

## CURRICULUM VITAE OF MICHAEL L. KATZ

Haas School of Business  
University of California at Berkeley  
Berkeley, CA 94720-1900  
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### EMPLOYMENT

*July 1987 to  
present*

**Sarin Chair in Strategy and Leadership  
University of California at Berkeley**

Joint appointment in the Economics Department and School of Business. Initial appointment to associate professor July 1987. Promoted to full professor July 1989. Granted an endowed chair July 1995. Research areas include antitrust policy, innovation, and telecommunications pricing. Past chair of Strategic Planning Committee, Policy and Planning Committee, and the Economic Analysis and Policy Group. Former Associate Dean for Academic Affairs. Principal teaching in areas of business strategy and microeconomics.

*September 2001 to  
January 2003*

**Deputy Assistant Attorney General for Economic Analysis  
U.S. Department of Justice**

Oversaw economic analysis in support of all Antitrust Division enforcement activities. Reported directly to the Assistant Attorney General for Antitrust. Managed unit of approximately 55 professional economists. Undertook multidimensional effort to integrate economists more fully into investigation, decision, and litigation processes.

*January 1994 to  
January 1996*

**Chief Economist  
Federal Communications Commission**

Responsible for integrating economics into all aspects of Commission policy making. Reported directly to the Chairman of the Commission. Formulated and implemented regulatory policies for all industries under Commission jurisdiction, including cable and broadcast television, and local, long distance, and wireless telephony. Managed teams of lawyers and economists to design regulatory policies and procedures.

*July 1981 to  
June 1987*

**Assistant Professor of Economics  
Princeton University**

Conducted research on sophisticated pricing, standards development, cooperative R&D, and intellectual property licensing. Served as Assistant Director of Graduate Studies. Taught courses in microeconomics, industrial organization, and antitrust and regulation to undergraduate and doctoral students.

## EDUCATION

### **D.Phil. 1982**

#### **Oxford University**

Doctorate in Economics. Thesis on market segmentation and sophisticated pricing strategies.

### **A.B. *summa cum laude* 1978**

#### **Harvard University**

As an undergraduate, completed all courses and general examinations for doctorate in economics.

## AWARDS AND HONORS

Chairman's Special Achievement Award, Federal Communications Commission, 1996.  
The Earl F. Cheit Outstanding Teaching Award, University of California, Berkeley, 1992-1993 and 1988-1989. Honorable Mention, 1999-2000 and 1996-1997.  
Alfred P. Sloan Research Fellow, 1985-1988.  
National Science Foundation Graduate Fellow, 1978-1981.  
John H. Williams Prize (awarded to the Harvard College student graduating in Economics with the best overall record), 1978.  
National Merit Scholar, 1975-1976.

## GRANTS

Recipient, Berkeley Committee on Research grant, 1996-1997.  
Recipient, Berkeley Program in Finance Research grant, 1990.  
Researcher, Pew Foundation grant: "Integrating Economics and National Security," 1987-1990.  
Principal Investigator, National Science Foundation grants:  
    "A More Complete View of Incomplete Contracts," joint with Benjamin E. Hermalin, 1991-1993.  
    "Game-Playing Agents and the Use of Contracts as Precommitments," 1988-1989.  
    "The Analysis of Intermediate Goods Markets: Self-Supply and Demand Interdependence," 1985-1986.  
    "Imperfectly Competitive Models of Screening and Product Compatibility," 1983-1984.  
    "Screening and Imperfect Competition Among Multiproduct Firms," 1982.

## PROFESSIONAL SERVICE

Coeditor, *Journal of Economics & Management Strategy*, 1991-2001 and 2003-present.

Editorial Board member, *California Management Review*, 1998-2000 and 2003-present.  
Editor 2000-2001.

Editorial Board member, *Information Economics and Policy*, 2004-present.

Member, Computer Science and Telecommunications Board, The National Academies,  
2000-2001 and 2004-present.

Member, Consumer Energy Council of America, Universal Service Forum, 2000-2001.

Member, Committee on Wireless Technology Prospects and Policy Options, The National  
Academies, October 2003-present.

*Pro bono* consulting for U.S. Federal Communications Commission and the  
telecommunications regulatory agencies of several developing nations.

## PUBLICATIONS

"Multiplant Monopoly in a Spatial Market," *Bell Journal of Economics* Vol. 11, No. 2  
(Autumn 1980).

"Non-uniform Pricing, Output and Welfare Under Monopoly," *Review of Economic Studies*  
Vol. L, No. 160 (January 1983).

"A General Analysis of the Averch-Johnson Effect," *Economic Letters* Vol. 11, No. 3  
(1983).

"The Socialization of Commodities," co-authored with L.S. Wilson, *Journal of Public  
Economics* Vol. 20, No. 3 (April 1983).

"The Case for Freeing AT&T," co-authored with Robert D. Willig, *Regulation* (July/August  
1983) and "Reply to Tobin and Wohlstetter," *Regulation* (November/December  
1983).

"Plea Bargaining and Social Welfare," co-authored with Gene M. Grossman, *American  
Economic Review* Vol. 73, No. 4 (September 1983).

"Firm-Specific Differentiation and Competition Among Multiproduct Firms," *Journal of  
Business* Vol. 57, No. 1, Part 2 (January 1984).

"Nonuniform Pricing with Unobservable Numbers of Purchases," *Review of Economic  
Studies* Vol. LI (July 1984).

## PUBLICATIONS continued

- "Price Discrimination and Monopolistic Competition," *Econometrica* Vol. 52, No. 6 (November 1984).
- "Tax Analysis in an Oligopoly Model," co-authored with Harvey S. Rosen, *Public Finance Quarterly* Vol. 13, No. 1 (January 1985). Reprinted in *The Distribution of Tax Burdens*, D. Fullerton and G.E. Metcalf (eds.), Camberley: Edward Elgar Publishing Ltd. (2003).
- "Network Externalities, Competition, and Compatibility," co-authored with Carl Shapiro, *American Economic Review* Vol. 75, No. 3 (June 1985).
- "On the Licensing of Innovations," co-authored with Carl Shapiro, *Rand Journal of Economics* Vol. 16, No. 4 (Winter 1985).
- "Consumer Shopping Behavior in the Retail Coffee Market," co-authored with Carl Shapiro, in *Empirical Approaches to Consumer Protection* (1986).
- "Technology Adoption in the Presence of Network Externalities," co-authored with Carl Shapiro, *Journal of Political Economy* Vol. 94, No. 4 (August 1986).
- "How to License Intangible Property," co-authored with Carl Shapiro, *Quarterly Journal of Economics* Vol. CI (August 1986).
- "An Analysis of Cooperative Research and Development," *Rand Journal of Economics* Vol. 17, No. 4 (Winter 1986).
- "Product Compatibility Choice in a Market with Technological Progress," co-authored with Carl Shapiro, *Oxford Economic Papers: Special Issue on Industrial Organization* (November 1986).
- "The Welfare Effects of Third-Degree Price Discrimination in Intermediate Goods Markets," *American Economic Review* Vol. 77, No. 2 (March 1987).
- "R&D Rivalry with Licensing or Imitation," co-authored with Carl Shapiro, *American Economic Review* Vol. 77, No. 3 (June 1987).
- "Pricing Publicly Provided Goods and Services," in *The Theory of Taxation for Developing Countries*, D.M. Newbery and N.H. Stern (eds.), Washington, D.C.: World Bank (1987).
- "Vertical Contractual Relationships," in *The Handbook of Industrial Organization*, R. Schmalensee and R.D. Willig (eds.), Amsterdam: North Holland Publishing (1989).
- "R&D Cooperation and Competition," co-authored with Janusz A. Ordover, *Brookings Papers on Economic Activity: Microeconomics* (1990).

## PUBLICATIONS continued

*Intermediate Microeconomics*, co-authored with Harvey S. Rosen, Burr Ridge, IL: Richard D. Irwin (1<sup>st</sup> ed. 1991, 2<sup>nd</sup> ed. 1994, 3<sup>rd</sup> ed. 1997).

"Game-Playing Agents: Unobservable Contracts as Precommitments," *Rand Journal of Economics* Vol. 22, No. 3 (Autumn 1991).

"Moral Hazard and Verifiability: The Effects of Renegotiation in Agency," co-authored with Benjamin E. Hermalin, *Econometrica* Vol. 59, No. 6 (November 1991).

"Product Introduction with Network Externalities," co-authored with Carl Shapiro, *Journal of Industrial Economics* Vol. XL, No. 1 (March 1992).

"Defense Procurement with Unverifiable Performance," co-authored with Benjamin E. Hermalin, in *Incentives in Procurement Contracting*, J. Leitzel and J. Tirole (eds.), Boulder, Colorado: Westview Press (1993).

"Judicial Modification of Contracts Between Sophisticated Parties: A More Complete View of Incomplete Contracts and Their Breach," co-authored with Benjamin E. Hermalin, *Journal of Law, Economics, & Organization* Vol. 9, No. 2 (1993).

"Systems Competition and Network Effects," co-authored with Carl Shapiro, *Journal of Economic Perspectives* Vol. 8, No. 2 (Spring 1994).

"Joint Ventures as a Means of Assembling Complementary Inputs," *Group Decision and Negotiation* Vol. 4, No. 5 (September 1995). Also printed in *International Joint Ventures: Economic and Organizational Perspectives*.

"Interconnecting Interoperable Systems: The Regulator's Perspective," co-authored with Gregory Rosston and Jeffrey Anspacher, *Information, Infrastructure and Policy*, Vol. 4, No. 4 (1995).

"Interview with an Umpire," in *The Emerging World of Wireless Communications*, Annual Review of the Institute for Information Studies (1996).

"An Analysis of Out-of-Wedlock Childbearing in the United States," co-authored with George Akerlof and Janet Yellen, *Quarterly Journal of Economics* Vol. 111, No. 2 (May 1996).

"Remarks on the Economic Implications of Convergence" *Industrial and Corporate Change* Vol. 5, No. 4 (1996).

"Regulation to Promote Competition: A first look at the FCC's implementation of the local competition provisions of the telecommunications act of 1996," co-authored with Gerald W. Brock, *Information Economics and Policy* Vol. 9, No. 2 (1997).

## PUBLICATIONS continued

- "Ongoing Reform of U.S. Telecommunications Policy," *European Economic Review* Vol. 41 (1997).
- "Economic Efficiency, Public Policy, and the Pricing of Network Interconnection Under the Telecommunications Act of 1996," in *Interconnection and the Internet: Selected Papers from the 1996 Telecommunications Policy Research Conference*, G. Rosston and D. Waterman (eds.), Mahwah, New Jersey: Lawrence Erlbaum Associates, Publishers (1997).
- "Introduction: Convergence, Competition, and Regulation," co-authored with Glenn A. Woroch, *Industrial and Corporate Change* Vol. 6, No. 4 (1997).
- "Public Policy and Private Investment in Advanced Telecommunications Infrastructure," co-authored with Joseph Farrell, *IEEE Communications Magazine* (July 1998).
- "The Effects of Antitrust and Intellectual Property Law on Compatibility and Innovation," co-authored with Joseph Farrell, *The Antitrust Bulletin* Vol. 43, No. 3/4 (Fall/Winter 1998).
- "Antitrust in Software Markets," co-authored with Carl Shapiro, in *Competition, Innovation and the Microsoft Monopoly: Antitrust in the Digital Marketplace*, J.A. Eisenach and T. Lenard (eds.), Boston: Kluwer Academic Publishers (1999).
- "Regulation: The Next 1000 Years" in *Six Degrees of Competition: Correlating Regulation with the Telecommunications Marketplace*, Washington, D.C.: Aspen Institute (2000).
- "The Business of Health Care Affects Us All: An Introduction," co-authored with Sara Beckman, *California Management Review* Vol. 43, No. 1 (Fall 2000).
- "Innovation, Rent Extraction, and Integration in Systems Markets," co-authored with Joseph Farrell, *Journal of Industrial Economics* Vol. XLVIII, No. 4 (December 2000).
- "Diversification and Agency," co-authored with Benjamin Hermalin, in *Incentives, Organization, and Public Economics: Papers in Honour of Sir James Mirrlees*, P. Hammond and G. D. Myles (eds.), Oxford University Press (2001).
- "Thoughts on the Implications of Technological Change for Telecommunications Policy," in *Transition to an IP Environment*, Washington, D.C.: Aspen Institute (2001).
- "An Economist's Guide to *U.S. v. Microsoft*" co-authored with Richard Gilbert, *Journal of Economic Perspectives* Vol.15, No. 2 (Spring 2001).

## PUBLICATIONS continued

- “When Good Value Chains Go Bad: The Economics Indirect Liability for Copyright Infringement,” co-authored with Richard Gilbert, *Hastings Law Journal* Vol. 52, No. 4 (April 2001).
- “Intellectual Property Rights and Antitrust Policy: Four Principles for a Complex World,” *Journal on Telecommunications & High Technology Law* Vol. 1, Issue 1 (2002).
- “Recent Antitrust Enforcement Actions by the U.S. Department of Justice: A Selective Survey of Economic Issues,” *Review of Industrial Organization* Vol. 21, No. 4 (December 2002).
- “Critical Loss: Let’s Tell the Whole Story,” co-authored with Carl Shapiro, *Antitrust* Vol. 17, No. 2 (Spring 2003).
- “Retail Telecommunications Pricing in the Presence of External Effects,” co-authored with Benjamin Hermalin, in *International Handbook on Emerging Telecommunications Networks*, G. Madden (ed.), Camberley: Edward Elgar Publishing Ltd. (2003).
- “Television Over the Internet: Industry Structure and Competition Absent Distribution Bottlenecks,” in *Internet Television*, Noam, Groebel, and Gerbarg (eds.), Mawah, New Jersey: Lawrence Erlbaum Associates, Publishers (2003).
- “The Role of Efficiency Considerations in Merger Control: What We Do in the U.S.” in *EC Merger Control: A Major Reform in Progress*, G. Drauz and M. Reynolds (eds.), Richmond, England: Richmond Law & Tax Ltd. (2003).
- “Market Structure, Organizational Structure, and R&D Diversity,” co-authored with Joseph Farrell and Richard J. Gilbert, in *Economics for an Imperfect World: Essays in Honor of Joseph Stiglitz*, Arnott, Greenwald, Kanbur, and Nalebuff (eds.), Cambridge, MA: MIT Press (2003).
- “Further Thoughts on Critical Loss,” co-authored with Carl Shapiro, *The Antitrust Source* (March 2004). Available at <http://www.abanet.org/antitrust/source/>.
- “Antitrust or Regulation: U.S. Public Policy in Telecommunications Markets,” in *The Economics of Antitrust and Regulation in Telecommunications*, P.A. Buigues and P. Rey (eds.), Cheltenham: Edward Elgar Publishing Ltd. (2004).
- “Sender or Receiver: Who Should Pay to Exchange an Electronic Message?” co-authored with Benjamin Hermalin, *Rand Journal of Economics*, Vol. 35, No. 3 (Autumn 2004).

## **PUBLICATIONS continued**

“Merger Policy and Innovation: Must Enforcement Change to Account for Technological Change?” co-authored with Howard A. Shelanski, in *Innovation Policy and the Economy*, Vol. 5, Jaffe Lerner, and Stern (eds), Cambridge, MA: MIT Press, in press.

“Competition or Predation? Consumer Coordination, Strategic Pricing, and Price Floors in Network Markets, co-authored with Joseph Farrell, *Journal of Industrial Economics*, in press.

“Observable Contracts as Commitments: Interdependent Contracts and Moral Hazard,” *Journal of Economics & Management Strategy*, in press.

## **WORK IN PROGRESS**

“Your Network of Mine? The Economics of Routing Rules,” co-authored with Benjamin E. Hermalin, under revision at *Rand Journal of Economics*.

“Privacy, Property Rights & Efficiency: The Economics of Privacy as Secrecy,” co-authored with Benjamin E. Hermalin, unpublished draft, July 2004.

“Theory-Driven Choice Models” co-authored with Tülin Erdem, Kannan Srinivasan, Wilfred Amaldoss, Patrick Bajari, Hai Che, Teck Ho, Wes Hutchinson, Michael Katz, Michael Keane, Robert Meyer, and Peter Reiss, unpublished draft, September 2004.

“Should Good Patents Come in Small Packages? A Welfare Analysis of Intellectual Property Bundling,” co-authored with Richard Gilbert, unpublished draft, October 2004.