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EDUCATION

Ph.D., Economics, The Pennsylvania State University, August 1987.

A.B., Magna Cum Laude, Economics, Muhlenberg College, May 1982.

TEACHING AND RESEARCH POSITIONS

Chair, Department of Economics, Lehigh University, 2005-present.

Arthur F. Searing Professor, Department of Economics, Lehigh University, 2002-present.

Professor, Department of Economics, Lehigh University, 2000-2002.

Associate Professor, Department of Economics, Lehigh University, 1993-2000.

Visiting Fellow, Center for Economic Research, Tilburg University, The Netherlands,
February 1997-June 1997.

Assistant Professor, Department of Economics, Lehigh University, May 1989 - September
1993.

Assistant Professor, Department of Economics, The American University, August 1987 -
May 1989.

Research Associate, The Institute for the Study of Business Markets, The Pennsylvania
State University, May 1986 - August 1987.

PUBLICATIONS

James Dearden, Barry Ickes and Larry Samuelson, "To Innovate or Not to Innovate:
Incentives in Hierarchies," *American Economic Review* 80, 1990, 1105-1124.

James Dearden and Gary Lilien, "On Optimal Salesforce Compensation in the Presence of
Production Learning Effects," *International Journal of Research in Marketing* 7,
1990, 179-188.

James Dearden and Thomas Husted, "Executive Budget Proposal, Executive Veto,

Legislative Override, and Uncertainty: A Comparative Analysis of the Budgetary Process," *Public Choice* 65, 1990, 1-19.

James Dearden, "Efficiency and Disagreement in a Repeated Infinite Horizon Bargaining Game," *International Economic Review* 32, 1991, 267-277.

James Dearden, "Efficiency in Spatial Negotiations," *Journal of Public Economics* 44, 1991, 119-130.

James Dearden and Thomas Husted, "The Governor's Line-Item Veto Power and Economic Factors in the State's Budgetary Process," *Public Choice*, 1993.

James Dearden and David Schap, "Proposal Authority and Veto Authority in the Budget Process," *Public Choice*, 81, 1994, 35-53.

James Dearden, Gary Lilien, and Eunsang Yoon, "A Game Theoretic Analysis of Capacity Competition in Nondifferentiated Markets," in S. Jorgensen and G. Zaccour (eds.), *Dynamic Competitive Analysis in Marketing*, Berlin: Springer-Verlag, 1996.

James Dearden and Dorothy Klotz, "Investment Timing and Efficiency in Incomplete Contracts," *Economic Design* 2, 1997, 369-378.

James Dearden, "Efficiency and Exclusion in Collective Action Allocations," *Mathematical Social Sciences* 34, 1997, 153-174.

James Dearden, "Serial Cost Sharing: General Cost Functions," *Economic Theory* 12, 1998, 189-198.

James Dearden, Gary Lilien, and Eunsang Yoon, "Capacity Cycles in Non-Differentiated Product, Oligopolistic Markets," *International Journal of Research in Marketing* 16, 1999, 57-74.

James Dearden and Gary Lilien, "Advertising Coopetition: Who Pays? Who Gains?" in M. Baye and J. Nelson, *Advertising and Differentiated Products*, JAI Press, 2001.

James Dearden and Dorothy Klotz, "Contracting, Gatekeepers, and Unverifiable Performance," *RAND Journal of Economics* 33, Winter 2002, 723-740.

James Dearden and Karl Einolf, "Strategy-Proof Allocation of Fixed Costs," *Review of Economic Design* 8, July 2003, 185-204.

James Dearden, "The Lemons Problem" and "Tutorial on Using Voice-over-PowerPoint

to Create Homework Problems and Answers,” *Journal of Industrial Organization Education*, December 2006.

Rajdeep Grewal, James Dearden, and Gary L. Lilien, "The University Rankings Game: Modeling the Competition among Universities for Ranking,” *The American Statistician*, forthcoming.

WORKING PAPERS

Completed Drafts

James Dearden, Raj Grewal and Gary Lilien, “Merit Aid and Competition in the University Marketplace,” submitted to *Quantitative Marketing and Economics*.

Rich Aronson, Jim Dearden and Vince Munley, “Public Employee Defined Benefit Pension Systems: The Impact of Explicit Surplus Sharing Contracts and Stakeholder Influence on Investment Strategies,” submitted to *Public Choice*.

Work in Progress

Shin-Yi Chou and James Dearden, “Relative Husband-Wife Earnings and Household Expenditures.”

AWARDS

Carl R. and Ingeborg Beidleman Prize for Research in Business and Applied Economics, Lehigh University, 2002.

EDITORSHIPS

Co-editor, *Journal of Industrial Organization Education*, Berkeley Electronic Press.

CONSULTING

Advisory Board, *Wall Street Journal*

Writes microeconomics sections of *Wall Street Journal's Economics Educators' Review*. 1999-present.

Strategic Analysis of *Rodale's Scuba Diving* magazine. Report to Rodale Press. 1998.

Virtual Organization Handbook, Fairfield, CT: Competitive Technologies, Inc. Contributed sections on cost sharing and incomplete contracts. 1996.

Federal Government Commitment to Long Term Contracts in Advanced Communication Technology Satellites. Report to NASA and Public Service Satellite Consortium. 1991. (with Larry Samuelson).

PAPER PRESENTATIONS AND PROFESSIONAL PARTICIPATION

Economics Department Seminar Series, Drexel University, February 2008, ““Merit Aid and Competition in the University Marketplace.”

International Industrial Economics Society Meetings, Savannah, GA, April 2007, “Merit Aid and Competition in the University Marketplace,” International Industrial Economics Society Meetings, Savannah, GA.

Labor Economics Workshop, Cornell University, February 2007, “Merit Aid and Competition in the University Marketplace.”

Lehigh University, February 2007, “Merit Aid and Competition in the University Marketplace.”

Marketing Science, University of Pittsburgh, June 2006, “An Analysis of Detailing Intensity and Presentation order in the Pharmaceutical Industry”

Smeal College, Penn State, June 2004, “The University Rankings Game.”

University of York, Economics Department, May 2004, “Why Public Plans Have Taken On More Risk Than Private Plans? or The Mischief of the Exclusive Benefit Rule.”

American University, “The University Rankings Game,” April 2004.

Maxwell School, Syracuse University, “The University Rankings Game,” March 2004.

Katz School, University of Pittsburgh, January 2004, "The University Rankings Game."

Smeal College, Penn State, April 2003, "The University Admissions Game."

International Game Theory Conference, Stony Brook, July 2002, “Why Public Plans Have Taken On More Risk Than Private Plans? or The Mischief of the Exclusive Benefit Rule.”

Public Economic Theory Meetings, Paris, July 2002, “Why Public Plans Have Taken On More Risk Than Private Plans? or The Mischief of the Exclusive Benefit Rule.”

World Congress of Game Theory Society, Bilbao, Spain, July 2000, "Committee Decisions and Contracting."

International Game Theory Conference, SUNY, Stony Brook, July 1999, "Committee Decisions and Contracting II."

Economics Colloquium, Lehigh University, March 1999, "Why Banks Should Collude and Lower ATM Fees."

Martindale Faculty Workshop, Lehigh University, October 1998, "Strategic Transfer Pricing and Marketing."

North American Econometric Society Meeting, Montreal, July 1998, "Strategy-Proof Allocation of Fixed Costs."

Economics Department Colloquium, Lehigh University, March 1998, "Committee Decisions and Contracting."

Industrial & Manufacturing Systems Engineering, Lehigh University, October 1997, "Capacity Cycles."

Center for Economic Research, Tilburg University, The Netherlands, May 1997, "Strategy-Proof Allocation of Fixed Costs."

Session Chair and Discussant, Econometric Society Meetings, New Orleans, January 1997.

Invited Session Chair, Southern Economic Association Meetings, Washington, D.C., November 1996, A Grant-in-Aid Programs."

Mathematics, Lehigh University, October 1996, "Strategy-Proof Cost Sharing."

Industrial & Manufacturing Systems Engineering, Lehigh University, September 1996, "Strategy-Proof Cost Sharing."

International Game Theory Conference, SUNY, Stony Brook, July 1996, "Committee Decisions and Contracting."

International Conference on Dynamic Games, Montreal, September 1995, "Capacity Cycles in Non-Differentiated Product, Oligopolistic Industries."

International Game Theory Conference, SUNY, Stony Brook, July 1995, "Serial Cost Sharing."

International Game Theory Conference, SUNY, Stony Brook, July 1994, "On the Road to Average-Cost Pricing."

Economics Colloquium, University of Delaware, October 1993, "Exclusion and Efficiency in Collective Action Negotiations."

Industrial Organization Workshop, Penn State, September 1993, "Exclusion and Efficiency in Collective Action Negotiations."

Marketing Science Meetings, Washington University, St. Louis, March 1993, "Horizontal

Joint Advertising."

Public Choice Meetings, New Orleans, March 1993. "(n-1)/n Majority Rule and the Efficiency of Allocation Mechanisms."

Pennsylvania State University, Industrial Organization/Microtheory Workshop, October 1992, "Two-Sided Adverse Selection and When Commitment Does not Solve the Ratchet Effect."

University of Pennsylvania, Industrial Organization Workshop, February 1992, "Approving Partnership Dissolution."

Econometric Society meetings, New Orleans, December 1991, "Approving of Partnership Dissolution."

Pennsylvania State University, Industrial Organization/Micro Theory Workshop, November 1991, "The Efficiency of Unilateral Options Contracts."

Rutgers University, Industrial Organization Workshop, March 1991, "Approving of Partnership Dissolution."

Pennsylvania State University, Center for Research in Conflict and Negotiation, January 1991, "Short-term and Commitment Contracting in Long-Term Relationships."

American Economic Association Meetings, Washington, December 1990, discussant of "Providing Earth Observation Data from Space: Economics and Institutions," by Molly Macauley and Michael Toman.

Rutgers University, Industrial Organization Workshop, November 1990, "Short-Term and Commitment Contracting in Long-Term Relationships."

Public Choice Society, Tucson, March 1990, "Proposal Authority and Veto Authority in the Budget Process."

Econometric Society Meetings, Atlanta, December 1989, "To Innovate or Not to Innovate: Incentives in Hierarchies."

Southern Economic Association Meetings, Orlando, November 1989, "Efficiency in Spatial Negotiations."

The Pennsylvania State University, Center for Research in Conflict and Negotiation, October 1989, "Efficiency in Spatial Negotiations."

Public Choice Society Meeting, Orlando, March 1989.

"Executive Budget Proposal, Executive Veto, Legislative Override, and Uncertainty: A Comparative Analysis of the Budgetary Process."

"The Governor's Line-Item Veto Power and Economic Factors in the State's Budgetary Process."

"Efficiency in Spatial Negotiations."

Southern Economic Association Meetings, San Antonio, November 1988. "To Innovate or Not to Innovate: Incentives in Hierarchies."

Operations Research Society of America/The Institute for Management Science Meetings, Denver, October 1988. "On Optimal Salesforce Compensation in the Presence of Production Learning Effects."

The Pennsylvania State University, Microeconomics Workshop, September 1988. "To Innovate or Not to Innovate: Incentives in Hierarchies."

Eastern Economic Association Meetings, Boston, March 1988. "Efficiency and Disagreement in a Repeated Infinite Horizon Bargaining Game."

The Pennsylvania State University, Microeconomics Workshop, February 1987. "Efficiency and Disagreement in a Repeated Infinite Horizon Bargaining Game."

OTHER PROFESSIONAL ACTIVITIES

Reviewer for *American Economic Review*, *American Journal of Political Science*, *China Economic Review*, *Engineering Economist*, *European Economic Review*, *International Economic Review*, *Group Decision and Negotiation*, *Journal of Economic Theory*, *Journal of Economic Education*, *Journal of Industrial Economics*, *Journal of Institutional and Theoretical Economics*, *Marketing Science*, *Operations Research*, *RAND Journal of Economics*, *Research Policy*, *Social Choice and Welfare*, *Southern Economic Journal*, *Journal of Cultural Economics*, JAI Press, MIT Press, Discussion Paper Series for Center for Economic Research, and National Science Foundation.

PROFESSIONAL ASSOCIATIONS

American Economic Association
Econometric Society

UNIVERSITY SERVICE

University Graduate and Research Committee (Chair, 1996, Vice Chair 1995-1996; Chair of subcommittee to evaluate program and course changes, 1995-1996; Judiciary subcommittee, 1995-1996; Chair of working group to evaluate eight graduate programs, 1994-1995).

University Personnel Policy Review Committee. 2002-2003.

University Committee on Responsible Conduct in Research, 2004-present

University Research Committee, 2004-present.

College of Business and Economics Doctoral committee, 1993-present. Chair: 1997-2005.

College of Business and Economics Promotion and Tenure Committee, 1996-2002, Chair: 2004-present.

MBA Core Curriculum Committee, 1998-2000.

Coordinator, Economics Department Colloquium Series, 1998-2003.

Sloan Lehigh Committee Program Board, 2006-present

Department Chairs' Executive Committee (2005-2008), "Chair of Chairs" (2007-2008)

COURSES TAUGHT

Doctoral

Microeconomic Theory (two course sequence); Game Theory (cross listed as economics and industrial engineering course)

MBA

Economics Sections of 5 MBA Core Courses (economics topics including strategic interaction, markets, contracting, and transfer pricing are taught as an integrated part of the MBA core); Managerial Economics; Procurement and Contracting

Undergraduate

Applied Microeconomics; Microeconomic Theory; Game Theory; Game Theory, Film, and Literature (special topics course); International Trade; Introduction to Business; Quantitative Marketing

THESIS ADVISING

Chair

Mihai Badescu (Ph.D.), Kyong-Shik Eom (Ph.D.), Karl Einolf (Ph.D.), David Ferolito (M.S.), Mark Bronovsky (B.S., honors), Anthony Brichta (B.S., honors)

Committee

Geoff Beutow (Ph.D.), Ramesh Krishnan (Ph.D.), Chia-Ying Ma (Ph.D.), Hakan Gilbosi (Ph.D., Industrial Engineering), Suleyman Karabuk (Ph.D., Industrial Engineering), Serkan Ozkan (Ph.D., Industrial Engineering), Clara Novea (Ph.D., Industrial Engineering), Christine Saliba (Ph.D., Universite Lyon I), Rockey Myell, (Ph.D. Industrial Engineering).