

Michael Powell

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Kellogg School of Management, Northwestern University

Associate Professor of Strategy,
Kellogg School of Management, Northwestern University, 2016 – present

Previous Employment:

Donald P. Jacobs Scholar and Assistant Professor of Strategy,
Kellogg School of Management, Northwestern University, 2012 – 2016

Visiting Professor of Economics,
Economics Department, Harvard University, Spring 2018

Postdoctoral Fellow in Applied Economics,
Sloan School of Management, Massachusetts Institute of Technology, 2011 – 2012

Education:

Ph.D., Economics, Massachusetts Institute of Technology, 2011
B.A., M.A., Economics, University of California at Los Angeles, 2006
A.A., Liberal Arts, West Valley College, 2003

Publications:

1. Organization and Information: Firms' Governance Choices in Rational-Expectations Equilibrium (with Robert Gibbons and Richard Holden), *Quarterly Journal of Economics*, 2012.
2. An Influence-Cost Model of Organizational Practices and Firm Boundaries, *Journal of Law, Economics, & Organization*, 2015.
3. Power Dynamics in Organizations (with Jin Li and Niko Matouschek), *American Economic Journal: Microeconomics*, 2017.
4. Managing Careers in Organizations (with Rongzhu Ke and Jin Li), *Journal of Labor Economics*, 2018.
5. Productivity and Credibility in Industry Equilibrium, *RAND Journal of Economics*, 2019
6. Policies in Relational Contracts (with Daniel Barron), *American Economic Journal: Microeconomics*, 2019.
7. Sticking Points: Common-Agency Problems and Contracting in the U.S. Healthcare System (with Brigham Frandsen and James B. Rebitzer), *RAND Journal of Economics*, 2019.
8. Multilateral Interactions Improve Cooperation Under Random Fluctuations (with Jin Li), *Games and Economic Behavior*, 2020.
9. Behavioral Constraints on the Design of Subgame-Perfect Implementation Mechanisms (with Ernst Fehr and Tom Wilkening), *American Economic Review*, 2020.
10. A/B Contracts (with George Georgiadis), *American Economic Review*, 2021.

Working Papers:

11. Career Spillovers in Internal Labor Markets (with Nicola Bianchi, Giulia Bovini, Jin Li, and Matteo Paradisi), *Review of Economic Studies*, revise and resubmit.
12. Markets for Rhetorical Services (with Daniel Barron).
13. Firm Growth and Promotion Opportunities (with Jin Li and Rongzhu Ke).
14. Modular Organization (with Niko Matouschek and Bryony Reich).
15. Common Agent or Double Agent? The Role of Pharmacy Benefit Managers in the Prescription Drug Market (with Rena Conti, Brigham Frandsen, and James B. Rebitzer).

Other Publications:

16. What Happens to Younger Workers When Older Workers Don't Retire? (with Nicola Bianchi and Jin Li), *Harvard Business Review* (online), November 2018.

Professional Activities:

Co-editor at *Journal of Law, Economics, and Organization* (2019 – present)

Associate editor at *RAND Journal of Economics* (2020 – present)

Referee at: *American Economic Journal: Applied*; *American Economic Journal: Microeconomics*; *American Economic Review*; *American Law and Economics Review*; Cambridge University Press; *Computational and Mathematical Organization Theory*; *Econometrica*; *Economic Inquiry*; *Economic Journal*; *Economic Letters*; *Economica*; *European Economic Review*; *Games*; *Games and Economic Behavior*; *International Economic Review*; *International Journal of Health Economics and Management*; *International Journal of Industrial Organization*; Israeli Science Foundation; *Journal of Economic Behavior and Organization*; *Journal of Economic Surveys*; *Journal of Economic Theory*; *Journal of Economics and Management Strategy*; *Journal of the European Economic Association*; *Journal of Financial Economics*; *Journal of Industrial Economics*; *Journal of Labor Economics*; *Journal of Law and Economics*; *Journal of Law, Economics, and Organization*; *Journal of Political Economy*; *Journal of Public Economics*; *Labour Economics*; *Management Science*; *Quarterly Journal of Economics*; *RAND Journal of Economics*; *Review of Economic Design*; *Review of Economic Studies*; *Review of Economics and Statistics*; *Theoretical Economics*

Program Committee: NBER Organizational Economics (2009, 2011); North American Winter Meetings of the Econometric Society (2016); Workshop on Relational Contracting (2016); Society for Institutional and Organizational Economics (2017, 2019)

Co-Organizer: Workshop on Relational Contracting (2017); Columbia Junior Faculty Workshop in Organizational Economics (2018)

Talks:

Johns Hopkins Carey, May 2022 (*Scheduled*)

Triangle Microeconomics Conference, April 2022 (*Scheduled*)

Michigan State University, January 2022 (*Scheduled*)

Hitotsubashi University, December 2021 (*Scheduled*)

Chile TOI Workshop, November 2021 (*Scheduled*)

Pontificia Universidad Catolica de Chile, June 2021

CUHK – Shenzhen, March 2021
Diego Portales University, March 2021
Guanghua School of Management, January 2021
Erasmus University Rotterdam, December 2020
Society for Institutional and Organizational Economics, June 2020
Johannes Kepler University, Linz, May 2020
Society for Institutional and Organizational Economics, June 2019
Madrid Workshop on Relational Contracts, June 2019
University of Hong Kong, March 2019
NBER Organizational Economics Workshop, November 2018
LSE CEP Labour Market Workshop, November 2018
LSE Capabilities, Competition, and Innovation Seminar, November 2018
CBS Junior Faculty Workshop in Organizational Economics, October 2018
SITE Dynamic Games, Contracts, and Markets Conference, July 2018
Society for Institutional and Organizational Economics, June 2018
CSIO-IDEI Conference, May 2018
Boston University Occasional Theory Seminar, March 2018
MIT Organizational Economics Lunch, March 2018
MIT Organizational Economics Workshop, February 2018
Harvard Economics Contracts and Organizations Lunch, February 2018
Princeton Microeconomic Theory Seminar, December 2017
3rd Workshop on Relational Contracts and Dynamics, September 2017
Cornell Strategy and Business Economics Workshop, March 2017
Miami Economic Theory Conference Invited Speaker, December 2016
UCLA Economics Theory Seminar, November 2016
Warwick Economics Theory Seminar, October 2016
Society for Institutional and Organizational Economics, June 2016
Columbia Industrial Organization & Strategy Workshop, March 2016
Chile Workshop on Industrial Organization, Keynote Speaker, December 2015
MIT Organizational Economics Workshop, October 2015
Purdue Economics Seminar, September 2015
Queen's Economics Microeconomics Workshop, September 2015
Econometric Society World Congress, August 2015
NBER Personnel Economics Meeting, July 2015
Western Economics Association International, July 2015
International Society for New Institutional Economics, June 2015
Munich Workshop on Relational Contracts, June 2015
European School on New Institutional Economics, Invited Lecture, May 2015
HKUST Economics Seminar, March 2015
University of Hong Kong Economics Seminar, March 2015
CEPR IMO Workshop, September 2014
Clemson Economics Seminar, September 2014
Organizational Economics Workshop Sydney, Keynote Speaker, July 2014
Goethe University Frankfurt Economics Workshop, July 2014

International Society for New Institutional Economics, June 2014
CSIO-IDEI Conference, May 2014
CRES Foundations of Business Strategy Conference, May 2014
Society of Labor Economics Meeting, May 2014
Utah Winter Business Economics Conference, March 2014
University of Regensburg Economics Conference, December 2013
LMU Munich Economics Workshop, December 2013
University of Zurich Economics Workshop, December 2013
Toronto Rotman Business Economics Seminar, November 2013
MIT Sloan Organizational Economics Lunch Workshop, October 2013
Chicago Booth Applied Theory Workshop, October 2013
CEPR IMO Workshop, September 2013
International Society for New Institutional Economics, June 2013
CHAIRE-EPPP Conference, June 2013
Queen's School of Business Organizations Workshop, June 2013
Northwestern Economics IO Seminar, May 2013
NBER Organizational Economics Meeting, December 2012
Haas-Sloan Conference on Organizations, December 2012
USC Marshall Seminar, November 2012
NYU Stern Economics Seminar, September 2012
Stanford GSB Economics Seminar, February 2012
Columbia Business School Microeconomics Seminar, February 2012
Duke Fuqua Strategy Seminar, February 2012
LSE Economics Seminar, January 2012
Caltech Seminar, January 2012
Kellogg M&S Seminar, January 2012
Wharton BPP Seminar, January 2012
Rochester Simon Seminar, January 2012

Teaching:

Strategy and Organization, MBA Elective (Kellogg)
Organizational Economics I, Ph.D. Elective (Kellogg)
Economic Theory, Ph.D. Core (Harvard Economics)
Competitive Strategy, MBA Core (Kellogg)

Outside Activities:

None