

## **CURRICULUM VITAE**

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### **ALAN T. SORENSEN**

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## **PROFESSIONAL APPOINTMENTS**

Associate Professor, Department of Economics, University of Wisconsin, 2011-present.  
Research Associate, National Bureau of Economic Research, 2011-present.  
Associate Professor, Graduate School of Business, Stanford University, 2007-2011.  
Assistant Professor, Graduate School of Business, Stanford University, 2002-2007.  
National Fellow, Hoover Institution, Stanford University, 2002-2003.  
Faculty Research Fellow, National Bureau of Economic Research, 2001-2011.  
Assistant Professor, Department of Economics, UC San Diego. 1999-2002.

## **EDUCATION**

B.A., Economics, *summa cum laude*, Brigham Young University, 1995.  
Ph.D., Economics, Massachusetts Institute of Technology, 1999.

## **HONORS AND FELLOWSHIPS**

*Journal of Industrial Economics* “Best Article” prize, 2008.  
Fletcher Jones Faculty Scholar, Stanford Graduate School of Business, 2006-2007  
Robert Solow Dissertation Award, Massachusetts Institute of Technology, 1999.  
NBER Nonprofits Program Dissertation Fellowship, 1998-1999.  
NBER Health & Aging Fellowship, 1997-1998.  
Earhart Graduate Fellowship, 1995-1996.  
Valedictorian, Department of Economics, BYU, 1995.

## RESEARCH PAPERS

- Sorensen, A., “Equilibrium Price Dispersion in Retail Markets for Prescription Drugs,” 2000. *Journal of Political Economy*, v. 108 n. 4, pp. 833-850. (Reprinted in Joskow and Waterson (eds.), “*Empirical Industrial Organization, Vol. I*”, 2004, pp. 253-270.)
- Sorensen, A. “An Empirical Model of Heterogeneous Consumer Search for Retail Prescription Drugs,” 2001. NBER Working Paper #8548.
- Sorensen, A., “Insurer-Hospital Bargaining: Negotiated Discounts in Post-deregulation Connecticut,” 2003. *Journal of Industrial Economics*, v. 51 n. 4, pp. 471-492.
- Jin, G. and A. Sorensen, “Information and Consumer Choice: The Value of Publicized Health Plan Ratings,” 2006. *Journal of Health Economics*, v. 26 n. 2, pp. 248-275.
- Sorensen, A. “Social Learning and Health Plan Choice,” 2006. *RAND Journal of Economics*, v. 37 n. 4, pp. 1-29.
- Sorensen, A. “Bestseller Lists and Product Variety,” 2007. *Journal of Industrial Economics*, v. 55 n. 4, pp. 715-738. (Recipient of the *JIE* “Best Article of the Year” prize.)
- Berger, J., Rasmussen, S., and A. Sorensen, “Positive Effects of Negative Publicity: When Negative Reviews Increase Sales,” 2010. *Marketing Science*, v. 29 n. 5, pp. 815-827.
- Hendricks, K. and A. Sorensen, “Information and the Skewness of Music Sales,” 2009. *Journal of Political Economy*, v. 117 n. 2, pp. 324-369.
- Chu, C., P. Leslie, and A. Sorensen, “Bundle-size Pricing as an Approximation to Mixed Bundling,” 2011. *American Economic Review*, v. 101 n. 1, pp. 263-303.
- Leslie, P. and A. Sorensen, “The Welfare Effects of Ticket Resale,” 2011. Working paper. (Revise and resubmit at *Review of Economic Studies*.)
- Bollinger, B., P. Leslie, and A. Sorensen, “Calorie Posting at Chain Restaurants,” 2011. *American Economic Journal: Economic Policy*, v. 3 n. 1, pp. 91-128.
- Hendricks, K., A. Sorensen, and T. Wiseman, “Observational Learning and the Demand for Search Goods,” 2012. *American Economic Journal: Microeconomics*, v. 4 n. 1, pp. 1-31.
- Mortimer, J., C. Nosko, and A. Sorensen, “Supply Responses to Digital Distribution: Recorded Music and Live Performances,” 2012. *Information Economics and Policy*, v. 24 n. 1, pp. 3-14.

## OTHER RESEARCH IN PROGRESS

- “Optimal Advertising for Word-of-Mouth Products: A Dynamic Model of Advertising for Major Motion Pictures”
- “A Dynamic Model of Bidding in Online Markets,” with Ken Hendricks.

## **RESEARCH GRANTS**

National Science Foundation Grant #SES-0079201: “Heterogeneous Consumer Search and Social Learning: Empirical Studies.” Dates: 01 Aug 2000—31 Jul 2002.

## **OTHER PROFESSIONAL ACTIVITIES**

Editor, *Journal of Industrial Economics*, since October 2011

Associate Editor, *American Economic Journal: Applied Economics*

Referee: *American Economic Review*, *AEJ Applied*, *Econometrica*, *Economic Inquiry*, *Economic Journal*, *Energy Journal*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Econometrics*, *Journal of Economic Behavior and Organization*, *Journal of Economic Theory*, *Journal of Economics and Management Strategy*, *Journal of the European Economic Association*, *Journal of Industrial Economics*, *Journal of Political Economy*, *Journal of Public Economics*, *National Science Foundation*, *Quarterly Journal of Economics*, *RAND Journal of Economics*, *Regional Science and Urban Economics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Review of Industrial Organization*, *Scandinavian Journal of Economics*

Co-organizer (with Jon Levin), NBER Summer IO meetings, July 2010

Co-organizer (with Severin Borenstein), NBER Winter IO meetings, February 2004

Member: American Economic Association, Econometric Society

## **LANGUAGES**

English, Spanish