

James J. Anton
Curriculum Vitae

Fuqua School of Business
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Employment

- 1989- Duke University, Fuqua School of Business, Professor
(previously Assistant and Associate Professor)
- Strategy Area, Research Associate
Department of Economics, Professor (secondary appointment)
William and Sue Gross Distinguished Research Scholar, 2008-
- University of North Carolina, Economics, Adjunct Professor (courtesy), 2003-
- 1983-89 State Univ. of New York at Stony Brook, Economics, Assistant Professor

Visiting Positions

Harvard Business School, Visiting Scholar (Jan-June 08)
University of California at San Diego, Visiting Scholar (December 07)
Portuguese Competition Authority, Academic Visitor (June 07)
University of California at San Diego, Visiting Scholar (November 05)
University of North Carolina, Economics, Visiting Scholar (98-9)
Boston University, Economics, Visiting Assistant Professor (88-9)

Education

- Ph.D. Stanford University, Economics, 1984
- B.S. Emory University, Economics and Math, magna cum laude, 1978

Research Interests

Industrial organization, information and incentives, intellectual property, procurement

Publications

- "Second-Sourcing and the Experience Curve: Price Competition in Defense Procurement," (with D. Yao), *Rand Journal of Economics*, Vol. 18 (Spring), pp. 57-76, 1987.
- "External Markets and Regulation," (with P. Gertler), *Journal of Public Economics*, Vol. 37, pp. 243-260, 1988.
- "Split-Awards, Procurement and Innovation," (with D. Yao), *Rand Journal of Economics*, Vol. 20 (Winter), pp. 538-552, 1989.
- "Measuring the Effectiveness of Competition in Defense Procurement: A Survey," (with D. Yao), *Journal of Policy Analysis and Management*, Vol. 9 (Winter), pp. 60-79, 1990.
- "Coordination in Split-Award Auctions," (with D. Yao), *Quarterly Journal of Economics*, Vol. 57 (May), pp. 681-707, 1992.
- Reprinted in *The Economic Theory of Auctions*, edited by Paul Klemperer, Edward Elgar Publishing Ltd., Cheltenham, UK, 2000.
- "Seniority and Efficiency," *Scandinavian Journal of Economics*, Vol. 94 (3), pp. 425-442, 1992.
- "Expropriation and Inventions: Appropriable Rents in the Absence of Property Rights," (with D. Yao), *American Economic Review*, Vol. 84 (1), pp. 190-209, 1994.
- "Start-Ups, Spin-Offs and Internal Projects," (with D. Yao), *Journal of Law, Economics and Organization*, Vol. 11 (Fall), pp. 362-378, 1995.
- "Standard Setting Consortia, Antitrust, and High Technology Industries," (with D. Yao), *Antitrust Law Journal*, Vol. 64 (Fall), pp. 247-265, 1995.
- "Entry Auctions and Strategic Behavior under Cross-Market Price Constraints," (with J. Vander Weide and N. Vettas), *International Journal of Industrial Organization*, Vol. 20 (5), pp. 611-629, 2002.
- "The Sale of Ideas: Strategic Disclosure, Property Rights and Contracting," (with D. Yao), *Review of Economic Studies*, Vol. 69 (3), pp. 513-532, 2002.

Publications (cont'd)

- “Patents, Invalidity and the Strategic Transmission of Enabling Information,” (with D.Yao), *Journal of Economics & Management Strategy*, Vol. 12 (2), pp. 151-178, Summer 2003.
- “Little Patents and Big Secrets: Managing Intellectual Property,” (with D.Yao), *RAND Journal of Economics*, Vol. 35 (Spring), pp. 1-22, 2004.
- “Regulation, Local Monopolies and Spatial Competition,” (with P. Gertler), *Journal of Regulatory Economics*, Vol. 25 (2), pp. 115-141, 2004.
- “Markets for Partially-Contractible Knowledge: Bootstrapping vs. Bundling” (with D. Yao), *Journal of the European Economic Association*, Vol. 3 (April-May), pp. 745-754, 2005.
- “Market Structure, Storability and Demand Shift Incentives,” (with G. Das Varma), *RAND Journal of Economics*, Vol. 36 (Autumn), pp. 520-543, 2005.
- “Policy Implications of Weak Patent Rights,” (with H. Greene and D. Yao), in Vol. 6 of *Innovation Policy and the Economy*, Eds. A. Jaffe, J. Lerner, and S. Stern, MIT Press (for NBER), 2006.
- “Finding ‘Lost’ Profits: An Equilibrium Analysis of Patent Infringement Damages,” (with D. Yao), *Journal of Law, Economics and Organization*, Vol. 23 (1), pp. 186-207, 2007.
- “Attracting Skeptical Buyers,” (with D. Yao), *International Economic Review*, Vol. 49 (1), pp. 319-348, February 2008.

Working Papers

- “Quality, Upgrades and (the Loss of) Market Power in a Dynamic Monopoly Model,” (with G. Biglaiser), under review, July 2008.
- “Split-Award Auctions with Uncertainty about Scale Economies: Theory and Data,” (with S. Brusco and G. Lopomo), “accepted for publication” by *Games and Economic Behavior* (final revision in progress), January 2007.
- “Assigning Rights and the Exchange of Assets with Interdependent Values,” (with T. Lewis), July 2005.

Current Projects

- “Action and Inaction in a Dynamic Decision Making Context,” (with D. Yao).
- “Rewards and Penalties for Followers: Implications for the Pharmaceutical Industry,” (with D. Ridley).
- “Market Dynamics and Storability,” (with G. Das Varma).
- “Upgrades and New Generations: Pricing Dynamics,” (with G. Biglaiser).
- “Choosing the Buyer: Contracting for Intellectual Property,” (with D. Yao).

Professional Activities

Editorial

- Co-Editor, Journal of Economics & Management Strategy, 1997–2008
- Associate Editor, Management Science, 2007-
- Editorial Board, Journal of Industrial Economics, 2008-
- Co-founder, Duke-Northwestern-Texas IO Theory Conference;
Conference organizer and host, 2004 and 2007

Referee

American Economic Review, Australian Economic Papers, Defense and Peace Economics, Economic Journal, European Economic Review, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, Journal of Comparative Economics, Journal of Corporate Finance, Journal of Economics, Journal of Economic Behavior and Organization, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of the European Economic Association, Journal of Human Resources, Journal of Industrial Economics, Journal of Law, Economics and Organization, Journal of Policy Analysis and Management, Journal of Political Economy, Journal of Public Economics, Journal of Regulatory Economics, Management Science, Managerial and Decision Economics, Manu. & Service Operations Management, National Science Foundation, Operations Research, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economic Studies, Scandinavian Journal of Economics, Southern Economic Journal.

Seminars

Arizona- Eller, December 2007; Portuguese Competition Authority, June 2007; Microsoft Corporation, Antitrust Group, April 2007; Washington, April 2007; UC Berkeley-Haas, February 2007; UBC-Sauder, April 2005; Iowa State, October 2004; Iowa-Tippie, October 2004; Penn, April 2004; Arizona- Eller, March 2004; Virginia Tech, March 2004; Michigan State April 2003, NYU-Stern, March 2003; UCLA-Andersen, April 2002; UC San Diego, April 2002; Colorado, April 2002; Toronto, March 2001; Vanderbilt, March 2000; Penn-Wharton, December 1999; Virginia, October 1999; Federal Trade Commission, March 1999; Emory, February 1999; Florida, January 1999; Florida, March 1994; Maryland, November 1993; U.S. Department of Justice, November 1993; Northwestern, April 1993; Duke-UNC, December 1988;

Seminars (cont'd)

Boston University, November 1988; GTE Laboratories, January 1988; Bell Communications Research, November 1987; Columbia University, November 1985.

Conference Presentations

Law and Economics Conference, Stony Brook NY, July 2005.
 NBER Conference on Innovation Policy and the Economy, Washington DC, April 2005
 Annual Meeting of the American Economic Association, San Diego, January 2004
 Economics of the Software and Internet Industries, Univ. of Toulouse, January 2003
 Annual Competition and Strategy Conference, Harvard Business School, October 2000
 NBER Summer Institute, Cambridge, July 1999
 Sloan Conference on Financing Innovation, Columbia University, December 1997
 SET Conference, Chapel Hill, November 1997
 Annual Meeting, Southern Economic Association, Washington, DC, November 1996
 University of British Columbia Summer Conference on Industrial Organization, July 1995
 Econometric Society, Winter Meeting, Washington, D.C., January 1995
 North American Summer Meeting of the Econometric Society, Quebec City, June 1994
 Annual Meeting of Western Economic Association, Vancouver, June 1994
 International Conference on Game Theory, Stony Brook, July 1993
 Annual Meeting of the American Economic Association, New Orleans, January 1992
 Econometric Society, Summer Meeting, Philadelphia, July 1991
 UBC Conference on Ind. Organization, Strategy and Int. Competitiveness, June 1991
 Workshop on the Econ. of Defense Procurement, RAND, Santa Monica, August 1988
 Annual Meeting of the Eastern Economic Association, Boston, March 1988
 Annual Meeting of the American Economic Association, Chicago, December 1987
 Second Conf. on Econ. of Defense Procurement, RAND, Santa Monica, February 1987
 Conference on Issues in the Economics of Defense, RAND, Santa Monica, May 1986

Teaching

Courses

Managerial Economics (MBA and Evening, Weekend and Global Exec. MBA Programs)
 Competitive Analysis (MBA and Global Exec. MBA Programs)
 Macroeconomics (Evening and Weekend Exec. MBA Programs)
 Game Theory and Strategic Decisions, Exec. Education, Advanced Management Program
 Intermediate Micro., Intermediate Macro., and Money and Banking (undergraduate)
 Macroeconomics, Mathematical Economics, and Dynamic Economics (Ph.D.)

Awards

Bank of America Faculty Award 2007
Finalist, DaimlerChrysler Award, MBA Program, Class of 2007
Outstanding Professor Award, Global Exec. MBA Program, Class of 2003
Finalist, Outstanding Professor Award, Global Exec. MBA Program, Class of 2002
Outstanding Professor Award, Global Exec. MBA Program, Class of 2001
Finalist, Outstanding Professor Award, Global Exec. MBA Program, Class of 2000
'Above and Beyond the Call of Duty' Award Hon. Mention, MBA Program, Class of 1996
Excellence in Teaching Award Honorable Mention, Evening Exec. MBA, Class of 1993

Service

Fuqua School of Business

Area Coordinator, Economics 2008-
Recruiting, Chair of various Search and External Appointment Committees
Chair, various Internal Promotion Committees
Dean's Advisory Council, 2007-
Dean Search Committee, 2006-7
Executive Committee, 2005-2007
Dean's Advisory Committee, 1996-98, 2000-02
Ad-hoc Committees on Strategy in the MBA Curriculum, 1997-2001
Curriculum Committee, 1993-95 (during review of new MBA curriculum)

Duke

Chair and member, various Promotion and Appointment Committees, Department of Economics
University Intellectual Property Board, 2002-2007
Provost's Committee on Economics Initiative, 1999-2000
University Academic Council, 1996-98, 2000-2007

Consulting

General Electric

(September 2008)