

## KATJA SEIM

Business and Public Policy Department, The Wharton School, University of Pennsylvania  
3620 Locust Walk, Philadelphia, PA 19104-6372

Tel.: 215.898.8213 • kseim@wharton.upenn.edu • <http://bpp.wharton.upenn.edu/kseim/>

---

### ACADEMIC EXPERIENCE

Assistant Professor, Business and Public Policy Department, Wharton School of Business, University of Pennsylvania, Philadelphia, PA, 2006–present

Judith C. and William G. Bollinger Visiting Assistant Professor, Business and Public Policy Department, Wharton School of Business, University of Pennsylvania, Philadelphia, PA, 2005–2006

Assistant Professor, Economic Analysis and Policy Group, Stanford Graduate School of Business, Stanford University, Stanford, CA, 2001–2006

Teaching and Research Fellow, Department of Economics, Yale University, New Haven, CT, 1998–2001

### EDUCATION

Ph.D., Economics, Yale University, New Haven, CT, December 2001

B.A., Economics and Mathematics, Franklin & Marshall College, Lancaster, PA, May 1995, *Magna Cum Laude*

### RESEARCH

*Research Interests:* Applied Microeconomics, Empirical Industrial Organization, Entry, Nonlinear Pricing, Information Goods.

#### *Published Research*

- Draganska, Michaela, Michael Mazzeo, and Katja Seim. “Beyond Plain Vanilla: Modeling Joint Product Assortment and Pricing Decisions,” *Quantitative Marketing & Economics* 7(2), 2009.
- Economides, Nicholas, Katja Seim and V. Brian Viard. “Quantifying the Benefits of Entry into Local Phone Service,” *RAND Journal of Economics* 38(3), 2008.
- Aguirregabiria, Victor, Patrick Bajari, Michaela Draganska, Liran Einav, Paul Ellickson, Dan Horsky, Sanjog Misra, Sridhar Narayanan, Yesim Orhun, Peter Reiss, Katja Seim, Vishal Singh, Raphael Thomadsen and Ting Zhu. “Discrete Choice Models of Firms’ Strategic Decisions,” *Marketing Letters* 19, 2008.

- Lambrecht, Anja, Katja Seim and Bernd Skiera. “Does Uncertainty Matter? Consumer Behavior under Three-Part Tariffs,” *Marketing Science* 26(5), 2007.
- Seim, Katja. “An Empirical Model of Firm Entry with Endogenous Product-Type Choices,” *RAND Journal of Economics* 37(3), 2006.
- Falk, Martin and Katja Seim. “The Impact of Information Technology on High-Skilled Labor in Services: Evidence from Firm-Level Panel Data,” *Economics of Innovation and New Technology* 10(4), 2001.
- Falk, Martin and Katja Seim. “Workers' skill level and information technology: a censored regression model,” *International Journal of Manpower* 22(1/2), 2001.

#### *Working Papers*

- Seim, Katja and Joel Waldfogel. “Public Monopoly and Economic Efficiency: Evidence from the Pennsylvania Liquor Control Board’s Entry Decisions,” 2009.
- Seim, Katja and V. Brian Viard. “The Effect of Market Structure on Cellular Technology Adoption and Pricing,” 2009.
- Lambrecht, Anja, Katja Seim, and Catherine Tucker. “Stuck in the Adoption Funnel: The Effect of Delays in the Adoption Process on Ultimate Adoption,” 2009.
- Krasnokutskaya, Elena and Katja Seim. “Bid Preference Programs and Participation in Highway Procurement,” 2009.
- Meléndez, Marcela and Katja Seim. “Productivity Dynamics of the Colombian Manufacturing Sector,” 2006.

#### *Work in Progress*

- Economides, Nicholas, Katja Seim, and V. Brian Viard. “Determinants of the “Digital Divides” in Internet Access.”
- Miravete, Eugenio, Katja Seim, and Joel Waldfogel. “Uniform Pricing in Liquor Markets: Who Benefits.”
- Harrison, Teresa and Katja Seim. “Measuring the Degree of Competition between Nonprofits and For-Profits: The Case of Fitness Centers.”
- Lambrecht, Anja and Katja Seim. “The Use of Bundling in Communications Markets.”

## **AWARDS, FELLOWSHIPS, AND GRANTS**

- Provost's Undergraduate Research Mentorship Program research grant, University of Pennsylvania, 2009.
- Mack Center for Technological Innovation research grant, Wharton School, 2007, 2008, 2009.
- Fletcher Jones Faculty scholar, Stanford Graduate School of Business, 2005 – 2006.
- NET Institute research grant, 2003, 2006.
- Inter-American Development Bank grant, study on “Market Institutions, Labor Market Dynamics, Growth and Productivity: An Analysis of Latin America and the Caribbean,” 2001.
- Ryoichi Sasakawa Young Leaders Fellowship, 1998.
- Yale University Graduate Fellowship, 1996 – 1998.
- Phi Beta Kappa Honor Society, Franklin & Marshall College, 1995.

## **INVITED TALKS AND CONFERENCE PARTICIPATION**

### *Seminar Presentations*

2009: Kellogg School of Business, University of Virginia, Wharton School Marketing.

2008: Kansas State University.

2007: Sauder School of Business, University of British Columbia; NYU Stern School.

2006: Carnegie Mellon University; Department of Justice; Columbia University; Drexel University.

2005: Federal Trade Commission; Rochester University; University of Pennsylvania Wharton School; UC Davis.

2004: Olin School of Business, Washington University, St. Louis; London School of Economics; Universitat Pompeu Fabra; University of Pennsylvania; UC Berkeley Agricultural and Resource Economics; Haas School of Business, Marketing Group.

2002: University of California Berkeley; Harvard University.

2001: SUNY Stony Brook; Université Toulouse 1 Sciences Sociales; London School of Economics; London Business School; Duke Fuqua School of Business; UC Irvine; UCLA; New York University; NYU Stern School of Business.

### *Conference Participation*

2009: Tenth CEPR Conference on Applied Industrial Organization, International Industrial Organization Conference.

2008: Southern Economic Association Meetings, First Annual FTC & Northwestern University Microeconomics Conference.

2007: IO Day, Seventh Triennial Invitational Choice Symposium.

2006: Econometric Society Winter Meetings.

2005: Kiel-Munich Workshop on the Economics of Information and Network Industries; NBER Industrial Organization Program.

- 2004: AEI/Brookings-SIEPR Telecom Conference; Berkeley Summer Institute in Competitive Strategy; Stanford Institute in Theoretical Economics Structural Econometric Models Segment; London Business School Competition in Networking Conference; NBER Universities Research Conference on the Economics of the Information Economy; Econometric Society Winter Meetings.
- 2003: Quantitative Marketing and Economics Conference; Telecommunications Policy Research Conference; European Association for Research in Industrial Economics Conference; International Industrial Organization Conference; Stanford Strategic Management Conference.
- 2000: 24<sup>th</sup> International Conference of Agricultural Economists Berlin.

## **OTHER PROFESSIONAL ACTIVITIES AND EMPLOYMENT**

- *Referee*: American Economic Review, Economic Journal, Econometrica, European Economic Review, International Economic Review, International Journal of Industrial Organization, Journal of Applied Econometrics, Journal of Industrial Economics, Journal of Law and Economics, Management Science, Marketing Science, Quantitative Marketing and Economics, RAND Journal of Economics, Review of Economic Studies, Review of Economics and Statistics, Review of Industrial Organization, Southern Economic Journal, National Science Foundation, NWO Council for Social Sciences, and Social Science and Humanities Research Council of Canada.
- *Conference Organization*: Quantitative Marketing and Economics Conference, 2009, committee member.
- Economic Analyst, Lexecon Limited, London, United Kingdom, 1999.  
Contributed to report submitted to the European Union's Competition Directorate regarding a pending merger between two postal services companies.
- Research Assistant, National Economic Research Associates, White Plains, NY, 1995–1996.  
Employed in the Securities Litigation Practice responsible for performing economic research and analysis in connection with securities litigation cases.