

**CHRISTIAN ROJAS**

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**Education**

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Ph.D. Economics, Virginia Tech, 2005

M.A. Economics, Virginia Tech, 2003

B.A. Economics, Pontificia Universidad Católica del Ecuador, 2000.

**Research and Teaching Interests**

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Industrial Organization, Applied Microeconomics and Econometrics, Experimental Economics

**Employment and Experience**

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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**

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*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, 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- 2010. [\$60k to \$85k per year]

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

**Publications & Papers under Resubmission**

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***Industrial Organization***

C. Rojas. 2009. The Role of Information and Monitoring on Collusion. Revision requested by *RAND Journal of Economics*.

C. Rojas. 2009. The Competitive and Welfare Effects of Exclusive Agreements: Evidence from US brewing. Revision requested by *Journal of Law and Economics*.

C. Rojas and T. Shi. 2009. Tax Incidence when Quality Matters: Evidence from the Beer Market, Revision requested by *International Journal of 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**

Logit Models of Demand: A Word of Caution on the Market Potential Assumption (with D. Huang). Under review.

Buyer Market Power and Vertically Differentiated Retailers (with S. Wang, N. Lavoie and D. Lass). Under review.

Market Power and the Lerner Index: A Classroom Experiment. Under review.

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

Social Norms of Sharing in High School: Teen Student Giving in the Dictator Game (with C. Eckel, P. Grossman, K. Johnson, A. Milano and R. Wilson). CBEES Working paper 08-04.

### **Work in Progress**

Welfare effects of Vertical Integration: An Empirical Analysis of the Soft Drinks Industry.

An Analysis of the Determinants of Tax Pass-Through Rates

### **Seminars and Conferences**

*Conference-Seminar Presentations:*

"Using Technology in the Classroom to Enhance Learning", International Keynote Speaker, National Meeting of Economics Professors, Colombia (2009 - scheduled).

"Buyer Market Power and Product Differentiation in the Food Industry", AAEA, (2009)

"Estimation of Demand for Differentiated Products and Applications," University of Connecticut (2009).

"Estimating Market Potential in Logit Models of Demand Using Aggregate Data", IIOC, (2009)

“The Competitive Effects of Exclusive Contracts: Evidence from the U.S. Beer Industry”: Andean Development Corporation – CAF - Venezuela (2009), University of Massachusetts – Amherst (2007)

“Price Competition in U.S. Brewing”: Northwestern-Kellogg (2008); Northeastern University (2007); University of Connecticut (2007); University of Massachusetts – Amherst (2006); Towson University (2006); University of Texas-Pan American (2006); St. Cloud State University (2006); Penn State-Erie (2006); University of Texas – Dallas (2005); Southern Economic Association Meetings (2005). IIOC, (2005). Virginia Tech, (2005).

“The Role of Information and Monitoring on Collusion”: 1<sup>st</sup> FTC Microeconomics Conference (2008), IIOC (2008) University of Massachusetts (2007); ESA (2006); Virginia Tech (2005).

“Price Discrimination and Resale: A Classroom Experiment”: ESA (2004).

*Research/Teaching Workshops and Conferences:*

NBER IO Summer Institute (2008, 2009).

NSF grant to attend 1<sup>st</sup> Meeting of Nobel Laureates in Economics, Germany, (2004) [www.lindau-nobel.de](http://www.lindau-nobel.de)

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

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

### **Courses Taught**

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*Università degli Studi di Napoli Federico II*, Dipartimento di Economia e Politica Agraria, Portici, Italy (Summer 2009): Industrial Organization (graduate)

*University of Massachusetts-Amherst* (2006-2009): Industrial Organization, Industrial Organization I (graduate), Public Policy in Private Markets (antitrust course).

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

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

### **Awards and Fellowships**

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

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.

### **Referee Services**

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*Agribusiness* (3), *American Journal of Agricultural Economics*, *Economics of Education Review*, *Economic Inquiry*, *Economics Letters*, *International Journal of Industrial Organization*, *Journal of Agricultural and Resource Economics*, *Journal of Economic Behavior and Organization*, *Journal of Industrial Economics* (3), *Journal of Regulatory Economics*, *Journal of Risk & Uncertainty*, *Managerial and Decision Economics*, *National Science Foundation* (2), *National Tax Journal* (2), *Review of Economic Studies*.

### **Industry and other Consulting Experience**

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Outside Accreditation Reviewer (PhD program at the Universidad de Chile), Comisión Nacional de Acreditación, Chile, May, 2009.

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

Consultant, Humboldt Management, [www.humboldtmanagement.com](http://www.humboldtmanagement.com), Quito-Ecuador, 2008-

Consultant, Movistar, Quito-Ecuador, January, 2007

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

**Ad-Hoc Activities**

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

**Languages**

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English (fluent), Spanish (native)