

## JENNIFER BROWN

Department of Entrepreneurship & Strategy  
David Eccles School of Business  
University of Utah

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### CURRENT APPOINTMENTS

2017 – present      David Eccles School of Business, University of Utah

2021 – present      *Professor of Entrepreneurship & Strategy*  
*Department Chair (starting July 2023)*  
*H. Brent Beesley Professorship (starting July 2023)*

2023 – present      *Professor of Quantitative Analysis of Markets & Organizations*

### OTHER APPOINTMENTS

2017 – 2024      *Associate Editor*  
*Management Science (Business Strategy)*

David Eccles School of Business, University of Utah

2019 – 2023      *David Eccles Professor*

2020 – 2021      *S.L. Skaggs Professor*

2018 – 2021      *Acting Chair of the Business Economics group*

2017 – 2021      *Professor of Finance*

Sauder School of Business, University of British Columbia

2015 – 2018      *Associate Professor (with tenure)*  
*Daon Professorship (from July 2016)*

Kellogg School of Management, Northwestern University

2012 – 2015      *Associate Professor of Strategy*

2008 – 2012      *Assistant Professor of Strategy*

2011 – 2017      *Faculty Research Fellow, Industrial Organization*  
National Bureau of Economic Research

2008 – 2015      *Affiliate, Center for the Study of Industrial Organization*  
Northwestern University

2008      *External affiliate, Center for the Study of Auctions, Procurements and Competition*  
Policy. The Pennsylvania State University

### EDUCATION

Ph.D.	in Agricultural & Resource Economics	UC-Berkeley.	2008
MSc.	in Agricultural Economics	University of Guelph.	
BSc.	in Agribusiness ( <i>with distinction</i> )	University of Manitoba.	

## PUBLICATIONS

- Boring, Anne, and Jennifer Brown. Forthcoming. "Gender and Choices in Higher Education." *Economics of Education Review*.
- Brown, Jennifer, and David A. Matsa. 2020. "Locked in by Leverage: Job Search during the Housing Crisis." *Journal of Financial Economics*, 136(3): 623–648.
- Brown, Jennifer, and David A. Matsa. 2016. "Boarding a Sinking Ship? An Investigation of Job Applications to Distressed Firms." *Journal of Finance*, 71(2): 507–549.
- Brown, Jennifer, and Dylan B. Minor. 2014. "Selecting the Best? Spillover and Shadows in Elimination Tournaments." *Management Science*, 60(12): 3087–3102.
- Brown, Jennifer. 2011. "Quitters Never Win: The (Adverse) Incentive Effects of Competing with Superstars." *Journal of Political Economy*, 119(5): 982–1013.
- Brown, Jennifer, Tanjim Hossain, and John Morgan. 2010. "Shrouded Attributes and Information Suppression: Evidence from the Field." *Quarterly Journal of Economics*, 125(2): 859–876.
- Brown, Jennifer, and John Morgan. 2009. "How much is a Dollar Worth? Tipping versus Equilibrium Coexistence on Competing Online Auction Sites." *Journal of Political Economy*, 117(4): 668–700.
- Brown, Jennifer, and John Morgan. 2009. "Moving Targets: Price, Quality, and Platform Competition." *Journal of Marketing Research*, 46(2): 158–159. (Commentary and Rejoinder on "Does Quality Win? Network Effects Versus Quality in High-Tech Markets")
- Berck, Peter, Jennifer Brown, Jeffrey Perloff, and Sofia Villas-Boas. 2008. "Sales: Tests of Theories on Causality and Timing." *International Journal of Industrial Organization*, 26(6): 1257–1273.
- Brown, Jennifer, Justine Hastings, Erin Mansur, and Sofia Villas-Boas. 2008. "Reformulating Competition? Gasoline Content Regulation and Wholesale Gasoline Prices." *Journal of Environmental Economics and Management*, 55(1): 1–19.
- Brown, Jennifer, and John Morgan. 2006. "Reputation in Online Auctions: The Market for Trust." *California Management Review*, 49(1): 61–81. (CMR's Accenture Award Finalist)
- Brown, Jennifer, John Cranfield, and Spencer Henson. 2005. "Relating Consumer Willingness-to-pay for Food Safety to Risk Tolerance: An Experimental Approach." *Canadian Journal of Agricultural Economics*, 53(2–3): 249–263.
- Brown, Jennifer. 2001. "Price discrimination and pricing to market behavior of Canadian canola exporters." *American Journal of Agricultural Economics*. 83(5): 1343–49.

## WORKING PAPERS

- Brown, Jennifer, and Mark Jansen. 2023. "The Intended and Unintended Consequences of Consumer Protection Laws: An Analysis of Wage Garnishment and Usury Limits in Auto Lending." *Under review*.
- Brookins, Philip, Jennifer Brown, and Dmitry Ryvkin. 2023. "Peer Information and Risk Taking under Competitive and Non-competitive Pay Schemes." *Invited for resubmission*.
- Brown, Jennifer, and Dylan Minor. 2021. "Misconduct in Financial Services: Differences across Organizations."

## OTHER PUBLICATIONS

Brown, Jennifer, and Craig Garthwaite. 2012. *The Global Aircraft Manufacturing Industry, 2002–2011*. Kellogg Case #5-312-505.

Busse, Meghan, Craig Garthwaite, and Jennifer Brown. 2011. *Starbucks: A Story of Growth*. Kellogg Case #5-211-25.

## GRANTS, SCHOLARSHIPS & AWARDS

Brady Faculty Superior Teaching Award. 2021.

Eccles Scholar – Eccles School of Business. 2018.

SSHRC Insight Grant. (\$89,190 over three years) Beginning 2017.

Sauder Research Excellence Award. 2016–2017.

Chairs' Core Course Teaching Award – Kellogg School of Management. 2012–2013.

Faculty Impact Award for MBA teaching – Kellogg School of Management. Fall 2009.

Sloan Foundation Industry Studies Site Visit Grant. 2009.

UC-Berkeley Competition Policy Center Dissertation Prize. 2008.

Outstanding Graduate Student Instructor Award – UC-Berkeley. 2007.

Sydney Hoos Award for Best Graduate Student Econometrics Paper – UC-Berkeley. 2005.

Ontario Graduate Scholarship – University of Guelph. 2002–2003.

University of Manitoba Gold Medal in Agribusiness. 2001.

## TEACHING

*Utah–Eccles*: Instructor for undergraduate business economics and economics of strategy courses: Fall 2017, 2018, 2023, Spring 2020, 2021, 2022. MBA Managerial economics: Spring 2019, Fall 2022, 2023. MBA Competitive Strategy: Fall 2022, 2023. EMBA Strategy: Fall 2023. Brady Faculty Superior Teaching Award, 2021.

*UCLA–Anderson*: Instructor for MBA Strategy, part-time and EMBA programs. Fall 2018, 2021.

*UBC–Sauder*: Instructor for MBA business and corporate strategy electives in the full-time, part-time and IMBA programs. 2016–2017. Faculty lead for Global Immersion Experience (Chile), 2017.

*Northwestern–Kellogg School of Management*: Instructor for core MBA business strategy course in full-time and part-time programs. 2009–2014. Faculty Impact Award Fall 2009; Chairs' Core Course Teaching Award, 2012–2013.

*Northwestern–Kellogg School of Management*: Instructor for strategy module in the Management for Scientists & Engineers (MSE) program. Summer 2014–2023.

*Catholic University of Eichstätt–Ingolstadt*: Instructor for WFI graduate summer school on “Firms in Society.” 2019.

## SEMINARS

2023–2024: Royal Melbourne Institute of Technology (scheduled).

2021–2022: University of Bristol.

2020–2021: RAND; Johannes Kepler University Linz.

2019–2020: Erasmus School of Economics–Rotterdam.  
2018–2019: University of Alberta (Finance); KU Eichstätt–Ingolstadt; Loughborough University London.  
2016–2017: Georgetown (McDonough); University of Southern California (Marshall); University of Utah (Eccles); Australia National University.  
2015–2016: McGill University (Desautels); University of British Columbia (Sauder – Marketing); UCLA (Anderson); University of Chicago (Harris); University of Regensburg; Simon Fraser University  
2014–2015: University of British Columbia (Sauder); University of Toronto (Rotman); University of Utah (Eccles)  
2013–2014: Federal Reserve Bank of Chicago; DePaul University; HEC Montreal; University of Notre Dame  
2012–2013: MIT (Economics); Harvard Business School (NOM); UC-Berkeley (Haas); Florida State University; National University of Singapore; Shanghai University of Finance and Economics; Tsinghua University; Bank of Portugal.  
2011–2012: MIT (Sloan); MIT (Organization Economics); Columbia University (GSB); LMU Munich; University of Rochester (Simon); Northwestern University (Kellogg – Management & Strategy)  
2010–2011: Stanford University (GSB); Heidelberg University; University of Cologne  
2009–2010: Harvard Business School (NOM); University of Utah (Eccles); Illinois Institute of Technology (Stuart); UC-Berkeley (Haas)  
2008–2009: Northwestern University (Kellogg – Marketing); University of Guelph.  
2007–2008: London Business School; Northwestern University (Kellogg – Management & Strategy); Purdue University; University of British Columbia; UC-Berkeley (ARE and Economics); University of Iowa; UCLA (Anderson); University of Toronto (Rotman).

## **KEYNOTES, CONFERENCE PRESENTATIONS & DISCUSSIONS**

Utah Winter Strategy Conference. 2024. (discussant, scheduled)  
Workshop on Experimental Economics and Entrepreneurship. Charlotte, NC. 2023.  
Canadian Economics Association Annual Meetings. Winnipeg. 2023.  
WashU's Olin Business School Annual Conference on Corporate Finance. St. Louis. 2022 (discussant)  
Society for Financial Studies Cavalcade North America. 2021. (discussant)  
Munich Graduate School of Economics. Evidence-Based Economics Meeting. 2020. (cancelled; keynote)  
National Finance Association Annual Meeting. Vancouver. 2019. (discussant)  
Northwestern's Urban Economics Conference: The Future of Cities. Chicago. 2019. (discussant)  
NBER Economics of Information Technology and Digitization Summer Institute. 2019. (discussant)  
Workshop on Natural Experiments and Controlled Field Studies. Germany. 2019.  
Labor and Employment Relations Association (LERA). Atlanta. 2019. (discussant)  
Bank of Canada Workshop on Data Science for Central Banks. Ottawa. 2018.  
MITSUI Finance Symposium: Labor and Corporate Finance. Ann Arbor, MI. 2018. (discussant)  
Bank of International Settlements. Rio de Janeiro. 2018. (discussant)  
Colloquium on Personnel Economics. Munich. 2018. (keynote)  
Winter Marketing-Economics Summit. Jackson, WY. 2018.  
American Economic Association Annual Meeting. Philadelphia. 2018. (discussant)  
Federal Reserve Bank of Chicago. Housing, Household Debt & Macroeconomics Conference. 2017.  
Workshop on Natural Experiments and Controlled Field Studies. Germany. 2016.  
Bank of Canada Annual Conference on Money and E-Payments. Ottawa. 2016. (discussant)  
Workshop on Natural Experiments and Controlled Field Studies. Germany. 2015.  
NBER Economics of Information Technology and Digitization Winter Meetings. 2015. (discussant)  
NBER Economics of Information Technology and Digitization Winter Meetings. 2013. (discussant)  
American Economic Association Annual Meeting. Philadelphia. 2014. (discussant)  
Northwestern University's Searle Center Research Roundtable on Workplace Science. 2013.  
University of Tokyo's Symposium on Personnel Management. Tokyo. 2013.  
CSIO-IDEI Joint Workshop on Industrial Organization. Toulouse. 2013.  
International Industrial Organization Conference. Boston. 2013.

Winter Business Economics Conference. Salt Lake City. 2013.  
European Winter Finance Conference. Switzerland. 2013.  
American Economic Association Annual Meeting. San Diego. 2013.  
American Finance Association Annual Meeting. San Diego. 2013.  
NBER Law & Economics Summer Institute. 2012.  
NBER Economics of Information Technology and Digitization Summer Institute. 2012. (discussant)  
Workshop on Natural Experiments and Controlled Field Studies. Germany. 2012.  
IZA/SOLE Transatlantic Labour Studies Meeting. Germany. 2012.  
NBER IO Program Winter Meetings. 2012.  
International Industrial Organization Conference. Arlington, VA. 2012.  
CSIO-IDEI Joint Workshop on Industrial Organization. Toulouse. 2011.  
Workshop on Natural Experiments and Controlled Field Studies. Germany. 2011.  
Research Roundtable on the Law and Economics of Digital Markets. Chicago. 2011. (discussant)  
International Industrial Organization Conference. Boston. 2011. (discussant)  
Tournaments, Contest and Relative Performance Measures. Raleigh, NC. 2011.  
UBC Summer Conference on Industrial Organization. 2010.  
Canadian-United States Energy Issues after Copenhagen. Chicago. 2010.  
Winter Business Economics Conference. Salt Lake City. 2010. (discussant)  
INFORMS. San Diego. 2009.  
Quantitative Marketing and Economics. Chicago. 2009. (discussant)  
Tournaments, Contest and Relative Performance Measures. Raleigh, NC. 2008.  
European Association of Research in Industrial Economics (EARIE) Annual Meeting. Portugal. 2005.  
Economic Science Association (ESA) Annual Meeting. Montreal. 2005.  
American Agricultural Economics Association (AAEA) Annual Meeting. Montreal. 2003.  
American Agricultural Economics Association (AAEA) Annual Meeting. Chicago. 2001.

## **MEDIA COVERAGE**

“Shadows and Spillovers in Tournaments” featured in: *Wall Street Journal* “Week in Ideas” (Dec. 2011)

“Tournaments with Superstars” featured on/in: *Wall Street Journal* (April 2011 & April 2010); *Globe and Mail* (Canada. April 2010); *ESPN Sports Center* (April 2008), *National Public Radio’s All Things Considered* (April 2008), *Golf Digest* (May 2008), *Slate Magazine*, *Frankfurter Allgemeine Zeitung* (Germany), *Los Angeles Times*, *Boston Globe*, newspapers in India, the UK, Austria.

“Reputation in Online Auctions” featured in: *The Wall Street Journal*, *San Francisco Chronicle*, *USNews*, *Wired*, *Contra Costa Times* (January 2007)

## **OTHER ACTIVITIES**

Member, College Council, David Eccles School of Business, 2024–present.

Academic Senator, University of Utah, 2021–present.

Member, Academic Senate Executive Committee, University of Utah, 2022–2024.

Member, Senate Faculty Review Standards Committee, 2023–2027.

Co-Chair, dean search committee. David Eccles School of Business. 2021–2022.

Member, dean search committee. David Eccles School of Business. 2023–2024.

Panelist, *MIT Sloan Management Review - Strategy Forum*. 2018–2023.

Grant Reviewer: National Science Foundation (USA); Israel Science Foundation; Social Sciences and Humanities Research Council (Canada).

Reviewer: *American Economic Review, Quarterly Journal of Economics, Journal of Political Economy, Econometrica, Journal of Finance, American Economic Journal: Applied Economics, RAND Journal of Economics, Review of Economic Studies, Review of Economics and Statistics, Journal of Political Economy Microeconomics, Journal of Labor Economics, Management Science, Journal of Financial Economics, Games and Economic Behavior, Journal of Economics and Management Strategy, Journal of Law, Economics and Organization, Journal of Economic Behavior & Organization, International Journal of Industrial Organization, Review of Finance, Economic Inquiry, Economic Journal, Journal of Industrial Economics, Review of Industrial Organization, The B.E. Journal of Economic Analysis & Policy, Journal of the Japanese and International Economies, European Economic Review, Asia Pacific Management Review, Portugese Economic Journal, Contemporary Economics Policy, Managerial Decision Economics, Journal of Sports Economics, Journal of Economic Psychology, American Journal of Agricultural Economics, Canadian Journal of Agricultural Economics; Journal of Human Resources.*

Program Committee: Western Finance Association meeting 2020, 2021, 2022, 2023, 2024.