

## Robert Seamans

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### APPOINTMENTS

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**New York University, Stern School of Business** 2009 – present  
Associate Professor, 2015 –  
*With tenure, September 2017 – present*  
*On leave academic year 2015 – 2016*  
Assistant Professor, 2009 – 2015

**President Obama’s Council of Economic Advisers** 2015 – 2016  
Senior Economist for Technology, Innovation, and Competition Policy

### RESEARCH AFFILIATIONS

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

### EDUCATION

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**University of California, Berkeley, Haas School of Business** 2009  
Ph.D. in Business Administration; Concentration: Business and Public Policy  
Dissertation: “Strategic and Structural Barriers to Entry”; Committee: David Mowery (co-chair),  
Steven Tadelis (co-chair), Howard Shelanski, Catherine Wolfram  

- 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 FOCUS

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I study how technology affects strategic interactions between firms and how policies affect incentives to innovate. My current research studies the effect of AI, robots, and other types of automation on firm strategy, productivity, and labor market outcomes.

## 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. [Lead Article]
- [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. [Lead Article]
- [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. [Lead Article]
- [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] Timothy Bates, William Bradford and Robert Seamans. 2018. Minority Entrepreneurship in Twenty-First Century America.  
*Small Business Economics*. 50(3): 415-427.
- [11] Yongwook Paik, Sukhun and Robert Seamans. Forthcoming. Entrepreneurship, Innovation, and Political Competition: How the Public Sector Helps the Sharing Economy Create Value  
*Strategic Management Journal*. (Accepted January 2018)

### Selected press for published papers:

*ABC, Ars Technica, The Atlantic, Boston Globe, CBS, Daily Beast, Economic Times, Forbes, Harvard Business Review, MSN, The Nation, The New York Times, TheStreet.com, Wall Street Journal, others.*

## **CHAPTERS AND OTHER INVITED CONTRIBUTIONS**

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

[13] Manav Raj and Robert Seamans. 2018. AI, Labor, Productivity, and the Need for Firm-Level Data. In *NBER The Economics of Artificial Intelligence*, eds. Ajay Agrawal, Joshua S. Gans and Avi Goldfarb, University of Chicago Press: Chicago.

[14] Ed Felten, Manav Raj and Robert Seamans. 2018. A Method to Link Advances in Artificial Intelligence to Occupational Abilities. *American Economic Association Papers & Proceedings*, 108: 54-57.

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

## **SELECTED WORKING PAPERS**

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Competition between Organizational Forms: Banks vs. Credit Unions after the Financial Crisis (w/ Aaron Chatterji and Jiao Luo), *Revise & resubmit, Organization Science*

Internal Agglomeration and Productivity (w/ Evan Rawley) *US Census Bureau working paper # CES-WP-15-01, Revise & resubmit, Strategic Management Journal*.

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, Revise & resubmit, Management Science*.

Multi-homing and Platform Strategies: Historical Evidence from the U.S. Newspaper Industry (w/ K. Francis Park and Feng Zhu) *Reject & resubmit, Strategic Management Journal*.

Personal Bankruptcy Law and Entrepreneurship (w/ Geraldo Cerqueiro and M. Fabiana Penas) *US Census Bureau working paper # CES-WP-17-42 Revise & resubmit, Journal of Law & Economics*.

Market Orchestrators: The Effect of Platform Certification on Complementor Performance and Behavior in the Context of Kiva (2010-2013) (w/ Joost Rietveld and Katia Meggiorin) *submitted*.

The Effect of Artificial Intelligence on Human Labor: An Ability-Based Approach (w/ Ed Felten and Manav Raj) *submitted*.

Primer on Artificial Intelligence and Robotics (w/ Manav Raj) *submitted*.

Automation (w/ Manav Raj) *submitted*.

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

## **SELECTED WORK IN PROGRESS**

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Transaction Cost Economics in the Digital Economy: A Research Agenda (w/ Steve Tadelis and Frank Nagle)

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

## **SEMINARS, PRESENTATIONS, DISCUSSIONS**

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### **Academic Seminars (\*scheduled)**

Bocconi, Boston University, Columbia, CUNY, Duke, Emory, Frankfurt School of Finance and Management, George Washington University, \*Georgia Tech, Harvard, Imperial College London, Johns Hopkins University, London Business School, \*Loughborough University, MIT, National University Singapore, Oregon State University, Pomona, Princeton, Purdue, Rutgers, Seoul National University, Stanford, Temple, University of British Columbia, \*University College London, 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

**Industry, Government, Non-profit**

Accenture, 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, U.S. Government Accountability Office, WorkFusion

**Conference Presentations and Discussions**

2019: AEA Annual Meeting, Fordham Law Review AI conference, WeRobot, EMAEE (Keynote), Munich Summer Institute (Keynote)

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: DRUID, MIT IPRI Tech Policy Forum, AOM, SMS, Kauffman Emerging Scholars

2016: Darden Cambridge Conference, National Conference on Business Development in Underserved Communities, Tuck Junior Faculty Summer Camp, Kauffman Foundation Minority Entrepreneurship Workshop at AOM, SMS, INFORMS-Strategy Science

2015: Kauffman Dissertation Workshop at AEA, Atlanta Competitive Advantage Conference, SRF, National Conference on Business Development in Underserved Communities, AOM, SMS

2014: Institutions & Innovations Conference, Kauffman Emerging Scholar Conference, SMS, SIFR Conference on the Financial Economics of Entrepreneurship and Innovation, AOM, Tuck Junior Faculty Summer Camp, NBER Entrepreneurship Boot Camp Alumni Panel, Queen's University Economics of Entrepreneurship & Innovation Conference

2013: Institutions & Innovations Conference, SMS, AOM, Tuck Junior Faculty Summer Camp, SRF, HBS Institutional Analysis Conference, UMD Smith Entrepreneurship Conference, Utah-BYU Winter Strategy Conference

2012: SMS, AOM, Northwestern University Conference on Internet Search and Innovation, SRF

2011: Columbia Strategy Conference, Institutions & Innovations Conference, Fox-Kauffman Workshop on Empirical Entrepreneurship, SMS, NBER Summer Institute, ISNIE, ACAC, IIOC

2010 & earlier: NET Institute Conference, ICT Conference-LMU, Institutions & Innovations Conference, Atlanta Fed Small Business Conference, AOM, NBER Summer Institute, Industry Studies Conference, UVA Darden Entrepreneurship and Innovation Research Conference, Telecom Policy Research Conference, AEA, ISNIE, IIOC, CCC

**GRANTS AND FELLOWSHIPS**

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National Science Foundation (NSF) EAGER Grant for Robotics Research (2017) (\$100,738)  
Kauffman Foundation Grant for Robotics Research (2017) (\$95,000)

William and Flora Hewlett Foundation Grant for 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)

## 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  
WSSA Best Student Paper, 2008  
Hayase Award for Service to PhD Students, 2007

## TEACHING

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### Professor

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

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

MBA Game Theory, NYU Stern (2014, 2015, 2017, 2018)  
Executive MBA Strategy, NYU Stern (2018)  
Executive MBA Game Theory, NYU Stern (2017, 2018)  
Undergraduate Game Theory, NYU Stern (2010, 2011, 2012, 2014, 2015, 2017, 2018)  
MSBA Applied Regression and Econometrics, NYU Stern (2018)

### Graduate Student Instructor

MBA Strategy, UC Berkeley Haas (2007, 2008)  
MBA Microeconomics, UC Berkeley Haas (2006, 2007)  

- *UC Berkeley Outstanding GSI Award (awarded to <10% of UC Berkeley GSIs)*
- *Earl F. Cheit Outstanding GSI Award for EWMBA program (awarded to one GSI/yr)*

## **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: Tillburg University)  
Madeline King (NYU Stern Management, 2019 expected; First job: Cornell University)  
Fiona Feng (NYU Stern Economics, 2019 expected)

## **PROFESSIONAL SERVICE**

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### **Reviewing**

- Editorial Review Boards: *Strategic Management Journal* (2013-), *Strategy Science* (2017-)
- Meritorious and Distinguished Service Awards: *Management Science* (2012, 2013, 2014)
- Special Issue Editor: *Small Business Economics* (2016)
- Ad Hoc Reviewer: multiple grant-making organizations and journals including: *Information Economics & Policy*, *Information Systems Research*, *Journal of Economics & Management Strategy*, *Journal of Industrial Economics*, *Journal of Law and Economics*, *Journal of Law, Economics & Organization*, *Management Science*, *Organization Science*, *Rand Journal of Economics*, *Strategic Management Journal* and *Strategy Science*.

### **Conference Organization**

- Organizer, Co-Organizer or Steering Committee: 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)
- 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, IIOC, 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 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- )

## 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) since August 9, 2003
- Two children: son Robert (b. 2010) and daughter Colette (b. 2014)
- Other interests include skiing, running, and rooting for Boston sports teams, even though my kids are growing up Yankees fans

*Last updated: January 18, 2019*