

CHRISTIAN ROJAS

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Education

Ph.D. Economics, Virginia Tech, 2005

M.A. Economics, Virginia Tech, May 2003

B.A. Economics, Pontificia Universidad Católica del Ecuador (PUCE), Quito, Ecuador, February, 2000. (University of Idaho, exchange program, 1997-1998)

Research and Teaching Interests

Industrial Organization, Applied Microeconomics and Econometrics, Experimental Economics

Employment and Experience

Assistant Professor, Department of Resource Economics, University of Massachusetts-Amherst, September 2006-

Research Team Member at the Food Marketing Policy Center, University of Connecticut and University of Massachusetts, 2003-, <http://www.fmpc.uconn.edu/>

Visiting Assistant Professor of Economics, School of Social Sciences, University of Texas at Dallas, September 2005-May 2006

Manager, Laboratory for the Study of Human Thought and Action, Virginia Tech, August 2004-May 2005, <http://lshta.vt.edu>

Research/Teaching Assistant and Instructor Virginia Tech, 2001-2005

Research Grants

National Science Foundation Grant SES-0820312: “Competitive and Welfare Effects of Vertical Integration and Vertical Restraints: Empirical Evidence,” 2008-2010 [\$114,000]

USDA-NRI: “Incorporating Buyer Market Power and Product Differentiation in the Food Supply Chain,” Nathalie Lavoie (PI), Christian Rojas (PI), Dan Lass, Julie Caswell, 2008-2010. [\$168,789]

Food Marketing Policy Center, University of Massachusetts: Annual subcontract grant as part of Special Grant from the Cooperative State Research, Education, and Extension Service, United States Department of Agriculture to the University of Connecticut, 2007. [\$85,000]

National Science Foundation: Grant SES-0526229: “The Role of Information and Monitoring on Cartel Stability: An Experimental Assessment,” 2005-2007. [\$5,500]

Publications

Industrial Organization

C. Rojas. 2008. “Price Competition in U.S. Brewing.” *Journal of Industrial Economics*, 56, 1-31 [lead article]

C. Rojas and E. Peterson. 2008. “Demand for Differentiated Products: Price and Advertising Evidence from the U.S. beer Market.” *International Journal of Industrial Organization*, 26, 288-307.

D. Huang, C. Rojas and F. Bass. 2008. "What Happens when Demand is Estimated with a Misspecified Model?" *Journal of Industrial Economics*, 56, 809-39.

C. Rojas, A. Andino and W. Purcell. 2008 "Retailers' Response to Wholesale Price Changes: New Evidence from Scanner-Based Quantity-Weighted Beef Prices." *Agribusiness: An International Journal*, 24, 1-15 [lead article]

Experimental and Education

S. Ball, C. Eckel and C. Rojas. 2006. "Technology Improves Learning in Large Principles of Economics Classes: Using our WITS." *American Economic Review* (Papers and Proceedings), 96, 2.

C. Eckel, K. Johnson, C. Montmarquette and C. Rojas. 2007. "Debt Aversion and the Demand for Loans for Post-Secondary Education." *Public Finance Review*, 35.

A. Basuchoudhary, C. Metcalf, K. Pommerenke, D. Reiley, C. Rojas, M. Rostek and J. Stodder. 2008. "Price Discrimination and Resale: A Classroom Experiment." *Journal of Economic Education*, 40, 229-244.

Working Papers

The Role of Information and Monitoring on Collusion. Under review.

Tax Incidence when Quality Matters: Evidence from the Beer Market (with Tianji Shi). Under review.

Eliciting Risk Preferences: When is Simple Better? (with C. Dave, C. Eckel and K. Johnson). Under review.

Are High School Students "Normal?" A Look at their Altruistic Behavior (with C. Eckel, P. Grossman, K. Johnson, A. Milano and R. Wilson).

Work in Progress

Estimating Market Potential in Logit Models of Demand Using Aggregate Data (with Dongling Huang).

Competitive Effects of Territorial and Exclusive Contracts: Evidence from the U.S. Beer Industry
An Analysis of the Determinants of Tax Pass-Through Rates

Seminars and Conferences

Conference-Seminar Presentations:

"The Competitive Effects of Exclusive Contracts: Evidence from the U.S. Beer Industry": University of Massachusetts – Amherst (April, 2007)

"The Role of Information and Monitoring on Collusion": FTC Microeconomics Conference (Nov, 2008), IIOC (May 2008) University of Massachusetts (December, 2007); ESA (June, 2006).

"Price Competition in U.S. Brewing": Northwestern-Kellogg (April, 2008); Northeastern University (April, 2007); University of Connecticut (February, 2007); University of Massachusetts – Amherst (February, 2006); Towson University (February 2006); University of Texas-Pan American (February, 2006); St. Cloud State University (February, 2006); Penn State-Erie (January, 2006); University of Texas – Dallas (December, 2005); Southern Economic Association Meetings - Chair of "U.S. Brewing Industry" session (November, 2005). IIOC, (April, 2005). Virginia Tech, (Spring 2005).

"Price Discrimination and Resale: A Classroom Experiment": Economic Science Association North American Meetings, (November, 2004).

Research/Teaching Workshops and Conferences (Competitive):

NSF grant to participate in 1st Meeting of Winners of the Bank of Sweden Prize in Economic Sciences in Memory of Alfred Nobel, Lindau, Germany, September, 2004, www.lindau-nobel.de

Mannheim Empirical Research Summer School (MERSS), Mannheim, Germany, June, 2004.

NSF Workshop on Classroom Experiments, Williamsburg, Virginia, May 2004.

Awards and Fellowships

Graduate Student Instructor of the Year, Department of Economics, Virginia Tech, May 2004.

College of Science Outstanding Graduate Student Award nominee, Virginia Tech, January 2004.

Research and Travel Grants, Department of Economics, Virginia Tech, 2003, 2004 & 2005

Valedictorian, Department of Economics, PUCE, Quito-Ecuador, February 2000

Fellowship, Swedish International Development Agency (SIDA), Stockholm, Sweden, June 1999

Fellowship, University of Idaho - PUCE exchange program, 1997-1998

Courses Taught

University of Massachusetts-Amherst (2006-2008): Industrial Organization I (graduate),
Public Policy in Private Markets

University of Texas at Dallas (2005-2006): Empirical IO (Ph.D.), Managerial Economics

Virginia Tech (Instructor) (2002-2004): Microeconomic Theory, Principles of Microeconomics

Referee Services

Journal of Industrial Economics (3), *International Journal of Industrial Organization* (1), *Economics Letters* (1),
Journal of Regulatory Economics (1), *Economic Inquiry* (1), *Managerial and Decision Economics* (1), *National Tax
Journal* (1), *Economics of Education Review* (1), *American Journal of Agricultural Economics* (1), *Agribusiness* (2),
Journal of Agricultural and Resource Economics (1).

Industry and other Consulting Experience

Consultant, Secretaría Nacional de Planificación y Desarrollo, Quito-Ecuador, June-August, 2008

Consultant, Movistar, Quito-Ecuador, January, 2007

Economic Analyst, Interconnection and Regulation, Andinatel S.A., Ecuador, 1998-2001.

Ad-Hoc Activities

Op-Ed (occasional) writer, *El Comercio*, largest newspaper in Ecuador: www.elcomercio.com

Languages

English (fluent), Spanish (native)