

DONALD JOHN ROBERTS

Scully Professor and Senior Associate Dean
Graduate School of Business
Littlefield Center 239
Stanford, California 94305-5015

E-Mail: roberts_john@gsb.stanford.edu

Tel: Office (650) 723-9345
Home (650) 856-6409
Fax: Office (650) 725-0468
Home (650) 856-6408

PERSONAL

Born February 11, 1945 in Winnipeg, Canada

Canadian citizen, U.S. permanent resident

EDUCATION

University of Minnesota: 1967-1971

Ph.D. in economics awarded June 1972.

Dissertation: "Lindahl Equilibrium and the Allocation of Public Goods."

University of Manitoba: 1962-1967:

B.A. Honours degree in economics awarded May 1967.

ACADEMIC EMPLOYMENT

Northwestern University, J.L. Kellogg Graduate School of Management: 1971-80

Department of Managerial Economics and Decision Sciences

Instructor (9/71-2/72)

Assistant Professor (2/72-9/74)

Associate Professor (9/74-9/77)

Professor (9/77-8/80)

Director of Doctoral Studies (9/76-8/79)

Stanford University, Graduate School of Business: 1980-

Professor of Economics (1/80-10/80)

Jonathan B. Lovelace Professor of Economics (10/80-3/01) and Strategic Management
(6/98-3/01)

John H. Scully Professor of Economics, Strategic Management and International Business
(3/01- Present)

Associate Dean for Academic Affairs and Director of Research (9/87-8/90)

Director and Co-Director, Executive Program in Strategy and Organization (6/92-Present)

Faculty Director, Global Management Program (1/94-Present)

Senior Associate Dean for External Relations and Executive Education (8/00 – Present)

Director, Center for Global Business and the Economy (4/03 – Present)

OTHER APPOINTMENTS

Université Catholique de Louvain, Center for Operations Research and Econometrics:
CORE Research Fellow, 1974-75

Stanford University, Department of Economics: Professor (by courtesy), 1986-

Center for Advanced Study in the Behavioral Sciences: Fellow, 1991-1992

All Souls College, Oxford University: Visiting Fellow, Fall 1995

McKinsey & Co., London: Visiting Academic Fellow in Leadership and Organization, 1999-2000

Nuffield College, Oxford University: Academic Visitor, 1999-2000

Université des Sciences Sociales de Toulouse: Visiting Professor, October 1999

MAJOR PROFESSIONAL ACTIVITIES AND AWARDS

Associate Editor/Editorial Boards:

Journal of Economic Theory, 1977-92;

Econometrica, 1985-87;

Games and Economic Behavior, 1988-;

American Economic Review, 1991-95;

Journal of Economics and Management Strategy, 1991-98

Journal of Asian Business Studies, 2006-

Visiting Researcher:

CORE, Leuven/Louvain La Neuve, 1976, 1982

Institute for Advanced Studies, Jerusalem, 1980, 1985

Department of Economics, University of California, Berkeley, 1986-87

Institute of Economics and Statistics, Oxford University, 1995

Lecturer:

Ecole National de la Statistique et de l'Administration Economique, Paris, 1975

W. L. Morton Memorial Lecturer, University of Manitoba, 1994

Leonid Hurwicz Lecturer, Minnesota Economic Association, 1995

Inaugural Clarendon Lecturer in Management Studies, Oxford University, 1997

Minnesota Lecturer, Department of Economics, University of Minnesota, 2000

Distinguished Lecturer, Katz School of Business, University of Pittsburgh, 2002

Distinguished Lecturer, School of Management, University of Bath, 2005

Freehills Distinguished Lecturer, University of New South Wales, 2007

Fellow, Econometric Society, 1982, and Council Member, 1994-96

Fellow, American Academy of Arts and Sciences, 2005

Awards from Stanford Graduate School of Business

R. K. Jaedicke "Silver Apple" Award, Stanford GSB Alumni Association, 2000

Teaching Excellence Award, Stanford Sloan Program, 2002

Robert T. Davis Faculty Lifetime Achievement Award, GSB, 2005

PUBLICATIONS

"Pareto, Public Goods and Politics: A Comment," *Canadian Journal of Economics/Revue Canadienne d'Economique* **3** (November, 1970) 615-616.

"Exclusion, Externalities and Public Goods," with M.I. Kamien and N.L. Schwartz, *Journal of Public Economics* **2** (July, 1973) 217-230.

"Existence of Lindahl Equilibrium with a Measure Space of Consumers," *Journal of Economic Theory* **6** (August, 1973) 355-381.

"Lindahl's Solution for Economies with Public Goods," *Journal of Public Economics* **3** (February, 1974) 23-42.

"Continuity in the Gains from Trade with Similar Consumers," *Journal of International Economics* **4** (April, 1974) 25-36.

"A Note on Increasing Returns to Group Size and the Core with Public Goods," *Journal of Economic Theory* **9** (November, 1974) 350-356.

"Cores in Economies with Public Goods," with P. Champsaur and R.W. Rosenthal, *International Economic Review* **16** (October, 1975) 751-764.

"The Incentives for Price-Taking Behavior in Large Exchange Economies," with A. Postlewaite, *Econometrica* **44** (January, 1976) 115-127.

"A Note on the Core with Increasing Numbers of Consumers and Commodities," *International Economic Review* **17** (June, 1976) 503-505.

"The Incentives for Correct Revelation of Preferences and the Number of Consumers," *Journal of Public Economics* **6** (November, 1976) 359-374.
Reprinted in *Essays in Public Economics*, A. Sandmo, ed., Lexington: D.C. Heath & Co., 1978, 79-94.

- “On the Existence of Cournot Equilibrium without Concave Profit Functions,” with H. Sonnenschein, *Journal of Economic Theory* **13** (August, 1976) 112-117.
See also “Acknowledgment,” *JET* **16** (December, 1977) 521.
- “On the Foundations of the Theory of Monopolistic Competition,” with H. Sonnenschein, *Econometrica* **45** (January, 1977) 101-113.
- “A Note on the Stability of Large Cartels,” with A. Postlewaite, *Econometrica* **45** (November, 1977) 1877-1878.
- “Profits, Price Discrimination and Entry: The Motor Carrier Industry in Differing Regulatory Environments,” with P. Simmie, *Motor Carrier Economic Regulation*, Washington: National Academy of Sciences, 1978, 364-384.
- “Liner Ocean Shipping: Alternatives for Policy,” with R. Baesemann and L. Moses, *In Search of a Rational Liner Shipping Policy*, Evanston: Northwestern University, The Transportation Center, 1978.
- “Barriers to Trade and Disadvantageous Middlemen: Non-Monotonicity of the Core,” with E. Kalai and A. Postlewaite, *Journal of Economic Theory* **19** (October, 1978) 200-209.
- “Offentliche Guter,” (Public Goods), *Handwörterbuch der mathematischen Wirtschaftswissenschaften (Band I: Wirtschaftstheorie)*, M. Beckmann, K. Menges and R. Selten, eds., Wiesbaden: Gabler, 1979, 271-279.
- “Strategic Behavior in the MDP Procedure,” *Aggregation and Revelation of Preferences*, J.J. Laffont, ed., Amsterdam: North-Holland, 1979, 353-362.
- “Arbitration of Exchange Situations with Public Goods,” with E. Kalai and A. Postlewaite, *Applied Game Theory*, S. Brams, A. Schotter and G. Schwodiauer, eds., Würzburg: Physica-Verlag, 1979, 198-203.
- “A Group Incentive Compatible Mechanism Selecting Core Allocations,” with E. Kalai and A. Postlewaite, *Journal of Economic Theory* **20** (February, 1979) 13-22.
- “Incentives in Planning Procedures for the Provision of Public Goods,” *Review of Economic Studies* **46** (April, 1979) 283-292.
- “Public Sector Decisions, Market Adjustments, and Rising Housing Prices,” with J.T. Little, *National Tax Journal* **32** (June, 1979) Supplement, 87-96.
- “Oligopoly and Competition in Large Markets,” with M. Okuno and A. Postlewaite, *American Economic Review* **70** (March, 1980) 22-31.

- “Strategic Analysis of Entry and Entry Deterrence under Incomplete Information,” (abstract), *Colloque: Les Jeux en Information Incomplete et Leurs Applications*, Marseille-Luminy: Centre International de Rencontres en Mathematiques, 1981.
- “Limit Pricing and Entry under Incomplete Information: An Equilibrium Analysis,” with P. Milgrom, *Econometrica* **50** (March, 1982) 443-459.
Reprinted in *Industrial Organization*, O. Williamson, ed. Cheltenham, Glos. and Brookfield, Vt.: Edward Elgar Publishing Limited, 1990; in *The Economics of Information*, S.A. Lippman and D. K. Levine, eds., Cheltenham: Edward Elgar Publishing Limited, 1994; in *Microeconomic Theories of Imperfect Competition: Old Problems and New Perspectives*, J. Gabszewicz and J.-F. Thisse, eds., Cheltenham: Edward Elgar Publishing Limited, 1998; and in *Pricing*, M. Waldman and J. Johnson, eds., Cheltenham: Edward Elgar Publishing Limited, 2007. Also reprinted with a new introduction in *35 Years of MEDS and Management Theory: 65th Birthday Celebration of Morton Kamien*, Evanston: Northwestern University Press, 2003.
- “Predation, Reputation and Entry Deterrence,” with P. Milgrom, *Journal of Economic Theory* **27** (August, 1982) 280-312.
Reprinted in *Antitrust and Competition Policy*, A.N. Kleit, ed., Cheltenham, Gloucester: Edward Elgar, 2005. Italian translation; Milan: Banca Commerciale Italiana, 1988.
- “Rational Cooperation in the Finitely Repeated Prisoners’ Dilemma,” with D. Kreps, P. Milgrom and R. Wilson, *Journal of Economic Theory* **27** (August, 1982) 245-252.
Reprinted in *Game Theory*, A. Rubinstein, ed., Cheltenham, Glos. and Brookfield, Vt.: Edward Elgar Publishing Limited, 1990.
- “Options for Shipping Policy,” *Proceedings of the Western Shippers' Seminar on International Maritime Issues*, San Francisco: Manalytics, Inc., 1983.
- “Problems with Average Cost Pricing in the Presence of Set-up Costs,” *Economics Letters* **14** (1984) 107-109.
- “Relying on the Information of Interested Parties,” with P. Milgrom, *Rand Journal of Economics* **17** (Spring, 1986) 18-32.
Reprinted in “Economics of Evidence, Procedure and Litigation,” C. W. Sanchirico, Cheltenham, Glos. and Brookfield, Vt.: Edward Elgar Publishing Limited, 2007.
- “Price and Advertising Signals of Product Quality,” with P. Milgrom, *Journal of Political Economy* **94** (August, 1986) 796-821.
Reprinted in *The Economics of Marketing*, M. Carter, M. Casson and V. Suneja, eds., Cheltenham, Gloucester: Edward Elgar, 1998; in *Reader in Industrial Organization*, V.B. Stroud-Lewis, ed., Oxford: Blackwell, 1999; in *The Economics of Advertising*, K. Bagwell, ed., Cheltenham, Gloucester: Edward Elgar, 2001; and in *Landmarks of Economic Thought* volume 5, A.G. Slutsky, ed., St. Petersburg: The School of Economics Institute, 2002.
- “A Signaling Model of Predatory Pricing,” *Oxford Economic Papers* **38** (November, 1986) 75-

93.

Reprinted in *Strategic Behaviour and Industrial Competition*, D.J. Morris, P.J.N. Sinclair, M.D.E. Slater, and J.S. Vickers, eds., Oxford: Clarendon Press, 1987.

“General Equilibrium Analysis of Imperfect Competition: An Illustrative Example,” in *Arrow and the Ascent of Modern Economic Theory*, G. Feiwel, ed., London: Macmillan & Co., and New York: State University of New York Press, 1987, 415-438.

“Incentives, Information and Iterative Planning,” in *Information, Incentives and Economic Mechanisms*, T. Groves, R. Radner and S. Reiter, eds., Minneapolis: University of Minnesota Press, 1987, 363-388.

“Battles for Market Share: Incomplete Information, Aggressive Strategic Pricing, and Competitive Dynamics,” in *Advances in Economic Theory Fifth World Congress*, T. Bewley, ed., London: Cambridge University Press for the Econometric Society, 1987, 157-195.

“Large Economies,” in *The New Palgrave: A Dictionary of Economics*. J. Eatwell, M. Milgate and P. Newman, eds., London: Macmillan & Co., 1987, Volume 3, 132-133.
Reprinted in *General Equilibrium*, J. Eatwell, M. Milgate, and P. Newman, eds. London: Macmillan & Co., 1989; and in *Game Theory*, J. Eatwell, M. Milgate and P. Newman, eds., New York: W. W. Norton & Company, Inc., 1990.

“Lindahl Equilibrium,” in *The New Palgrave: A Dictionary of Economics*. J. Eatwell, M. Milgate and P. Newman, eds., London: Macmillan & Co., 1987, Volume 3, 198-200.
Reprinted in *General Equilibrium*, J. Eatwell, M. Milgate, and P. Newman, eds., London: Macmillan & Co., 1989 and in *The New Palgrave Dictionary of Economics*, 2nd Edition. S. Durlauf and L. Blume, eds.

“Perfectly and Imperfectly Competitive Markets,” in *The New Palgrave: A Dictionary of Economics*. J. Eatwell, M. Milgate and P. Newman, eds., London: Macmillan & Co., 1987, Volume 3, 837-841.
Reprinted in *Allocation, Information and Markets*, J. Eatwell, M. Milgate and P. Newman, eds., New York: W.W. Norton, 1989; and in *The New Palgrave World of Economics*, J. Eatwell, M. Milgate and P. Newman, eds., London: Macmillan & Co., 1991.

“Informational Asymmetries, Strategic Behavior and Industrial Organization,” with P. Milgrom, *American Economic Review* (Papers and Proceedings) **77** (May, 1987) 184-193.

“Discussion (Bounded Rationality and Cooperation in Strategic Situations),” in *Global Macroeconomics: Policy Conflict and Co-operation*, R. Bryant and R. Portes, eds., London: Macmillan & Co., 1987, 33-40.

“An Equilibrium Model with Involuntary Unemployment at Flexible, Competitive Prices and Wages,” *American Economic Review* **77** (December, 1987) 856-874.
Reprinted in *Foundations in Microeconomic Theory. A Volume in Honor of Hugo F. Sonnenschein*, Springer-Verlag, 2007.

- “An Economic Approach to Influence Activities in Organizations,” with P. Milgrom, *American Journal of Sociology* **94** (Supplement, July, 1988) S154-S179.
- “Economic Theories of the Firm: Past, Present, Future,” with P. Milgrom, *Canadian Journal of Economics/Revue Canadienne d'Economique* **21** (August, 1988) 444-458.
Reprinted in *Firms, Organizations and Contracts: A Reader in Industrial Organization*, P. Buckley and J. Michie, eds., Oxford: Oxford University Press, 1996, 459-475.
- “Communication and Inventories as Substitutes in Organizing Production,” with P. Milgrom, *Scandinavian Journal of Economics* **90** (No. 3, 1988) 275-289.
- “Unemployment and Imperfect Competition: A Game-Theoretic Macro Model,” in *The Economics of Imperfect Competition and Employment: Joan Robinson and Beyond*, G. Feiwel, ed., London: Macmillan & Co., and New York: New York University Press, 1989, 146-165.
- “Modern Theories of Predatory Pricing,” with P. Milgrom, in *Industrial Structure in the New Industrial Economics*, G. Bonanno and D. Brandolini, eds., Oxford: Oxford University Press, 1990, 112-137.
- “Equilibrium without Market Clearing,” in *Contributions to Operations Research and Economics*, B. Cornet and H. Tulkens, eds., Cambridge: MIT Press, 1989, 145-158.
- “The Simple Economics of Optimal Auctions,” with J. Bulow, *Journal of Political Economy* **97** (October, 1989) 1060-1090.
Reprinted in *The Economic Theory of Auctions*, P. Klemperer, ed., Cheltenham: Edward Elgar Publishing Co., 1999.
- “Information and Decision Making” [Report of a NAS Working Group], with R. Hogarth, K. MacCrimmon, M. Machina, A. Roth, P. Slovic, and R. Thaler, in *Leading Edges in Social and Behavioral Sciences*, R.D. Luce, N.J. Smelser, and D.R. Gerstein, eds., New York: Russell Sage Foundation, 1989.
- “Unemployment as a Coordination Failure: The Importance of Micro Institutions for Macro Performance,” *Actual Problems in Economic Science* (Proceedings of the II World Basque Congress, Conference on Economy, 1987), vol.1, M.C. Gallastegui, I. Gallastegui and F. Tusell, eds., Leioa, Spain: Universidad del Pais Vasco, 1990, 105-118.
- “Bargaining Costs, Influence Costs and the Organization of Economic Activity,” with P. Milgrom, in *Perspectives on Positive Political Economy*, J. Alt and K. Shepsle, eds., Cambridge: Cambridge University Press, 1990, 57-89.
Reprinted in *Transaction Cost Economics*, O. E. Williamson and S. E. Masten, eds., Cheltenham, Glos: Edward Elgar Publishing Ltd., 1995 and in *The International Library of the New Institutional Economics*, C. Ménard, ed., Cheltenham, Glos: Edward Elgar Publishing Ltd., 2004; and excerpted in *The Economic Nature of the Firm: A Reader*, L.

Putterman and R. S. Kroszner, eds., 2nd edition. Cambridge: Cambridge University Press, 1995.

“The Efficiency of Equity in Organizational Decision Processes,” with P. Milgrom, *American Economic Review* (Papers and Proceedings) **80** (May, 1990) 154-159.

“The Economics of Modern Manufacturing: Technology, Strategy and Organization,” with P. Milgrom, *American Economic Review* **80** (June, 1990) 511-528.
Reprinted in *The Economics of Communication and Information*, D. Lambertson, ed., Cheltenham, Gloucester: Edward Elgar Publishing, 1995; and *Readings in Applied Microeconomic Theory: Market Forces and Solutions*, R. E. Kuenne, ed., Oxford: Blackwell, 2000.

Russian translation in *Vestnik Sanct-Peterburgskogo Universiteta, seria Economica* (*Journal of the Economics Faculty of St. Petersburg University*) and reprinted in *Economics of the Firm: Lessons in Business Organization*, A. A. Demin and V. S. Katkalo, eds., St. Petersburg, Russia: Lenizdat, 1994.

See also, “The Economics of Modern Manufacturing: Reply,” with P. Milgrom, *American Economic Review* **85** (September, 1995) 997-999.

“Rationalizability, Learning and Equilibrium in Games with Strategic Complementarities,” with P. Milgrom, *Econometrica* **58** (November, 1990) 1255-1278.

Reprinted in *Recent Developments in Game Theory*, E. Maskin, ed., Cheltenham: Edward Elgar, 1998.

“Adaptive and Sophisticated Learning in Repeated Normal Form Games,” with P. Milgrom, *Games and Economic Behavior* **3** (February, 1991) 82-100.

Reprinted in *Recent Developments in Game Theory*, E. Maskin, ed., Cheltenham: Edward Elgar, 1998.

“Complementarities, Momentum and the Evolution of Modern Manufacturing,” with P. Milgrom and Y. Qian, *American Economic Review* (Papers and Proceedings) **81** (May, 1991) 84-88.

Economics, Organization and Management, with P. Milgrom, Englewood Cliffs, NJ: Prentice Hall, 1992.

Spanish translation, *Economía, Organización y Gestión de la Empresa*, Barcelona: Ariel Economía, 1993.

Italian translation, *Economia, Organizzazione e Management*, Hemel Hemstead: Prentice Hall International, and Bologna: Società editrice il Mulino, 1994.

Japanese translation, *Soshiki no Keizaigaku*, Tokyo: NTT Publishing, 1997.

Czech translation, *Modely, Rozhodování v Ekonomii a Managementu*, Praha: Grada Publishing, 1997.

French translation, *Économie, organisation et management*, Paris: Presses Universitaires de France and De Boeck & Larcier s.a., 1997.

Russian translation, Экономика, Организация и Менеджмент, St. Petersburg: The School of Economics Institute, 1999.

Chinese translation, *Jing Ji Xue, Zu Zhi yu Guan Li*, Beijing: Economic Science Press, 2004.

Hungarian translation, *Közgazdaságtan, szervezetelmélet és vállalatirányítás*, Budapest: Nemzeti Tankönyvkiadó, 2005.

Instructor's Manual, with P. Milgrom and the assistance of N. Siggelkow, Englewood Cliffs, NJ: Prentice Hall, 1992.

“Organizational Prospects, Influence Costs and Ownership Changes,” with M. Meyer and P. Milgrom, *Journal of Economics and Management Strategy* **1** (Spring, 1992) 9-36.

“Pay, Perks and Parachutes: Does Incentive Pay Affect Performance?,” with P. Milgrom, *Stanford Business School Magazine* **60** (June, 1992) 16-21.

“How Lincoln Electric Makes Piece Rates Work,” with P. Milgrom, *Classrooms and Lunchrooms* (Spring, 1993) 4.

“Review of *Managerial Dilemmas: The Political Economy of Hierarchy* by Gary J. Miller,” *Journal of Economic Literature* **32** (March, 1994) 160-163.

“Comparing Equilibria,” with P. Milgrom, *American Economic Review* **84** (June, 1994) 441-459. Reprinted in *Equilibrium*, D.A. Walker, ed., Cheltenham, Gloucester: Edward Elgar Publishing, 1999.

“Complementarities and Systems: Understanding Japanese Economic Organization,” with P. Milgrom, *Estudios Economicos* **9** (January-June, 1994) 3-42.

“Complementarities and Fit: Strategy, Structure and Organizational Change in Manufacturing,” with P. Milgrom, *Journal of Accounting and Economics* **19** (March, 1995) 179-208.

“Continuous Adjustment and Fundamental Change in Business Strategy and Organization,” with P. Milgrom, in *Trends in Business Organization: Do Participation and Cooperation Increase Competitiveness?* H. Siebert, ed., Tübingen: J.C.B. Mohr (Paul Siebeck), 1995, 231-258.

“Deterring Predation in Telecommunications: Are Line-of-Business Restraints Needed?” with S. Gates and P. Milgrom, *Managerial and Decision Economics* **16** (July-August, 1995) 427-438. Reprinted in *Deregulating Telecommunications: The Baby Bells' Case for Competition*, R.S. Higgins and P.H. Rubin, eds., Chichester: John Wiley & Sons, 1995, 151-162.

“Gestión Estratégica: Cambios en la Naturaleza de las Empresas,” (“Strategic Management: Changes in the Nature of the Firm”) in *Oportunidades de Gestión Empresarial en los Servicios Sanitarios Públicos*, E. de Manuel Keenoy and J. J. Pérez Lázaro, eds., Granada: Escuela Andaluza de Salud Pública, 1995, 19-44.

“The LeChatelier Principle,” with P. Milgrom, *American Economic Review* **86** (March, 1995), 173-179. Reprinted in *Paul Anthony Samuelson: Critical Assessments of Contemporary Economists*,

J.C. Wood and M. McClure, eds., London, Routledge, 2004.

“Complementarities in the Transition from Socialism: A Firm-Level Analysis,” with S. Gates and P. Milgrom, in *Reforming Asian Socialism: The Growth of Market Institutions*, J. McMillan and B. Naughton, eds., Ann Arbor: University of Michigan Press, 1996, 17-38.

“Coalition-Proofness and Correlation with Arbitrary Communication Possibilities,” with P. Milgrom, *Games and Economic Behavior* **17** (November, 1996), 113-128, and in *Social Organization and Mechanism Design: Proceedings of the Second Francqui Colloquium*, C. d’Aspremont, ed., Brussels: De Boeck Université, 1999, 35-51.

“Review of *Firms, Contracts and Financial Structure* by Oliver D. Hart,” *Journal of Economic Literature* **11**, (June, 1997), 793-795.

“Value Maximization,” in *The New Palgrave Dictionary of Economics and the Law*, vol. 3, P. Newman, ed. London: Macmillan Reference, 1998.

“The Internal Politics of the Firm,” with P. Milgrom, in *The Politics of Exchange and the Economics of Power*, S. Bowles, M. Franzini and U. Pagano, eds., London: Routledge, 1998, 46-62.

“The Boundaries of the Firm Revisited,” with B. Holmstrom, *Journal of Economic Perspectives* **12**, (Fall 1998), 73-94.
Reprinted in *Inventing the Organizations of the 21st Century*, T. Malone, R. Laubacher and M. Scott Morton, eds., Cambridge, MA: MIT Press, 2003, in *Networks*, G. Grabher and W. Powell, eds. Cheltenham: Edward Elgar, 2003, in *The International Library of the New Institutional Economics*, C. Ménard, ed. Cheltenham: Edward Elgar, 2003 and in *The Economics of the Modern Business Enterprise*, M. Ricketts, ed. Cheltenham: Edward Elgar, 2007.

“Human Capital and Corporate Governance,” with E. Van den Steen, in *Corporate Governance: A Volume in Honor of Horst Albach*, J. Schwalbach, ed., Berlin: Springer Verlag, 2001, 128-144.

“Setting the Context: An Interview with Sir John Browne,” with J. Podolny, *Shield*, London: BP Amoco plc, 2000.

“Organizational Design: Decision Rights and Incentive Contracts,” with S. Athey, *American Economic Review* **91** (May, 2001), 200-205.

“The Innovative Organization: Why New Ventures Need More than a Room of their Own,” with J. Day, P. Mang and A. Richter, *The McKinsey Quarterly* (Second Quarter, 2001), 20-31.

“Has Performance Pay Had its Day?” with J. Day, P. Mang and A. Richter, *The McKinsey Quarterly* (Fourth Quarter, 2002), 46-55.

The Modern Firm: Organizational Design for Performance and Growth, the Inaugural Clarendon Lectures in Management Studies. Oxford: Oxford University Press, 2004.
Japanese translation, by K. Taniguchi, Tokyo: NTT Publishing, 2005.
Brazilian Portuguese translation, *Teoria das Organizações: Redesendo Organizacional para o Crescimento e Desempenho Máximos*, by A. B. Tavares and D. Lacerda Guazelli, Rio de Janeiro: Editora Campus Elsevier, 2005.
Estonian translation, *Moodne Firma*, Tallinn: Äripäeva Kirjastus, 2006.
Italian translation, *L'impresa moderna*, by E. Barone and F. Montanari, Bolgna: Il Mulino, 2006.
Portuguese translation, Lisbon: Don Quixote, 2006.
Lithuanian translation, *Moderni Firma*, by Leonas Tamas, Vilnius, Vaga, 2007.
Spanish translation to be published by Bosch (Antoni).
Korean translation to be published by Kyobo.
German translation to be published by Pearson Education Germany.
Simplified Chinese edition to be published by China Renmin University Press.
French translation to be published by Editions Economics.
Excerpt "Strategic and Organizational Change," published in *Ama-gi* (Journal of the Hayek Society of the London School of Economics), **8** (June, 2007), 4-7.

"Organizing for Performance: How BP Did It," *Stanford Business* (February, 2005), 14-17.

"Resource Allocation, Strategy and Organization: An Economist's Thoughts," in J. Bower and C. Gilbert, eds. *Strategy as Resource Allocation*. Oxford: Oxford University Press, 2005.

CURRENT WORK

Robust Comparative Statics, with S. Athey and P. Milgrom, draft monograph, under contract with Princeton University Press.

"Shareholder Interests, Human Capital Investment and Corporate Governance," with E. Van den Steen, GSB Research Paper 1631, April 2000, under revision.

"Authority and Incentives in Organizations," with S. Athey and R. Saouma, in preparation.

"Incentive Designs for Balancing Innovation and Execution," with J. Day, P. Mang and A. Richter, 2004. (Finalist, SMS Best Conference Paper Prize.)

Handbook of Organizational Economics, co-editor with R. Gibbons, in preparation for publication by Princeton University Press, 2007.

"Strategy and Organization," with G. Saloner, in preparation for Gibbons and Roberts, eds. *Handbook of Organizational Economics*.

"Incentives in Organizations," with R. Gibbons, in preparation for Gibbons and Roberts, eds.

*Handbook of Organizational Economics.***TEACHING CASES**

- “Sony Corporation Enters the Entertainment Business,” with C. Avery and P. Zemsky, Stanford GSB case S-BP-265, 1990, revised 1993.
- “Johnson Controls, Inc., Automotive Systems Group: Georgetown, Kentucky Plant,” with P. Milgrom, Stanford GSB case S-BE-9, 1993.
- “CalPERS and Institutional Shareholder Activism,” with R. Chappel, Stanford GSB case S-BE-12, 1993.
- “KPMG Peat Marwick LLP: Strategic and Organizational Change (A), (B),” with J. Welsh, Stanford GSB cases S-SM 17A&B, 1995, revised 1996.
- “Tata Consultancy Services: Globalization of Software Services,” with S. Dheer and B. Viard, Stanford GSB case, S-SM-18, 1995
- “A Note on Human Rights in Singapore,” with S. Schaefer, Stanford GSB case S-BE-13, 1995.
- “AT&T in China (A), (B),” with E. Li and G. Li, Stanford GSB cases S-SM-30A & B, 1995.
- “AT&T (China) (C),” with G. Li, Stanford GSB case S-SM-30C, 1996.
- “Poland, 1995,” with M. Klimenko, Stanford GSB case S-SM-25, 1995.
- “Lincoln Electric in the 1990s,” with M. Klimenko, Stanford GSB case S-SM-40, 1997.
- “British Petroleum (A): Performance and Growth,” with A. Berzins and J. Podolny, Stanford GSB case S-IB-16A, 1998.
- “British Petroleum (B): Focus on Learning,” with A. Berzins and J. Podolny, Stanford GSB case S-IB-16B, 1998.
- “British Petroleum (C): Social Responsibility,” with A. Berzins and J. Podolny, Stanford GSB case S-IB-16C, 1998.
- “The Global Oil Industry,” with J. Podolny, Stanford GSB case S-IB-15, 1998.
- “Lion Nathan and the Chinese Beer Industry,” with A. Berzins and J. Podolny, Stanford GSB case S-SM-47, 1998.
- “British Petroleum A1: Organizing for Performance at BPX,” with J. Podolny, Stanford GSB

case S-IB-16A1, 1999.

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DONALD JOHN ROBERTS

John Roberts holds the John H. Scully Professorship in Economics, Strategic Management and International Business in the Graduate School of Business at Stanford University. He held the Jonathan B. Lovelace Professorship in the GSB from 1980 to 2001. He is also, by courtesy, Professor of Economics in Stanford's School of Humanities and Sciences. He directs the Executive Program in Strategy and Organization as well as several company-specific, custom executive programs at the GSB and is faculty director of the Global Management Program and Director of the Center for Global Business and the Economy there. He was Associate Dean for Academic Affairs and Director of Research for the Business School from 1987 to 1990 and he currently serves as its Senior Associate Dean for External Relations and Executive Education.

Born in Winnipeg, Manitoba in 1945, Roberts received his undergraduate education at the University of Winnipeg and the University of Manitoba. His doctorate in economics, from the University of Minnesota, was awarded in 1972. He was a faculty member in the Department of Managerial Economics and Decision Sciences in the Kellogg Graduate School of Management at Northwestern University from 1971 until 1980. He has held visiting, research appointments at Center for Operations Research and Econometrics (Louvain, Belgium), the Center for Advanced Study in the Behavioral Sciences (Stanford, California), All Souls College and Nuffield College (Oxford, England) and McKinsey & Co. (London). He has also been a visiting researcher at the Institute for Advanced Study in Jerusalem, the Department of Economics of the University of California, Berkeley and the Institute of Economics and Statistics of Oxford University, a visiting lecturer at the Institut National de la Statistique et des Etudes Economiques in Paris and a visiting professor at the Université des Sciences Sociales de Toulouse. In 1997 he gave the inaugural Clarendon Lectures in Management Studies at Oxford and in 2000 he was the Minnesota Lecturer at the Department of Economics of the University of Minnesota. In 2007 he was the Freehills Distinguished Guest Lecturer at the Australian Graduate School of Management. He received the Silver Apple award from the GSB's Alumni Association in 2000, the Excellence in Teaching Award from the GSB Sloan Masters Program in 2002 and the Robert T. Davis Lifetime Faculty Achievement Award from the GSB in 2005.

A Fellow and former Council Member of the Econometric Society and a Fellow of the American Academy of Arts and Sciences, Roberts has served on the editorial boards of *The American Economic Review*, *Econometrica*, *The Journal of Economic Theory*, *Games and Economic Behavior* and *The Journal of Economics and Management Strategy*. He has additionally consulted on competitive strategy and organizational design for major corporations and on regulatory issues for the United States Government and taught in executive education programs in the areas of strategy and organization.

Roberts has published over seventy scholarly articles in academic journals on economic theory and game theory and their application to industrial competition and management. He has produced numerous case studies and co-authored a path-breaking textbook, *Economics, Organization and Management*. His recent book, *The Modern Firm*, which applies economic logic to organizational design problems, was named best business book of 2004 by *The Economist*. His current research and teaching center on the design, governance and management of organizations and the fit between strategy and structure, with special reference to multinational businesses.