

MATTHEW BACKUS

backus@berkeley.edu
website

PRIMARY APPOINTMENTS

- Associate Professor, Haas School of Business, UC Berkeley, 2024–
- Associate Professor, Department of Economics, UC Berkeley, 2024–

OTHER APPOINTMENTS

- Board of Editors, AEJ: Micro, 2025–
- Research Associate, National Bureau of Economic Research, 2024–
- Research Affiliate, Centre for Economic and Policy Research, 2019–

PRIOR APPOINTMENTS

- Assistant Professor, Haas School of Business, UC Berkeley, 2022–2024
- Assistant Professor, Department of Economics, UC Berkeley, 2022–2024
- Faculty Research Fellow, National Bureau of Economic Research, 2016–2024
- Philip H. Geier Jr. Associate Professor, Economics, Columbia Business School, 2019–2022
- Assistant Professor, Economics, Columbia Business School, 2015–2019
- Assistant Professor, Department of Economics, Cornell University, 2013–2015
- Postdoctoral Scholar, eBay Research Labs, 2012–2013

EDUCATION

- Ph.D. Economics, University of Michigan, 2012
- M.A. Economics, University of Toronto, 2006
- B.A. Economics and Philosophy, American University, 2003

PUBLICATIONS

- **Dynamic Demand Estimation in Auction Markets**
with Greg Lewis
Review of Economic Studies, forthcoming.
- **Expectation, Disappointment, and Exit: Evidence on Reference Point Formation from an Online Marketplace**
with Thomas Blake, Dimitriy Masterov, and Steven Tadelis
Journal of the European Economic Association, Vol. 20, Issue 1, February 2022, pp. 116–149
- **Common Ownership in America: 1980–2017**
with Chris Conlon and Michael Sinkinson
AEJ: Microeconomics, Vol. 13 Issue 3, August 2021, pp. 273–308
AEJ Best Paper Award
- **Why is Productivity Correlated with Competition?**
Econometrica, Vol. 88 Issue 6, November 2020, pp. 2415–2444
EARIE 2014 YEEA, 9th Paul Geroski Prize for Most Significant Policy Contribution
- **I Don't Know**
with Andrew Little
American Political Science Review, Vol. 114 Issue 3, August 2020, pp. 724–743

- **Sequential Bargaining in the Field: Evidence from Millions of Online Bargaining Interactions**
with Thomas Blake, Brad Larsen, and Steven Tadelis
Quarterly Journal of Economics, Vol. 135 Issue 3, August 2020, pp. 1319–1361
- **Theory and Measurement of Common Ownership**
with Chris Conlon and Michael Sinkinson
American Economic Review P&P, Vol. 110 Issue 5, May 2020, pp. 557–560
- **The Empirical Content of Cheap-Talk Signaling: An Application to Bargaining**
with Tom Blake and Steven Tadelis
Journal of Political Economy, Vol. 127 Issue 4, August 2019, pp. 1599–1628
- **Is Sniping a Problem in Online Auction Markets?**
with Tom Blake, Dimitriy Masterov, and Steven Tadelis
Proceedings of the 24th ACM International World Wide Web Conference, 2015
- **Search Costs and Equilibrium Price Dispersion in Auction Markets**
with Joseph Podwol and Henry Schneider
European Economic Review, Vol. 71, November 2014, pp. 173–192

WORKING PAPERS

- **Common Ownership and Competition in the Ready-to-Eat Cereal Industry**
with Chris Conlon and Michael Sinkinson
Econometrica, revise and resubmit
- **Communication, Learning, and Bargaining Breakdown: An Empirical Analysis**
with Thomas Blake, Jett Pettus, and Steven Tadelis
EC'21, extended abstract
Management Science, accepted

RECENT AND UPCOMING TALKS

- 2024–2025: ASSA Meetings, EARIE, FTC, IESE, NYU Stern
- 2023–2024: Indiana University Kelley, KU Leuven, Peder Sather Conference on Industrial Organization, Northwestern Kellogg, University of Arizona, WEIA Annual Meetings
- 2022–2023: Microsoft Research, UBC Summer IO Conference, UCLA

GRANTS

- “Bilateral Bargaining through the Lens of Big Data” (with Brad Larsen, Matt Taddy, and Steven Tadelis)
National Science Foundation Grant, SES – 1629060
Award Amount: \$403,036
Award Duration: September 2016–August 2021
- “Dynamic Auction Markets” (with Greg Lewis)
National Science Foundation Grant, SES – 1463810
Award Amount: \$131,156
Award Duration: September 2014–August 2018
- “Consumer Surplus and Distributional Concerns” (with Jett Pettus)
Alfred P. Sloan Foundation Grant, G-2021-16988
Award Amount: \$357,127
Award Duration: January 2022–December 2024

CURRENT TEACHING

- Berkeley UGBA 117: Antitrust
- Berkeley EWMBA/MBA 217: Antitrust
- Berkeley ECON 220B: Industrial Organization

PAST TEACHING

- Berkeley MBA 201A: Economics for Business Decision Making
- Columbia GR6254: Industrial Organization II (PhD)
- Columbia B6200: Managerial Economics (MBA)
- Columbia B5200: Managerial Economics (EMBA)
- Columbia B8260: Market Design (MBA)
- Wharton MGEC611/612: Microeconomics for Managers (MBA)
- Cornell ECON 7510: Industrial Organization (PhD)
- Cornell ECON 4610: Industrial Organization (undergraduate)

OUTSIDE ACTIVITIES

- Board of Directors, Feminist Press, 2019– (Treasurer, 2021–)
- Consulting Researcher, eBay Research Labs, 2013–

Last updated August, 2026.