

NISVAN ERKAL

CONTACT INFORMATION

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RESEARCH AND TEACHING FIELDS

Industrial Organization, Economics of Innovation, Experimental Economics,
Microeconomics

EMPLOYMENT

Professor, Department of Economics, University of Melbourne, January 2016 onwards.

Associate Professor, Department of Economics, University of Melbourne, January 2012-
December 2015.

Visiting Academic, Monash University, January 2015-July 2015.

Visiting Scholar, University of California, Berkeley, July 2007-January 2008; July 2011-
January 2012.

Senior Lecturer, Department of Economics, University of Melbourne, August 2008-
December 2011.

Lecturer, Department of Economics, University of Melbourne, January 2003-August
2008.

Research Associate, Intellectual Property Research Institute of Australia (IPRIA),
University of Melbourne, January 2003-present.

EDUCATION

Ph.D. Economics, University of Maryland at College Park, 2002
Dissertation: Essays on Innovation, Diffusion, and Product Choice
Committee Co-Chairs: Rachel E. Kranton and Daniel R. Vincent

M.A. Economics, University of Maryland at College Park, 2001

B.A. Philosophy and English Literature, Macalester College, 1994

PUBLICATIONS

Journals

- “Monetary and Non-Monetary Incentives in Real-effort Tournaments,” 2018, with Lata Gangadharan and Boon Han Koh, *European Economic Review*, 101, 528-545.
- “Impact of Rebates and Refunds on Contributions to Threshold Public Goods: Evidence from a Field Experiment,” 2016, with Matthew Donazzan and Boon Han Koh, *Southern Economic Journal*, 83(1), 69-86.
- “Cultural Integration: Experimental Evidence of Convergence in Immigrants’ Preferences,” 2015, with Lisa Cameron, Lata Gangadharan, and Marina Zhang, *Journal of Economic Behavior & Organization*, 111, 38-58.
- “Welfare Receipt and the Intergenerational Transmission of Work-Welfare Norms,” 2015, with Deborah Cobb-Clark and Juan Baron, *Southern Economic Journal*, 82(1), 208-234.
- “Optimal Technology Sharing Strategies in Dynamic Games of R&D,” 2014, with Deborah Minehart, *Journal of Economics and Management Strategy*, 23(1), 149-177.
- “Recursive Contracts, Firm Longevity and Rat Races: Theory and Experimental Evidence,” 2013, with Peter Bardsley, Nikos Nikiforakis and Tom Wilkening, *European Economic Review*, 61, 217-231.
- “Little Emperors Pose Behavioral Challenges,” 2013, with Lisa Cameron, Lata Gangadharan, and Xin Meng, *Science*, 340(6130), 272-273. (Reply to comment by Zhao, Ma, Yao, Wan and Ng.)
- “Little Emperors: Behavioral Impacts of China’s One Child Policy,” 2013, with Lisa Cameron, Lata Gangadharan, and Xin Meng, *Science*, 339(6122), 953-957.
- “An Experimental Analysis of Dynamic Incentives to Share Knowledge,” 2013, with Cary Deck, *Economic Inquiry*, 51(2), 1622-1639.
- “Relative Earnings and Giving in a Real-Effort Experiment,” 2011, with Lata Gangadharan and Nikos Nikiforakis, *American Economic Review*, 101(7), 3330-3348.
- “Welfare-Reducing Mergers in Differentiated Oligopolies with Free Entry,” 2010, with Daniel Piccinin, *Economic Record*, 86(273), 178-184.
- “Cooperative R&D under Uncertainty with Free Entry,” 2010, with Daniel Piccinin,

International Journal of Industrial Organization, 28(1), 74-85.

“Propensities to Engage in and Punish Corrupt Behavior: Experimental Evidence from Australia, India, Indonesia and Singapore,” 2009, with Lisa Cameron, Ananish Chaudhuri and Lata Gangadharan, *Journal of Public Economics*, 93(7-8), 843-851.

“Subject Pool Effects in a Corruption Experiment: A Comparison of Indonesian Public Servants and Indonesian Students,” 2009, with Vivi Alatas, Lisa Cameron, Ananish Chaudhuri, and Lata Gangadharan, *Experimental Economics*, 12(1), 113-132.

“Gender and Corruption: Insights from an Experimental Analysis,” 2009, with Vivi Alatas, Lisa Cameron, Ananish Chaudhuri, and Lata Gangadharan, *Southern Economic Journal*, 75(3), 663-680.

“Buyer-Supplier Interaction, Asset Specificity, and Product Choice,” 2007, *International Journal of Industrial Organization*, 25(5), 988-1010.

“The Decision to Patent, Cumulative Innovation, and Optimal Policy,” 2005, *International Journal of Industrial Organization*, 23(7-8), 535-562.

“Optimal Licensing Policy in Differentiated Industries,” 2005, *Economic Record*, 81(252), 51-64.

“On the Interaction between Patent and Trade Secret Policy,” 2004, *Australian Economic Review*, 37(4), 427-435.

Book chapters

“Reimagining Innovation Theory: Suzanne Scotchmer and the Ideas Model,” 2017, with Deborah Minehart and Steve Maurer, in S. Maurer (Ed.), *On the Shoulders of Giants: Colleagues Remember Suzanne Scotchmer's Contributions to Economics*, Cambridge University Press.

“Hotelling’s Model of Spatial Competition,” 2010, in M. Blaug and P. Lloyd (Eds.), *Famous Figures and Diagrams in Economics*, Cheltenham: Edward Elgar.

WORKING PAPERS

“Competing by Default: A New Way to Break the Glass Ceiling” with Lata Gangadharan and Erte Xiao. (available at <https://ssrn.com/abstract=3022386>)

“Aggregative Oligopoly Games with Entry,” with Simon Anderson and Daniel Piccinin. (earlier version appeared as CEPR Discussion Paper DP9511) (*under review*)

“Foundations of Relational Contracting: Experimental Evidence,” with Brian Roe and Steve Wu, IZA Discussion Paper No. 8704. (*under review*)

“Scarcity of Ideas and R&D Options: Use it, Lose it or Bank it,” with Suzanne Scotchmer. (earlier version appeared as NBER Working Paper No. 14940) (*under review*)

“Scarcity of Ideas and Options to Invest in R&D,” with Suzanne Scotchmer, University of California, Berkeley, Department of Economics, Working Paper 07-348.

“Horizontal Mergers with Free Entry in Differentiated Oligopolies,” with Daniel Piccinin, University of Melbourne, Department of Economics, Research Paper #976.

“Generic Prescription Drug Markets: Price, Concentration, and Market Dominance,” with Lane Koenig, November 1998.

WORK IN PROGRESS

“Attribution Biases in Leadership: Is it Effort or Luck?” with Lata Gangadharan and Boon Han Koh.

“Scarcity of Ideas and Optimal Awards in Innovation Contests” with Jun Xiao.

“Scarcity of Ideas and Optimal R&D Policy” with Suren Basov, Deborah Minehart and Suzanne Scotchmer.

“Project Selection and Strategic Information Disclosure” with Guillem Roig.

“Errors in the Patent Office and Collusion in Innovation” with Simona Fabrizi and Steffen Lippert.

“Feedback and Groups in Contests” with Kai Barron and Boon Han Koh.

“Political Connections, Social Network Investment, and Entrepreneurship,” with Raja Kali.

“Entrepreneurship, Reputation, and Business Groups,” with Raja Kali.

“Incentives to Search for Prior Art,” with Rosemary Humberstone.

HONOURS AND AWARDS

Faculty of Business and Economics, University of Melbourne, Dean's Prize for Exceptional Distinction in Research, 2014.
Faculty of Business and Economics, University of Melbourne, Dean's Certificate for Research Excellence, 2012.
Graduate Fellowship, University of Maryland, College Park.
Graduate Assistantship, University of Maryland, College Park.
Phi Beta Kappa.
John M. Dozier Award in Economics, Macalester College.
B.A., *Magna Cum Laude*, Macalester College.
Lowell Thomas Endowed and Harry Scherman Awards in English Lit., Macalester College.
Academic Scholarship, Macalester College.

TEACHING

Experience

University of Melbourne: Introductory Microeconomics (ECON10004), Industrial Organization (ECON40007/90005), Industrial Economics (ECON30003), Diploma Microeconomics (316-804).
University of Maryland: Industrial Organization (undergraduate), Intermediate Microeconomics (undergraduate).

Awards

Dean's Certificate for Excellence in Teaching, Faculty of Economics and Commerce, University of Melbourne, 2007, 2008.
Outstanding Lecturer Award, Faculty of Economics and Commerce, University of Melbourne, 2006.
Departmental Teaching Award, Department of Economics, University of Maryland, Spring 2001.

STUDENT SUPERVISION

Ph.D.: Jingong Huang (in progress), Boon Han Koh (first job at the University of Melbourne as a Research Fellow), Rosemary Humberstone, Vicar Valencia (first job at RMIT), Christian Roessler (first job at the University of Queensland; recipient of the Williams Prize for the best thesis in the Faculty of Business and Economics; nominated for the Chancellor's Prize for Excellence in the Ph.D. thesis)
Masters: Rebecca King (2016), Andrew Clausen (2005 – joined the PhD program at the

University of Pennsylvania)

Honours: Grayson Huynh (2017), Ronen Yehudah Slonim (2017), David Huang (2014), Xianglong Liu (2014), Matt Donazzan (2009), Simone Si-Yin Wong (2009), Daniel Clifton (2008), Sam Dean (2007), Mark Chicu (2006 – joined the Ph.D. program at Northwestern University), Greg Moran (2006), Leng Lee (2005 – joined the Ph.D. program at Oxford University), Daniel Piccinin (2005), Patrick Ho (2004), Rosemary Humberstone (2004 – joined the Ph.D. program at the University of Melbourne), Claire K. McNees (2004)

RESEARCH GRANTS

External

- Australian Research Council Discovery Grant, “Optimal Prize Structures in the Innovation Context,” 2017-2019, \$155,000 (joint with Jun Xiao).
- Australian Research Council Discovery Grant, “Optimal Policy Design with Entry: A Model of Aggregative Oligopoly Games,” 2016-2018, \$135,000 (joint with Simon Anderson).
- Australian Research Council Discovery Grant, “Relative Income, Social Preferences, and Charitable Giving: An Experimental Analysis,” 2010-2012 (joint with Lata Gangadharan and Nikos Nikiforakis).
- Australian Research Council Discovery Grant, “Scarcity of Ideas and Design of Optimal Incentive Schemes for Innovation,” 2009-2011.
- Royal Society of New Zealand, Marsden Fund, “Venture Capitalists and Intellectual Property,” 2009-2011 (joint with Simona Fabrizi and Steffen Lippert).
- Australian Research Council Discovery Grant, “The Economics of Corruption and Institutional Change: Theory and Experiments,” 2006-2008 (joint with Lata Gangadharan, Lisa Cameron, and Ananish Chaudhuri).
- Australian Research Council Linkage Grant, “Designing Innovative Allocation Mechanisms for Public Policy,” 2006-2008 (joint with Peter Bardsley, Charlotte Duke, Lata Gangadharan and Jim Mirrlees from the University of Melbourne, and 5 external partner investigators).

Internal

- Early Career Researcher Grant, University of Melbourne (2006).
- Faculty of Economics and Commerce Research Grant, University of Melbourne (2017, 2007, 2005, 2004, 2003).
- Faculty of Economics and Commerce Visiting Scholar Award (2016, 2012, 2010, 2007, 2005).
- Faculty of Economics and Commerce Seeding Grant, University of Melbourne (2004).

CONFERENCE PRESENTATIONS

Asia-Pacific Industrial Organization Conference (APIOC), University of Auckland, Auckland, New Zealand, 2017

Asia-Pacific Industrial Organization Conference (APIOC), University of Melbourne, Melbourne, Australia, 2016

Workshop in Honour of Richard Cornes, Australian National University, Canberra, Australia, 2016

International Summer Festival on Game Theory, Workshop on Game Theory in Trade and Development, Stony Brook, New York, USA, 2011

Australasian Economic Theory Workshop, University of Adelaide, Adelaide, Australia, 2011

Economic Theory Workshop, Deakin University, Melbourne, Australia, 2010

Asia-Pacific ESA Conference, Melbourne, Australia, 2010

Pacific Rim Innovation Conference, Melbourne, Australia, 2010

North American ESA Conference, Tucson, AZ, USA, 2009

International Industrial Organization Conference, Boston, MA, USA, 2009

Summer Workshop in Industrial Organization, Auckland, New Zealand, 2009

American Economic Association Annual Meetings, San Francisco, CA, USA, 2009

Australasian Experimental Economics Workshop, Melbourne, Australia, 2008

Research Symposium on the Economics and Law of the Entrepreneur, Searle Center on Law, Regulation, and Economic Growth, Northwestern University, Chicago, IL, USA, 2008

North American Summer Meetings of the Econometric Society, Pittsburgh, PA, USA, 2008

International Industrial Organization Conference, Arlington, VA, USA, 2008

North American Summer Meetings of the Econometric Society, Durham, NC, USA, 2007

Conference on Innovation and Competition in the New Economy, University of Milan, Bicocca, Italy, 2007 (plenary session)

American Economic Association Annual Meetings, Chicago, IL, USA, 2007

Australasian Meeting of the Econometric Society, Alice Springs, Australia, 2006

North American Summer Meetings of the Econometric Society, Minneapolis, MN, USA, 2006

Midwest Economic Theory Meetings, East Lansing, MI, USA, 2006

International Industrial Organization Conference, Boston, MA, USA, 2006

Industry Economics Conference, Melbourne, Australia, 2005

Australian Conference of Economists, Melbourne, Australia, 2005

International Industrial Organization Conference, Atlanta, GA, USA, 2005

Summer Workshop in Industrial Organization, Auckland, New Zealand, 2005

Australian Economic Theory Workshop, Auckland, New Zealand, 2005

Australasian Meeting of the Econometric Society, Melbourne, Australia, 2004

International Industrial Organization Conference, Chicago, IL, USA, 2004

Australian Economic Theory Workshop, Melbourne, Australia, 2004

Annual Congress of the European Economic Association, Stockholm, Sweden, 2003

Annual Conference of EARIE, Helsinki, Finland, 2003

North American Summer Meetings of the Econometric Society, Evanston, IL, USA, 2003

Australian Economic Theory Workshop, Sydney, Australia, 2003

INVITED SEMINAR PRESENTATIONS

Australian National University (Economics and RISSS); Curtin University; Deakin University; La Trobe University; Intellectual Property Research Institute of Australia (IPRIA); Monash University; University of Adelaide; University of Arizona; University of Arkansas; University of Auckland; University of California, Berkeley (Haas and ARE); University of Colorado at Boulder; University of Maryland, College Park; University of Melbourne; University of Missouri, Columbia; University of New South Wales; University of Oregon; University of Queensland; University of South Australia; University of Sydney; University of Technology Sydney; University of Virginia; University of Western Australia, US Department of Justice.

SELECTED MEDIA COVERAGE

“Little Emperors: Behavioral Impacts of China’s One Child Policy”

Australia: ABC Radio, The Australian, The Conversation, Cosmos

North America: NPR, Voice of America, Associated Press, CNN, New York Times, Wall Street Journal, The New Yorker, Los Angeles Times, Time Magazine, The Scientist, Discover, Fox News, Bloomberg News, Foreign Policy Magazine, The Atlantic, Psychology Today, The Globe and Mail (Canada)

Europe: BBC, Reuters, The Independent, New Scientist, Le Monde, France 24, Le Figaro, German Public Radio, Die Zeit, Der Tagesspiegel, Vice Magazine (Germany), Danish Broadcasting Service, Corriere della Sera

China: China Daily, Global Times, Beijing News

“Relative Earnings and Giving in a Real-Effort Experiment”

ABC Radio

PROFESSIONAL ACTIVITIES AND SERVICE

Committee work

Mentoring Committee Member for Various Junior Colleagues, Department of Economics, University of Melbourne, 2014-present.

Steering Committee for the Experimental Economics Laboratory at the University of Melbourne, 2007-present.

Faculty of Business and Economics Content Advisory Committee, 2016.

Faculty of Business and Economics Centre for Strategic Philanthropy Working Party, 2016.

Faculty of Business and Economics Behavioural Research Laboratory Working Party, 2016.

Senior Recruiting Committee, Department of Economics, University of Melbourne, 2014-2016.

Selection Committee for Level B and C Academic Staff, Department of Economics, University of Melbourne, 2015-2016.

Microeconomics Core Sequence Review Committee, Department of Economics, University of Melbourne, 2015.

Academic Confirmation Panel, Faculty of Business and Economics, University of Melbourne, 2015.

Best Tutor Prize Committee, Department of Economics, University of Melbourne, 2015.

Review of Economics Major and Honours Prerequisites Committee, Department of Economics, University of Melbourne, 2014.

Department Executive Committee, Department of Economics, University of Melbourne, 2014.

SSPL Committee, Faculty of Business and Economics, University of Melbourne, 2013.

Graduate Programs Review Subcommittee on Microeconomics, Department of Economics, University of Melbourne, 2009.

Selection Committee for Level B and C Academic Staff, Department of Economics, University of Melbourne, 2007-2008.

Selection Committee for Level B and C Academic Staff, Department of Economics, University of Melbourne, 2005-2006.

SSPL Committee, Faculty of Economics and Commerce, University of Melbourne, 2005.

Economics Departmental Committee, University of Melbourne, 2005.

Working Party on Peer Review of Teaching, Department of Economics, University of Melbourne, 2004.

Equal Opportunity for Women in the Workplace Committee, Faculty of Economics and Commerce, University of Melbourne, 2004.

Selection Committee for Level B and C Academic Staff, Department of Economics, University of Melbourne, 2003-2004.

Conference organization

Organizing Committee, Asia-Pacific Industrial Organization Conference (APIOC), 2016, 2017, 2018.

Co-organizer, 12th Annual Australia New Zealand Workshop on Experimental Economics, 2017.

Co-organizer, 30th Ph.D. Conference in Economics and Business, 2017.

Organizing Committee, University of Melbourne - Toulouse School of Economics Inaugural Workshop, 2016.

Local Committee, Asia-Pacific ESA Meetings, 2010.

Program Committee, 28th Australian Economic Theory Workshop, 2010.

Scientific Committee, Pacific Rim Innovation Conference, 2010.
Co-organizer, 3rd Australasian Experimental Economics Workshop, 2008 (with Lata Gangadharan and Nikos Nikiforakis).
Program Committee, Australasian Meeting of the Econometric Society, 2006.
Co-organizer, 22nd Australian Economic Theory Workshop, 2004 (with Stephen King).

Other

Member of the Executive Committee, Intertic (International Think-Tank on Innovation and Competition), 2010-present.
Member, Asia-Pacific Innovation Network, 2010-present.
Invited talk, Economic Society of Australia Victoria Branch, Professional Development Seminar Series, October 2017.
Presentation to Year 11 students from Albert Park College on experimental economics, August 2017.
Judge for the Annual Economic Debate of the Economics Student Society of Australia, 2016.
Referee for an Academic Promotion case at the University of Queensland, 2016.
Orientation Week Lecture for Microeconomics, 2014, 2015, 2016.
Discussant, 28th Ph.D. Conference in Business and Economics, University of Queensland, November 2015.
Invited talk, Economic Society of Australia Victoria Branch, Professional Development Seminar Series, October 2013.
University of Melbourne Up Close Episode #241, 2013.
Referee for an Academic Promotion case at the University of Waikato, 2013.
External examiner for a University of Queensland Ph.D. Thesis, 2013.
External examiner for a University of New South Wales Ph.D. Thesis, 2013.
Department of Primary Industries Honours Scholarships Selection Committee, 2009.
Coordinator, Economic Theory Seminar Series, Department of Economics, University of Melbourne, 2008-2009.
External examiner for a University of New South Wales Ph.D. Thesis, 2008.
University of Melbourne Representative, Australian Research Council Economic Design Network (EDN), 2006, 2007.
Speaker, Faculty of Economics and Commerce Town & Gown Reception, December 2005.
Speaker, BushTender and Beyond Workshop, University of Melbourne, 2005.

REFEREE WORK

Academy of Management Review, American Economic Journal: Microeconomics, American Economic Review, American Journal of Agricultural Economics, American Political Science Review, Asia Pacific Management Review, Australian Research Council (DP and DECRA), B.E. Journal of Economic Analysis and Policy, B.E. Journal of Theoretical Economics, Bulletin of Economic Research, Bulletin of Indonesian Economic

Studies, Canadian Journal of Economics, China Economic Review, Economic Inquiry, Economic Journal, Economic Modelling, Economic Record, Economic Theory, Economica, Economics of Governance, Economics of Innovation and New Technology, European Economic Review, Experimental Economics, Games and Economic Behavior, Information Economics and Policy, International Economic Review, International Journal of Industrial Organization, International Review of Law and Economics, Japanese Economic Review, Journal of Comparative Economics, Journal of Economic Behavior and Organization, Journal of Economic Theory, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of International Trade and Economic Development, Journal of Law, Economics and Organization, Journal of Public Economic Theory, Journal of Public Economics, Journal of Socio-Economics, Journal of the Economic Science Association, Management Science, National Science Foundation, New Zealand Economic Papers, Oxford Economic Papers, Rand Journal of Economics, Rationality and Society, Research Policy.

PERSONAL INFORMATION

Turkish-Australian dual citizen.