

Nathan H. Miller

Georgetown University
McDonough School of Business
37th and O Streets, NW
Washington, DC 20057

Work: (510) 735-6411
nhm27@georgetown.edu
www.nathanhmilller.org
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Current Positions

Professor, Georgetown University, 2022–
 McDonough School of Business (primary)
 Department of Economics (secondary)
Senior Policy Scholar, Georgetown Center for Business and Public Policy, 2017–

Previous Positions

Georgetown University

Provost’s Distinguished Associate Professor, 2021-2022
Saleh Romeih Associate Professor, McDonough School of Business, 2019-2022
Affiliated Professor, Economics Department, 2019-2022
Associate Professor, McDonough School of Business, 2017-2022
Assistant Professor, McDonough School of Business, 2013-2017

Other Positions

Visiting Professor, Toulouse School of Economics, 2019-2020
Economist, Department of Justice Antitrust Division, 2008-2013

Degrees

Ph.D., Economics, University of California at Berkeley, 2008.
B.A., Economics and History, University of Virginia, 2000.

Refereed Publications

- “A Price Leadership Model for Merger Analysis” (with Ryan Mansley, Gloria Sheu and Matthew Weinberg), *International Journal of Industrial Organization*, Vol. 89 (2023).
- “Oligopolistic Price Leadership and Mergers: The United States Beer Industry” (with Gloria Sheu and Matthew Weinberg). *American Economic Review*, Vol. 111, No. 10, 3123-3159 (2021).
- “Finding Mr. Schumpeter: Technology Adoption in the Cement Industry” (with Jeffrey Macher and Matthew Osborne). *RAND Journal of Economics*, Vol 52, No. 1, 78-99 (2021).
- “Forward Contracts, Market Structure, and the Welfare Effects of Mergers” (with Joseph Podwol). *Journal of Industrial Economics*, Vol. 68, No. 2, 364-407 (2020).
- “Understanding the Price Effects of the MillerCoors Joint Venture” (with Matthew Weinberg). *Econometrica*, Vol. 85, No. 6, 1763-1791 (2017).
- “Pass-Through in a Concentrated Industry: Empirical Evidence and Regulatory Implications” (with Matthew Osborne and Gloria Sheu). *RAND Journal of Economics*, Vol. 48, No. 1, 69-93 (2017).
- “Upward Pricing Pressure as a Predictor of Merger Price Effects” (with Marc Remer, Conor Ryan and Gloria Sheu). *International Journal of Industrial Organization*, Vol. 52, 216-247 (2017).

- “Pass-Through and the Prediction of Merger Price Effects” (with Marc Remer, Conor Ryan and Gloria Sheu). *Journal of Industrial Economics*, Vol. 64, December, 684-709 (2016).
- “Spatial Differentiation and Price Discrimination in the Cement Industry: Evidence from a Structural Model” (with Matthew Osborne), *RAND Journal of Economics*, Vol. 45, No. 2, 221-247 (2014).
- “Modeling the Effects of Mergers in Procurement,” *International Journal of Industrial Organization*, Vol. 37, November, 201-208 (2014).
- “Automakers’ Short-Run Responses to Changing Gasoline Prices” (with Ashley Langer), *Review of Economics and Statistics*, Vol. 95, No. 4, 1198-1211 (2013).
- “Why Do Borrowers Pledge Collateral? New Empirical Evidence on the Role of Asymmetric Information” (with Allen Berger, Marco Espinosa-Vega, and Scott Frame), *Journal of Financial Intermediation*, Vol. 20, No. 1, 55-70 (2011).
- “Strategic Leniency and Cartel Enforcement,” *American Economic Review*, Vol. 99, No. 3, 750-768 (2009).
- “Debt Maturity, Risk, and Asymmetric Information” (with Allen Berger, Marco Espinosa-Vega, and Scott Frame), *Journal of Finance*, Vol. 60, No. 6, 2895-2923 (2005).
- “Does Functional Form Follow Organizational Form? Evidence from the Lending Practices of Large and Small Banks” (with Allen Berger, Mitchell Petersen, Raghuram Rajan, and Jeremy Stein), *Journal of Financial Economics*, Vol. 76, No. 2, 237-269 (2005).
- “Credit Scoring and the Availability, Price, and Risk of Small Business Credit” (with Allen Berger and Scott Frame), *Journal of Money, Banking, and Credit*, Vol 37, No. 2, 191-222 (2005).

Shorter Refereed Publications

- “On the Misuse of Regressions of Price on the HHI in Merger Review” (with Steven Berry, Fiona Scott Morton, Jonathan Baker, Timothy Bresnahan, Martin Gaynor, Richard Gilbert, George Hay, Ginger Jin, Bruce Kobayashi, Francine Lafontaine, James Levinsohn, Leslie Marx, John Mayo, Aviv Nevo, Ariel Pakes, Nancy Rose, Daniel Rubinfeld, Steven Salop, Marius Schwartz, Katja Seim, Carl Shapiro, Howard Shelanski, David Sibley, and Andrew Sweeting), *Journal of Antitrust Enforcement*, Vol. 10, No. 2, 249-259 (2022).
- “Bias in Reduced-Form Estimates of Pass-Through” (with Alexander MacKay, Marc Remer and Gloria Sheu), *Economics Letters*, Vol. 123, No. 2, 200-202 (2014).
- “Consistency and Asymptotic Normality for Equilibrium Models with Partially Observed Outcome Variables” (with Matthew Osborne), *Economics Letters*, Vol. 123, No. 1, 70-74 (2014).
- “Using Cost Pass-Through to Calibrate Demand” (with Marc Remer and Gloria Sheu), *Economics Letters*, Vol. 118, No. 3, 451-454 (2013).
- “The Entry Incentives of Complementary Producers: A Simple Model with Implications for Antitrust Policy” (with Juan Lleras), *Economics Letters*, Vol. 110, No. 2, 147-150 (2011).

Book Chapters and Non-Refereed Publications

- “Rising Markups, Rising Prices?” (with Chris Conlon, Tzolmon Otgon, and Yi Yao), *AEA: Papers and Proceedings*, Vol. 113, 279-283 (2023).
- “Recent Advances in Economic Methodology for Coordinated Effects” (with Jamie Daubenspeck, Kate Maxwell Koegel, and Joseph Podwol), *Antitrust Chronicle* (2023).

- “Price-Fixing Allegations in the Canned Tuna Industry: A Look at the Data” (with Minhae Kim, Ryan Mansley, Marc Remer, and Matthew Weinberg), *Antitrust Bulletin*, Vol. 68, No. 1, 154-163 (2023).
- “Mergers – Countervailing Effects” (with Gloria Sheu), 2024. For publication in the *Encyclopedia on the Economics of Competition and Regulation*.
- “Quantitative Methods for Evaluating the Unilateral Effects of Mergers” (with Gloria Sheu), *Review of Industrial Organization*, Vol. 58, No. 1, 143-177 (2021). Special Issue: The 2010 Horizontal Merger Guidelines after Ten Years.
- “How the MillerCoors Joint Venture Changed Competition in U.S. Brewing” (with Matthew Weinberg), *Microeconomic Insights*, 2017.
- “Ex Post Merger Evaluation: How Does It Help Ex Ante?” (with Daniel Hosken and Matthew Weinberg), *Journal of European Competition Law & Practice*, 2016.
- “Choosing Appropriate Control Groups in Merger Evaluations” (with Aditi Mehta), in *More Pros and Cons of Merger Control*, Konkurrensverket 2012.

Working Papers and Research Projects

- “Estimating Models of Supply and Demand: Instruments and Covariance Restrictions” (with Alexander MacKay), 2023, revisions requested by *American Economic Journal: Microeconomics*.
- “Rising Markups and the Role of Consumer Preferences” (with Hendrik Döpfer, Alex MacKay, and Joel Stiebale), 2023, revisions requested by *Journal of Political Economy*.
- “Technology and Market Power: The United States Cement Industry, 1974-2019” (with Matthew Osborne, Gloria Sheu and Gretchen Sileo), 2023, reject and resubmit at *American Economic Review*.
- “Mergers, Entry, and Consumer Welfare” (with Peter Caradonna and Gloria Sheu), 2023.
- “Industrial Organization and the Rise of Market Power,” in progress.
- “Contracts and Buyer Power in the Beef Packing Industry” (with Francisco Garrido, Minji Kim and Matthew Weinberg), 2022.
- “The Price That Inmates Pay” (with Marleen Marra and Gretchen Sileo), 2022.
- “Can Divestitures Lessen Competition? Analyzing the Reynolds/Lorillard Merger and Divestitures” (with Aviv Nevo, Kenneth Rios, Ted Rosenbaum), in progress.
- “Modeling the Effects of Mergers in Procurement: Addendum,” Working Paper, 2017.
- “Cumulative Innovation and Competition Policy” (with Alexander Raskovich), EAG Discussion Paper 10-5, 2010.
- “Competition when Consumers Value Firm Scope,” EAG Discussion Paper 8-7, 2008.

Grants and Awards

- Outstanding Antitrust Litigation Achievement in Economics, American Antitrust Institute, 2023.
- Robert F. Lanzillotti Prize for Best Paper in Antitrust Economics, 2022
Rising Markups and the Role of Consumer Preferences
- Jerry S. Cohen Award for Best Antitrust Article on Merger Retrospectives, 2022
Oligopolistic Price Leadership and Mergers: The United States Beer Industry
- Washington Center for Equitable Growth Grant, AWD-7774872, \$75,278, 2021-2022
Buyer Power in the Beef Packing Industry

Concurrences Antitrust Award: Best Academic Economics Article, 2021
Mergers, Entry, and Consumer Welfare

National Science Foundation Grant, SES 2117197, \$59,436, 2021-2022
An Empirical Study of Inmate Telecommunication Services

Washington Center for Equitable Growth Grant, AWD-7774249, \$51,750, 2020-2021
The Evolution of Market Power in the Cement Industry

National Science Foundation Grant, SES 1824318, \$88,635, 2018-2020
Market Power in Differentiated Products Industries

Association of Competition Economics Best Paper Award, 2017
Understanding the Price Effects of the MillerCoors Joint Venture

Robert F. Lanzillotti Prize for Best Paper in Antitrust Economics, 2015
Understanding the Price Effects of the MillerCoors Joint Venture

Assistant Attorney General’s Award of Distinction, AT&T/T-Mobile merger, 2013

Jerry S. Cohen Award for Antitrust Scholarship, Honorary Mention, 2009
Strategic Leniency and Cartel Enforcement

COMPASS Prize for Best Paper in Antitrust Economics by Graduate Students, 2007
Strategic Leniency and Cartel Enforcement

UC Berkeley Dean’s Normative Time Fellowship, 2006-2007

UC Berkeley Competition Policy Center Dissertation Award, 2006

UC Berkeley Institute of Business and Economic Research Mini-Grant, 2006

Invited Seminar Presentations

2008-2013: Bureau of Economic Analysis, Bureau of Labor Statistics, DOJ (×3), College of William and Mary, Drexel University, Duke University, FTC, Georgetown University (×2), George Washington University, Johns Hopkins University, Michigan State University, Stony Brook University, University of British Columbia, University of Iowa, University of North Carolina (Chapel Hill), University of Virginia

2014: DOJ; University of California, Berkeley; UCLA; University of Virginia

2015: Clemson; FTC; Indiana University; University of Colorado, Boulder; Yale

2016: Boston College; Columbia University; Federal Reserve Board; Harvard University; London School of Economics; University of British Columbia; University of Texas, Austin; University of Toronto

2017: FTC; University of Kentucky; University of Pennsylvania; University of Wisconsin–Madison

2018: FTC; MIT; Texas A&M; Penn State University; University of Maryland

2019: Harvard University; Toulouse School of Economics; MINES ParisTech; KU Leuven; University of Mannheim; Berlin Applied Economics

2020: Research Institute of Industrial Economics (RIFN); Sciences Po; University of Düsseldorf (DICE); Directorate-General for Competition of the European Commission (DG COMP); Hong Kong University of Science and Technology

2021: CBO, Washington University at St. Louis; George Mason University; Joint DOJ/FTC; West Virginia University; FTC; University of Maryland

2022: University of California, Berkeley; University of Pennsylvania; University of Virginia; Iowa State University; Indiana University; University of Delaware; University of Michigan; University of North Carolina; University of Connecticut

2023: University of Rochester; University of Massachusetts Amherst; Pomona College; UCLA

2024: Central Bank of Colombia (scheduled)

Conference Presentations

AEA (2023); APIOS (2018, 2022); Association of Competition Economics (2018); Barcelona GSE Summer Forum (2018); DC IO Day (2020); EARIE (2019); ESEM (2019); FTC Microeconomics (2010, 2014, 2021); Hal White Antitrust (2013, 2014, 2017, 2019); IEF Applied Microeconomics (2016); IOOC (2008, 2009, 2013, 2015, 2016, 2018, 2022); NASMES (2019); NBER IO (2023); Northwestern Antitrust (2013, 2015, 2022); SEA (2013, 2018, 2023); Triangle Microeconomics (2016)

Conference Discussions

AEA (2015); DC IO Day (2015); Toulouse Digital Economics Conference (2020); HEC Montreal–RIIB Conference on IO (2018); IOOC (2008, 2009, 2013, 2015, 2016, 2018, 2021, 2022); NY IO Day (2020); RIDGE IO (2021); SEA (2013, 2018, 2023 scheduled); Northwestern Antitrust (2018, 2023); WCEG (2020)

Keynotes

University of Zurich Workshop on Market Power and the Economy, 2023
Association of Competition Economics (ACE) Conference, 2023
Applied Economics Workshop (AEW), 2024 (scheduled)
RIDGE Industrial Organization Forum, 2024 (scheduled)

Panels and Other Invited Talks

“Upward Pricing Pressure and Simulation in Merger Review,” Economists’ Roundtable with the Canadian Competition Bureau, 2017
“Institutional Shareholdings: Is There an Antitrust Issue?” Concurrences Global Antitrust Conference, 2018
“Digital Mergers: Need for Reform?” Concurrences International Mergers Conference, 2020
“Making Competition Work: Promoting Competition in Labor Markets,” Joint Hearings of the Department of Justice and Federal Trade Commission, 2021
“Reforming America’s Food Retail Markets,” Yale University, 2022
“Amendments to the Competition Act,” Canadian Economic Association Meetings, 2022
“Buyer Power in the Beef Packing Industry,” R-Calf National Convention, 2022
“Coordinated Effects of Mergers,” ICN Chief Economist Workshop, 2023
“Evolving Approaches to Mergers Between Rivals,” DOJ/FTC Merger Guidelines Workshop, 2023
“Recent Advances in Conduct Estimation,” University of Düsseldorf (DICE), 2023

Teaching

Firm Analysis and Strategy, MBA Core Curriculum
Industrial Organization, PhD Economics
Strategic Pricing, MBA Elective
Microeconomics, Executive Education
Causal Inference, MSBA Core Curriculum

Ph.D Advising and Dissertation Committees

Georgetown University

Francisco Garrido (co-advisor), 2020, ITAM

Yanyang Wang (committee), 2021, Amazon Web Services

Peter Caradonna (committee), 2022, California Institute of Technology

Ryan Mansley (co-advisor), 2023, Department of Justice Antitrust Division

Gretchen Sileo (co-advisor), 2023, Temple University

Tianshi Mu (co-advisor), 2024 expected

Pedro Roje-Larreboure, 2024 expected

Chengjun Zhang (committee), 2024 expected

Kyle Monk (committee), 2024 expected

Service

Georgetown University

Chair, Strategy, Economics, Ethics, and Public Policy Area, MSB, 2022-

Research Executive Committee, 2021-

Graduate Curriculum and Standards Committee, MSB, 2013-2021

Other Service

Editor, *Journal of Law and Economics*, 2021-

Associate Editor, *International Journal of Industrial Organization*, 2022-

Editorial Board, *Review of Industrial Organization*, 2019-

DC IO Day: Program Committee 2015-2019, Organizer 2017

IIOC: Program Committee, 2019-2021

Referee reports: *American Economic Journal*; *American Economic Review*; *Econometrica*; *European Economic Review*; *International Journal of Industrial Organization*; *Journal of Economics & Management Strategy*; *Journal of the European Economics Association*; *Journal of Finance*; *Journal of Industrial Economics*; *Journal of Law and Economics*; *Journal of Political Economy*; *Management Science*; National Science Foundation; *The RAND Journal of Economics*; *Review of Economic Studies*; *Review of Economics and Statistics*; *Review of Industrial Organization*; *Quarterly Journal of Economics*, others.