

**James J. Anton**  
Curriculum Vitae

**Address**

Fuqua School of Business  
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**Education**

Ph.D. Department of Economics, Stanford University, 1984

B.S. Emory University, 1978  
Major in Economics and in Mathematics, magna cum laude

**Research Interests**

Industrial organization, information and incentives, intellectual property, procurement

**Employment**

- 1989- Professor, Fuqua School of Business, Duke University  
(previously Assistant and Associate Professor);  
Senior Associate Dean of Faculty, 2012-2015  
Hanes Corporation Foundation Professor, 2013-2016  
Wesley A. Magat Professor in the Fuqua School of Business, 2010-2013, 2016-  
William and Sue Gross Distinguished Research Scholar, 2008-2010  
Professor, Department of Economics, Duke University  
(secondary appointment)
- 2003- University of North Carolina, Economics, Adjunct Professor
- 1983-89 State Univ. of New York at Stony Brook, Economics, Assistant Professor

## Visiting Positions

2011	IESE Business School (Barcelona), Visiting Researcher, (October)
2010	Research Institute for Industrial Economics (Sweden), Visiting Researcher (November)
2010	IDEI at the University of Toulouse, Visiting Scholar (March)
2008	University of California at San Diego, Visiting Scholar (November)
2008	Harvard Business School, Visiting Scholar (Jan-June)
2007	University of California at San Diego, Visiting Scholar (December)
2007	Portuguese Competition Authority, Academic Visitor (June)
2005	University of California at San Diego, Visiting Scholar (November)
1998-99	University of North Carolina, Economics, Visiting Scholar
1988-89	Boston University, Economics, Visiting Assistant Professor

## 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, 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.

Reprinted in *The Knowledge Spillover Theory of Entrepreneurship*, edited by Zoltan Acs, Edward Elgar Publishing, 2010.

**Publications (cont'd)**

- "Start-Ups, Spin-Offs and Internal Projects," (with D. Yao), *Journal of Law, Economics & 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.
- "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 & 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.
- "Compatibility, Interoperability and Market Power in Upgrade Markets," (with G. Biglaiser), *Economics of Innovation and New Technology*, Vol. 19 (3-4), pp. 373-385, April/June 2010.

### **Publications (cont'd)**

- “Split-Award Procurement Auctions with Uncertain Scale Economies: Theory and Data,” (with S. Brusco and G. Lopomo), *Games and Economic Behavior*, Vol. 69 (1), pp. 24-41, May 2010.
- “Inventory in Vertical Relationships with Private Information and Interdependent Values,” (with G. Biglaiser and T. Lewis), *International Journal of Economic Theory*, Vol. 7 (1), pp. 51-63, March 2011.
- “Adverse Selection,” in *Palgrave Encyclopedia of Strategic Management*, eds. David Teece and Mie Augier, 2013.
- “Quality, Upgrades and Equilibrium in a Dynamic Monopoly Market,” (with G. Biglaiser), *Journal of Economic Theory*, Vol. 148, pp. 1179-1212, 2013.
- “Dynamic Price Competition with Capacity Constraints and a Strategic Buyer,” (with G. Biglaiser and N. Vettas), *International Economic Review*, Vol. 55 (3), pp. 943-958, August 2014.

### **Working Papers**

- “Delay as Agenda Setting,” (with D. Yao), May 2017, under review.

### **Current Projects**

- “Rewards for Followers in R&D Races and 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, 2007-2009  
 Editorial Board, Journal of Industrial Economics, 2008-  
 Associate Editor, RAND Journal of Economics, 2012-  
 Co-founder, Columbia-Duke-MIT-Northwestern IO Theory Conference;  
 Conference organizer and host, 2004, 2007, 2010, 2017

### Referee

American Economic Review, Australian Economic Papers, Economics of Innovation and New Technology, Defense and Peace Economics, Economic Journal, Economics of Innovation and New Technology, European Economic Review, Games and Economic Behavior, International Economic Review, International Journal of Economic Theory, 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, Review of Network Economics, Scandinavian Journal of Economics, Southern Economic Journal.

### Seminars

UBC-Sauder, April 2016, Bates-White Consulting, Wash. D.C., April 2011, Research Institute for Industrial Economics (Stockholm), November 2010; Georgia-Terry, November 2010; 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; 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, Evening, Weekend, Cross Continent and Global Exec. MBA Programs)  
Competitive Analysis (MBA and Global Exec. MBA Programs)  
Global Markets and Institutions (Cross Continent MBA Program)  
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, Daimler-Chrysler Teaching 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**

Senior Associate Dean of Faculty, 2012-2015  
Area Coordinator, Economics 2008-2012  
Recruiting, Chair of various Search and External Appointment Committees  
Chair, various Internal Promotion Committees  
Appointments Advisory Committee 2010-2012  
Transition Strategy Committee, 2011-12  
Global Executive MBA Program Review Committee 2009-2010  
Dean's Advisory Council, 2007-9  
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  
Advisory Board, Social Science Research Institute, 2012-2015  
University Conflict of Interest Committee, 2009-2012  
University Intellectual Property Board, 2002-2007  
Provost's Committee on Economics Initiative, 1999-2000  
University Academic Council, 1996-98, 2000-2007

## **Consulting**

General Electric

(January 2018)