ALEXANDER COWLES WHITE, PHD

CONTACT
200 State Street
9th Floor
Boston, MA 02109
T: +1 617 520 0298
awhite@compasslexecon.com

Areas of Expertise

Antitrust, Two-Sided Markets, Digital Economics, Artificial Intelligence, Media, Advertising and Marketing, Industrial Organization, Applied Microeconomic Theory

Since joining Compass Lexecon in 2025, I have co-authored expert reports in high-profile proceedings and have worked on cases, across the U.S., Europe, and Asia, in areas including AI, two-sided markets, digital content provision, television, and healthcare, as well as mining and natural resources involving geopolitical concerns. In 2026-2027, I am serving as a Vice Chair of the Antitrust Committee of the ABA's International Law Section.

Education

Ph.D. in Economics (with highest distinction), Toulouse School of Economics, February 2011

Dissertation Title: "Essays on the Economics of the Internet"

M.A. in Economics, Toulouse School of Economics, July 2006

B.A. in Economics (with honors), Columbia University, February 2005

Diplôme du programme international, Sciences Po Paris, July 2003

Primary Employment

2025 – present: Senior Vice President, Compass Lexecon

2018 – 2024: Associate Professor, Department of Economics, School of Economics and Management, Tsinghua University

2014 – 2024: Director, Competition Policy Research Program, National Institute for Fiscal Studies, Tsinghua University

2011 – 2018: Assistant Professor, Department of Economics, School of Economics and Management, Tsinghua University

2010 – 2011: Postdoctoral Fellow, Department of Economics, Harvard University

Research

Publications

"Copyright, Competition, and GenAI: Policy Choices and Economic Implications from the US, China, and the EU" (with Yong Huang, Vanessa Yanhua Zhang and Jin Kiat Tan). *Concurrences, forthcoming December 2026.*

"Platform Competition and Interoperability: The Net Fee Model" (with Mehmet Ekmekci and Lingxuan Wu). *Management Science*, vol. 71, no. 10, p. 8842–8864, 2025.

"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.

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.

Working Papers

“Algorithmic Transparency and Welfare: The Unintended Consequences of Disclosure Mandates” (with Jorge Padilla, Cecilia Nardini, and Kadambari Prasad). Available at https://ssrn.com/abstract=7683718.

"Optional Intermediaries and Pricing Restraints" (with Chang Liu and Fengshi Niu). Revision requested by the *Journal of Economics & Management Strategy*. Available at https://ssrn.com/abstract=3825163.

"Insulated Platform Competition" (with Glen Weyl). Available at https://ssrn.com/abstract=1694317.

"On the Antitrust Economics of the Electronic Books Industry" (with Germain Gaudin). Available at https://ssrn.com/abstract=2352495.

"Unit versus Ad Valorem Taxation Under Revenue Maximization" (with Germain Gaudin). Available at https://ssrn.com/abstract=2440708.

"Half-Hearted Cooperation and the Evolution of Altruism". Available at https://ssrn.com/abstract=2234352.

Selected Short-term Positions

Harvard Business School

Visiting Scholar, 2019 – 2020

Boston University Department of Economics

Visiting Researcher, 2017 – 2021

Microsoft Research

Visiting Researcher at New England Lab, 2010, 2014, 2015

Visiting Researcher and Intern, Theory Group, Redmond Lab, 2008

Professional Service

Vice Chair: International Law Antitrust Committee, ABA Int'l Law Section, 2026 – 2027

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; Top 20 Reviewer, 2016), *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: 13th ACM Conference on Electronic Commerce, Valencia, Spain, 2012; 7th Workshop on Ad Auctions, San Jose, CA, 2011

Conference and Seminar Presentations

2027: Digital Economics Conference, Toulouse (planned)

2026: ABA International Law Section Annual Conference, Washington D.C.

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: 13th 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

Mentorship

I have been fortunate to teach many incredible students who have achieved great professional success. This is a partial list of those whom I closely advised and helped place in PhD programs (graduation year, program; current position):

Baiyun Jing (2023), Harvard Economics; PhD Student.

Lei Huang (2020), MIT Sloan Marketing; PhD Student.

Yuyang Jiang (2020), Princeton Economics; Postdoc, Stanford (2026 – 2027); Asst Prof, Hong Kong U of Science and Technology (starting Fall 2027).

Yunhao Huang (2019), Berkeley Haas Marketing; Asst Prof, USC Marshall.

Lingxuan Wu (2019), Harvard Economics; Asst Prof, NYU Stern.

Keyan Li (2018), MIT Sloan Marketing; Asst Prof, Notre Dame Mendoza College of Business.

Chang Liu (2017), Harvard Economics; Lecturer, U of New South Wales.

Fan Zhang (2017), Berkeley Haas Marketing; Asst Prof, Nova School of Business and Economics (Lisbon).

Canyao Liu (2016), Yale SOM Finance; Hudson River Trading.

Chuan Yu (2016), Stanford Economics; Postdoc, HBS; Asst Prof UNC Chapel Hill.

Yucheng Liang (2015), Stanford GSB Economics; Asst Prof, Carnegie Mellon Tepper.

Fengshi Niu (2015), Berkeley Economics; Data Scientist, Google.

Tesary Lin (2014), Booth Marketing; Asst Prof, Boston U. Questrom.

Yatang Lin (2011), LSE Economics; Assoc Prof, Hong Kong U of Science and Technology.

Languages

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

Other

Member of Columbia University Varsity Golf Team, 2000 – 2002

Alumnus of School Year Abroad, Zaragoza, 1999 – 2000