

## **KALYAN CHATTERJEE**

### **BIOGRAPHICAL AND EDUCATIONAL**

504 Kern, Department of Economics

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### **CURRENT POSITION**

Distinguished Professor of Economics and Management Science, Department of Economics, The Pennsylvania State University. (from 2002)

### **PREVIOUS POSITIONS**

Assistant Professor (1979-85), Associate Professor (1985-88), Professor (1988-), Distinguished Professor of Management Science(1993-), Courtesy position in Economics, 1997-8. Distinguished Professor of Management Science and Economics, 1998-2002 (joint appointment)

### **RECENT INVITED VISITING POSITIONS**

- 2004            May 19-June 26 2004 Visiting Director of Studies, L'Ecole des Haute Etudes en Sciences Sociales (EHESS) (housed at Ecole Normale Supérieure), Paris. Invited visitor at University of Nottingham and University of Warwick, UK
- 2003/4        University College London (July 30-August 18) and University of Hong Kong (January 6-12, 2004.)
- 2001-2        Academic visitor, Departments of Economics, University of Essex, University of Warwick, THEMA-University of Cergy-Pontoise, Paris, University College, London.
- 2000-1        Overseas Fellow, Churchill College, Cambridge.. Academic Visitor, Departments of Economics at New York University and University of Warwick, Nuffield College, Oxford, and University College, London.
- 1999           February 20-27, Scholar in Residence, Leonard Stern School of Business, New York University, June 28-July 15, Senior Research Fellow, Chinese University of Hong Kong.
- 1998           March 8-15, Visitor at CRIEFF, University of St. Andrews
- 1997           May 16-June 7, Distinguished Visiting Professor, Dept. of Decision Sciences and Managerial Economics, Chinese University of Hong Kong. Also visited University College, London, June 29-July 15, and Nuffield College, Oxford, March 8-15

- 1996 December/January, Academic Visitor, Indian Statistical Institute, Delhi
- 1993 May - July, Academic Visitor, Center for Economic Research, Tilburg, The Netherlands  
July - August, Academic Visitor, The Indian Statistical Institute, Delhi
- 1993 October-December, Overseas Visiting Scholar, St. John's College, Cambridge and  
Visitor, Faculty of Economics and Politics, University of Cambridge
- 1992 May-June, Visiting Professor of Economic Theory, University of Bonn, Germany and  
Academic Visitor, University College, London
- 1987 Academic Visitor, London School of Economics (January-March)  
Visiting Scientist, Indian Statistical Institute (April-May)

### **EDUCATION**

- 1979 Doctor of Business Administration, Harvard University
- 1975 Post-Graduate Diploma in Management(Economics and Operations Research), IIM  
Calcutta
- 1972 B.Sc (First-class Honors in Physics), Presidency College, University of Calcutta

### **HONORS**

Fellow of the Econometric Society (2003). Elected Overseas Fellow at Churchill College, Cambridge, 2000-2001.

American Philosophical Society Sabbatical Fellow, 2000-2001. Chosen for inclusion in the third edition of *Who's Who in Economics: A Biographical Dictionary of Major Economists, 1700-1995*, on the basis of number of citations of published work ).

Elected Overseas Visiting Scholar, St. John's College, Cambridge, September-December 1993.

Special award for outstanding service, Ph.D program, Accounting Department, 1998.

Chosen as Scholar-in-Residence at the Stern School of Business, New York University, 1999.

### **RESEARCH AND TEACHING INTERESTS**

Game theory and applications in industrial organization and R&D models, decision theory, bargaining and negotiation-models and experiments, coalition formation and stability, incomplete contracts, complexity of strategies in games.

### **PUBLICATIONS AND FORTHCOMING PAPERS**

“Coalition theory and applications; a survey,” with S. Bandyopadhyay, *Economic Journal*, February 2006, vol. 116, no.509, pp.F136-155.

“Strategic Audit Policies without Commitment,” with Sanford Morton and the late Arijit Mukherji, to appear in *Pareto Optimality, Game Theory and Equilibria* edited by Athanasios Migdalas (Crete), Panos Pardalos (Florida) and Leonidas Pitsoulis (Thessaloniki), to be published in 2006 by Springer Verlag (Berlin). This was an invited paper.

“Technology Diffusion by Learning from Neighbours,” with Susan H. Xu, *Advances in Applied Probability*, 36 (2004), no. 2, 355–376.

“Rivals Search for Buried Treasure; Competition and Duplication in R&D,” with Robert A. Evans, *RAND Journal of Economics*, Vol. 15, no.1, Spring 2004, 160-183

“Communication Links and Coalition Bargaining,” with Gary Bolton and Kathleen Valley. *Management Science*, May 2003.

*Game Theory and Business Applications*, Kluwer Academic Publishers 2001, edited volume with W.F. Samuelson. Introduction to volume with W.F.Samuelson

“Reputation and Signalling Quality Through Price Choice,” with T. Bandyopadhyay and N.Vasavada, in *Game Theory and Business Applications*, Kluwer Academic Publishers, 2001.

“Game Theory and the Practice of Bargaining,” revised version of 1995 paper in *Game Theory and Business Applications*, Kluwer Academic Publishers, 2001.

“Multiperson Bargaining and Strategic Complexity,” with Hamid Sabourian, *Econometrica*, November 2000

“Rubinstein Auctions: On Competition for Bargaining Partners,” with Bhaskar Dutta. *Games and Economic Behavior*, 23, 119-145, May 1998.

“Bargaining and Search with Incomplete Information about Outside Options,” with Ching Chyi Lee. *Games and Economic Behavior*, 22, no. 2, Feb. 1998, pp 203-237.

“Game Theory and the Practice of Bargaining,” *Group Decision and Negotiation*, 5, 355-369, 1996.

“Coalition Formation, Communication and Coordination: An Exploratory Experiment,” with Gary E Bolton. book, *Wise Choices, Games, Decisions and Negotiations*: R. Zeckhauser et al. edited, Harvard Business School Press, 1996.

“Dual Sourcing, Learning and Repeated Procurements,” with Dorothy Klotz, *Management Science*, August 1995, pp. 1317-1327.

“Variable Splits in a Single-Stage Model of Procurement,” with Dorothy Klotz, *Group Decision and Negotiation*, 4, 295-310, 1995.

“A Non-Cooperative Theory of Coalitional Bargaining,” with B. Dutta, D. Ray, K. Sengupta, *Review of Economic Studies*, 60(2), 463-477, 1993.

“Introduction to the Focussed Issue on Group Decision and Negotiation,” with G. Kersten and M. Shakun, *Management Science*, October 1991.

“Multiple Source Procurement Competitions,” with S. Seshadri and G. Lilien, *Marketing Science*, 10 (3), 246-263, 1991.

“Perfect Equilibria in Simultaneous Offers Bargaining,” with L. Samuelson, *International Journal of Game Theory*, 19: 237-267, 1990.

“The Impact of Training on Negotiators' Performance,” with S. Gauvin and Gary Lilien, *Theory and Decision*, 28: 331-354, 1990.

“Bargaining under Two-Sided Incomplete Information: The Unrestricted Offers Case,” with L. Samuelson, *Operations Research*, 36(4), 1988.

“The Value of Information in Competitive Bidding,” with Terry Harrison, *European Journal of Operations Research*, September 1988.

“Infinite Horizon Bargaining Models with Alternating Offers and Two Sided Incomplete Information,” with Larry Samuelson, *Review of Economic Studies*, 54: 175-192, 1987.

“Incentives, Information and Decentralized Decision Making in a Bayesian Framework,” with G. Anandalingam and J.S. Gangolly, *Journal of the Operational Research Society*, 38(6): 499-508, 1987.

“Sequential Research and the Adoption of Innovations,” with Sudipto Bhattacharya and Larry Samuelson, *Oxford Economic Papers*, Special Issue on Industrial Organization, November 1986. (Reprinted in D.J. Morris et al., Ed., *Strategic Behaviour and Industrial Competition*, Oxford, 1986).

“Game Theory in Marketing Science: Uses and Limitations,” with Gary L. Lilien, *International Journal of Research in Marketing*, North-Holland Publishing Co., 3: 79-93, 1986.

“Disagreement in Bargaining,” in *Game-Theoretic Models of Bargaining* (Ch. 2), Alvin E. Roth, Ed., Cambridge University Press, 1985.

“The Theory of Bargaining,” in *Microeconomic Theory*, Larry Samuelson, Ed., Kluwer-Nijhoff, 1986, pp. 159-194.

“Efficiency of Alternative Bargaining Procedures: An Experimental Study,” with G.L.Lilien, *Journal of Conflict Resolution*, June 1984, pp. 270-295.

“Bargaining under Incomplete Information,” with W. Samuelson, in *Operations Research*, September-October 1983, pp. 835-851. Reprinted in *Bargaining under Incomplete Information*, P. Linhart, R.Radner and M. Satterthwaite (edited), Academic Press 1992. Reprinted in Paul Klemperer (ed.) *The Economic Theory of Auctions*, Edward Elgar, 2001.

“Incentive Compatibility in Bargaining under Uncertainty,” in *Quarterly Journal of Economics*, November 1982, pp. 717-726.

“Bargaining with Shared Information,” with J.W. Ulvila , in *Decision Sciences*, July 1982, pp. 380-404.

“Comparison of Arbitration Procedures: Models with Complete and Incomplete Information,” in *IEEE Transactions on Systems, Man, and Cybernetics*, 11(2): 101-109, 1981.

“Paying the Expected Externality of a Price Quote Achieves Bargaining Efficiency,” with J.W. Pratt and R.J. Zeckhauser in *Economics Letters*, 1(4), 311-313, 1979.

### **WORKING PAPERS**

“Menu Choice, Environmental Cues and Temptation; A Dual Self Approach to Self-Control,” with R. Vijay Krishna, Submitted

“A Geometric Approach to Expected Utility,” with R. Vijay Krishna, Submitted

“Bargaining, Competition and Efficient Investment,” with Stephen Chiu, To be revised.

“Lifelong Employment Commitments in Academia,” with Robert C. Marshall, To be revised.

“Concepts of strategic complexity and automata specifications in the unanimity bargaining game,” with Hamid Sabourian, To be revised.

“One Auction or Two; Sequential vs. Simultaneous Sales,” with Juan (Jane) Feng, To be revised

“When Does Competition Lead to Inefficient Investments,” with Steve Chiu. Conditionally accepted for the *BE Journals in Theoretical Economics*.

“Strategic Choice of Bargaining Order with One-Sided Incomplete Information,” with Nam Kim

“Crime as a Local Public Bad,” with Siddhartha Bandyopadhyay, Submitted.

“Bargaining, Competition, and Investment,” with Steve Chiu, To be revised.

### **WORK IN PROCESS**

“Markets with Bilateral Bargaining and Incomplete Information,” with Bhaskar Dutta.

“Academic Citations and the Diffusion of Knowledge: An Economic Analysis,” with Avantika Chowdhury.

### **OTHER EDITED BOOK**

*International Joint Ventures: Economic and Organizational Perspectives*, edited with Barbara Gray, published by Kluwer in 1995.

### **BOOK REVIEW**

Book review of L. Samuelson “Evolutionary Games and Equilibrium Selection,” *Economica*

### **SELECTED SEMINAR/CONFERENCE PRESENTATIONS FROM 2000**

- 2006 Talks at University of Birmingham, University of Edinburgh, Centre for Studies in the Social Sciences, Calcutta, University of Illinois at Urbana-Champaign
- 2005 Talks at the conference in honor of Ken Binmore, University College, London, August 17. World Congress of the Econometric Society, London, August 24, University of Birmingham Conference on Political Economy, June 7, University of Birmingham workshop, June 8, European University Institute, May 30
- 2004 Seminars at University of Hong Kong, Ecole Normale Supérieure, Paris, University of Illinois, Urbana-Champaign, Winter School, Delhi School of Economics,
- 2003 Seminars at “Recent theory workshop” at NYU, University of Sydney, Australia, Carnegie-Mellon, Texas A&M, Arizona State and Cornell Universities
- 2003 Game Theory Conference, Bombay, India
- 2001-2 Seminar talks at UCLA, Caltech, UC Riverside, University of Essex (two talks), Institut Henri Poincaré, Paris, GREQAM, Marseilles. Also discussant at conference on Law and Economics at USC

2000-1 July 6, plenary session address at the Group Decision and Negotiation Congress, Glasgow, July 21, talk at the Games 2000 conference, August, two talks at the World Congress of the Econometric Society, October, invited speaker at the ESRC Research Conference in Game Theory, Kenilworth, seminar at the University of Essex, November, seminars at Birmingham, Newcastle, Birkbeck, LSE, Cambridge and the XV FOG Meeting, Institute of Mathematical Economics, Bielefeld. December, Centre for Studies in Social Sciences, Calcutta. January, OR Seminar, Penn State. February, Electronic Markets Seminar, University of Maryland. April Universitat Pompeu Fabra, Spain, University of Warwick (two talks), Nuffield College, Oxford. May, University of Exeter June, London School of Economics-Interdisciplinary Institute of Management. October, Mid-West Economic Theory Meetings, Penn State

### **DOCTORAL DISSERTATIONS SUPERVISED AS ADVISOR/CO-ADVISOR**

**(From 1988 - 1997, all MSIS unless otherwise specified. From 1997, Economics unless otherwise specified.)**

<b><u>DATE</u></b>	<b><u>NAME</u></b>	<b><u>DEGREE</u></b>	<b><u>STATUS</u></b>
1987	Yangsoon Song	Ph.D.	Complete
1988	Sudhindra Seshadri	Ph.D.	Complete
1989	Belgacem Raggad	Ph.D.	Complete
1990	Dorothy Klotz	Ph.D.	Complete
1992	Bharat Jain	Ph.D.	Complete
1992	Thomas B. Feagans (Phil.)	Ph.D.	Complete
1992	Shaoping Zhao	Ph.D.	Complete
1993	Rajib Doogar (Accounting)	Ph.D.	Complete
1993	Ching Chyi Lee	Ph.D.	Complete
1995	Chander Shekhar	Ph.D.	Complete
1995	Nam Kim	Ph.D.	Complete
1997	Phillip Stocken (Accounting)	Ph.D.	Complete
2002	Eliot Maenner	Ph.D.	Complete
2003	Jane Feng (MSIS)	Ph.D.	Complete
2003	Siddhartha Bandyopadhyay	Ph.D.	Complete
2004	Farooq Sheikh (MSIS)	Ph.D.	Complete
2004	Dmitri Kvassov	Ph.D.	Complete
2004	Vijay Krishna	Ph.D.	Complete
2004	Jun Xue	Ph.D.	Complete
2004	Jaehee Lee	Ph.D.	Complete
2005	Sunghyun Na	Ph.D.	Complete
2006	Shubhro Sarkar	Ph.D.	Complete

2006 Zafer Akin Ph.D Complete  
 Current students:, Shizuka Nishikawa, Elif Incekara,. Maxim Ivanov , Andrei Karavaev,  
 Dmitry Prudnichenko, Avantika Chowdhury, Myeonghwan Cho.

**MEMBERSHIP ON PH.D COMMITTEES AFTER 1995- (ECONOMICS UNLESS OTHERWISE LISTED).**

1995	Chris Byrne (Math)	Ph.D.	Complete
1995	Ernst Wit (Philosophy)	Ph.D.	Complete
1995	Jiandong Ju	Ph.D.	Complete
1995	Y.W. Chiu	Ph.D.	Complete
1995	D. Kim (Accounting)	Ph.D.	Complete
1995	Steve Koch	Ph.D.	Complete
1995	John Morgan	Ph.D.	Complete
1997	Rob Reed	Ph.D.	Complete
1998	Cemile Yavas	Ph.D.	Complete
1999	Gautam Satapathy (IE)	Ph.D.	Complete
1999	Patrick McDonnell (IE)	Ph.D.	Complete
2000	A. Boone (Finance)	Ph.D.	Complete
2003	Roland G. Fryer	Ph.D.	Complete
2002	Taeho Kim (Ag. Econ)	Ph.D.	Complete
2002	Yong-Han Lee (IE)	Ph.D.	Complete
2002	Sergei Izmalkov	Ph.D.	Complete
2002	Tao Zhu	Ph.D.	Complete
2001	Vladimir Lemin (Math)	Ph.D.	Complete
2002	Bryan McCannon	Ph.D.	Complete
2004	Dong Joon Jo (Pol. Sc.)	Ph.D.	Complete
2004	Ming-Chin Chin (Ag. Econ.)	Ph.D.	Complete
2004	Daewon Sun (MSIS)	Ph.D.	Complete
2004	Yanguo Wang (Ag. Econ)	Ph.D.	Complete
2004	Oleksii Birulin	Ph.D.	Complete
2004	Byungchae Rhee	Ph.D.	Complete
2005	Kaizhi Tang (IE)	Ph.D.	Complete
2005	Zuopeng Zhang (SCIS/MSIS)	Ph.D.	Complete
2006	Isa Hafalir	Ph.D.	In progress
2006	Michael Jung	Ph.D.	In progress

**UNDERGRADUATE HONORS ADVISEES**

Paresh Patel (MSIS), Ashish Kapur, Matthew Gerson (Economics), David Brown (Economics/Mathematics), Kavya Kasturi (Economics/Environmental Sciences).

**PROFESSIONAL SOCIETIES**

The Econometric Society

The Game Theory Society

**DEPARTMENTAL AND COLLEGE SERVICE**

Personnel committee, 2004-6. Recruiting committee, 2003-4, 2005-6. Previously served on Academic Programs Committee in Economics, the University Promotion and Tenure Committee and various committees in the Smeal College of Business Administration including departmental and college promotion and tenure and graduate committees. Was departmental graduate officer in the Smeal College, 1988-92.

**RESEARCH GRANTS AND AWARDS**

- From the National Science Foundation
- 1985-86 "Infinite Horizon Bargaining: The Nature and Causes of Disagreement" (with L. Samuelson), (Funded by the Economics Program)
- From the National Institute for Dispute Resolution
- 1987-8 8 "Bargaining and Procurement in Business Markets: (with G.L. Lilien).
- From the Hewlett Foundation
- 1988-93 (Five calendar years) General support for the Center for Research in Conflict and Negotiation, of which Dr. Chatterjee was the Director from 1988-93.
- 1994-96 (Three years) General support for the Center for Research in Conflict and Negotiation, (Dr. Chatterjee was co-director.)
- (The total amount of support was \$690,000.)
- 1995 From Fuji-Xerox Ltd. Grant to study experimental coalitional bargaining. (\$10,000)
- 1998-2003 Participant in multi-year grant from the Luce Foundation on Evolutionary Models of Social and Economic Behaviour
- 2000-01 American Philosophical Society Sabbatical Fellowship, (\$40,000).