Yuxin Chen, Greg M. Allenby, *Quantitative Marketing and Economics*, 1(3), 285–291.
- James Levinsohn, Steven Berry and Jed Friedman (2003), "Impacts of the Indonesian Economic Crisis: Price Changes and the Poor," Chapter 12 in *Managing Currency Crises in Emerging Markets*, Michael Dooley and Jeffrey Frankel, ed., The University of Chicago Press/NBER.
- Steven Berry and Ariel Pakes (2001), "Comments on 'Alternative models of demand for automobiles' by Charlotte Wojcik", *economics letters*, 74(1), 43–51.
- Steven Berry and Joel Waldfogel (2001) "Do Mergers Increase Product Variety: Evidence from Radio Broadcasting," *Quarterly Journal of Economics*, 116(3), 969–1007 (an earlier version is NBER working paper #7080.)
- Steven Berry and Joel Waldfogel (1999) "Free Entry and Social Inefficiency in Radio Broadcasting," *RAND Journal of Economics*, 30(3), 397–420. Reprinted in *Empirical Industrial Organization, vol. II*, P. Joskow and M. Waterson, eds., Edward Elgar Press.
- Steven Berry, James Levinsohn and Ariel Pakes (1999) "Voluntary Export Restraints on Automobiles: Evaluating a Strategic Trade Policy," *American Economic Review*, 89(3), 400–430.
- Steven Berry and Joel Waldfogel (1999) "Public Radio in the United States: Does it Correct Market Failure or Cannibalize Commercial Stations?" *Journal of Public Economics* 71(2), 189–211.
- Steven Berry, Samuel Kortum and Ariel Pakes (1996), "Environmental Change and Hedonic Cost Functions for Automobiles" *Proceedings of the National Academy of Sciences* 93(23), 12731–12738.
- Steven Berry, James Levinsohn and Ariel Pakes (1995), "Automobile Prices in Market Equilibrium," *Econometrica*, 60(4), 889–917. Reprinted in *Empirical Industrial Organization, vol. I*, P. Joskow and M. Waterson, eds., forthcoming, Edward Elgar Press.
- Steven Berry (1994), "Estimating Discrete Choice Models of Product Differentiation," *RAND Journal of Economics*, 25, 242–262.

Steven Berry, Vittorio Grilli and Florencio Lopez-de-Silanes (1993), “The Automobile Industry and The Mexico-U.S. Free Trade Agreement,” in *The Mexico-U.S. Free Trade Agreement*, MIT Press. MA.

Steven Berry and Ariel Pakes (1993), “Some Applications and Limitations of Recent Advances in Empirical Industrial Organization: Merger Analysis,” *American Economic Review, Papers and Proceedings*, 83, 247–252.

Pakes, Ariel, Steven Berry and James Levinsohn (1993), “Applications and Limitations of Some Recent Advances in Empirical Industrial Organization: Price Indexes and the Analysis of Environmental Change,” *American Economic Review, Papers and Proceedings*, 83, 240–246.

Steven Berry (1993), “Review of *The Economic Theory of Product Differentiation* by John Beath and Yannis Katsoulacos” *Journal of Economic Literature*, 31, 1478–1479.

Steven Berry (1992), “Estimation of a Model of Entry in the Airline Industry,” *Econometrica*, 60, 889–917. Reprinted in *Empirical Industrial Organization, vol. I*, P. Joskow and M. Waterson, eds., forthcoming, Edward Elgar Press.

Steven Berry (1990), “Airport Presence as Product Differentiation,” *American Economic Review, Papers and Proceedings*, 80, 394–399.

Steven Berry and Hugh Briggs (1988), “A Non-parametric Test of a First-Order Markov Process for Regimes in a Non-cooperatively Collusive Industry,” *Economics Letters*, 27, 73–77.

Steven Berry, Peter Gottshalk and Douglas Wissoker (1988) “An Error Components Model of the Impact of Plant Closings on Earnings,” *The Review of Economics and Statistics*, 53, 701–707.

### **Working Papers**

Steven Berry, Amit Gandhi and Philip Haile (2011), “Connected Substitutes and Invertibility of Demand,” (Cowles DP # 1806) “Revise and Resubmit”

Steven Berry and Phil Haile (2011), “Identification in a Class of Nonparametric Simultaneous Equations Models,” (Cowles DP #1787) “Revise and Resubmit”

Steven Berry and Phil Haile (2010), “Identification in Differentiated Products Markets using Market Level Data.” (NBER # 15641 and Cowles DP # 1744.) “Revise and Resubmit”

Steven Berry and Phil Haile (2009), “Nonparametric Identification of Multinomial Choice Demand Models with Heterogeneous Consumers” (Cowles DP # 1718 and NBER # 15276.) “Revise and Resubmit”

Steven Berry and Phil Haile (2009), “Identification of a Heterogeneous Generalized Regression Model with Group Effects,” (Cowles DP # 1732.)

Steven Berry, Alon Eizenberg and Joel Waldfogel (2009), “Horizontal and Vertical Product Variety in Radio Markets.”

### **Currently Inactive Papers**

Steven Berry and Ariel Pakes (2001), “Estimation from the First Order Conditions for Dynamic Controls.”