

# Darren Filson

November 2022

Director of the Randall Lewis Center for Innovation and Entrepreneurship  
Academic Director of the Silicon Valley Program  
James G. Boswell Professor of Economics and George R. Roberts Fellow

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## Academic Positions:

Claremont McKenna College: Director of the Randall Lewis Center for Innovation and Entrepreneurship 2020-present, James G. Boswell Professor of Economics and George R. Roberts Fellow 2019-present, Academic Director of the Silicon Valley Program 2015-present, Silicon Valley Program Faculty 2012-present, Director of Graduate Programs 2008-2020, Professor 2016-2019, Associate Professor 2007-2016

Claremont Graduate University: Extended Faculty 2017-present, Adjunct Professor 2011-2014, Associate Professor 2003-2009, Department Chair 2005-2007, Assistant Professor 1997-2003

Keck Graduate Institute of Applied Life Sciences: Adjunct Professor 2006-2009

The Pennsylvania State University: Lecturer 1996-1997

St. John Fisher College: Visiting Professor 1994-1996

University of Rochester: Summer Lecturer 1994, Teaching Assistant 1993

University of Saskatchewan: Summer Lecturer 1992-1994, Research Assistant 1990-1993

## Education:

Ph.D. Economics, University of Rochester, 1996

M.A. Economics, University of Rochester, 1995

B.A. Double Honors, Economics and Political Studies, University of Saskatchewan, 1991

## Refereed Journal Articles:

“The Performance of Global Film Franchises: Installment Effects and Extension Decisions” with James H. Havlicek, *Journal of Cultural Economics* 42:3 (August 2018): 447-67.

“Evaluating Mergers in the Presence of Dynamic Competition Using Impacts on Rivals” with Saman Olfati and Fatos Radoniqi, *Journal of Law and Economics* 58:4 (November 2015): 915-34.

“The Impacts of Gramm-Leach-Bliley Bank Diversification on Value and Risk” with Saman Olfati, *Journal of Banking & Finance* 41 (April 2014): 209-21.

“A Markov-Perfect Equilibrium Model of the Impacts of Price Controls on the Performance of the Pharmaceutical Industry” *RAND Journal of Economics* 43:1 (Spring 2012): 110-138.

“The Impacts of the Rise of Paragraph IV Challenges on Startup Alliance Formation and Firm Value in the Pharmaceutical Industry” with Ahmed Oweis, *Journal of Health Economics* 29:4 (July 2010): 575-84.

“Sensitivity to Costs of Fighting versus Sensitivity to Losing the Conflict: Implications for War Onset, Duration, and Outcomes” with Suzanne Werner, *Journal of Conflict Resolution* 51:5 (October 2007): 691-714.

“The Effects of Profit-Reducing Policies on Firm Survival, Financial Performance, and New Drug Introductions in the Research-Based Pharmaceutical Industry” with Neal Masia, *Managerial and Decision Economics* 28:4-5 (June-August 2007): 329-51.

“The Dynamics of Bargaining and War” with Suzanne Werner, *International Interactions* 33:1 (January-March 2007): 31-50.

“Spinouts: Knowledge Diffusion through Employee Mobility” with April M. Franco, *RAND Journal of Economics* 37:4 (Winter 2006): 841-60.

“Equity Links and Information Acquisition in Biotechnology Alliances” with Rosa Morales, *Journal of Economic Behavior & Organization* 59:1 (January 2006): 1-28.

“Dynamic Common Agency and Investment: The Economics of Movie Distribution” *Economic Inquiry* 43:4 (October 2005): 773-84.

“At the Movies: The Economics of Exhibition Contracts” with David Switzer and Portia Besocke, *Economic Inquiry* 43:2 (April 2005): 354-69.

“Horizontal Mergers and Exit in Declining Industries” with Bunchon Songsamphant, *Applied Economics Letters* 12:2 (February 2005): 129-32.

“The Impact of E-Commerce Strategies on Firm Value: Lessons from Amazon.com and Its Early Competitors” *Journal of Business* 77:2 pt.2 (April 2004): S135-S154.

“Bargaining and Fighting: The Impact of Regime Type on War Onset, Duration, and Outcomes” with Suzanne Werner, *American Journal of Political Science* 48:2 (April 2004): 296-313.

“Strategic Innovation and Technology Adoption in an Evolving Industry” with Richard T. Gretz, *Journal of Monetary Economics* 51:1 (January 2004): 89-121.

“A Bargaining Model of War and Peace: Anticipating the Onset, Duration, and Outcome of War” with Suzanne Werner, *American Journal of Political Science* 46:4 (October 2002): 819-38.

“Product and Process Innovations in the Life Cycle of an Industry” *Journal of Economic Behavior & Organization* 49:1 (September 2002): 97-112.

“Group Consumption, Free Riding, and Informal Reciprocity Agreements” with Thomas E. Borcharding, *Journal of Economic Behavior & Organization* 47:3 (March 2002): 237-57.

“Market Power and Cartel Formation: Theory and an Empirical Test” with Edward Keen, Eric Fruits, and Thomas Borcharding, *Journal of Law and Economics* 44:2 pt.1 (October 2001): 465-80.

“The Nature and Effects of Technological Change over the Industry Life Cycle” *Review of Economic Dynamics* 4:2 (April 2001): 460-94.

“The Dynamics of Resource Allocation in Research Organizations” *Journal of Economic Behavior & Organization* 43:2 (October 2000): 263-77.

“Price Indexes for Personal Computers (1976-1988)” *Applied Economics Letters* 5:7 (July 1998): 449-52.

#### **Other Publications and Reports:**

“COVID-19 as a Trigger of Persistent Innovations: Evidence from an Economics Elective at Claremont McKenna College” *Journal of Economic Education* (forthcoming 2023 54:2).

*The Impact of Eisenhower Medical Center on the Coachella Valley Economy and the Three-City Region Composed of Palm Desert, Rancho Mirage and Indian Wells* prepared for Eisenhower Medical Center (2020).

“Where Are All the Innovators Hiding?” with Michelle Chamberlain, *Talent Quarterly: The New Thinking Issue* (December 2017): 40-47. (follow-up webinar available at [talent-quarterly.com](http://talent-quarterly.com))

*The Impact of Eisenhower Medical Center on the Coachella Valley Economy*, with Marc Weidenmier, prepared for the Lowe Institute of Political Economy and Eisenhower Medical Center (2016).

*March Air Reserve Base Economic Impact Analysis* prepared for the Rose Institute of State and Local Government and the Riverside County Economic Development Agency (2016).

“Tom Borcharding” with Matt Lindsay and Robert T. Deacon, *Public Choice* 160:1-2 (July 2014): 1-6.

“A Caution on Changes to Medicare” *The San Diego Union-Tribune* (January 31, 2007): B5.

“Testing for Contagion During the Asian Crisis” with Bruno Gerard and Kessara Thanyalakpark, in Thomas A. Fetherstone and Jonathan Batten, eds. *Financial Risk and Financial Risk Management, Research in International Business and Finance* 16 (Elsevier Science, 2002): 375-94.

“Conflicts of Interest in the Hollywood Film Industry: Coming to America - Tales from the Casting Couch, Gross and Net, in a Risky Business” with Thomas Borcharding, in Michael Davis and Andrew Stark, eds. *Conflict of Interest in the Professions* (New York: Oxford University Press, 2001): 249-78.

### **Working Papers:**

Somebody Knows Something: Heterogeneous Managerial Abilities and the Unconditional Distribution of Return-on-Investment in a Hit-Driven Industry

### **Awards, Fellowships and Prizes:**

Mallen Research Fellow, 2021-present

The Carol and Bruce Mallen Award for Lifetime Published Scholarly Contributions to Motion Picture Industry Economic Studies, 2015

Avery Fellowship 2006 \$2,000

Haynes Faculty Fellowships: 2005 \$10,000, 2004 \$10,000

John M. Olin Faculty Fellowship, National Association of Scholars 2001-2002 \$91,333

University of Rochester: FIPSE Teaching Fellowship 1994-1995, Department Fellowship 1992-1995

University of Saskatchewan: Lewis C. Gray Prize 1991, Scholarship 1991

### **Grants:**

Low Institute Faculty Research Grants: 2018 \$10,000, 2017 \$17,000, 2015 \$10,000, 2014 \$7,000, 2008 \$8,000

Center for Innovation and Entrepreneurship Research Grants: 2016 \$5,000, 2014 \$10,000

CMC Faculty Research Grants: 2016 \$1,500, 2008 \$720

Fletcher Jones Research Grants: 2006 \$2,800, 2000 \$3,150, 1999 (with Paul Zak) \$4,000

Haynes Foundation Grant (with Georgina Moreno): 2003 \$32,109

### **Conference Presentations and Discussions:**

Mallen Motion Picture Economics Conference: Virtual 2022, Yeshiva University 2015

Allied Social Sciences Associations Annual Meetings: Virtual Platform 2022, Philadelphia 2018 (Discussant)

Search and Matching in Macro and Finance Virtual Seminar Series, 2021 (Panelist)  
 Claremont Finance Conference, 2020 (Panel Moderator)  
 Conference on Empirical Legal Studies, Claremont McKenna College, 2019 (Discussant)  
 Searle Center Conference on Innovation Economics, Northwestern University 2015 (Discussant)  
 Western Economics Association International Annual Conferences: Denver 2014, San Diego  
 2006, Seattle 2002, Vancouver 2000, San Diego 1999  
 International Industrial Organization Conferences: Northwestern University 2014, Northeastern  
 University 2013, University of British Columbia 2010, Georgia Southern University 2007,  
 Northeastern University 2006, Georgia Institute of Technology 2005, Northwestern  
 University 2004  
 Lowe Institute of Political Economy Southern California Conference in Applied  
 Microeconomics, Claremont: 2013 (Discussant), 2010  
 Pharmaceutical Economics and Policy Council Meetings: Miami 2010, Chicago 2007, Lisbon  
 2004, San Diego 2004  
 Biotechnology Industry Organization International Convention, Boston, 2007  
 North American Summer Meetings of the Econometric Society: University of Minnesota 2006,  
 University of California, Los Angeles 2002  
 The Past, Present and Future of Food and Drug Regulation: Commemorating the 100<sup>th</sup>  
 Anniversary of the FDA, Keck Graduate Institute for Applied Life Sciences, 2006  
 Business and Economics Scholars Workshop Summit in Motion Picture Industry Studies, Fort  
 Lauderdale: 2005, 2004  
 Public Policy and Biological Threats Summer Workshop, University of California, San Diego,  
 2005  
 Power Transition Conference, Carmel, 2004  
 Clarence Tow Conference on Industrial Organization, University of Iowa, 2003  
 Carnegie Rochester Conference on Public Policy, University of Rochester, 2003  
 Living Wage Conference, University of California, Riverside (Discussant), 2003  
 Workshop on the Economics of the Movie Industry, Weidenbaum Center, Washington  
 University in St. Louis 2003 (Discussant)  
 Financial Management Association Annual Conference, Toronto, 2001  
 Entertainment Industry Institute Annual Conferences, California State University, Northridge:  
 2001, 2000  
 National Bureau of Economic Research, Summer Institute on R&D, Strategy, and Organizations,  
 Boston, 2001  
 Society for Economic Dynamics Annual Conference, Sardinia, Italy, 1999  
 Canadian Economics Association Annual Conferences: University of Toronto 1999, Brock  
 University 1996

**Invited Presentations:**

California State University, Fullerton, Claremont Graduate University, Claremont McKenna  
 College, Federal Reserve Bank of Richmond, Federal Reserve Bank of St. Louis, Industry Canada,  
 Loyola Marymount University, The Pennsylvania State University, Pfizer Inc, Scripps College  
 (Economic Society Spring Dinner), United States Department of Agriculture, University of

California, Los Angeles (Department of Economics and School of Public Health), University of Rochester, University of Southern California (Department of Pharmaceutical Economics and Policy and the Schaeffer Center for Health Policy and Economics)

Claremont Personal Finance Club: Investing for Almost Everyone

**Courses Taught:**

Econ 65/165: Innovation Management/Industrial Organization, Econ 98/198: Organizing for Innovation/Economics of Innovation, INT 30: Silicon Valley Program Internship

Previous Undergraduate Courses (CMC, Pitzer College, Scripps College, St. John Fisher College, The Pennsylvania State University, University of Rochester, University of Saskatchewan): Economics of Innovation, Game Theory and Decision Making Under Uncertainty, Industrial Organization, Innovation Management, Intermediate Macroeconomics, Intermediate Microeconomics, Managerial Economics, Mathematical Economics, Organizing for Innovation, Principles, Seminar in Research Methods, Silicon Valley Program Internship, Sociological Economics, Statistics

Previous Graduate and Executive Courses (CGU, CMC, and KGI): Applications of Behavioral Game Theory and Finance, Bioscience Economic Concepts and Analysis, Business Basics for Scientists, Contracts and Distribution Arrangements in the Entertainment Industry, Corporate Financial Management, Financial Econometrics, Financial Economics and Economic Organization, Game Theory, Industrial Organization, Leadership Development in Finance and Accounting, Managing in Virtual Environments, Microeconometrics, Portfolio Management, Seminar in Finance and Accounting Practices

**Service:**

Current: Academic Director of the Silicon Valley Program, Director of the Randall Lewis Center for Innovation and Entrepreneurship, Writing Committee

Previous Service (RDS): Curriculum Committee, Director of Graduate Programs, Econometrics Committee, Faculty Advisory Committee, Recruitment Committee (Economics (Member and Chair), Entrepreneurship-Leadership, Finance), Structure of the Recruitment Committee, 3<sup>rd</sup>-year Review and Tenure and Promotion Committees, Working Paper Series/Web Pages Committee

Previous Service (CMC): Academic Computing Committee, Academic Director of the Silicon Valley Program, Admission and Financial Aid Committee, Board of Trustees Finance Committee, College Conduct Board, Computer Science/Data Science Committee, Director of the Randall Lewis Center for Innovation and Entrepreneurship, Exceptional Service Award Committee, Freshman Advising, INT 199 Internship reader, Lateral Tenure Committee, Silicon Valley Program Working Group, Writing Committee

Supervisor of more than 90 Senior Theses

Other Previous Service: Faculty Advisor, Deloitte Consulting National Case Competition

Previous Service (CGU): Department Chair, Faculty Executive Committee, Fiscal Federalism Committee, Job Placement Officer, Nominations and Elections Committee (Member and Chair), Qualifying Exam Committee Chair for Business and Financial Economics, Industrial Organization, and Microeconomics, Quantitative Analysis Center Committee

CGU Ph.D. Dissertation Committee Chair (and initial placement when known): Eric Bell (Southern California Edison), Portia Besocke, Richard Gretz (Bradley University), Sang-Chul Jung, Sang-Hyun Lee (Korea Institute for Industrial Economics & Trade), Rosa Morales (Universidad de Carabobo), Ahmed Oweis, Fatos Radoniqi (Whittier College), Dennis Sevilla, Bunchon Songsamphant (Government of Thailand), Ran (Nancy) Tao (University of Wisconsin Whitewater), Sanae Tashiro (UC Davis Postdoc), Hyung Rok (Rocky) Yim (Korea Institute for Industrial Economics & Trade)

Member of several other CGU Ph.D. Dissertation Committees

**Service to the Profession:**

Associate Editor, *Journal of Economic Behavior & Organization*, 2007-2016

Referee for: *African Journal of Business Management, American Economic Review, American Journal of Political Science, American Political Science Review, Applied Economics, Applied Financial Economics, British Journal of Political Science, Challenges, ClinicoEconomics and Outcomes Research, Computational Economics, Conflict Management and Peace Science, Contemporary Economic Policy, Economic Inquiry, Economic Journal, Economic Modelling, Economics Bulletin, Economics of Innovation and New Technology, Economics Letters, Economic Theory, Forum for Health Economics & Policy, Games, Global Journal of Health Science, Indian Growth and Development Review, Industrial Relations, International Interactions, International Journal of the Economics of Business, International Journal of Financial Studies, International Journal of Industrial Organization, International Journal of Transitional Justice, International Journal on Media Management, International Review of Economics and Finance, International Review of Law and Economics, International Studies Perspectives, International Studies Quarterly, Journal of the Asia Pacific Economy, Journal of Banking & Finance, Journal of Business Inquiry, Journal of Conflict Resolution, Journal of Cultural Economics, Journal of Economic Behavior & Organization, Journal of Economic Dynamics and Control, Journal of Economic Education, Journal of Economics and Business, Journal of Economics & Management Strategy, Journal of the European Economic Association, Journal of Industry, Competition, and Trade, Journal of Law, Economics, & Organization, Journal of Media Economics, Journal of Peace Research, Journal of Politics, Journal of Public Economics, Journal of Public Economic Theory, Journal of Stock & Forex Trading, Labour Economics, Management Science, Managerial and*

*Decision Economics, Marketing Science, The Milbank Quarterly, Nature Biotechnology, North American Journal of Economics and Finance, Oxford Economic Papers, Peace Economics, Peace Science and Public Policy, Public Choice, Public Finance Review, RAND Journal of Economics, Research Policy, Review of Economic Dynamics, Review of Industrial Organization, Risks, Science Advances, Social Science Quarterly, Southern Economic Journal*

Reviewer for: Academy of Management Annual Conference, Bentham Science Publishers, CRC Press, Czech Science Foundation, John Wiley & Sons, National Science Foundation, Oxford University Press, Pearson, Social Sciences and Humanities Research Council of Canada

External Reviewer: Assessment Plan for the Economics Graduate Program, California State Polytechnic University, Pomona

**Consulting:**

Founder and Manager, Strategic Econometrics, LLC, 2004-present

Lead econometrician/modeler on projects for Blizzard Entertainment, Conversion Logic, eHarmony, Eisenhower Medical Center, Google, Intel, Kline & Co., Live Nation Entertainment, MarketShare, Nissan, Pfizer, Pizza Hut, Riverside County, Symantec, UnitedHealthcare, Wockhardt

Contributing econometrician/modeler on projects for Charles Schwab, Dreyer's, eBay, MarketShare, Nokia, T-Mobile

Expert witness, Janice P. Handlers-Bryman and Michael D. Bryman vs. El Pollo Loco, Inc. (testified)

**Professional Associations:**

American Economic Association