

# LESLEY CHIOU

Occidental College  
Department of Economics  
1600 Campus Road  
Los Angeles, CA 90041

Office Phone: (323) 259-2875  
Office Fax: (323) 259-2704  
lchiou at oxy dot edu  
<http://www.oxy.edu/faculty/lesley-chiou>

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## EDUCATION

Ph.D. Economics, Massachusetts Institute of Technology, 2005.

B.A. in Mathematics and Economics with Highest Honors, University of California, Berkeley, 2000.

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## FIELDS

Industrial Organization and Applied Econometrics

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## POSITIONS

Laurence de Rycke Professor of Economics, Occidental College, 2022-

Professor, Occidental College, 2018-

Associate Professor, Occidental College, 2011-2018

Visiting Scholar, University of California, Los Angeles, Department of Economics, Spring 2013

Visiting Scholar, Boston University, Department of Economics, Fall 2012

Assistant Professor, Occidental College, 2005-2011

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## AWARDS, FELLOWSHIPS, AND GRANTS

2016-	Schwartz Scholar Summer Research Award, Occidental College
2014	Faculty Research Grant, Occidental College
2012	MacArthur International Grant, Occidental College
2011	National Bureau of Economic Research (NBER) Grant, Economics of Digitization
2011	Networks, Electronic Commerce, and Telecommunications (NET) Institute Grant
2009	Paul Geroski Best Paper Award, International Journal of Industrial Organization
2009	Faculty Research Grant, Occidental College
2006-2015	Robinson Scholar Summer Research Award, Occidental College
2004	George P. Shultz Fund Award, Massachusetts Institute of Technology
2000-2004	National Science Foundation Graduate Fellowship
2000	Steve M. Goldman Memorial Prize and Departmental Citation, Department of Economics, UC Berkeley

PUBLISHED AND FORTHCOMING PAPERS

- “How Do Restrictions on Advertising Affect Consumer Search?” with Catherine Tucker, *Management Science*, Vol. 68, pp. 866-882, 2021.
- “Search Engines and Data Retention: Implications for Privacy and Antitrust” with Catherine Tucker, *Competition Policy International*, Chapter in *The Evolution of Antitrust in the Digital Era: Essays on Competition Policy*, Vol. 2, 2021.
- “Internet Use, Competition, and Geographical Rescoping in Yellow Pages Advertising” with E. Nilay Kafali and Marc Rysman, *Information Economics and Policy*, Vol. 52, 2020.
- “Trust, Reputation, and Bidding Behavior in Online Mystery Auctions” with Jennifer Pate, *Applied Economics Letters*, Vol. 25, pp. 702-706, 2018.
- “Vertical Integration and Antitrust in Search Markets,” *Journal of Law, Economics, and Organization*, Vol. 33, pp. 653-685, 2017.
- “Content Aggregation by Platforms: The Case of the News Media” with Catherine Tucker, *Journal of Economics and Management Strategy*, Vol. 26, pp. 782-805, 2017. (Earlier versions of this paper was circulated under the titles “Copyright, Digitization, and Aggregation” and “News and Online Aggregators.”)
- “Consumer Response to Tax Changes” with Erich Muehlegger, *National Tax Journal*, Vol. 67, pp. 621-650, 2014.
- “Paywalls and the Demand for Online News” with Catherine Tucker, *Information Economics and Policy*, Vol. 25, pp. 61-69, 2013.
- “How Does the Use of Trademarks by Third-Party Sellers Affect Online Search?” with Catherine Tucker, *Marketing Science*, Vol. 31, pp. 819-837, 2012.
- “The Effect of Ticket Resale Laws on Consumption and Production in Performing Arts Markets” with Melissa Boyle, *Eastern Economic Journal*, Vol. 38, pp. 210-222, 2012.
- “The Reality of Reality Television: Does Reality TV Influence Local Crime Rates?” with Mary Lopez, *Economics Letters*, Vol. 108, pp. 330-333, 2010.
- “Internet Auctions and Frictionless Commerce: Evidence from the Retail Gift Card Market” with Jennifer Pate, *Review of Industrial Organization*, Vol. 36, pp. 295-304, 2010.
- “Empirical Analysis of Competition between Wal-Mart and Other Retail Channels,” *Journal of Economics and Management Strategy*, Vol. 18, pp. 285-322, 2009. (Lead article)
- “Broadway Productions and the Value of a Tony Award” with Melissa Boyle, *Journal of Cultural Economics*, Vol. 33, pp. 49-68, 2009.

- “Crossing the Line: Direct Estimation of Cross-Border Cigarette Sales and the Effect on Tax Revenue” with Erich Muehlegger, *The B.E. Journal of Economic Analysis and Policy (Contributions)*, Vol. 8, Article 48, 2008.
  - “The Timing of Movie Releases: Evidence from the Home Video Industry,” *International Journal of Industrial Organization*, Vol. 26, pp. 1059-1073, 2008. (Winner of journal’s Paul Geroski Best Paper Award)
  - “Identification and Estimation of Mixed Logit Models under Simulation Methods” with Joan L. Walker, *Journal of Econometrics*, Vol. 141, pp. 683-703, 2007.
    - Reprinted in *Choice Modeling: Foundational Contributions*, edited by D.A. Hensher and J.M. Rose, 2011.
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## PAPERS UNDER REVIEW

- “Social Distancing, Internet Access, and Inequality” with Catherine Tucker, *NBER Working Paper No.* 26982.
  - “Fake News and Advertising on Social Media: A Study of the Anti-Vaccination Movement” with Catherine Tucker, *NBER Working Paper No.* 25223.
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## OTHER WRITING

- “Comment on the January 2022 DOJ and FTC RFI on Merger Enforcement: Issues Related to Digital Markets” with Nathaniel Hipsman, Jeffrey Prince, and Sachin Sancheti, 2022.
  - “Free Can Make Cents” with Avigail Kifer, American Bar Association: Pricing Conduct Committee Newsletter of Antitrust Law, 2022. (Winner of Concurrences Review’s 2022 Antitrust Writing Awards for Digital Business Articles.)
  - “Introductory Microeconomics and One Big Firm” with Santhi Hejeebu
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## PROFESSIONAL ACTIVITIES

### Invited Seminars and Presentations (last 10 years)

- 2022: Federal Communications Commission (FCC), Economics Seminar
- 2021: University of Maryland, Department of Economics; American Bar Association, Panel on Tech Platforms
- 2020: International Competition Network (ICN) Annual Conference, invited by Federal Trade Commission (FTC) and Department of Justice Antitrust Division

- 2018: Federal Trade Commission (FTC), Public Hearing on Competition and Consumer Protection in the 21st Century; Federal Communications Commission (FCC), Economics Seminar
- 2016: International Industrial Organization Conference; University of California, Davis, Department of Economics; Seventh Annual Searle Conference on Internet Search and Innovation (discussant), Northwestern School of Law; National Bureau of Economics Research (NBER) Digitization Meeting
- 2013: University of California, Los Angeles, Department of Economics; Loyola Marymount University, Department of Economics
- 2012: National Bureau of Economics Research (NBER) Digitization Meeting; International Industrial Organization Conference; NET Institute Conference on Network Economics; European Association for Research in Industrial Economics (EARIE) Annual Conference; Brandeis University, Department of Economics; Wellesley College, Department of Economics; Boston University, Department of Economics
- 2011: International Industrial Organization Conference; Claremont McKenna College, Department of Economics; Drexel University, LeBow College of Business; Western Economic Association International Conference; Southern Economic Association Annual Meeting; Sixth bi-annual Conference on The Economics of Intellectual Property, Software, and the Internet (co-author presented), Toulouse School of Economics, France.

## Reviewer

American Economic Journal: Microeconomics, The B.E. Journal of Economic Analysis and Policy, Contemporary Economic Policy, Economic Inquiry, International Journal of Industrial Organization, Information Economics and Policy, Journal of Applied Econometrics, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Policy Analysis and Management, Journal of Political Economy, Journal of Public Economics, Management Science, National Science Foundation, National Tax Journal, Public Finance Review, RAND Journal of Economics, Review of Economics and Statistics

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## TEACHING

### Course Evaluations

- Principles of Economics  
Spring 2019, Section 1, Course Average 6.7 (scale of 1 to 7)
- Intermediate Microeconomic Theory  
Fall 2009, Section 1, Course Average 6.4 (scale of 1 to 7)  
Fall 2009, Section 2, Course Average 6.7 (scale of 1 to 7)
- Econometrics  
Spring 2014, Section 1, Course Average 6.6 (scale of 1 to 7)  
Spring 2014, Section 2, Course Average 6.9 (scale of 1 to 7)

- Industrial Organization  
Spring 2015, Course Average 6.8 (scale of 1 to 7)
- Senior Seminar  
Fall 2019, Section 1, Course Average 6.7 (scale of 1 to 7)  
Fall 2019, Section 2, Course Average 6.9 (scale of 1 to 7)

Note: College no longer uses numerical evaluations.

## **Courses Taught**

- Occidental College: Principles of Economics, Intermediate Microeconomic Theory, Econometrics, Industrial Organization, Senior Seminar, Honors Thesis Seminar
- Massachusetts Institute of Technology: Principles of Microeconomics

## SERVICE

### **To the College (last 10 years)**

Elected member, Advisory Council (tenure and promotion committee) (2018-2020)  
 Member, John Parke Young Committee on the Global Economy (2018-2019)  
 Faculty Advisor, Economics Student Association (2014-2016, 2017-2020)  
 Faculty Advisor, Women in Economics (Student) Club, (2017-2020, 2022-)  
 External member, Math Department Senior faculty search, (2017-2018)  
 External member, Math Department Junior faculty search, (2017-2018)  
 Member, National Awards Committee (2011-2012, 2013-2014, 2017-2018)  
 President, Phi Beta Kappa (2015-2016)  
 Chair, Academic Resources Committee (2015-2016)  
 Vice President, Phi Beta Kappa (2014-2015)  
 Member, Academic Resources Committee (2014-2015)  
 Area Coordinator for Social Sciences, Summer Research Program (2010)

### **To the Department (last 10 years)**

Department chair (2018-2020, 2021-2022)  
 Assessment Coordinator (2010-2020)  
 Co-chair, Economics Department External Review (2017-2018)  
 Chair, Economics Faculty Search (2013-2014)  
 Honors Program Coordinator (2010-2011)