

CURRICULUM VITAE

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EDUCATION AND HONORARY DEGREES

Harvard University	A.B. 1959, M.B.A. 1961, D.B.A.	1963
Norwegian School of Economics	honorary Doctor of Economics	1986
University of Chicago	honorary Doctor of Laws	1995
London School of Economics	honorary Doctor of Science (Econ.)	2018

ACADEMIC POSITIONS

Stanford University, Graduate School of Business

Assistant/Associate Professor 1964-1971; Professor 1971-1976

Atholl McBean Professor of Economics 1976-2000

Adams Distinguished Professor of Management 2000-2004

Adams Distinguished Professor of Management, Emeritus 2004-

ACADEMIC AFFILIATIONS

Scholarly Societies:

National Academy of Sciences: elected Member 1994-

American Academy of Arts and Sciences: elected Member 1981-2004

American Economic Association: named [Distinguished Fellow](#) 2006

Econometric Society: elected Fellow 1976; elected to Council 1989-94;

plenary speaker 1985, 1989, 1997; Fisher-Schultz Lecturer 1986;

Vice-President and [President](#) 1997-1999; Executive Committee 1997-2000.

Game Theory Society: Fellow, Council 2001–2005; Morgenstern Lecturer 2004.

Society for Advancement of Economic Theory: named Fellow 2011

Fellowships: CORE, University of Louvain, Belgium, Visiting Professor 1967. Ford Foundation Faculty Research Fellow 1968. Center for Advanced Study in the Behavioral Sciences 1977-8. Guggenheim Fellowship 1982-3.

Research Programs: Stanford Center on Conflict and Negotiation 1987-2001; Director 1990. Harvard Law School, Program on Negotiation, Affiliated Faculty 1993-2001. Stanford Institute for Theoretical Economics, Director 1993-5.

Associate Editor: *Econometrica* 1979-85. *Mathematics of Operations Research* 1988-90. *Journal of Risk and Uncertainty* 1987-91. *Journal of Regulatory Economics* 1988-94. *Review of Economic Design* 1998-2002. *Games and Economic Behavior* 1988—. Advisory Board: *Journal of Economic Dynamics and Control* 1995—2006. *Economic Theory* 2009—.

Public Lectures: Gjesdal Lecture, Bergen 2016. Laffont Lecture, Toulouse 2010. Norwegian School of Business and Economics, Borch Memorial Lecture 2004. Boston University, Rosenthal Memorial Lecture 1993. University of Oslo, Leif Johansen Award Program 1997. Tel Aviv University, Elisha Pazner Memorial Lecture 1997. Northwestern University, Nancy Schwartz Memorial Lecture 1994. Hebrew University of Jerusalem, Oskar Morgenstern Lecture 1994. Helsinki School of Economics, Union Bank Lecture 1991. MIT, Inter-Session Lecture 1984.

Prizes: Melamed Prize, U. Chicago 1995. [Laffont Prize](#) ,U. Toulouse 2010.
[Frontiers of Knowledge in Economics, BBVA Foundation](#), Madrid 2016.
[CME-MSRI Prize in Innovative Quantitative Applications](#), Chicago 2016.
[National Academy of Sciences 2018 John J. Carty Award for the Advancement of Sciences](#) (award shared with David Kreps and Paul Milgrom).

<http://faculty-gsb.stanford.edu/wilson/>, <http://ssrn.com/author=22868>
http://en.wikipedia.org/wiki/Robert_B._Wilson , <http://authors.repec.org/pro/pwi97/>

Publications

Book

Nonlinear Pricing. New York: Oxford University Press, 1993. ISBN 0-19-506885-8.
Paperback edition 1997.

Reviewed by Richard Schmalensee, *Journal of Political Economy*, December 1994, 102(6): 1288-1291 (<http://www.jstor.org/stable/2138788>); and by John C. Panzar, *Journal of Economic Literature*, September 1995, 33(3): 1339-1341. Selected by the editors of the *Journal of Business* as the 1995 winner of the Leo Melamed Prize, awarded biannually by the Graduate School of Business of the University of Chicago for “outstanding scholarship by a business professor.”

Articles and Chapters Organized by Topic and Date

[Economic Theory](#)

[Game Theory : Foundations](#) | [Auctions](#) | [Bargaining](#) | [Computation](#)

[Market Design & Pricing](#)¹

[Social Choice Theory](#)

[Optimization](#)

Economic Theory

“Efficient Intertemporal Allocation of Risk and Return,” co-authored with Eiichiro Kazumori. Available as [Research Paper 2055](#), July 2010, and at [SSRN](#):
<http://ssrn.com/abstract=1639613>.

“Exchange,” entry for *The New Palgrave Dictionary of Economics*, 2nd Edition, S. Durlauf and L. Blume (eds.), Palgrave Macmillan, New York, 2008. (*Revision of entry in 1st edition, see below.*) <http://dx.doi.org/10.1057/9780230226203.0515> Appears in *The New Palgrave Dictionary of Economics Online*: <http://www.dictionaryofeconomics.com/dictionary> .

¹ Includes selected reports.

"Strategic Models of Entry Deterrence," in: R. Aumann and S. Hart (eds.), Handbook of Game Theory, Volume 1, Chapter 10, pp. 305-329, 1992. Amsterdam: North-Holland/Elsevier Science Publishers. [doi:10.1016/S1574-0005\(05\)80013-X](https://doi.org/10.1016/S1574-0005(05)80013-X)

"Entry and Exit," in: George R. Feiwel (ed.), The Economics of Imperfect Competition and Employment, 1989, Chapter 8, pp. 260-304. London: Macmillan Press Ltd. [\[Google Books\]](#)

"Deterrence in Oligopolistic Competition," in: Paul C. Stern, Robert Axelrod, Robert Jervis, and Roy Radner (eds.), Perspectives on Deterrence, 1989, Chapter 8, pp. 157-190. New York: Oxford University Press. [\[Google Books\]](#)

"Efficient and Competitive Rationing," *Econometrica*, Volume 57, No. 1 (January 1989), pp. 1-40. Reprinted in Ray Rees (ed.), The Economics of Public Utilities, Edward Elgar Publishing Ltd., London, 2006. <http://www.jstor.org/stable/1912571>

"Credentials and Wage Discrimination," *Scandinavian Journal of Economics*, special issue on Information and Incentives in Organizations, Volume 90, No. 4 (December 1988), pp. 549-562. <http://www.jstor.org/stable/3440052>

"Exchange," entry in *The New Palgrave: A Dictionary of Economics*, J. Eatwell, M. Milgate, and P. Newman (eds.), Volume 2, pp. 202-207. London: Macmillan Press Ltd., 1987. Reprinted in *The New Palgrave Selected Reprints, Volume 2 (Allocation, Information, and Markets)*, 1989, pp. 83-93; *The New Palgrave Dictionary of Money and Finance*, 1992; and *The New Palgrave World of Economics*, 1992. Revised version appears in *The New Palgrave Dictionary of Economics*, 2nd edition, S. Durlauf and L. Blume (eds.), Macmillan Press Ltd., 2008 (*cited above*). [\[Google Books\]](#)

"Foundations of Dynamic Monopoly and the Coase Conjecture," co-authored with Faruk Gül and Hugo Sonnenschein, *Journal of Economic Theory*, Vol. 39 (July 1986), pp. 155-190. [doi:10.1016/0022-0531\(86\)90024-4](https://doi.org/10.1016/0022-0531(86)90024-4) Reprinted in: Peter B. Linhart, Roy Radner, and Mark A. Satterthwaite (eds.), *Bargaining with Incomplete Information*, Chapter 12, pp. 264-299, Academic Press, San Diego, 1992.

"Efficient Trading," in: *Issues in Contemporary Microeconomics and Welfare*, George Feiwel (ed.), Chapter 4, pp. 169-208. London: Macmillan Press, Ltd., 1985. (Reviewed by J. Chilton in *The Wall Street Review of Books*, Fall 1986, pp. 236-238.) [\[Google Books\]](#)

"Multi-Dimensional Signaling," *Economics Letters*, Vol. 19, No. 1 (October 1985), pp. 17-21. [doi:10.1016/0165-1765\(85\)90094-1](https://doi.org/10.1016/0165-1765(85)90094-1)

"Auditing: Perspectives from Multi-Person Decision Theory," *The Accounting Review*, Vol. 58, No. 2 (April 1983), pp. 305-318. <http://www.jstor.org/stable/246837>

"Competitive Nonlinear Tariffs," co-authored with Shmuel Oren and Stephen Smith, *Journal of Economic Theory*, Vol. 29, No. 1 (February 1983) pp. 49-71. [doi:10.1016/0022-0531\(83\)90122-9](https://doi.org/10.1016/0022-0531(83)90122-9)

"Risk Measurement of Public Projects," in: Discounting for Time and Risk in Energy Policy, R. C. Lind (ed.), pp. 205-249. Washington: Resources for the Future and John Hopkins University Press, 1982. [\[Google Books\]](#)

"Computation of Competitive Equilibria by a Sequence of Linear Programs," co-authored with Alan Manne and Hung-Po Chao, *Econometrica*, Vol. 48, No. 7 (November 1980), pp. 1595-1615. <http://www.jstor.org/stable/1911924>

"Temporal Resolution of Uncertainty in Stapleton and Subrahmanyam's A Multiperiod Equilibrium Asset Pricing Model," co-authored with David Kreps, *Econometrica*, Vol. 48, No. 6 (September 1980), pp. 1565-1566. <http://www.jstor.org/stable/1912826>

"Information, Efficiency, and the Core of an Economy," *Econometrica*, Vol. 46, No. 4 (July 1978), pp. 807-816. Reprinted in: D. Glycopantis and N. Yannelis (eds.), *Differential Information Economies*, pp. 55-64, Springer-Verlag, New York, ISBN 3-540-21424-0. <http://www.jstor.org/stable/1909750>

"Competitive Exchange," *Econometrica*, Vol. 46, No. 3 (May 1978), pp. 577-585. <http://www.jstor.org/stable/1914233>

"The Bilinear Complementarity Problem and Competitive Equilibria of Piecewise Linear Economic Models," *Econometrica*, Vol. 46, No. 2 (January 1978), pp. 87-103. <http://www.jstor.org/stable/1913647>

"Informational Economies of Scale," *Bell Journal of Economics*, Vol. 6, No. 1 (Spring 1975), pp. 184-195. Reprinted in G. Heal (ed.), *The Economies of Increasing Returns*, Edward Elgar Publishing, London, 1999. <http://www.jstor.org/stable/3003221>

"On the Theory of the Firm in an Economy with Incomplete Markets," co-authored with Steinar Ekern, *Bell Journal of Economics*, Vol. 5, No. 1 (Spring 1974), pp. 171-180. Reprinted as Chapter 10 in: M. McGill and M. Quinzii (eds.), *Incomplete Markets*, Edward Elgar Publishing, London, 2008, ISBN 978 1 84542 862 4. <http://www.jstor.org/stable/3003097>

"The Structure of Trade," co-authored with Mordecai Kurz, *Economic Inquiry*, Vol. 12, No. 4 (December 1974), pp. 493-516. DOI: 10.1111/

"Optimal Dividend Policy," *Proc. Fourth International Conference on Operations Research*, D. Hertz and J. Melese (eds.), John Wiley & Sons, New York (1968), pp. 128-138.

"Decision Analysis in a Corporation," *IEEE Transactions on Systems Science and Cybernetics*, Vol. SSC-4, No. 3 (September 1968), pp. 220-226.

"The Theory of Syndicates," *Econometrica*, Vol. 36, No. 1 (January, 1968), pp. 119-132. <http://www.jstor.org/stable/1909607>

"A Pareto-Optimal Dividend Policy," *Management Science*, Vol. 13, No. 9 (May 1967), pp. 756-764. <http://www.jstor.org/stable/2628092>

"Exchange Equilibrium as a Budgetary Adjustment Process," *International Economic Review*, Vol. 8, No. 1 (February 1967), pp. 103-108. <http://www.jstor.org/stable/2525386>

Game Theory, Applications, and Computation

[Foundations](#) | [Auctions](#) | [Bargaining](#) | [Computation](#)

- **Game Theory—Foundations**

"Stringent Criteria for Rational Strategic Behavior," text of lecture at award of the Jean-Jacques Laffont Prize, November 2010, Toulouse.

"Axiomatic Theory of Equilibrium Selection for Generic Two-Player Games," co-authored with Srihari Govindan, *Econometrica*, Volume 80, Number 4 (July 2012), 1639–1699. Available as [Research Paper 2021](#), May 2011, and at SSRN: <http://ssrn.com/abstract=1418183>. DOI: [10.3982/ECTA9579](https://doi.org/10.3982/ECTA9579)

"On Forward Induction," co-authored with Srihari Govindan, *Econometrica*, Volume 77, Number 1 (January, 2009), pp. 1–28. Available as [Research Report 1986](#) and at SSRN: <http://ssrn.com/abstract=1095469> . DOI: [10.3982/ECTA6956](https://doi.org/10.3982/ECTA6956)

"Axiomatic Theory of Equilibrium Selection for Games with Two Players, Perfect Information, and Generic Payoffs," co-authored with Srihari Govindan. Available as [Research Paper 2008](#), February 2009, and at SSRN: <http://ssrn.com/abstract=1345371> .

"Axiomatic Theory of Equilibrium Selection in Signaling Games with Generic Payoffs," co-authored with Srihari Govindan. Available as [Research Paper 2000](#), September 2008, and at SSRN: <http://ssrn.com/abstract=1287385> .

"Nash Equilibrium, refinements of," co-authored with Srihari Govindan, entry for *The New Palgrave Dictionary of Economics*, 2nd Edition, S. Durlauf and L. Blume (eds.), Palgrave Macmillan, New York, 2008. (Available as [Research Report 1897](#), June 2005. <http://ssrn.com/abstract=772081>) <http://www.dictionaryofeconomics.com/dictionary> <http://dx.doi.org/10.1057/9780230226203.1155>

"Metastable Equilibria" co-authored with Srihari Govindan, *Mathematics of Operations Research*, Volume 33, Number 4 (November 2008), pp. 787-820. Available as [Research Paper 1934R](#) and at SSRN: <http://ssrn.com/abstract=900612> and in *Articles in Advance*, November 3, 2008. <http://dx.doi.org/2010.1287/moor.1080.0336>

"Stable Outcomes of Generic Extensive-Form Games," co-authored with Srihari Govindan, December 2004; revised May 2007. Available as [Research Paper 1933R](#) and at SSRN: <http://ssrn.com/abstract=900185>.

"Sufficient Conditions for Stable Equilibria," co-authored with Srihari Govindan, *Theoretical Economics*, Volume 1, Number 2 (June 2006), pp. 167–206. <http://econtheory.org/> (Available as [Research Report 1896](#), "Justification of Stable Equilibria," Stanford Business School, June 2005. <http://ssrn.com/abstract=757885>)

"Essential Equilibria", co-authored with Srihari Govindan, *Proceedings of the National Academy of Sciences USA*, Volume 102, Number 43 (October 25, 2005), pp. 15706-

15711. <http://www.pnas.org/cgi/reprint/102/43/15706>, <http://www.jstor.org/stable/4143499>
<http://dx.doi.org/10.1109/JPROC.2005.857491> (Revision of "Characterization of Hyperstability,"
March 2004; available as [Research Report 1900](#), June 2005.
<http://ssrn.com/abstract=772084>)

"Introduction to the Special Issue in Memory of Robert W. Rosenthal", co-authored with Andrew Postlewaite, *Games and Economic Behavior*, Vol. 45, No. 2 (November 2003), pp. 271–277. [doi:10.1016/S0899-8256\(03\)00174-X](https://doi.org/10.1016/S0899-8256(03)00174-X)

"Maximal Stable Sets of Two-Player Games," co-authored with Srihari Govindan, *International Journal of Game Theory*, Vol. 30, No. 4 (2002), pp. 557-566.
[doi:10.1007/s001820200098](https://doi.org/10.1007/s001820200098)

"Invariance of Stable Equilibria of Signaling Games," co-authored with Srihari Govindan, *Festschrift in Honor of Steinar Ekern*, 2002. Bergen, Norway: Norwegian School of Economics and Business Administration.

"Structure Theorems for Game Trees," co-authored with Srihari Govindan, *Proceedings of the National Academy of Sciences USA*, Vol. 99, No. 13 (2002), pp. 9077-9080.
<http://www.jstor.org/stable/3059143>. Online version:
<http://www.pnas.org/cgi/reprint/99/13/9077.pdf>
<http://dx.doi.org/10.1073/pnas.082249599> Supplementary computer programs:
<http://dags.stanford.edu/Games/> , <http://econweb.tamu.edu/gambit/> .

"Direct Proofs of Generic Finiteness of Nash Equilibrium Payoffs," co-authored with Srihari Govindan, *Econometrica*, Vol. 69, No. 3 (May 2001), pp. 765 – 769.
<http://www.jstor.org/stable/2692209>

"Admissibility and Stability," in: Wulf Albers, Werner Guth, Peter Hammerstein, Benny Moldovanu, and Eric van Damme (eds.), *Understanding Strategic Behavior: Essays in Honor of Reinhard Selten*, Chapter 8, pp. 85-99, 1997. Berlin: Springer-Verlag.

"Uniqueness of the Index for Nash Equilibria of Two-Player Games," co-authored with Srihari Govindan, *Economic Theory*, Vol. 10, No. 3 (Fall 1997), pp. 541–549.
<http://www.jstor.org/stable/25055058>

"Equivalence and Invariance of the Index and Degree of Nash Equilibria," co-authored with Srihari Govindan, *Games and Economic Behavior*, Vol. 21, No. 1 (October-November 1997), pp. 56–61. [doi:10.1006/game.1997.0516](https://doi.org/10.1006/game.1997.0516)

"A Sufficient Condition for Invariance of Essential Components," co-authored with Srihari Govindan, *Duke Mathematical Journal*, Vol. 81, No. 1 (January 1996), pp. 39-46.

"Nonlinear Pricing and Mechanism Design," in Hans Amman, David Kendrick, and John Rust (eds.), *Handbook of Computational Economics*, Volume 1, Chapter 5, pp. 253-293, 1996. New York: Elsevier Science Publishers. ISBN 10: 0-444-89857-3, ISBN 13: 978-0-444-89857-9

"John Harsanyi and the Economics of Information," *Games and Economic Behavior*, Vol. 14, No. 2 (June 1996), pp. 296-298. [doi:10.1006/game.1996.0054](https://doi.org/10.1006/game.1996.0054)

"Reputations in Games and Markets," in: Game Theoretic Models of Bargaining with Incomplete Information, Alvin Roth (ed.); Chapter 3, pp. 27-62. Cambridge: Cambridge University Press, 1985. (Reviewed by S. Clark in *Journal of Economic Surveys*, Vol. 1, No. 1, 1987, page 103.) [[Google Books](#)]

"Reputation and Imperfect Information," co-authored with David Kreps, *Journal of Economic Theory*, Vol. 27, No. 2 (August 1982), pp. 253-279. [doi:10.1016/0022-0531\(82\)90030-8](https://doi.org/10.1016/0022-0531(82)90030-8) Reprinted in: Oliver Williamson (eds.), *Industrial Organization*, 1990 (paperback edition 1996); London: Edward Elgar Publishing Ltd. Also in: Jean Gabszewicz and Jacques-François Thisse (eds.), *Microeconomic Theories of Imperfect Competition: Old Problems and New Perspectives*, 1998; London: Edward Elgar Publishing Ltd. Jill J. McCluskey and Jason Winfree (eds.), *The Economics of Reputation*, 2017, London: Edward Elgar Publishing Ltd.

"Rational Cooperation in the Finitely Repeated Prisoners' Dilemma," co-authored with David Kreps, Paul Milgrom, and John Roberts, *Journal of Economic Theory*, Vol. 27, No. 2 (August 1982), pp. 245-252. Reprinted in: A. Rubinstein (ed.), *Game Theory*, 1991; London: Edward Elgar Publishing Ltd. [doi:10.1016/0022-0531\(82\)90029-1](https://doi.org/10.1016/0022-0531(82)90029-1)

"Sequential Equilibria," co-authored with David Kreps, *Econometrica*, Vol. 50, No. 4 (July 1982), pp. 863-894. <http://www.jstor.org/stable/1912767>

"Perfect Equilibria and Sequential Rationality," in: Games of Incomplete Information and Related Topics, H. Moulin et al. (eds.). Marseilles-Luminy, France: Centre International de Rencontres Mathematiques, 1981.

• **Game Theory—Auctions and Bidding**

"Existence of Equilibria in All-Pay Auctions" co-authored with Srihari Govindan. Available as [Research Paper 2058](#), July 2010, and at [SSRN](#): <http://ssrn.com/abstract=1650291> . Submitted to *Econometrica*.

"Existence of Equilibria in Auctions with Interdependent Values: Two Symmetric Bidders," co-authored with Srihari Govindan. Available as [Research Paper 2057](#), July 2010, and at [SSRN](#): <http://ssrn.com/abstract=1639615> .

"Existence of Equilibria in Private-Value Auctions," co-authored with Srihari Govindan. Available as [Research Paper 2056](#), July 2010, and at [SSRN](#): <http://ssrn.com/abstract=1639599>

"Sequential Equilibria of Asymmetric Ascending Auctions: The Case of Lognormal Distributions," *Economic Theory*, Vol. 12, No. 2 (October 1998), pp. 433–440. <http://www.jstor.org/stable/25055131> .

"Design of Efficient Trading Procedures," in: Daniel Friedman and John Rust (eds.), *The Double Auction Market: Institutions, Theories, and Evidence*, 1993. Santa Fe Institute Studies in the Sciences of Complexity, Proceedings Volume XIV, Chapter 5, pp. 125-152. Reading, MA: Addison-Wesley Publishing Company. [[Google Books](#)]

"Strategic Analysis of Auctions," in: R. Aumann and S. Hart (eds.), *Handbook of Game Theory*, 1992, Volume 1, Chapter 8, pp. 227-279. Amsterdam: North-Holland/Elsevier Science Publishers. [doi:10.1016/S1574-0005\(05\)80011-6](https://doi.org/10.1016/S1574-0005(05)80011-6)

"Equilibria of Bid-Ask Markets," in: *Arrow and the Ascent of Economic Theory: Essays in Honor of Kenneth J. Arrow*, G. Feiwel (ed.); Chapter 11, pp. 375-414. London and New York: Macmillan Press and New York University Press, 1987. [[Google Books](#)]

"Game-Theoretic Analyses of Trading Processes," in: *Advances in Economic Theory: Fifth World Congress*, Truman Bewley (ed.); Chapter 2, pp. 33-70. Cambridge UK: Cambridge University Press, 1987; reprinted in, *Recent Developments in the Economic Theory of Incentives*, David Martimort (ed.), 2017. [[Google Books](#)]

"Bidding," entry on auction theory, in: *The New Palgrave: A Dictionary of Economics*, J. Eatwell, M. Milgate, and P. Newman (eds.), Volume 1, pp. 238-242. London: Macmillan Press Ltd., 1987. Reprinted in: *The New Palgrave Selected Reprints, Volume 2 (Allocation, Information, and Markets)*, 1989, pp. 54-63; and *The New Palgrave Dictionary of Money and Finance*, 1992.

"Incentive Efficiency of Double Auctions," *Econometrica*, Vol. 53, No. 5 (September 1985), pp. 1101-1116. Reprinted in: P. Klemperer (ed.), *The Economic Theory of Auctions*, Edward Elgar Publishing, London, 1999. <http://www.jstor.org/stable/1911013>

"On Competitive Bidding Applied," Chapter IV.4 in: *Auctions, Bidding, and Contracting: Uses and Theory*, Richard Engelbrecht-Wiggans, Martin Shubik, and Robert M. Stark (eds.), pp. 363-368. New York: New York University Press, 1983. ISBN 0814778275, 9780814778272. [[Google Books](#)]

"Auctions of Shares," *Quarterly Journal of Economics*, Vol. 93, No. 4 (November 1979), pp. 675-689. Reprinted in: P. Klemperer (ed.), *The Economic Theory of Auctions*, Edward Elgar Publishing, London, 1999. <http://www.jstor.org/stable/1884475>

"A Bidding Model of Perfect Competition," *Review of Economic Studies*, Vol. 4, No. 3 (October 1977), pp. 511-518. Reprinted in: P. Klemperer (ed.), *The Economic Theory of Auctions*, Edward Elgar Publishing, London, 1999. <http://www.jstor.org/stable/2296904>

"Competitive Bidding with Disparate Information," *Management Science*, Vol. 15, No. 7 (March 1969), pp. 446-448. Reprinted in: Steven A. Lippman and David K. Levine (eds.), *The Economics of Information*, Edward Elgar Publishing, London, 1994; and P. Klemperer (ed.), *The Economic Theory of Auctions*, Edward Elgar Publishing, London, 1999. <http://www.jstor.org/stable/2628640>

"Competitive Bidding with Asymmetric Information," *Management Science*, Vol. 13, No. 11 (July 1967), pp. 816-820. <http://www.jstor.org/stable/2628622>

- **Game Theory—Bargaining and Negotiation**

"A Bargaining Model of Monetary Nonneutrality," *Economie publique/Public Economics*, Vol. 17, No. 2 (2005), pp. 161-171. ISSN 1373-8496. <http://economiepublique.revues.org/2529>

"A Theory of Discovery in Litigation," co-authored with Robert Mnookin, *Games and Economic Behavior*, Vol. 25, No. 2 (November 1998), pp. 219 – 250.

<http://www.jstor.org/stable/1073173> doi:10.1006/game.1997.0632

"Private Information and Legal Bargaining," entry in Peter Newman (ed.), *The New Palgrave Dictionary of Law and Economics*, 1998. New York: Grove's Dictionaries.

"Negotiation with Private Information: Litigation and Strikes," in D. Jacobs, E. Kalai, and M. Kamien (eds.), *Frontiers of Research in Economic Theory: The Nancy L. Schwartz Memorial Lectures 1983-1997*, *Econometric Society Monograph Series*, 1998; pp.160–182. New York: Cambridge University Press. [Also published by Northwestern University in 1996 as a booklet.] [[Google Books](#)]

"Signaling in Negotiations," in: Richard Zeckhauser, Ralph Keeney, and James Sebenius (eds.), *Wise Choices: Games, Decisions, and Negotiations*, 1996, Chapter 22, pp. 400-413. Boston MA: Harvard Business School Press. [[Google Books](#)]

"Strategic and Informational Barriers to Negotiation," Chapter 6, pp. 108-119, in: K. Arrow, R. Mnookin, L. Ross, A. Tversky, and R. Wilson (eds.), *Barriers to Conflict Resolution*, 1995. New York: W.W. Norton & Company [reissued in 2000 by the Harvard Program on Negotiation]. [[Google Books](#)]

"Bargaining with Private Information," co-authored with John Kennan, *Journal of Economic Literature*, Volume 31, No. 1 (March 1993), pp. 45-104. Reprinted in A. Booth (ed.), *The Economics of Labor Unions*, Edward Elgar Publishing Ltd., 2001.

<http://www.jstor.org/stable/2728150>

"Theories of Bargaining Delays," co-authored with John Kennan, *Science*, Vol. 249 (7 September 1990), pp. 1124-1128. <http://www.jstor.org/stable/2878034>

"Can Strategic Bargaining Models Explain Collective Bargaining Data?," co-authored with John Kennan, *American Economic Review*, Vol. 80, No. 2 (May 1990), pp. 405-409.

<http://www.jstor.org/stable/2006609>

"Strategic Bargaining Models and Interpretation of Strike Data," co-authored with John Kennan, *Journal of Applied Econometrics*, Supplement, Vol. 4 (Autumn 1989), pp. S87-S130. <http://www.jstor.org/stable/2096595>

"Rational Bargaining and Market Efficiency: Understanding *Pennzoil v. Texaco*," co-authored with Robert H. Mnookin, *Virginia Law Review*, Vol. 75, No. 2 (March 1989), pp. 295-334. <http://www.jstor.org/stable/1073173>

- **Game Theory—Models of Elections**

"Competition for a Majority," co-authored with Paulo Borelli and Srihari Govindan, *Econometrica*, Volume 82, Number 1 (January 2014), 271-314. Available as [Research Report 2104](#), June 2012 (revised April 2013), or at [SSRN](#), Abstract 2088534.

[DOI: 10.3982/ECTA11008](https://doi.org/10.3982/ECTA11008)

- **Game Theory—Computation**

“A Decomposition Algorithm for N-Player Games,” co-authored with Srihari Govindan, Economic Theory, Volume 42, Number 1 (January 2010), pp. 97–117. Available as [Research Report 1967](#) and at SSRN: <http://ssrn.com/abstract=1007569>
[doi:10.1007/s00199-009-0434-4](https://doi.org/10.1007/s00199-009-0434-4)

<http://www.springerlink.com/openurl.asp?genre=article&id=doi:10.1007/s00199-009-0434-4>.

“Global Newton Method for Stochastic Games,” co-authored with Srihari Govindan, Journal of Economic Theory, Volume 44, Number 1 (January 2009), pp. 414–421. Available as [Research Paper 1985](#) and at SSRN: <http://ssrn.com/abstract=1095446>
<http://dx.doi.org/10.1016/j.jet.2008.06.002>

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