

## Robert Seamans

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### APPOINTMENTS

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<b>New York University, Stern School of Business</b>	2009 – present
Director, Center for the Future of Management, 2020 – present	
Associate Professor, 2015 – present	
<i>With tenure, September 2017 – present</i>	
<i>On leave academic year 2015 – 2016</i>	
Assistant Professor, 2009 – 2015	
<b>President Obama’s Council of Economic Advisers</b>	2015 – 2016
Senior Economist for Technology, Innovation, and Competition Policy	

### OTHER AFFILIATIONS

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<b>Brookings Institution</b> , Productivity Measurement Initiative	2018 – present
<b>Boston University</b> , Technology & Policy Research Institute	2017 – present
<b>Princeton University</b> , Center for IT Policy	2018 – 2019
<b>Accenture Research</b> , Economic Adviser, Future of Work	2018

### EDUCATION

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<b>University of California, Berkeley, Haas School of Business</b>	2009
Ph.D. in Business Administration; Concentration: Business and Public Policy	
• <i>Best Dissertation in Competition Policy, UC Berkeley (2010)</i>	
<b>Boston University, Graduate School of Arts and Sciences</b>	2004
M.A. in Economics	
<b>Yale School of Management</b>	2001
M.B.A. with Strategy Concentration	
<b>Reed College</b>	1996
B.A. in English; Senior Thesis on Chaucer’s <i>Canterbury Tales</i>	

### RESEARCH AND TEACHING INTERESTS

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economics of AI & robots, economic growth, innovation, competition policy, game theory, strategy

## SELECTED MEDIA COVERAGE

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*Atlantic, Boston Globe, BuzzFeed, Daily Beast, Economic Times, Forbes, Harvard Business Review, MSN, The Nation, The New York Times, TheStreet.com, Wall Street Journal, Wired, and others.*

## GRANTS AND FELLOWSHIPS

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Tides Foundation (Google.org) Gift for Economics of AI Research (2019) (\$250,000)  
National Science Foundation (NSF) EAGER Grant for Robotics Research (2017) (\$100,738)  
Kauffman Foundation Grant for Economics of Robotics Research (2017) (\$95,000)  
William and Flora Hewlett Foundation Grant for Economics of Robotics Research (2017) (\$53,600)  
NBER Innovation Policy Research Grant (2017) (\$10,000)  
Kauffman Foundation Grant for CCC Doctoral Conference at NYU (2015) (\$25,000)  
Kauffman Foundation Junior Faculty Fellowship Grant (2013-14) (\$40,000)  
NBER Grant for Summer Entrepreneurship Boot Camp (2009) (\$1,000)  
NET Institute Summer Research Grants (2008, 2010, 2013, 2014) (\$4,500 - \$6,000)  
American Public Power Association Student Research Grant (2006) (\$2,000)  
UC Berkeley Haas School of Business Schwabacher Dissertation Fellowship (2008-09)  
*California Management Review* Doctoral Student Fellowship (2007-08)  
Kauffman Foundation Fellowship for Summer Entrepreneurship Studies (2007)  
UC Berkeley Haas School of Business Graduate Fellowships (2004-06)

## PEER-REVIEWED PUBLICATIONS

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- [1] Robert Seamans. 2012. Fighting City Hall: Entry Deterrence and Technology Deployment in the Cable TV Industry. *Management Science*, 58(3): 461-475.
- [2] Aaron Chatterji and Robert Seamans. 2012. Entrepreneurship, Credit Cards and Race. *Journal of Financial Economics*, 106(1): 182-195.
- [3] Robert Seamans. 2013. Threat of Entry, Asymmetric Information and Pricing. *Strategic Management Journal*, 34(4): 426-444.
- [4] Robert Seamans and Feng Zhu. 2014. Responses to Entry in Multi-Sided Markets: The Impact of Craigslist on Local Newspapers. *Management Science*, 60(2): 476-493.
- [5] Alicia Robb and Robert Seamans. 2014. The Role of R&D in Entrepreneurial Finance. *Advances in Strategic Management (Special Issue on Finance and Strategy)*, 31: 341-373.
- [6] Victor Bennett, Robert Seamans and Feng Zhu. 2015. Cannibalization and Option Value Effects of Secondary Markets: Evidence from the US Concert Industry. *Strategic Management Journal*, 36(11): 1599-1614.
- [7] Jason Chan, Anindya Ghose and Robert Seamans. 2016. Internet and Hate Crime: Offline Spillovers from Online Access. *MIS Quarterly*, 4(2): 381-403.
- [8] Robert Seamans and Feng Zhu. 2017. Repositioning and Cost Cutting: The Impact of Competition on Platform Strategies. *Strategy Science*, 2(2): 83-99.

- [9] Geraldo Cerqueiro, Deepak Hegde, María Fabiana Penas and Robert Seamans. 2017. Debtor Rights, Credit Supply, and Innovation. *Management Science*, 63(10): 3311–3327.
- [10] Yongwook Paik, Sukhun Kang and Robert Seamans. 2019. Entrepreneurship, Innovation, and Political Competition: How the Public Sector Helps the Sharing Economy Create Value. *Strategic Management Journal*, 40(4): 503-532.
- [11] Geraldo Cerqueiro, M. Fabiana Penas and Robert Seamans. 2019. Debtor Protection and Business Dynamism. *Journal of Law and Economics*, 62 (3): 521-549.
- [12] Aaron Chatterji, Jiao Luo and Robert Seamans. Forthcoming. Competition between Organizational Forms: Banks vs. Credit Unions after the Financial Crisis. *Organization Science*. (Accepted June 18, 2020)
- [13] Evan Rawley and Robert Seamans. Forthcoming. Co-location and Productivity: Evidence from Census Microdata. *Strategic Management Journal*. (Accepted April 20, 2020)
- [14] K. Francis Park, Robert Seamans and Feng Zhu. Forthcoming. Multi-homing and Platform Strategies: Historical Evidence from the U.S. Newspaper Industry. *Strategic Management Journal*. (Accepted September 11, 2020)

## **CHAPTERS AND OTHER INVITED CONTRIBUTIONS**

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- [15] Samuel Himel and Robert Seamans. 2017. Artificial Intelligence, Incentives to Innovate, and Competition Policy. *Antitrust Chronicle*, Fall 2017 Vol 1(3)
- [16] Manav Raj and Robert Seamans. 2018. AI, Labor, Productivity, and the Need for Firm-Level Data. In *NBER Economics of Artificial Intelligence*, eds. Ajay Agrawal, Joshua S. Gans and Avi Goldfarb, University of Chicago Press: Chicago.
- [17] Ed Felten, Manav Raj and Robert Seamans. 2018. A Method to Link Advances in Artificial Intelligence to Occupational Abilities. *AEA Papers & Proceedings*, 108: 54-57.
- [18] Timothy Bates, William Bradford and Robert Seamans. 2018. Minority Entrepreneurship in Twenty-First Century America (Introduction to Special Issue: Minority Entrepreneurship in 21st Century America). *Small Business Economics*, 50(3): 415-427.
- [19] Jason Furman and Robert Seamans. 2019. AI and the Economy. *NBER Innovation Policy and the Economy*, 19: 161-191.
- [20] Manav Raj and Robert Seamans. 2019. Primer on Artificial Intelligence and Robotics. *Journal of Organizational Design*, 8(11).
- [21] Manav Raj and Robert Seamans. 2019. Automation. *Oxford Bibliographies in Management*, DOI: 10.1093/OBO/9780199846740-0172

[22] Derrick Choe, Alex Oettl and Robert Seamans. 2020. What's Driving Entrepreneurship and Innovation in the Transport Sector? *NBER*

## **SELECTED WORKING PAPERS**

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Technological Opportunity and the Locus of Innovation: Airmail, Aircraft, and Local Capabilities (w/ Eunhee Sohn and Daniel Sands) \**Nominated for Best Paper, Strategic Management Society 2017.*

Who Profits From Industry 4.0? Theory and Evidence from the Automobile Industry (w/Susan Helper and Raphael Martins)

Market Orchestrators: The Effect of Platform Certification on Complementor Performance and Behavior in the Context of Kiva (w/ Joost Rietveld and Katia Meggiorin)

Development of Survey Questions on Robotics Expenditures and Use in U.S. Manufacturing Establishments (w/ Javier Miranda and Catherine Buffington) *CES-WP-18-44*

## **POPULAR PRESS ARTICLES**

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We Won't Even Know If A Robot Takes Your Job. *Forbes*, January 11, 2017

No, Robots Should Not Be Taxed. *Forbes*, March 3, 2017

Immigrants Can Help Boost American Innovation and Economic Growth (with Petra Moser). *Forbes*, April 25, 2017

Universal Basic Income Is Not An Innovation Policy. *Forbes*, June 6, 2017

Artificial Intelligence And Big Data: Good For Innovation? *Forbes*, September 7, 2017

Trump's Focus On Rural Broadband Should Include Community-Owned Networks. *Forbes*, January 9, 2018

Data Portability And Competition Between Technology Platforms (with Sam Himel). *Forbes*, March 6, 2018

Artificial Intelligence is on the March. But is Government Ready? *Forbes*, September 5, 2018

The Competitive Landscape of AI Startups (with James Kosuth). *Harvard Business Review*, December 21, 2018

Trump's American AI Initiative Missed An Opportunity To Address Immigration And Data Collection. *Forbes*, February 12, 2019.

A Primer on Regulating Big Tech. *Forbes*, June 12, 2019.

The ACCESS Act Promises to Benefit Consumers. *Forbes*, October 22, 2019.

Will AI Stimulate The Cooling Economy? Not Any Time Soon. *Forbes*, October 30, 2019.

The Complicated Relationship between Robots and Workers. *Forbes*, January 13, 2020.

Stimulus Funds Should Be Delivered Via Mobile Payments. *Forbes*, April 3, 2020.

Three Policies to Address the Digital Divide. *Forbes*, May 7, 2020.

## **SEMINARS, PRESENTATIONS, DISCUSSIONS**

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### **Academic Seminars**

Bocconi, Boston University, Columbia, Cornell, CUNY, Duke, Emory, Frankfurt School of Finance and Management, George Washington University, Georgia Tech, Harvard Business School (STRAT and TOM), Imperial College London, Johns Hopkins University, London Business School, Loughborough University, MIT Sloan (TIES), National University Singapore, Oregon State University, Pomona, Princeton (CITP), Purdue, Rutgers, Seoul National University, Stanford, Temple, University of British Columbia, University College London, University of Colorado, UCLA University of Illinois, University of Massachusetts – Lowell, University of Michigan, University of Minnesota, UNC-Chapel Hill, University of Southern California, University of Toronto, University of Western Ontario, Washington University St. Louis, Yale SOM

### **Industry, Government, Non-profit**

Accenture, Amazon, Amherst-Pierpont, Brookings, Citi, Collective[i], Commodity Futures Trading Commission, Competition Markets Authority (UK), Federal Trade Commission, GBSI BioPolicy Forum, GE, German Marshall Fund Congress-Bundestag Forum, IRI, Microsoft, National Retail Federation, National Science Foundation, UN, U.S. Government Accountability Office, WorkFusion, World Knowledge Forum

### **Recent Conference Presentations and Discussions**

2020: AEA Annual Meeting, NBER Growth Conference, Reshaping AI, NBER SI, AOM, WKF, SMS

2019: AEA Annual Meeting, Fordham Law Review AI conference, WeRobot, HBS DIGI, SRF, EMAEE (Keynote), Munich Summer Institute (Keynote), NBER Summer Institute, AOM, SMS

2018: AEA Annual Meeting, AOM TIM Mid-Year Meeting, CCC, NBER Innovation Working Group Meeting, AOM Big Data Conference, NBER Innovation Policy and the Economy, Industry Studies Annual Meeting, SMS Oslo Special Conference, Strategy Science Summer Conference, Northwestern Searle Conference on Innovation, AOM Annual Meeting (Plenary Panel on AI), SMS

2017 and earlier (selected): AEA, MIT Tech Policy Forum, Tuck Junior Faculty Summer Camp, Kauffman Foundation Minority Entrepreneurship Workshop, INFORMS, SIFR Conference on the Economics of Entrepreneurship & Innovation, Queen's University Economics of Entrepreneurship & Innovation Conference, UMD Smith Entrepreneurship Conference, Utah-BYU Winter Strategy Conference, Northwestern University Conference on Internet Search & Innovation, Columbia Strategy Conference, Institutions & Innovations Conference, Fox-Kauffman Workshop on Empirical Entrepreneurship, Atlanta Fed Small Business Conference, Telecom Policy Research Conference

## **AWARDS**

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Runner-up for Best Paper Published in *Management Science*, 2015  
Academy of Management Best Paper *Proceedings*, 2013, 2015, 2018  
Best Paper for Practice Implications, Strategic Management Society 2013

Runner-up for Best Paper Award, Strategic Management Society 2013  
BPS Distinguished Paper Award, Academy of Management 2013  
Kauffman Firm Survey Best Paper Award, Strategic Management Society 2011  
Kauffman Foundation Promising Paper Award, 2011  
Best Dissertation in Competition Policy, UC Berkeley, 2010  
Hayase Award for Service to PhD Students, 2007

## TEACHING

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### Professor

Executive MBA Game Theory, NYU Stern (2017, 2018, 2019, 2020)  
Executive MBA Strategy, NYU Stern (2018)

MSBA Applied Regression and Econometrics, NYU Stern (2018, 2019, 2020)

MSRM AI and Risk Management, NYU Stern (2021)

MBA Strategic Management of AI, NYU Stern (2019, 2020)

MBA Game Theory, NYU Stern (2014, 2015, 2017, 2018, 2019, 2020, 2021)

MBA Strategy, NYU Stern (2017)

MBA Competitive Strategy, NYU Stern (2017)

MBA Corporate Strategy, NYU Stern (2009, 2010, 2011, 2012, 2013, 2014, 2017, 2021)

- *Mini-cases developed: 5-Hour Energy Drink, Franchising, Disney+Marvel, J&J's Credo*

Undergraduate Game Theory, NYU Stern (2010, 2011, 2012, 2014, 2015, 2017, 2018, 2020)

## DISSERTATION COMMITTEES

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Hong Luo (NYU Stern Economics, 2011; First job: Harvard Business School)

Selvin Akkus (NYU Stern Economics, 2013; First job: Bates-White)

Jason Chan (NYU Stern Information Systems, 2014; First job: University of Minnesota)

Sandy Yu (NYU Stern Economics, 2015; First job: post-doc at UC Berkeley)

Francis Park (NYU Stern Management, 2018; First job: Tilburg University)

Madeline King (NYU Stern Management, 2019 expected; First job: Cornell University)

Fiona Feng (NYU Stern Economics, 2019 expected; First job: Enigma Technologies)

Daniel Sands (NYU Stern Management, 2021 expected)

## PROFESSIONAL SERVICE

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### Reviewing

- Associate Editor: *Management Science* (2020-)
- Editorial Review Board and Executive Committee: *Strategy Science* (2017-)
- Editorial Review Board: *Strategic Management Journal* (2013-)
- Special Issue Editor: *Small Business Economics* (2016)
- Meritorious and Distinguished Service Awards: *Management Science* (2012, 2013, 2014)

- Ad Hoc Reviewer: multiple grant-making organizations and journals including: *Academy of Management Review*, *California Management Review*, *Information Systems Research*, *Journal of Economics & Management Strategy*, *Journal of Industrial Economics*, *Journal of Labor Economics*, *Journal of Law and Economics*, *Journal of Law, Economics & Organization*, *Journal of Marketing Research*, *Management Science*, *Nature*, *Organization Science*, *Rand Journal of Economics*, *Research Policy*, *Strategic Management Journal* and *Strategy Science*.

### Conference Organization

- Organizer, Co-Organizer or Steering Committee: AI in Strategic Management (2019, 2020), CCC (2014, 2015, 2018), DRUID (2017), Institutions & Innovations (UC Berkeley alumni) Conference (2012, 2013, 2014, 2016, 2017), Kauffman Emerging Scholar Conference (2014), NYU Stern Economics of Strategy Workshop (2011, 2014, 2017, 2019, 2020)
- AOM BPS Division Research Committee (2013-2015)
- AOM Presenter Symposia and Panels (2008, 2011, 2014, 2017, 2018)
- SMS Panel on Sharing Economy (2016)
- Discussant: Multiple conferences including: AEA, AOM, CCC, IOOC, NETI, SIRF, SMS, SRF

### Mentoring

- Intel Mentorship, Bronx High School of Science (2013-2015)
- NYU Stern Undergraduate Honors Thesis Advisor (2011, 2012)
- Peer Advisor: UC Berkeley (Haas) Business & Public Policy PhD Students (2006-2007)

### NYU Service

- NYU University Senate Alternate (2019-present)
- NYU Stern Management Department PhD Committee (2018)
- NYU Stern Management Department Recruiting Committee (2017, 2018)
- NYU Stern Management Department Annual Merit Review Committee (2012, 2018)
- NYU Stern Management Department Research Committee (2013-2014)
- NYU Stern Annual Venture Competition Judge (2013, 2014)
- NYU representative to US Census Bureau's NYCRDC Advisory Board and Executive Committee (2014- )

### OTHER INDUSTRY EXPERIENCE

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<b>Analysis Group</b> (Boston, MA), Associate	2004
<b>Massachusetts Dept of Economic Development</b> (Boston, MA), Consultant	2001
<b>Corillian Corp</b> (Portland, OR), Strategic Initiatives	2000
<b>US International Trading Corp</b> (Portland, OR), Project Manager	1997 – 1999
<b>English Teacher; Various Acting Roles</b> (Fuzhou, China)	1996

### PERSONAL

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- Married to Georgia Silvera Seamans, PhD (Landscape Architecture and Environmental Planning, UC Berkeley); son Robert (b. 2010) and daughter Colette (b. 2014)