

Francine Lafontaine

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- Current Positions** Professor of Business Economics, Ross School of Business, University of Michigan, 2000–
Professor of Economics, University of Michigan Dept. of Economics, 2001–
- Research Interests** Industrial Organization, Vertical Relationships, Contracting and Franchising, Entrepreneurship.
My research is mostly concerned with the application of advances in contract theory and models of vertical relationships to the analysis of franchising arrangements, with an emphasis on incentive contracting and firm performance. I also study owner operators (independent contractors) in the motor carrier industry and firm dynamics (entry, exit, growth) in retail and service industries.
- Education** Ph.D. Economics, 1988. University of British Columbia, Vancouver, Canada.
M.Sc. Applied Economics, 1982. Ecole des HEC, Université de Montréal, Canada.
B.A.A. (BBA), 1980. Ecole des HEC, Université de Montréal, Canada.
- Previous Appointments** Visiting Professor, School of Management, Politecnico di Milano, Milano Italy, May 2008.
Visiting Professor, Institut de Gestion de Rennes, Université de Rennes I, Rennes, France, June 2004.
Faculty Research Fellow, National Bureau of Economic Research (NBER), 1993 – 2002.
Associate Professor of Business Economics, University of Michigan Business School, 1995–2000.
Visiting Associate Professor of Economics, Université de Paris I - Panthéon Sorbonne, Spring 1999 and Spring 2000.
Visiting Associate Professor of Economics, University of Florida, 1997–1998.
Assistant Professor of Business Economics, University of Michigan Business School, 1991–1995.
Assistant Professor of Economics and Marketing, Graduate School of Industrial Administration, Carnegie Mellon University, 1989–93 (on leave 1991–1993).
Research Fellow in Economics and Marketing, 1988–1989. Graduate School of Industrial Administration, Carnegie Mellon University.
Research Associate, 1981–1983 (Full-time from May 1982), Centre d'études en administration internationale, Ecole des Hautes Etudes Commerciales, Université de Montréal.

- Awards and Honors Vice President, Society of Industrial Organization, 2007-2009.
 Sparks Whirlpool Corporation Research Professorship, Ross School of Business, 2005-2007.
 Society of Franchising Chair, 1997-98.
 Sanford R. Robertson Associate Professorship, U. of Michigan Business School, 1995-96.
 Coleman Foundation Best Paper Award, 2nd Place, 1995 Society of Franchising Meetings.
 Doctoral Fellowship, Social Sciences and Humanities Research Council of Canada, 1983–84 to 1986–87.
 Master's Degree Scholarship, Fonds F.C.A.C. pour l'aide et le soutien à la recherche, 1980–81 and 1981–82.
- Research Grants University of Michigan Center for International Business Education Award for Faculty Research in International Business, 2004-2008.
 Sloan Foundation grant to the Trucking Industry Program, 1995-2004.
 Co-principal investigator, NSF Research Grant for “The Dynamics of Franchise Contracting”, with Kathryn Shaw, 1993–96.
 Sloan Foundation Grant to the Center for Political Economy, GSIA, Carnegie Mellon University, Summers of 1990 and 1991.
 Carnegie Mellon University Faculty Development Grant for “Franchising and Agency Theory: Some Further Developments”, Nov. 89–July 90.
 Principal investigator, NSF Research Planning Grant for “An Empirical Look at Franchise Contracts as Signaling Devices”, Aug. 1989–Aug. 1990.
- Books Monograph:
The Economics of Franchising, with Roger Blair, Cambridge: Cambridge University Press, 2005.
 Edited Volume:
Franchise Contracting and Organization, Northhampton, MA: Edward Elgar, 2005.
- Articles and Book Chapters “The Microeconomic Implications of Input Market Regulations: Cross-Country Evidence from Within the Firm,” (with Jagadeesh Sivadasan), *American Economic Journal – Applied*, forthcoming, 2009.
 “Franchising: Cooperation and Conflict,” *Strategic Alliances and Joint Ventures: Law, Economics and Management*, Joseph A. McCahery and Erik Vermeulen (eds) Cambridge: Cambridge University Press (forthcoming 2009).
 “Within-firm Labor Productivity across Countries: A Case Study” (with Jagadeesh Sivadasan), in *International Differences in the Business Practices and Productivity of Multinational Firms: A Case-Based Approach*, Richard Freeman and Kathryn L. Shaw ed., forthcoming.
 “The Deregulation of International Trucking in the European Union: Form and Effect” (with Laura Malaguzzi), *Journal of Regulatory Economics*, 35: 19-44, 2009.
 "franchising." The New Palgrave Dictionary of Economics. Second Edition. Eds. Steven N. Durlauf and Lawrence E. Blume. Palgrave Macmillan, 2008. Also in The New Palgrave Dictionary of Economics Online. Palgrave Macmillan.
 <http://www.dictionaryofeconomics.com/article?id=pde2008_F000200>

Articles and
Book Chapters
(cont'd)

- “Empirical Assessment of Exclusive Contracts,” (with Margaret Slade), in *Handbook of Antitrust Economics*, Paolo Buccirossi (ed.) Cambridge: MIT Press, 2008.
- “Vertical Integration and Firm Boundaries: The Evidence” (with Margaret Slade), *Journal of Economic Literature*, 45: 629-685, 2007.
- “Understanding the Economics of Franchising and the Laws That Regulate It” (with Roger Blair), *Franchise Law Journal*, 26: 2-13, 2006.
- “Vertical Restraints Fundamentals for MBAs,” *Journal of Industrial Organization Education*, Inaugural issue, Vol. 1, Dec. 2006. (<http://www.bepress.com/jioe/vol1/iss1/2/>)
- “Introduction,” (with Timothy H. Linville and Su Sun) in *A Handbook on The Law And Economics of Vertical Restraints: Selling Through Dealers and Franchisees*, Thomas J. Collin and Matthew B. Wright, Eds., American Bar Association, 2006.
- “Truck Drivers in the Age of Information: Transformation without Gain” (with Dale Belman and Kristen Monaco), in Belman D. and C. White III, *Trucking in the Age of Information*, Aldershot, UK: Ashgate Publishing Ltd., 2006.
- “Targeting Managerial Control: Evidence from Franchising,” (with Kathryn L. Shaw), *RAND Journal of Economics*, 36, 2005, 131-150. Reprinted in *Franchise Contracting and Organization*, Northhampton, MA: Edward Elgar, 2005.
- “International Franchising Practices in Mexico: Do Franchisors Customize their Contracts?” (with Joanne Oxley), *Journal of Economics and Management Strategy*, 13, 2004, 95-123.
- “Multi-Unit Ownership in Franchising: Evidence from the Fast-food Industry in Texas” (with Arturs Kalnins), *RAND Journal of Economics*, 35, 2004, 747-761.
- “Incentive Contracting and the Franchise Decision” (with Margaret Slade) in *Advances in Business Applications of Game Theory*, K. Chatterjee and W. Samuelson (eds.), Kluwer Academic Press, 2001.
- “The Effect of Macroeconomic Conditions on Franchisor Entry and Survival,” (with Su Sun), in Frazer, L. Ed., *Fifteenth Annual Proceedings of the International Society of Franchising*, 2001.
- “Créance résiduelle et flux de rentes comme mécanismes incitatifs dans les contrats de franchise: Compléments ou Substituts?” (with Emmanuel Raynaud), *Revue d'économie industrielle*, 92, 2000, 255-276.
- An updated and translated version of this paper has appeared as “Residual claims and self enforcement as incentive mechanisms in franchise contracts: substitute or complements,” in Brousseau, E. and J.M. Glachant Ed., *The Economics of Contract in Prospect and Retrospect*, (2002), Cambridge University Press.
- The English version is also reprinted in *Franchise Contracting and Organization*, Northhampton, MA: Edward Elgar, 2005.
- “The Dynamics of Franchise Contracting: Evidence from Panel Data,” (with Kathryn L. Shaw), *The Journal of Political Economy*, 107, 1999, 1041-1080.
- Reprinted in *Empirical Industrial Organization*, Paul Joskow and Michael Waterson, Eds., Cheltenham, UK: Edward Elgar Publishing, Ltd., (forthcoming)
- Reprinted in *The International Library of the New Institutional Economics*, Claude Ménard, Ed., UK: Edward Elgar Publishing, Ltd., 2005.

Articles and
Book Chapters
(cont'd)

“Franchising: Myth, Reality, and What it May All Mean to You,” *Financial Times*, Mastering Strategy Series, November 22, 1999.

An edited version has appeared in the *FT Mastering Management Review*, October 1999, 32-35.

Reprinted in T. Dickson (Ed.), *Mastering Strategy*, London: Financial Times / Prentice Hall, 2000, 140-145.

“Will *Khan* Foster or Hinder Franchising? An Economic Analysis of Maximum Resale Price Maintenance,” (with Roger Blair), *Journal of Public Policy in Marketing*, **18**, 1999, 25-36.

“Franchising or Corporate Ownership: The Effect on Price Dispersion,” *The Journal of Business Venturing*, **14**, 1999, 17-34.

“Franchising Growth and Franchisor Entry and Exit in the U.S. Market: Myth and Reality,” (with Kathryn L. Shaw), *The Journal of Business Venturing*, **13**, 1998, 95-112.

Reprinted in *Franchising: An International Perspective*, Frank Hoy and John Stanworth Ed., London: Routledge, 2003.

“Retail Contracting: Theory and Practice”(with Margaret Slade), *Journal of Industrial Economics*, **45**, 1997, pp. 1-25 (lead article).

“The Economics of Franchising: Some Thoughts on Interesting Research Issues,” *Franchising Research: An International Journal*, **1**, 1996, 29-32.

“Retail Contracting and Costly Monitoring: Theory and Evidence,”(with Margaret Slade), *European Economic Review Papers and Proceedings*, **40**, 1996, 923-932.

“Assessing Firm and Sector Effects in Franchise Contracting,” in Ann Dugan, Ed., Tenth Annual Proceedings of the Society of Franchising, 1996.

“Double-Sided Moral Hazard and the Nature of Share Contracts,” (with Sugato Bhattacharyya), *RAND Journal of Economics*, **26**, 1995, pp. 761-781.

Reprinted in *Franchise Contracting and Organization*, Northhampton, MA: Edward Elgar, 2005.

“The Role of Risk in Franchising,” (with Sugato Bhattacharyya), *Journal of Corporate Finance: Contracting, Governance, and Organization*, **2**, 1995, pp. 39-74.

Reprinted in *Franchise Contracting and Organization*, Northhampton, MA: Edward Elgar, 2005.

“Franchise Contracting, Organization, and Regulation: Introduction” (with Scott Masten), *Journal of Corporate Finance*, **2**, 1995, pp. 1-7.

“A Critical Appraisal of Data Sources on Franchising,” *Journal of Marketing Channels*, **4**, 1995, 5-25.

Reprinted in *Franchising: Contemporary Issues and Research*, P.J. Kaufmann and R.P. Dant Eds, New-York: The Haworth Press, 1995.

“Costs of Control: The Source of Economic Rents for McDonald's Franchisees,” (with Patrick J. Kaufmann), *Journal of Law and Economics*, October 1994, 417-453.

Reprinted in *Case Studies in Contracting and Organization*, Scott E. Masten Ed., New York: Oxford University Press, 1996.

Reprinted in *Franchise Contracting and Organization*, Northhampton, MA: Edward Elgar, 2005.

“The Evolution of Franchise Systems,” (with Patrick J. Kaufmann), *Journal of Retailing*, **70**, 1994, 97-113.

Articles and Book Chapters (cont'd)	<p>“Risk in Franchising: A Look at Some Measurement Issues,” in S. Swerdlow Ed., Eighth Annual Proceedings of the Society of Franchising, 1994.</p> <p>“Contractual Arrangements as Signaling Devices: Evidence from Franchising,” <i>Journal of Law, Economics & Organizations</i>, 9, 1993, 256–289.</p> <p>“Agency Theory and Franchising: Some Empirical Results,” <i>RAND Journal of Economics</i>, 23, 1992, 263-283.</p> <p style="padding-left: 40px;">Reprinted in <i>Franchise Contracting and Organization</i>, Northhampton, MA: Edward Elgar, 2005.</p> <p>“How and Why do Franchisors do What They do: A Survey Report,” in P. Kaufmann Ed., Sixth Annual Proceedings of the Society of Franchising, 1992.</p> <p>“Obtaining any Wald Statistic you Want,” (with Ken White), <i>Economics Letters</i>, 21, 1986, 35–40.</p>
Other Publications	<p>“On Teaching Economics to MBA Students,” in <i>Newsletter of the Committee on the Status of Women in the Economics Profession</i>, American Economic Association’s CSWEP, Winter 2006.</p> <p>Review of “Franchising: A Case-Study Approach,” by Antony Dnes, Aldershot, England: Avebury, <i>Journal of Institutional and Theoretical Economics</i>, 150, June 1994, 423-424.</p>
Working Papers	<p>“The Separation of Ownership and Operations in Retail and Service Industries: Extent and Effects” (with Arturs Kalnins), 2008.</p> <p>“The Evolution of Franchising in the United States,” prepared for the Entrepreneurial Business Law Journal Symposium, Ohio State University Moritz College of Law, March 2008.</p> <p>“Inter-Firm Contracts: The Evidence” (with Margaret Slade), December 2008.</p> <p>“The Role of Revenue Sharing in Movie Exhibition Contracts” (with Ricard Gil), 2009.</p> <p>“Organizational Form and Performance: Evidence from the Hotel Industry” (with Renáta Kosová and Rozenn Perrigot), 2009.</p> <p>“The Role of Risk, Incentives, and Selection in Salesforce Compensation Contracts” (with Mrinal Ghosh and Desmond Ho-Fu Lo), 2008.</p> <p>“Regulatory Stability and Organizational Form Decisions: Evidence from Within the Firm,” (with Nathan Wilson and Rozenn Perrigot), 2008.</p> <p>“Firm Survival and Growth in Retail and Service Industries: Evidence from Franchised Chains” (with Renáta Kosová), being revised for resubmission.</p> <p>“Contracting in the Absence of Specific Investments and Moral Hazard: Understanding Carrier-Driver Relations in US Trucking,” (with Scott E. Masten), 2002.</p> <p>“Retail Pricing, Organizational Form, and the New Rule of Reason Approach to Maximum Resale Prices” mimeo, 2001.</p>
Work in Progress	<p>The Determinants of Ownership Concentration in Franchised Chains (with Arturs Kalnins)</p> <p>Entrepreneurship, Business Creation and Business Survival in Retail and Small-Scale Service Industries (with Arturs Kalnins)</p> <p>International Franchising (with Jose Mata)</p>

Seminar
Presentations
since 1998

Université de Paris X (Nanterre), Département d'économie, June 2008.
University of Maryland, Robert H. Smith School of Business, March 2008.
University of Florida, Dept. of Economics, Nov. 2007.
Carnegie Mellon University, John Heinz III School of Public Policy and Management, Nov. 2007.
Charles Rivers Associates Competition Practice – Executive Retooling Course, Nov. 2007
Joint MIT/HBS Organizational Economics Seminar, Nov. 2007.
New York State Bar Association, May 2007.
Western Michigan University, Department of Economics, February 2007.
University of Michigan, Ross School of Business, Hosmer Seminar, January 2007.
University of Rochester, Simon School of Business, December 2006.
Ohio State University, Department of Economics, December 2006.
University of California, Berkeley, Haas School of Business, November 2006.
University of Colorado, Department of Economics, October 2006.
University of Arizona, Eller School of Management, March 2006.
Cornell University, Department of Economics, November 2005.
NYU, Stern School of Business, Cross Disciplinary Strategy Seminar, October 2005.
University of Arizona, Eller School of Management, Sept. 2005.
University of Michigan, Ross School of Business, Hosmer Seminar, March 2005
Federal Trade Commission, December 2004.
North Carolina State University, Department of Economics, December 2004.
Tulane University, Freeman School of Business, November 2004.
Université de Rennes I, Dept. of Economics, June 18, 2004.
Iowa State University Dept. Of Economics, April 30, 2004.
Michigan State University, Dept. of Economics, April 5, 2004.
University of Southern California, Marshall School of Business, April 2, 2004.
Dartmouth, Tuck School of business, Feb. 26, 2004.
Antitrust Division of the Department of Justice, October 14, 2003.
University of Toronto Rotman School of Management, March 17, 2003.
University of Guelph, Dept. of Economics, March 14, 2003.
Columbia University, School of Business, October 15, 2002.
University of Chicago GSB, May 2, 2002.
Stanford GSB, Dec. 6th, 2001.
Wayne State University, Dept. of Economics, Nov. 8th, 2001.
University of Michigan Business School Hosmer Lunch, Oct. 30th, 2001.
University of Sao Paulo, July 14th, 2001.
University of Rochester, Simon School of Business, May 11th, 2001.
Yale Law School, March 8, 2001.
Université de Paris I - Panthéon Sorbonne, ATOM, May 16, 2000.

- Seminar
Presentations
since 1998
(cont'd)
- Université de Rennes 1, École doctorale d'Économie et Gestion, May 12, 2000.
 - Universitat Pompeu Fabra, Barcelona, April 28, 2000.
 - Cornell University, Johnson School of Business, Jan. 28, 2000.
 - Columbia University, Law School, October 25, 1999.
 - University of Toronto, Department of Economics, October 4, 1999.
 - Université de Paris I - Panthéon Sorbonne, ATOM, May 4, 1999.
 - Harvard Business School and MIT, Sloan School, The Boston-Cambridge Seminar on the Economics of Organizations, April 15, 1999.
 - Penn State University, Department of Economics, Nov. 16, 1998.
 - London Business School, Economics Group, May 18, 1998.
 - INSEAD, Economics Group, May 15, 1998.
 - Université de Paris I, ATOM, May 14, 1998.
 - UCLA, Department of Economics, May 4, 1998.
- Conference
Presentations
since 1998
- “Regulatory Stability and Organizational Form Decisions: Evidence from Within the Firm,” 23rd International Society of Franchising Meetings, San Diego, CA, Feb. 2009
 - “Why Research Entrepreneurship” Second Annual Ross School of Business Entrepreneurship Workshop, Ann Arbor Michigan, July 2008.
 - “Organizational Form and Performance: Evidence from the Hotel Industry” (with Renáta Kosová and Rozenn Perrigot), 22nd International Society of Franchising Meetings, Saint-Malo, France, June 2008.
 - “The Evolution of Franchising and Franchise Contracts in the United States,” Entrepreneurial Business Law Journal Symposium 2008, The Ohio State University Moritz College of Law, March 2008.
 - “Organizational Form and Performance: Evidence from the Hotel Industry” (with Renáta Kosová and Rozenn Perrigot), ASSA Meetings, New Orleans, January 2008.
 - “The Role of Revenue Sharing in Movie Exhibition Contracts” NBER IO Summer Institute, July 2007.
 - “There’s no Place Like Home: The Effect of Geographical Distance on the Survival of Service and Retail Businesses” First Annual Ross School of Business Internal Entrepreneurship Workshop, Ann Arbor Michigan, April 2007.
 - “Organizational Form and Performance: Evidence from the Hotel Industry” (with Renáta Kosová and Rozenn Perrigot), Sloan Industry Program Annual Meeting, Boston MA, April 2007.
 - “Organizational Form and Performance: Evidence from the Hotel Industry” (with Renáta Kosová and Rozenn Perrigot), Fifth Annual International Industrial Organization Conference, Savannah GA, April 2007.
 - “The Microeconomic Implications of Input Market Regulations: Cross-Country Evidence from Within the Firm” American Economic Association, Chicago IL, Jan. 2007.
 - “The Microeconomic Implications of Input Market Regulations: Cross-Country Evidence from Within the Firm” NBER Productivity Meeting, Boston MA, Dec. 2006.

Conference
Presentations
since 1998
(cont'd)

“Inter-Firm Contracts: The Evidence,” NBER Organizational Economics Handbook Meeting, Palo Alto, Nov. 2006.

“Within-firm Labor Productivity across Countries: Evidence from Fast-food” International Industrial Organization Conference, Boston MA, April 2006.

“Firm Survival and Growth in Retail and Service Industries: Evidence from Franchised Chains,” NBER Entrepreneurship Conference, Boston MA, March 2006.

“Within-firm Labor Productivity across Countries: Evidence from Fast-food” Sloan Industries Project Meeting, Stanford University, January 2006.

“The Deregulation of International Trucking in the European Union: Form and Effect” Annual Sloan Industry Studies Conference, Boston, December 2005.

Panelist, “Global Value Chains Governance and Enablers: Franchising” Annual Sloan Industry Studies Conference, Boston, December 2005. “Firm Survival and Growth in Retail and Service Industries: Evidence from Franchised Chains” International Industrial Organization Conference, Atlanta, GA, April 8-9, 2005.

Discussant, NBER IO Winter Meeting, “Decision Rights and Vertical Integration in the Movie Industry” by Ricard Gil, Feb. 2005 (note: the discussant presents the paper at this conference).

“The Economics of Franchising,” European Science Days Workshop on the Boundaries of the Firm, George Baker Organizer, Steyr, Austria, July 2004.

“Contracting for Motives other than Protecting Specific Investments or Curbing Moral Hazard: Understanding Carrier-Driver Relations in US Trucking,” European Science Days Workshop on the Boundaries of the Firm, George Baker Organizer, Steyr, Austria, July 2004.

“La survie des réseaux de franchise aux Etats-Unis et en France : une étude comparative”, Journée du CREM, Université de Caen, France, June 2004.

“Beyond Entry: Examining McDonald’s International Expansion,” International Industrial Organization Conference, Chicago IL, April 23-24, 2004.

“Legislating Exclusive Territories: Encroachment in Franchising and Proposed Solutions” presented at the 17th International Society of Franchising Meetings, San Antonio, TX, Feb. 2003.

“Contracting in the Absence of Specific Investments and Moral Hazard: Understanding Carrier-Driver Relations in US Trucking,” NBER Conference on Organizational Economics, Nov. 22-23, 2002.

“Contracting in the Absence of Specific Investments and Moral Hazard: Understanding Carrier-Driver Relations in US Trucking,” Harvard Business School Strategy Conference, October 25-26, 2002.

“Legislating Exclusive Territories: Encroachment in Franchising and Proposed Solutions,” presented at the Conference on Marketing and Antitrust Competition Policy, University of Notre Dame, May 3-4, 2002.

“The Economics of Franchising,” First European School on New Institutional Economics, Institut d’études scientifiques, Cargèse, Corsica, France, April 1-6, 2002.

“The Role of Residual Claims and Self Enforcement in Franchise Contracting,” presented at the Sixteenth International Society of Franchising Meetings, Orlando FL, Feb. 9-10, 2002.

“Contracting in the Absence of Specific Investments and Moral Hazard: Understanding Carrier-Driver Relations in US Trucking,” presented at the NBER Industrial Organization Meetings, Palo Alto, CA, Jan. 25-26, 2002.

“Issues in the Economics of Franchising,” presented at the American Bar Association Antitrust Section Spring Meeting, Washington DC, March 30th, 2001.

Conference
Presentations
since 1998
(cont'd)

“The Effect of Macroeconomic Conditions on Franchisor Entry and Survival,” presented at the 15th International Society of Franchising Meetings, Las Vegas, Feb. 24-25, 2001.

“Targeting Managerial Control: Evidence from Franchising,” presented at the American Economic Association Meetings, New Orleans, Jan. 5-7, 2001.

“Contracting Practices: A Detailed Look at Owner-Operator Leasing in the For-Hire TL Trucking Industry” presented at the Western Economic Association Meetings, Vancouver Canada, June 29-July 3, 2000.

“International Franchising: New Evidence from U.S. and Canadian Franchisors in Mexico,” presented at the 14th Society of Franchising Meetings, San Diego, CA, Feb. 19-20, 2000.

“Targeting Managerial Control: Evidence from Franchising,” presented at the 3rd annual meetings of the International Society for New Institutional Economics, Washington DC, Sept. 17-18, 1999.

“Company-Ownership Over the Life Cycle: What Can we Learn from Panel Data?” presented at the 13th Society of Franchising Meetings, Miami, FL, March 4-6, 1999.

“Strategic and Incentive Motives for Vertical Separation: Evidence from Location Patterns in the Texan Fast-food Industry,” presented at the AEA meetings, Jan. 3-5, 1999.

“Strategic and Incentive Motives for Vertical Separation: Evidence from Location Patterns in the Texan Fast-food Industry,” presented at the NBER Winter Industrial Organization Meetings, Feb. 6-7, 1998.

PhD Student
Advising and
Committees

Nathan Wilson, Ross School of Business, International Business and Business Economics.

Bo Huang, Ross School of Business, International Business and Business Economics.

Desmond Lo, Ross School of Business, Marketing PhD, 2008.

Charles Taragin, UM Department of Economics, PhD 2007.

David Leibsohn, Ross School of Business, International Business, PhD 2007.

Zhou Yang, UM Department of Economics, PhD 2007.

Alyssa Pozniak, UM School of Public Health, PhD 2006.

David Greenstreet, UM Department of Economics, PhD 2006.

Rupinder Jindal, INSEAD, PhD 2006.

Michael Rimler, UM Department of Economics, PhD 2005.

Amrita Nain, Ross School of Business, Finance, PhD 2005.

Laura Malaguzzi, UM Department of Economics, PhD 2005.

Hong Yuan, Ross School of Business, Marketing, PhD 2005.

Rozenn Perrigot, Université de Rennes I, Sciences de la Gestion, Doctorat (PhD) 2004.

Sebastian Auguste, UM Department of Economics, PhD 2004.

Renata Kosova, UMBS, International Business, PhD 2004.

Anne Parmigiani, UMBS, Corporate Strategy, PhD 2003.

Su Sun, UM Department of Economics, PhD 2003.

Juan Alcacer, UMBS, International Business, Phd 2001.

Wendy Petropoulos, UM Economics Dept. PhD, 2000.

PhD Student Advising and Committees (cont'd)	<p>Margaret Shackell Dowell, UMBS, Accounting, PhD 1999.</p> <p>Yuping Liao, UM Economics Dept. PhD, 1998.</p> <p>Arturs Kalnins, UMBS, International Business PhD, 1998.</p> <p>Peter Swan, UMBS, Operations Management, 1997.</p> <p>Julia Cheung, UM Economics Dept. PhD, 1996.</p> <p>Chul-In Lee, UM Economics Dept. PhD, 1996.</p> <p>Daniel Ebels, UMBS, Finance, Phd, 1995.</p> <p>Kostas Axarloglou, UM Economics Dept., Phd, 1995.</p>
Editorial Responsibilities	<p>Co-editor, <i>Journal of Law, Economics, & Organization</i>, 2006 -</p> <p>Co-editor, <i>Journal of Economic and Management Strategy</i>, 1997-.</p> <p>Member of the Editorial Board, <i>Journal of Marketing Channels</i>, 2002-.</p> <p>Associate Editor, <i>The RAND Journal of Economics</i>, 1997-2007.</p> <p>Member of the Editorial Board, <i>The Journal of Retailing</i>, 1996-2003.</p> <p>Member of the Editorial Board, <i>Economic Inquiry</i>, 1997-2001.</p> <p>Member of the Editorial Board, <i>Actualité Economique</i>, 1996-99.</p> <p>Member of the Editorial Board, <i>Franchising Research: An International Journal</i>, 1996-97.</p> <p>Member of the Editorial Board, <i>Canadian Journal of Economics</i>, 1993–1996.</p> <p>Special Co-Editor (with Scott Masten), <i>Journal of Corporate Finance: Contracting, Governance, and Organization</i>, special issue on Franchise Contracting, Organization and Regulation, 1995.</p>
Refereeing	<p>Academy of Management Journal, American Economic Review, Canadian Journal of Economics, Economic Inquiry, Energy Studies Review, European Economic Review, Franchising Research: An International Journal, International Economic Review, International Journal of Industrial Organization, International Review of Law and Economics, Journal of the Academy of Marketing Science, Journal of Business, Journal of Business Venturing, Journal of Consumer Marketing, Journal of Corporate Finance, Journal of Economic Behavior and Organization, Journal of Economics and Business, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Law and Economics, Journal of Law, Economics & Organization, Journal of Legal Studies, Journal of Marketing, Journal of Marketing Channels, Journal of Marketing Research, Journal of Political Economy, Journal of Public Policy in Marketing, Journal of Retailing, Management Science, Managerial and Decision Economics, Marketing Science, National Science Foundation (economics tract), National Science Foundation (organizations tract), Operations Research, Organization Science, Oxford Economic Papers, RAND Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Review of Industrial Organization, Social Sciences and Humanities Research Council of Canada, Society of Franchising Meetings and Proceedings, Southern Economic Journal, The Strategic Management Journal, World Development.</p>

Service Work, External	<p>Program Committee Member, International Industrial Organization Conference, 2005, 2006, 2007, 2008, 2009.</p> <p>Organizer, Industrial Organization Society Sessions at the Allied Social Sciences Association, 2008, 2009.</p> <p>Program Committee Member, Sloan Industry Studies Conference, 2009.</p> <p>Executive Committee Member, International Society of Franchising, 2007 – present.</p> <p>Committee Member, External Review of the Institute of Policy Analysis, University of Toronto, Dec. 2006.</p> <p>Senior Faculty Advisor, CSWEP Mentoring Workshop, San Diego, Jan. 5-7, 2004.</p> <p>Committee Member, External Review of the Department of Economics, Georgia Tech University.</p> <p>Organizer, Society of Franchising 12th Annual Conference, March 1998, Las Vegas, Nevada.</p>
Service Work, Internal	<p>Chair, Business Economics and Public Policy, Ross School of Business, 2003 –</p> <p>Chair, Research Committee, 2007-08, 2008-09.</p> <p>Organizer, Perspectives on Entrepreneurship Conference, Ross School of Business, University of Michigan, June 15th, 2007 (with Rosemarie Ziedonis).</p> <p>Organizer, Ross School of Business First Annual Internal Entrepreneurship Workshop, April 2007, (with Rosemarie Ziedonis).</p> <p>Organizer, Ross School of Business Second Annual Entrepreneurship Workshop, July 2008 (with Rosemarie Ziedonis)</p> <p>Organizer of the Business Economics Workshop, University of Michigan, 1991–92, 1992–93, 1993–94, 1994-95, 1995-96, 1996-97, 1998-99, 1999-00, 2000-01, 2001-02, 2002-03.</p> <p>MBA Admissions Task Force, 2002-03.</p> <p>Executive Committee, 2000-02.</p> <p>Strategic Planning Committee, 1999-00.</p> <p>Information Resource Committee, 1998-99.</p> <p>BE PhD Representative, 1995-96, 1996-97, and 1998-99.</p> <p>Diversity Committee, 1998-99.</p> <p>Research Computing Committee, 1992–93, 1993–94, 1994-95, 1995-96, 1996-97.</p> <p>Core Course Coordinator: BE300: 1993-94, BE501: 1995-96, 2000-01, 2001-02, BE 502: 2007-2008, 2008-09.</p> <p>Organizer, conference on Franchise Contracting, Organization, and Regulation, held at the U. of Michigan Business School, Ann Arbor, MI, May 27, 1994.</p> <p>Dean Search Committee, GSIA, CMU, 1990–91.</p> <p>Recruiting Chair for Marketing, GSIA, CMU, 1989–90.</p>

Teaching Experience	<p>Applied Industrial Economics (Michigan, PhD).</p> <p>Applied Intermediate Microeconomics (Michigan, MBA Core, GMBA Core).</p> <p>Applied Microeconomics for Entrepreneurs (MBA Essentials program).</p> <p>Applied Intermediate Microeconomics (Michigan, BBA Core).</p> <p>Competitive Tactics (Michigan, MBA elective).</p> <p>Economie des Organisations II, Université de Paris I - Panthéon Sorbonne</p> <p>The Economics of Franchising (Michigan, MBA elective).</p> <p>Government and Business (Michigan, BBA Core).</p> <p>Growth and Globalization (Michigan, PhD).</p> <p>Industrial Organization (Carnegie Mellon U., Undergraduate Economics Program).</p> <p>Introductory Marketing (Carnegie Mellon U., Undergraduate Business Program).</p> <p>Managerial Economics (Florida, Undergraduate Business Program, Core).</p> <p>Principles of Economics (U. of British Columbia, Undergraduate).</p> <p>Topics in Industrial Organization (Carnegie Mellon U., Ph.D. Seminar).</p> <p>UROP Advisor, (U. of Michigan, LS&A), 1991-92, 1992-93, 1993-94, 1994-95, 1995-96, 2001-02, 2002-03, 2003-04, 2004-05, 2005-06.</p>
Cases Written	<p>Franchisee McCosts (with Valerie Suslow).</p> <p>Franchise Failure Risk.</p> <p>Movies at your Disposal (with Thomas Buchmueller)</p>
Society Memberships	<p>American Economic Association, Canadian Economic Association, European Economic Association, International Industrial Organization Society, International Society of Franchising.</p>