

Robert Seamans

44 West 4th St, KMC 7-58, NYU Stern School of Business, NY, NY 10012 rseamans@stern.nyu.edu

APPOINTMENTS

- New York University, Stern School of Business** 2009 – present
Associate Professor, 2015 -
 On leave academic year 2015 – 2016
Assistant Professor, 2009 - 2015
- White House Council of Economic Advisers** 2015 – 2016
Senior Economist for Technology and Innovation

RESEARCH FOCUS

My research studies how technology and governance structures affect strategic interactions between firms, affect incentives to innovate, and shape market outcomes. Most of my research settings are industries characterized by multi-sided markets, including cable TV, credit cards, Internet, newspapers, telecommunications, and other technology-focused industries.

PUBLICATIONS (Authors Listed in Alphabetical Order)

- [1] Robert Seamans. 2012. Fighting City Hall: Entry Deterrence and Technology Deployment in the Cable TV Industry. *Management Science*. 58(3): 461-475. [Lead Article]
- [2] Aaron Chatterji and Robert Seamans. 2012. Entrepreneurship, Credit Cards and Race. *Journal of Financial Economics*. 106(1): 182-195.
- [3] Robert Seamans. 2013. Threat of Entry, Asymmetric Information and Pricing. *Strategic Management Journal*. 34(4): 426-444.
- [4] Robert Seamans and Feng Zhu. 2014. Responses to Entry in Multi-Sided Markets: The Impact of Craigslist on Local Newspapers. *Management Science*. 60(2): 476-493.
- *Runner-up for Best Paper Published in Management Science, 2015*
- [5] Alicia Robb and Robert Seamans. 2014. The Role of R&D in Entrepreneurial Finance. *Advances in Strategic Management (Special Issue on Finance and Strategy)*. 31: 341-373.
- *Winner of Kauffman Firm Survey Best Paper Award, Strategic Management Society 2011*
 - *Winner of Kauffman Foundation Promising Paper Award, 2011*
- [6] Victor Bennett, Robert Seamans and Feng Zhu. 2015. Cannibalization and Option Value Effects of Secondary Markets: Evidence from the US Concert Industry. *Strategic Management Journal*. 36(11): 1599-1614. [Lead Article]
- *Winner of Best Paper for Practice Implications, Strategic Management Society 2013*
 - *Runner-up for Best Paper Award, Strategic Management Society 2013*
 - *Winner, BPS Distinguished Paper Award, Academy of Management 2013*
 - *Academy of Management Best Paper Proceedings, 2013*

[7] Jason Chan, Anindya Ghose and Robert Seamans. 2016. Internet and Hate Crime: Offline Spillovers from Online Access. *MIS Quarterly*. 4(2): 381-403.

[8] Geraldo Cerqueiro, Deepak Hegde, María Fabiana Penas and Robert Seamans. Forthcoming. Debtor Rights, Credit Supply, and Innovation. *Management Science*. (Accepted March 17, 2016).

[9] Robert Seamans and Feng Zhu. Forthcoming. Repositioning and Cost Cutting: The Impact of Competition on Platform Strategies. *Strategy Science*. (Accepted January 14, 2017).

Selected press for published papers:

ABC, Ars Technica, The Atlantic, Boston Globe, CBS, Daily Beast, Economic Times, Forbes, Harvard Business Review, MSN, The Nation, TheStreet.com, Wall Street Journal, and others.

SELECTED WORKING PAPERS

[10] Competition between Organizational Forms: Banks vs. Credit Unions after the Financial Crisis (with Aaron Chatterji and Jiao Luo), *under review*.

- *Academy of Management Best Paper Proceedings, 2015*

[11] Intra-firm Spillovers? The Stock and Flow Effects of Collocation (with Evan Rawley) *US Census Bureau working paper # CES-WP-15-01, revisions requested*.

[12] Entrepreneurship, Innovation, and Political Competition: How the Public Sector Helps the Sharing Economy Create Value (with Yongwook Paik and Sukhun Kang), *under review*.

[13] The Effect of the Internet on Newspaper Readability (with Abdallah Salami), *Net Institute working paper #14-13*

SELECTED WORK IN PROGRESS AND OTHER WRITING

Demand Pull or Supply Push? Airmail and Innovation (with Eunhee Sohn and Daniel Sands)

Bankruptcy Law, Political Economy, Entrepreneurship (w/ Geraldo Cerqueiro and M. Fabiana Penas)

Complements or Substitutes? Firm-Level Management of Robotics and Automation (with Sue Helper)

Transaction Cost Economics in the Digital Economy: A Research Agenda (with Steve Tadelis and Frank Nagle)

Strategy in the Context of Digital Innovation and Big Data (with Xavier Martin)

OTHER WRITING

“We Won’t Even Know If A Robot Takes Your Job” *Forbes*, January 11, 2017

<https://www.forbes.com/sites/washingtonbytes/2017/01/11/we-wont-even-know-if-a-robot-takes-your-job/>

“No, Robots Should Not Be Taxed” *Forbes*, March 3, 2017

<https://www.forbes.com/sites/washingtonbytes/2017/03/03/no-robots-should-not-be-taxed>

SEMINARS, PRESENTATIONS, DISCUSSIONS

Seminars (*scheduled)

*Bocconi, Boston University, Columbia, CUNY-Graduate Center, Duke, Emory, Federal Trade Commission, *Frankfurt School of Finance and Management, George Washington University, Harvard, Imperial College London, London Business School, MIT, National University Singapore, Purdue, *Rutgers, Seoul National University, Stanford, Temple, UCLA, University of British Columbia, University of Illinois, University of Michigan, University of Minnesota, UNC-Chapel Hill, University of Southern California, University of Toronto, *University of Western Ontario, Washington University St. Louis

Conference Presentations and Discussions (*scheduled)

2016: NSF Workshop on Innovation, Darden Cambridge Conference, National Conference on Business Development in Underserved Communities, Tuck Junior Faculty Summer Camp, Kauffman Foundation Minority Entrepreneurship Workshop at AOM, SMS, INFORMS-Strategy Science

2015: Kauffman Dissertation Workshop at AEA, Atlanta Competitive Advantage Conference, SRF, National Conference on Business Development in Underserved Communities, AOM, SMS

2014: Institutions & Innovations Conference, Kauffman Emerging Scholar Conference, SMS, SIFR Conference on the Financial Economics of Entrepreneurship and Innovation, AOM, Tuck Junior Faculty Summer Camp, NBER Entrepreneurship Boot Camp Alumni Panel, Queen’s University Economics of Entrepreneurship & Innovation Conference

2013: Institutions & Innovations Conference, SMS, AOM, Tuck Junior Faculty Summer Camp, SRF, HBS Institutional Analysis Conference, UMD Smith Entrepreneurship Conference, Utah-BYU Winter Strategy Conference

2012: SMS, AOM, Northwestern University Conference on Internet Search and Innovation, SRF

2011: Columbia Strategy Conference, Institutions & Innovations Conference, Fox-Kauffman Workshop on Empirical Entrepreneurship, SMS, NBER Summer Institute, ISNIE, ACAC, IIOC

2010 & earlier: NET Institute Conference, ICT Conference-LMU, Institutions & Innovations Conference, Atlanta Fed Small Business Conference, AOM, NBER Summer Institute, Industry Studies Conference, UVA Darden Entrepreneurship and Innovation Research Conference, Telecom Policy Research Conference, AEA, ISNIE, IIOC, CCC

GRANTS AND FELLOWSHIPS

Kauffman Foundation Grant for CCC Doctoral Conference at NYU (2015) (\$25,000)

Kauffman Foundation Junior Faculty Fellowship Grant (2013-14) (\$40,000)

NBER Grant for Summer Entrepreneurship Boot Camp (2009) (\$1,000)

NET Institute Summer Research Grants (2008, 2010, 2013, 2014) (\$4,500 - \$6,000)
American Public Power Association Student Research Grant (2006) (\$2,000)
UC Berkeley Haas School of Business Schwabacher Dissertation Fellowship (2008-09)
California Management Review Doctoral Student Fellowship (2007-08)
Kauffman Foundation Fellowship for Summer Entrepreneurship Studies (2007)
UC Berkeley Haas School of Business Graduate Fellowships (2004-06)

TEACHING

Professor

MBA Strategy, NYU Stern (2017)
MBA Competitive Strategy, NYU Stern (2017)
MBA Corporate Strategy, NYU Stern (2009, 2010, 2011, 2012, 2013, 2014, 2017)

- *Mini-cases developed: 5-Hour Energy Drink, Franchising, Disney+Marvel, J&J's Credo*

MBA Game Theory, NYU Stern (2014, 2015, 2017)
EMBA Game Theory, NYU Stern (2017)
Undergraduate Game Theory, NYU Stern (2010, 2011, 2012, 2014, 2015, 2017)

Graduate Student Instructor

MBA Strategy, UC Berkeley Haas (2007, 2008)
MBA Microeconomics, UC Berkeley Haas (2006, 2007)

- *UC Berkeley Outstanding GSI Award (awarded to <10% of UC Berkeley GSIs)*
- *Earl F. Cheit Outstanding GSI Award for EWMBA program (awarded to one GSI/yr)*

DISSERTATION COMMITTEES

Hong Luo (NYU Stern Economics, 2011; First job: Harvard Business School)
Selvin Akkus (NYU Stern Economics, 2013; First job: Bates-White)
Jason Chan (NYU Stern Information Systems, 2014; First job: University of Minnesota)
Sandy Yu (NYU Stern Economics, 2015; First job: post-doc at UC Berkeley)
Francis Park (NYU Stern Management)

PROFESSIONAL SERVICE

Reviewing

- Editorial Review Board: *Strategic Management Journal* (2013-)
- Editorial Review Board: *Strategic Science* (2017-)
- Meritorious and Distinguished Service Awards: *Management Science* (2012, 2013, 2014)
- Special Issue Editor: *Small Business Economics* (2016)
- Ad Hoc Reviewer: AOM and SMS meetings, Kauffman Foundation grants, SMS Strategy Research Foundation grants, *Organization Science* dissertation award, and multiple journals including: *California Management Review, Information Economics & Policy, Information Systems Research, Journal of Economics & Management Strategy, Journal of Industrial Economics, Journal of Law and Economics, Journal of Law, Economics & Organization, Management Science, Organization Science, Strategic Management Journal* and *Strategy Science*.

Conference Organization

- Organizer, Co-Organizer or Steering Committee: CCC (2014, 2015, 2018), Kauffman Emerging Scholar Conference (2014), NYU Stern Economics of Strategy Workshop (2011, 2014), Institutions & Innovations (UC Berkeley alumni) Conference (2012, 2013, 2014, 2016)
- AOM BPS Division Research Committee (2013-2015)
- AOM Presenter Symposia and Panels (2008, 2011, 2014, 2017)
- SMS Panel on Sharing Economy (2016)
- Discussant: Multiple conferences including: AOM, IIOC, NETI, SIRF, SMS, SRF

Mentoring

- Intel Mentorship, Bronx High School of Science (2013-2015)
- NYU Stern Undergraduate Honors Thesis Advisor (2011, 2012)
- Peer Advisor: UC Berkeley (Haas) Business & Public Policy PhD Students (2006-2007)

NYU Service

- NYU representative to US Census Bureau's NYCRDC Advisory Board and Executive Committee (2014-)
- NYU Stern Annual Venture Competition Judge (2013, 2014)
- NYU Stern Management Department Research Committee (2013-2014)

Membership

- Academy of Management, American Economic Association, INFORMS, Strategic Management Society, Strategy Research Forum

EDUCATION

University of California, Berkeley, Haas School of Business	2009
Ph.D. in Business Administration; Concentration: Business and Public Policy	
Dissertation: "Strategic and Structural Barriers to Entry"; Committee: David Mowery (co-chair), Steven Tadelis (co-chair), Howard Shelanski, Catherine Wolfram	
<ul style="list-style-type: none"> • <i>Best Dissertation in Competition Policy, UC Berkeley (2010)</i> • <i>Hayase Award for Service to PhD Students (2007)</i> 	
Boston University, Graduate School of Arts and Sciences	2004
M.A. in Economics	
Yale School of Management	2001
M.B.A. with Strategy Concentration	
Reed College	1996
B.A. in English; Senior Thesis on Chaucer's <i>Canterbury Tales</i>	

INDUSTRY EXPERIENCE

Analysis Group (Boston, MA), Associate	2004
Massachusetts Dept of Economic Development (Boston, MA), Consultant	2001
Corillian Corp (Portland, OR), Strategic Initiatives	2000
US International Trading Corp (Portland, OR), Project Manager	1997 – 1999
English Teacher; Various Acting Roles (Fuzhou, China)	1996

PERSONAL

- Married to Georgia Silvera Seamans, PhD (Landscape Architecture and Environmental Planning, UC Berkeley) since August 9, 2003
- Two children: son Robert (b. 2010) and daughter Colette (b. 2014)
- Other interests include skiing, running, and rooting for Boston sports teams

Last updated: March 24, 2017