

Kevin R Williams

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Appointments

Yale School of Management, Assistant Professor of Economics, July 2014–present.
Research Staff, Cowles Foundation for Research in Economics, July 2016–present.

Education

Ph.D. in Economics, University of Minnesota, June 2014.
M.A. in Economics, University of Minnesota, 2011.
B.A. in Economics and Mathematics, University of Illinois at Urbana-Champaign 2009.
High Distinction in Economics, High Distinction in Mathematics

Research Interests

Industrial Organization, Applied Microeconomics

Research

Working Papers

Dynamic Airline Pricing and Seat Availability, Cowles Foundation Discussion Paper No. 3003

Zone Pricing in Retail Oligopoly (with Brian Adams), Cowles Foundation Discussion Paper No. 2079

(revise & resubmit, American Economic Journal: Microeconomics)

Product Variety, Across Market Demand Heterogeneity, and the Value of Online Retail (with Tom W Quan), Cowles Foundation Discussion Paper No. 2054

Oligopoly Price Discrimination: The Role of Inventory Controls (with James D Dana)

Work in Progress

Aiming for the Goal: Contribution Dynamics of Crowdfunding, with Aniko Oery and Joyee Deb

Tailoring Product Assortments to Local Demand, with Tom Quan

Presentations *(including scheduled)*

Invited Seminars

2017 |University of Chicago-Booth (Microeconomics),
University of Minnesota,
CREST (Center for Research in Economics and Statistics),

University of Texas-Austin

2016 | Harvard University / MIT,
Boston College,
Federal Trade Commission,
University of Pennsylvania & Wharton

2015 | Northeastern University,
Singapore Management University,
National University of Singapore,
Stanford GSB (Marketing),
Department of Justice,
University of Maryland,
University of Toronto-Rotman (Economics),
Stanford University (Economics),
University of British Columbia-Sauder (Strategy)

2014 | Yale School of Management (Economics, Marketing),
University of Chicago-Booth (Marketing),
Georgetown University,
University of British Columbia,
Northwestern University-Kellogg (Strategy),
University of Rochester-Simon (Economics, Marketing),
Dartmouth College,
Federal Reserve Board,
Federal Reserve Bank of Richmond,
Indiana University,
Indiana University-Kelley (BEPP),
University of Minnesota-Carlson (Marketing),
University of Wisconsin-Madison.

2013 | Federal Reserve Bank of Minneapolis.

Conference Presentations

P - Presenter (default), D - Discussant

2018 | North American Winter Meeting of the Econometric Society (Philadelphia) [D]

2017 | North American Winter Meeting of the Econometric Society (Chicago) [P,D],
CREST Conference "Economics of Antitrust and Consumer Protection" (Paris)

2016 | SITE (Stanford Institute for Theoretical Economics, Stanford),
SICS (Summer Institute in Competitive Strategy, Berkeley),
NBER Summer Meetings - Industrial Organization (Boston)

2015 | Tuck Winter IO Conference (Dartmouth),
NBER Winter Meetings - Digitization (Stanford),
ZEW Conference (Mannheim) [P,D],
Marketing Science (Baltimore),
Econometric Society World Congress (Montreal),
Empirical Microeconomics Workshop (Banff) [P,D],

NYU Stern IO Day (New York University)

2014 | North American Summer Meeting of the Econometric Society (Minneapolis),
Marketing Dynamics (Las Vegas),
European Association for Research in Industrial Economics (Milan).

2013 | Annual Graduate Student Conference (Washington University, St. Louis).

Honors & Grants

Sandor Fellowship in Economics, University of Minnesota, 2013 - 2014.

Graduate Research Program Partnership (GRPP) Fellowship, University of Minnesota, 2012.

Distinguished Instructor Award, University of Minnesota, 2010, 2013.

Distinguished Teaching Assistant Award, University of Minnesota, 2010.

Silverman Fellowship in Economics, University of Minnesota, 2009 - 2010.

McNair Scholar, Mentor: Jeffrey Wooldridge, Michigan State University, 2008.

Third Place, National Intercollegiate Flying Association Competition - Flight Instructor Event,
Ohio State University, 2006.

Professional Activities

Junior Search Committee (Yale SOM), 2014-2017

Marketing-Industrial Organization Conference Committee (Yale SOM), 2015

Reviewer for *Economics of Transportation*, *International Journal of Industrial Organization*,
Journal of Economic Behavior and Organization, *Journal of Industrial Economics*, *Journal of Political Economy*, *Marketing Science*.

Teaching

Yale School of Management

Competitive Strategy (MBA): 2015-.

Competitor (MBA): 2016.

Basics of Microeconomics (MBA): 2015-2016.

University of Minnesota

Introduction to Econometrics (undergraduate): 2010, 2012, 2013.

Industrial Organization (undergraduate): 2011, 2013.