

# Robert Seamans

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## APPOINTMENTS

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**New York University, Stern School of Business** 2009 – present  
Director, Center for the Future of Management, 2020 – present  
Professor of Management, 2023 – present  
Professor of Economics (by courtesy), 2023 – present  
Associate Professor of Management, 2015 – 2023 (tenured in 2017)  
Assistant Professor of Management, 2009 – 2015

**White House Council of Economic Advisers** 2015 – 2016  
Senior Economist for Technology, Innovation, and Competition Policy

## OTHER AFFILIATIONS

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**Accenture Research**  
Thought Leadership Advisory Council 2020 – present

**Brookings Institution**  
Non-resident Senior Fellow 2022 – present  
Member, Productivity Measurement Initiative 2018 – present

**Center for Democracy & Technology**  
Non-resident Fellow 2022 – present

**Princeton University**  
Affiliate, Center for IT Policy 2018 – 2019

## EDUCATION

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**University of California, Berkeley, Haas School of Business** 2009  
Ph.D. in Business Administration; Concentration: Business and Public Policy  
• *Best Dissertation in Competition Policy, UC Berkeley (2010)*

**Boston University, Graduate School of Arts and Sciences** 2004  
M.A. in Economics

**Yale School of Management** 2001  
M.B.A. with Strategy Concentration

**Reed College** 1996  
B.A. in English; Senior Thesis on Chaucer's *Canterbury Tales*

## **RESEARCH AND TEACHING INTERESTS**

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AI & Robots, Entrepreneurship, Innovation, Game Theory, Strategy, Technology

## **SELECTED MEDIA COVERAGE**

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*Atlantic, Boston Globe, Business Insider, BuzzFeed, CNBC, CNN, Daily Beast, Economic Times, EFE, Forbes, Fortune, Harvard Business Review, Inside Higher Ed, MSN, The Nation, The New York Times, Newsweek, Pew, TheStreet.com, Vox, The Wall Street Journal, Washington Post, 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)

## **ACADEMIC PUBLICATIONS**

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Qiren Liu, Sen Luo and Robert Seamans. Forthcoming. Pain or Anxiety? The Health Consequence of Robot Adoption in China. *Economics Letters*.

Frank Nagle, Robert Seamans and Steve Tadelis. Forthcoming. Transaction Cost Economics in the Digital Economy: A Research Agenda. *Strategic Organization*.

Eunhee Sohn, Robert Seamans and Daniel Sands. Forthcoming. Technological Opportunity and the Locus of Innovation: Airmail, Aircraft, and Local Capabilities. *Strategic Management Journal*.

Justin Berg, Manav Raj and Robert Seamans. Forthcoming. Capturing Value from Artificial Intelligence. *Academy of Management Discoveries*.

Rachel Atkins, Pablo Hernandez-Lagos, Cristian Jara-Figueroa and Robert Seamans. 2023. What is the Impact of Opportunity Zones on Job Postings? *Journal of Urban Economics*, 136: 103545

Erik Brynjolfsson, Catherine Buffington, Nathan Goldschlag, Frank Li, Javier Miranda and Robert Seamans. 2023. Robot Hubs: The Skewed Distribution of Robots in U.S. Manufacturing *AEA Papers*

*& Proceedings*, 113: 215-218.

James Bessen, Michael Impink and Robert Seamans. 2022. The Role of Data for AI Startup Growth. *Research Policy*, 51(5): 104513

Rachel Atkins, Lisa Cook and Robert Seamans. 2022. Discrimination in Lending? Evidence from the Paycheck Protection Program. *Small Business Economics*, 58(2): 843-865.

Rachel Atkins, Lisa Cook and Robert Seamans. 2022. Using Technology to Tackle Discrimination in Lending. *AEA Papers & Proceedings*, 112: 296-298.

James Bessen, Michael Impink and Robert Seamans. 2022. The Cost of Ethical AI Development for Startups. *Proceedings of 2022 ACM Conference on Artificial Intelligence, Ethics, and Society*

Ed Felten, Manav Raj and Robert Seamans. 2021. Occupational, Industry, and Geographic Exposure to Artificial Intelligence: A Novel Dataset and Its Potential Uses. *Strategic Management Journal*, 42(12): 2195-2217.

Joost Rietveld, Robert Seamans and Katia Meggiorin. 2021. Market Orchestrators: The Effects of Certification on Platforms and Their Complementors. *Strategy Science*, 6(3):244-264

K. Francis Park, Robert Seamans and Feng Zhu. 2021. Multi-homing and Platform Strategies: Historical Evidence from the U.S. Newspaper Industry. *Strategic Management Journal*, 42(4): 684-709

Aaron Chatterji, Jiao Luo and Robert Seamans. 2021. Competition between Organizational Forms: Banks vs. Credit Unions after the Financial Crisis. *Organization Science*, 32(3):568-586.

Evan Rawley and Robert Seamans. 2020. Co-location and Productivity: Evidence from Census Microdata. *Strategic Management Journal*, 41(10): 1770-1798.

Derrick Choe, Alex Oettl and Robert Seamans. 2020. What's Driving Entrepreneurship and Innovation in the Transport Sector? In *NBER The Role of Innovation and Entrepreneurship in Economic Growth*, eds. Michael Andrews, Aaron Chatterji, Josh Lerner & Scott Stern, University of Chicago Press: Chicago.

Jason Furman and Robert Seamans. 2019. AI and the Economy. *NBER Innovation Policy and the Economy*, 19: 161-191.

Manav Raj and Robert Seamans. 2019. Primer on Artificial Intelligence and Robotics. *Journal of Organizational Design*, 8(11).

Manav Raj and Robert Seamans. 2019. Automation. *Oxford Bibliographies in Management*, DOI: 10.1093/OBO/9780199846740-0172

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.

Geraldo Cerqueiro, M. Fabiana Penas and Robert Seamans. 2019. Debtor Protection and Business Dynamism. *Journal of Law and Economics*, 62 (3): 521-549.

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 & Avi Goldfarb, University of Chicago Press: Chicago.

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.

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.

Samuel Himel and Robert Seamans. 2017. Artificial Intelligence, Incentives to Innovate, and Competition Policy. *Antitrust Chronicle*, Fall 2017 Vol 1(3).

Robert Seamans and Feng Zhu. 2017. Repositioning and Cost Cutting: The Impact of Competition on Platform Strategies. *Strategy Science*, 2(2): 83-99.

Geraldo Cerqueiro, Deepak Hegde, María Fabiana Penas and Robert Seamans. 2017. Debtor Rights, Credit Supply, and Innovation. *Management Science*, 63(10): 3311–3327.

Jason Chan, Anindya Ghose and Robert Seamans. 2016. Internet and Hate Crime: Offline Spillovers from Online Access. *MIS Quarterly*, 4(2): 381-403.

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.

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.

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.

Robert Seamans. 2013. Threat of Entry, Asymmetric Information and Pricing. *Strategic Management Journal*, 34(4): 426-444.

Aaron Chatterji and Robert Seamans. 2012. Entrepreneurship, Credit Cards and Race. *Journal of Financial Economics*, 106(1): 182-195.

Robert Seamans. 2012. Fighting City Hall: Entry Deterrence and Technology Deployment in the Cable TV Industry. *Management Science*, 58(3): 461-475.

## **SELECTED WORK IN PROGRESS**

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Occupational Heterogeneity in Exposure to Generative AI (w/ Ed Felten and Manav Raj) **R&R (1<sup>st</sup> round), *Communications of the ACM*.**

The Role of Ethical Principles in AI Startups (w/ James Bessen and Michael Impink).

The Characteristics and Geographic Distribution of Robot Hubs in U.S. Manufacturing Establishments (w/ Erik Brynjolfsson, Cathy Buffington, Nathan Goldschlag, J. Frank Li, Javier Miranda) *NBER working paper #31062*.

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

Robots at Work in China: The Role of Complementary Assets. (w/ Qiren Liu and Nan Jia)

## **POPULAR PRESS ARTICLES, OP-EDS, AND OTHER WRITING**

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Making Sense Of Tech Companies' AI Commitments To The White House. *Forbes, July 23, 2023*.

AI Regulation Is Coming To The U.S., Albeit Slowly. *Forbes, June 27, 2023*.

To Safeguard Democracy, Political Ads Should Disclose Use Of AI. *Forbes, June 6, 2023*.

Data portability and interoperability: A primer on two policy tools for regulation of digitized industries (with Sukhi Gulati-Gilbert). *Brookings Institution Report, May 9, 2023*.

The Bi-Partisan DELETE Act Is Pro-Consumer and Pro-Competition. *Forbes, February 18, 2022*.

Tax not the robots. *Brookings Institution Report, August 25, 2021*.

Autonomous vehicles as a “killer app” for AI. *Brookings Institution Report, June 22, 2021*.

Robot census: Gathering data to improve policymaking on new technologies. *Brookings Institution Report, February 2, 2021*.

Thankfully, the Stimulus Package Includes Broadband Funds. *Forbes, December 21, 2020*.

2018 Data Measures Automation in US Businesses (with Javier Miranda). *Census, November 3, 2020*.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

## **SEMINARS, PRESENTATIONS, DISCUSSIONS**

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### **Recent and Forthcoming External Seminars, Presentations, Discussions**

2024: UT Dallas, Organization Science Annual Meeting, Harvard, UC Berkeley, Wisconsin  
2023: AEA, Michigan, Northwestern Center for Robotics, OECD, Washington University St. Louis, Rice, INSEAD, Georgetown, Federal Reserve, IESE, AOM, SMS, Dept. of Commerce  
2022: AEA, Technical University Munich, Stanford, Wharton, Syracuse, UC Irvine, KAIST, AOM, MIT, CUNY Baruch, U.S. Dept of Labor, Max Planck Institute RISE5 (Keynote)

### **Selected External Academic Seminars**

Bocconi, Boston University, Columbia, Copenhagen Business School, Cornell, CUNY, Duke, Emory, Frankfurt School of Finance and Management, George Washington University, Georgetown, Georgia Tech, Harvard Business School (STRAT and TOM), HEC, 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, Syracuse, Temple, TUM, University of British Columbia, University College London, University of Colorado, UC Berkeley, UCLA, UC Irvine, 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, Wharton, Yale SOM, ZEW.

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

Accenture, Amazon, Amherst-Pierpont, Brookings, Citi, Collective[i], Commodity Futures Trading Commission, Competition Markets Authority (UK), Dept of Commerce, Federal Reserve, Federal Trade Commission, GBSI BioPolicy Forum, GE, German Marshall Fund Congress-Bundestag Forum, ILO, IRI, Microsoft, National Retail Federation, National Science Foundation, OECD, Osher Lifetime Learning Institute, UN, U.S. Government Accountability Office, U.S. Senate Judiciary Task Force Panel, WorkFusion, World Knowledge Forum, W.R. Berkley

### **Selected Conferences (Presenter and/or Discussant)**

AEA, AOM, CCC, EMAEE (Keynote), Munich Summer Institute (Keynote), NBER Innovation Policy & the Economy, NBER Summer Institute, SMS, Strategy Science Annual Meetings

### **AWARDS**

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Runner-up for Best Paper Award, Israel Strategy Conference, 2022  
Nominated for Best Paper, Strategic Management Society 2017  
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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Executive MBA Game Theory, NYU Stern (2017-present)  
MBA Game Theory, NYU Stern (2014-present)  
MSBA Data Driven Decision Making, NYU Stern (2018-present)  
Undergrad Game Theory, NYU Stern (2010- present)  
Executive MBA Strategy, NYU Stern (2018)  
MSRM AI and Risk Management, NYU Stern (2021, 2022, 2023)  
MSFT AI and Risk Management, NYU Stern (2024)  
MBA Strategic Management of AI, NYU Stern (2019, 2020, 2021)  
MBA Strategy, NYU Stern (2017)  
MBA Competitive Strategy, NYU Stern (2017)  
MBA Corporate Strategy, NYU Stern (2009-2014, 2017, 2021)

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

### **PROFESSIONAL SERVICE**

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#### **Dissertation Committees**

Michael Impink (NYU Stern Management, 2023; First job: HEC)

Katia Meggiorin (NYU Stern Management, 2023; First job: Stevens Institute of Technology)  
Raphael Martins (NYU Stern Management, 2022; First job: Sussex)  
Manav Raj (NYU Stern Management, 2022; First job: Wharton)  
Lena Song (NYU Economics, 2022; First job: University of Illinois)  
Daniel Sands (NYU Stern Management, 2021; First job: University College London)  
Fiona Feng (NYU Stern Economics, 2019; First job: Enigma Technologies)  
Madeline King (NYU Stern Management, 2019; First job: Cornell University)  
Francis Park (NYU Stern Management, 2018; First job: Tilburg University)  
Sandy Yu (NYU Stern Economics, 2015; First job: post-doc at UC Berkeley)  
Jason Chan (NYU Stern Information Systems, 2014; First job: University of Minnesota)  
Selvin Akkus (NYU Stern Economics, 2013; First job: Bates-White)  
Hong Luo (NYU Stern Economics, 2011; First job: Harvard Business School)

### **Other Mentoring**

NYU Provost's Post-Doc (Rachel Atkins, 2019-2023)  
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 rep. to US Census Bureau's NYCRDC Advisory Board and Executive Committee (2014- )  
NYU University Senate Alternate (2019-2021)  
NYU Stern Management Department PhD Committee (2018)  
NYU Stern Management Department Recruiting Committee (2017, 2018, 2022)  
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)

### **Editor and Reviewer**

Associate Editor: *Management Science* (2020-)  
Senior Editor: *Strategy Science* (2022-)  
Editorial Review Board and Executive Committee: *Strategy Science* (2017-)  
Editorial Review Board: *Strategic Management Journal* (2013-)  
Special Issue Editor: *Small Business Economics* (2016), *MIS Quarterly* (2024), *Strategic Management Journal* (2024)  
Meritorious and Distinguished Service Awards: *Management Science* (2012, 2013, 2014)  
Ad Hoc Reviewer: multiple grant-making organizations and journals including: *Academy of Management Review*, *Econometrica*, *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*, *MIS Quarterly*, *Nature*, *NEJM*, *Organization Science*, *Rand Journal of Economics*, *Research Policy*, *Strategic Management Journal*, *Strategy Science* and others.

### **Selected Other External Service**

Organizer, Co-Organizer or Steering Committee: Strategy Science Annual Conference (2022), AI in Strategic Management (2019, 2020, 2021), 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, 2022); AOM BPS Division Research Committee (2013-2015)

**EARLIER 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>U.S. 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)

*Last updated: February 2024*