

# **Martin Kent Perry**

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## **Education:**

**A.B., Mathematics, Univ. of Missouri at Columbia**, June 1971, Phi Beta Kappa

**A.M., Economics, Stanford University**, September 1972

**Ph.D., Economics, Stanford University**, January 1976

Thesis: "Vertical Integration by Imperfectly Competitive Firms"

Advisors: A. Michael Spence, James N. Rosse, Bruce M. Owen

**J.D., Rutgers University Law School at Newark, New Jersey**, January 1984

## **Employment:**

### **Bell Telephone Laboratories, Inc.**

Economics Research Center, January 1976 - December 1983

### **Bell Communications Research, Inc.**

Economics Research Group, January 1984 - June 1990

### **Rutgers University at New Brunswick, New Jersey**

Professor of Economics, July 1989 – present

Chair, Department of Economics: July 1992 – June 1995; July 1998 – June 2000

### **University of Illinois at Urbana-Champaign, Illinois**

Professor of Economics, August 2011 – present

Head, Department of Economics

## **Visiting Appointments at Universities and Institutes:**

### **Department of Economics, University of California at Berkeley**

Visiting Associate Professor, Fall 1984 (Ph.D. course in Industrial Organization)

### **Rutgers University Law School, Newark, New Jersey**

Adjunct Professor, 1986 – 1995 (J.D. course in Antitrust )

### **Olin School of Business, Washington University, St. Louis, Missouri**

Visiting Professor, Fall 1996 - Winter 1997 (Executive MBA course in Microeconomics)

### **Wharton School of Management, University of Pennsylvania, Philadelphia**

Visiting Professor, Spring 2001 and Spring 2003 (MBA course in Government and Business)

### **Institute for Economic Analysis (CSIC), Bellaterra, Spain (at University Autònoma of Barcelona)**

Visiting Scholar, 1997 – 2000; Research Affiliate, 2001 – 2008

Visiting Investigator, Catalan Institute of Research and Advanced Studies (ICREA), 2003-2006

### **Research Institute of Industrial Economics (IFN), Stockholm, Sweden**

Visiting Researcher, Fall 2007

## **Visiting Appointments in Government:**

### **Federal Communications Commission**

Chief Economist, January 1, 2004 – December 31, 2004

Office of Strategic Planning and Policy Analysis

## **Publications in Journals and Books**

### **(1) Vertical Integration**

#### **Vertical Integration: The Monopsony Case**

*American Economic Review*, September 1978

#### **Related Market Conditions and Interindustrial Mergers: A Comment**

*American Economic Review*, March 1978

#### **Price Discrimination and Forward Integration**

*Bell Journal of Economics*, Spring 1978

#### **Forward Integration: Alcoa 1888-1930**

*Journal of Industrial Economics*, September 1980

#### **The Manager and the Competitive Firm's Supply**

*Southern Economic Journal*, January 1981

#### **Vertical Integration by Competitive Firms: Uncertainty and Diversification**

*Southern Economic Journal*, July 1982

#### **Vertical Equilibrium in a Competitive Input Market**

*International Journal of Industrial Organization*, June 1984

#### **Vertical Integration: Determinants and Effects**

*Handbook of Industrial Organization*, North-Holland, 1989

### **(2) Resale Price Maintenance**

#### **Resale Price Maintenance and Forward Integration into a Monopolistically Competitive Industry**

*Quarterly Journal of Economics*, November 1985 (with Robert H. Groff )

#### **Can Resale Price Maintenance and Franchise Fees Correct Sub-Optimal Levels of Retail Service**

*International Journal of Industrial Organization*, March 1990 (with Robert H. Porter)

#### **Resale Price Maintenance and Manufacturer Competition for Exclusive Dealerships**

*Journal of Industrial Economics*, September 1991 (with David Besanko)

### **(3) Exclusive Dealing and Split-Award Contracts**

#### **Equilibrium Incentives for Exclusive Dealing in a Differentiated Products Oligopoly**

*Rand Journal of Economics*, Fall 1993 (with David Besanko)

#### **Exclusive Dealing in a Spatial Model of Retail Competition**

*International Journal of Industrial Organization*, 1994 (with David Besanko)

#### **Auctions for Split-Award Contracts**

*Journal of Industrial Economics*, June 2003 (with Jozsef Sakovics)

### **(4) Bribery in Sealed-Bid Auctions**

#### **Bribery and Favoritism by Auctioneers in Sealed Bid Auctions**

*The B.E. Journal of Theoretical Economics (Contributions)*, 2007 (with Roberto Burguet)

### **(5) Preferred Suppliers in Auction Markets**

#### **Preferred Suppliers and Vertical Integration in Auction Markets**

*The RAND Journal of Economics*, 2009 (with Roberto Burguet)

## **Publications (continued)**

### **(6) Oligopoly and Mergers**

#### **Oligopoly and Consistent Conjectural Variations**

*Bell Journal of Economics*, Spring 1982

#### **Scale Economies, Imperfect Competition, and Public Policy**

*Journal of Industrial Economics*, March 1984

#### **Oligopoly and the Incentive for Horizontal Merger**

*American Economic Review*, March 1985 (with Robert H. Porter)

#### **The Effects of Mergers in Open Auction Markets**

*Rand Journal of Economics*, Summer 2003 (with Keith Waehrer)

### **(7) Monopolistic Competition**

#### **Product Differentiation, Monopolistic Competition, and Public Policy**

*Bell Journal of Economics*, Spring 1981 (with Roger W. Koenker)

#### **Trademark Licensing in a Monopolistically Competitive Industry**

*Rand Journal of Economics*, Summer 1986 (with Robert H. Groff)

#### **The Logit Model of Monopolistic Competition**

*Journal of Industrial Economics*, June 1990 (with David Besanko and Richard H. Spady)

### **(8) Law and Economics**

#### **Renegotiation and Specific Performance**

*Law and Contemporary Problems*, Winter 1989 (with Tracy R. Lewis and David E.M. Sappington)

# **Working Papers and Work in Progress**

## **(1) Bribery in Sealed-Bid Auctions**

### **The Welfare Effects of Bribery by Domestic Suppliers in Government Procurement Auctions**

Under Revision from a draft in July 2005 (with Roberto Burguet)

### **The Price and Allocation Effects of Optimal Bribes in Asymmetric Sealed-Bid Auctions**

Under Revision from a draft in July 2005 (with Roberto Burguet)

### **Alternative Models of Bribery in Asymmetric Sealed-Bid Auctions**

Work in Progress (with Roberto Burguet)

## **(2) Preferred Suppliers in Auction Markets**

### **Preferred Suppliers in Asymmetric Auction Markets**

Under Revision from a draft in July 2005 (with Roberto Burguet)

## **(3) Tying Arrangements and Price Discrimination**

### **The Welfare Effects of Tying Arrangements between Durable Goods and their Aftermarket Services: Monopoly in the Durable Good**

Under Revision from a draft in April 1999 (with Douglas H. Blair)

### **Pricing Plans with Buckets of Free Units**

Work in Progress, preliminary draft in January 2005

## **(4) Resale Price Maintenance**

### **Resale Price Maintenance with Perfectly Competitive Retailers**

Under Revision from a draft in 1997 (with David Besanko, Bernard Caillard, and Patrick Rey)

## **(5) Vertical Foreclosure**

### **Vertical Foreclosure of Upstream Suppliers**

Work in Progress

### **Vertical Foreclosure in an Auction Market**

Work in Progress (with Roberto Burguet)

### **Manufacturer Competition for Retail Shelf Space**

Work in Progress (with Gary Biglaiser)