

# ALEXANDER COWLES WHITE

## CONTACT

200 State Street  
9th Floor  
Boston, MA 02109  
T: +1 617 520 0298  
[awhite@compasslexecon.com](mailto:awhite@compasslexecon.com)

## FIELDS OF INTEREST

Platform Economics, Industrial Organization, Applied Theory

## EDUCATION

2011, *PhD in Economics (with highest distinction)*, Toulouse School of Economics, Toulouse, France  
Dissertation Title: "Essays on the Economics of the Internet"  
2006, *MSc in Economics*, Toulouse School of Economics, Toulouse, France  
2005, *BA in Economics (with honors)*, Columbia University, New York, NY  
2003, *Diplôme du programme international*, Sciences Po Paris, Paris, France

## PROFESSIONAL EXPERIENCE

2025 - Present, *Senior Vice President*, Compass Lexecon, Boston, MA  
2018 - 2024, *Associate Professor, Department of Economics*, School of Economics and Management, Tsinghua University, Beijing, China  
2014 - 2024, *Director, Competition Policy Research Program*, National Institute for Fiscal Studies, Tsinghua University, Beijing, China  
2011 - 2018, *Assistant Professor, Department of Economics*, School of Economics and Management, Tsinghua University, Beijing, China  
2010 - 2011, *Postdoctoral Fellow, Department of Economics*, Harvard University, Cambridge, MA

## VISITING POSITIONS

2021 - 2022, *Visiting Scholar, Department of Economics*, Boston College, Chestnut Hill, MA  
2019 - 2020, *Visiting Scholar*, Harvard Business School, Boston, MA  
2017 - 2021, *Visiting Researcher, Department of Economics*, Boston University, Boston, MA

## LANGUAGES

English (native)  
Spanish (fluent)  
French (fluent)  
Spoken Mandarin (intermediate)  
Turkish (intermediate)

## RESEARCH

### PUBLICATIONS

["Platform Competition and Interoperability: The Net Fee Model"](#) (with Mehmet Ekmekci and Lingxuan Wu). *Management Science*, forthcoming.

[“Double Marginalization and Misplacement in Online Advertising”](#) (with Kamal Jain, Shota Ichihashi and Byung-Cheol Kim). *Journal of Industrial Economics*, vol. 72, no. 2, pp. 940-964, 2024.

[“Platform Economics: Recent Findings and Further Questions”](#). *CPI Antitrust Chronicle*, June (vol. 2), 2022.

[“Vertical Agreements and User Access”](#) (with Germain Gaudin). *American Economic Journal: Microeconomics*, vol. 13, no. 3, pp. 328-371, 2021.

[“Outsiders, Insiders and Interventions in the Housing Market”](#) (with Xiaokuai Shao). *Journal of Comparative Economics*, vol. 49, no. 1, pp. 110-134, March 2021.

[“Multidimensional Platform Design”](#) (with Andre Veiga and Glen Weyl). *American Economic Review (Papers and Proceedings)*, vol. 107, no. 5, May 2017.

[“Let the Right ‘One’ Win: Policy Lessons from the New Economics of Platforms”](#) (with Glen Weyl). *Competition Policy International*, vol. 10, no. 2, Autumn 2014, p. 29-51. Published in Chinese as [让最好的一方赢—平台产业新经济学的政策含义](#), 比较, vol. 76, no. 1, 2015, p. 41-64.

[“Search Engines: Left Side Quality versus Right Side Profits”](#). *International Journal of Industrial Organization*, vol. 31, no. 6, November 2013, p. 690-701. (Won 2014 *IJIO* Best Paper Award)

[“Walrasian Equilibrium in Large, Quasilinear Economies”](#) (with Eduardo Azevedo and Glen Weyl). *Theoretical Economics*, vol. 8, no. 2, May 2013, p. 281-290.

[“Economics of Online Platforms”](#), in *The New Palgrave Dictionary of Economics*. Online Edition. Eds. Steven N. Durlauf and Lawrence E. Blume. Palgrave Macmillan, 2012.

#### WORKING PAPERS

[“Optional Intermediaries and Pricing Restraints”](#) (with Chang Liu and Fengshi Niu). Revision requested by the *Journal of Economics & Management Strategy*.

“Mobile Commerce: A Higher-Friction Environment than PC-Based Shopping” (with Yubo Chen and Banggang Wu).

[“Insulated Platform Competition”](#) (with Glen Weyl).

[“On the Antitrust Economics of the Electronic Books Industry”](#) (with Germain Gaudin).

[“Unit versus Ad Valorem Taxation Under Revenue Maximization”](#) (with Germain Gaudin).

[“Half-Hearted Cooperation and the Evolution of Altruism”](#)

#### POLICY REPORT

[“Platform Economics and Tech Giants: Competition in the Market and for the Market and Implications for Regulation and Merger Policy”](#) (with Baiyun Jing). Report prepared for the Beijing Cairncross Economic Research Foundation study on *Competition Policy for China’s Digital Economy: Some International Perspectives*, 2022.

#### BUSINESS CASE

[“Steemit: A New Social Media?”](#) (with Ramon Casadesus-Masanell and Karen Elterman). *Harvard Business School Publishing*. Case# 9-720-428, 2019.

#### PROFESSIONAL ACTIVITIES

Microsoft Research

- Week-long visits at New England Lab, 2010, 2014, 2015
- *Intern*, Theory Group, Redmond Lab, June – August 2008
- *Visitor*, Theory Group, Redmond Lab, March, 2008

#### COURSES TAUGHT AT TSINGHUA SEM

Industrial Organization (undergrad and Ph.D. levels)  
Economics of Online Platforms and the Sharing Economy (freshman seminar)

Enterprise Organization and Analysis (MBA strategy elective with focus on emerging technologies and platform business models in China)

## FELLOWSHIPS AND AWARDS

International Journal of Industrial Organization Best Paper Award, 2014

National Natural Science Foundation of China Research Grant (joint with Ming Gao, Glen Weyl and Jie Zheng), 2013 – 2015

Tsinghua University Research Grant (joint with Ming Gao), 2012 – 2014

Tsinghua SEM Outstanding Faculty Award, 2013

NET Institute Summer Grant, 2010

Chair Orange fellowship from Télécom ParisTech and France Télécom, 2009 – 2010

Allocataire de recherche (three-year fellowship awarded by French government), 2006 – 2009

## PROFESSIONAL SERVICE

**Editorial Board Member:** *Review of Network Economics*, 2016 – present

**Referee:** *American Economic Journal: Microeconomics*, *American Economic Review*, *B.E. Journal of Economic Analysis & Policy*, *Communications & Strategies*, *Econometrica*, *Economic Journal*, *Economics Letters*, *European Economic Review*, *Frontiers of Business Research in China*, *Games and Economic Behavior*, *Information Systems Research*, *INFORMS Journal on Computing*, International Conference on Information Systems 2008, *International Economic Review*, *International Journal of Industrial Organization* (Won Excellence in Reviewing Award, 2013), *Journal of Economic Behavior & Organization*, *Journal of Economic Theory*, *Journal of Economics & Management Strategy*, *Journal of Industrial Economics*, *Journal of Law & Economics*, *Journal of the European Economic Association*, *Journal of Political Economy*, *Journal of Regulatory Economics*, *Management Science*, *Mathematical Social Sciences*, *Oxford Economic Papers*, *Oxford University Press*, *Quarterly Journal of Economics*, *RAND Journal of Economics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Review of Industrial Organization*, *Review of Network Economics*, Social Sciences and Humanities Research Council of Canada, *Transactions on Economics and Computation*

**Program Committee Member for:** 13<sup>th</sup> ACM Conference on Electronic Commerce, Valencia, Spain, 2012; 7<sup>th</sup> Workshop on Ad Auctions, San Jose, CA, 2011

## CONFERENCE AND SEMINAR PRESENTATIONS

**2025:** Digital Economics Conference, Toulouse

**2023:** Workshop on Market Power, Chinese University of Hong Kong; Bank of Canada, Ottawa; American Economic Association Winter Meeting, New Orleans

**2022:** Platform Research Symposium, Boston U. (discussant)

**2021:** TSE Economics Platform Seminar (discussant); TSE Economics Platform Seminar; Platform Research Symposium, Boston U., Questrom School of Business; Boston U., Department of Economics

**2020:** 13<sup>th</sup> Digital Economics Conference (discussant), Toulouse; TSE Economics Platform Seminar (discussant)

**2019:** Conference on Industrial Economics, Zhejiang U.; Compass Lexecon, Boston; School of Management, Fudan U.; Institute of Economics and Business, Beihang U.; Workshop on Industrial Organization and Competition Policy, U. of International Business and Economics, Beijing

**2018:** University of Miami, Department of Economics; Boston U., Department of Economics; Platform Research Symposium, Boston U., Questrom School of Business (discussant); Workshop on Industrial Organization and Competition Policy, University of International Business and Economics, Beijing; Boston U., Department of Economics

**2017:** National School of Development, Peking University; Georgetown U., Department of Economics; US Federal Communications Commission; BEAT Conference, Tsinghua University; National School of Development, Peking University; Workshop on Industrial Organization and Competition Policy, University of International Business and Economics, Beijing

**2016:** Conference on Industrial Economics, Zhejiang University; TSE Conference in Honor of Jacques Crémer, Toulouse (discussant); Shanghai University of Finance and Economics, Antitrust Economics and Policy Workshop; Department of Economics, Lingnan U., Hong Kong

**2015:** Sixth Annual Conference on Internet Search and Innovation, Northwestern University Law School; TSE-IDEI Software and Internet Conference, Toulouse

**2014:** Caixin Summit, Beijing; Workshop on Industrial Organization, Korea University, Seoul; LACEA-LAMES Annual Meeting, Sao Paulo; Department of Economics, Hong Kong University of Sciences and Technology; Conference on Industrial Economics, Zhejiang University; Conference on Mechanism Design and Industrial Organization in Honor of Jean-Jacques Laffont, Nanchang, China; SSK International Conference on Competition and Information Economy, Yonsei University, Seoul; IDEI Conference on E-commerce, Digital Economy and Delivery Services, Toulouse; University of Miami, Department of Economics

**2013:** Workshop on Multi-Sided Platforms, National University of Singapore; Research Center for Humanities and Social Sciences, Academia Sinica, Taipei; Department of Economics, University of Tokyo; Wang Yanan Institute for Studies in Economics, Xiamen University; Summer School on Digitization and its Impacts on Society, Dresden (keynote); Fourth Annual Conference on Internet Search and Innovation, Northwestern University Law School (discussant); University of Virginia, Department of Economics

**2012:** Asian Meeting of the Econometric Society, Delhi; Peking University HSBC Business School, Shenzhen; Zhejiang University, Dept. of Economics; Beijing Theory Workshop; Shanghai Workshop on Industrial Organization and Competition Policy; Shanghai Microeconomics Workshop; Toulouse School of Economics IP&IT Workshop; Shanghai University of Finance and Economics, School of Economics

**2011:** IOSM Workshop, Peking University; Ninth Workshop on Media Economics, New Economic School, Moscow; Bates White Antitrust Conference, Washington D.C.; CEPR-JIE Conference on Applied Industrial Organization, Tel Aviv; International Industrial Organization Conference, Boston; Tsinghua University, School of Economics and Management; US Department of Justice; US Federal Trade Commission; US Federal Communications Commission; Indiana University, Kelley School of Business; IDEI Software and Internet Conference, Toulouse

**2010:** University of Miami, Department of Economics; Harvard Industrial Organization Brown Bag; NET Institute Conference, New York; *Chair Orange* Conference on “Search and Web Advertisement Strategies”, Paris; Toulouse School of Economics Theory Seminar; Workshop on the Economics of Advertising and Marketing, IESE, Barcelona; Platform Markets: Regulation and Competition Policy, ZEW Mannheim; Paris School of Economics; German Institute for Economic Research (DIW), Berlin; Xerox Research Centre Europe, Grenoble; Microsoft Research New England, Cambridge, Massachusetts

**2009:** Research Institute of Industrial Economics, Stockholm; Econometric Society European Meeting, Barcelona; ZEW Conference on the Economics of ICT, Mannheim; Télécom ParisTech Conference on the Economics of ICT, Paris; INFORMS Marketing Science Conference, Ann Arbor, Michigan; University of Hong Kong, School of Economics and Finance; European University Institute, Department of Economics, Florence; IDEI Software and Internet Conference, Toulouse

**2008:** LACEA-LAMES Annual Meeting, Rio de Janeiro; University College London, Department of Economics; ZEW Conference on the Economics of ICT, Mannheim

## **OTHER**

Member of Columbia University Varsity Golf Team, 2000 – 2002  
Alumnus of School Year Abroad, Zaragoza, 1999 – 2000