

## CURRICULUM VITAE

SHARON M. OSTER

### PERSONAL DATA:

<b>Born:</b>	September 3, 1948	<b>Place:</b>	New York City
<b>Citizenship:</b>	U.S.A.		
<b>Business Address:</b>	Yale University School of Management 135 Prospect Street Box 208200 New Haven, CT 06520-8200	<b>Office phone:</b>	203-432-6035
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### EDUCATION AND DEGREES:

1966-1970	Hofstra College, B.A., Economics
1970-1974	Harvard University, Ph.D., Economics
2001-	Honorary Doctor of Letters, Hofstra University

### POSITIONS:

2008-2011	Dean, Yale University, School of Management, November 1
1994-	Frederic D. Wolfe Professor of Management and Entrepreneurship, School of Management, Yale University
1992-1994	Frederic D. Wolfe Professor of Management and Entrepreneurship, Associate Dean, School of Management, Yale University
1983-1994	Professor of Economics and Management, School of Management, Yale University
1982-1983	Associate Professor, School of Organization and Management, Yale University
1979-1982	Associate Professor, Department of Economics, Yale University
1974-1979	Assistant Professor, Department of Economics, Yale University

### BOOKS:

Generating and Sustaining Nonprofit Earned Income, editor, joint with Beinhacher and Massaisky, San Francisco: Jossey-Bass, 2004.

Modern Competitive Analysis, Oxford University Press, 1990; second edition 1993; third edition, Spring 1999.

Management of Nonprofit Organizations, edited., Dartmouth Press, 1994.

Strategic Management of Nonprofits, Oxford University Press, 1995.

Principles of Economics, (with Case and Fair), edition 9, 2007; edition 10, 2010.

## **ARTICLES:**

### **REGULATORY ISSUES:**

- "Regulatory Barriers to the Diffusion of Innovation: Some Evidence from Building Codes," (with J. Quigley). The Bell Journal of Economics, Autumn 1977.
- "An Analysis of Some Causes of Interstate Differences in Consumer Regulations," Economic Inquiry, January 1980.
- "The Determinants of Consumer Complaints," The Review of Economics and Statistics, November 1980.
- "Product Regulations: A Measure of the Benefits," Journal of Industrial Economics, June 1981.
- "The Diffusion of Innovation Among Steel Firms: The Basic Oxygen Furnace," The Bell Journal of Economics, Spring 1982.
- Review of Productivity Measurement in Regulated Industries, by Cowing and Stevenson. Southern Economic Journal, April 1982.
- "The Strategic Use of Regulatory Investment by Industry Sub-Groups," Economic Inquiry, October 1982.
- "The Alaskan Pipeline: When Facilitating Devices make Eight Competitors Perform Worse Than a Monopolist," (With Steven Salop), August 1989.
- "The Postal Service as a Public Enterprise," in J. Sidak, Governing the Postal Service. American Enterprise Institute Press, 1994.
- "The Failure of Postal Reform," Hume Papers in Public Policy, Spring, 1996.

### **APPLIED INDUSTRIAL ORGANIZATION:**

- "An Estimate of the Benefits of Water Pollution Abatement: The Merrimack River," Water Resources Research, December 1977.
- "Industrial Search for New Location: An Empirical Analysis," The Review of Economics and Statistics, May 1979.
- "Intraindustry Structure and the Ease of Strategic Change," The Review of Economics and Statistics, August 1982.
- "The FTC vs. Levi Strauss: A Case of Vertical Restraints," Impact Evaluations of FTC Vertical Restraint Cases ed., by Lafferty, Lande, Kirkwood, FTC, 1984.
- Review of Walter, "Global Competition in Financial Services," Journal of Economic Literature, March 1990.
- "NonProfit Organizations as Franchise Operations," NonProfit Management and Leadership, March 1992.
- "Exclusive Licenses in a Sequence of Innovations," International Journal on the Economics of

Business, no.2, 1995.

"Nonprofit Organizations and Their Local Affiliates: A Study in Organizational Forms, Journal of Economic Behavior and Organization, Fall, 1996.

"Consumers," in The Handbook of Technology Management, CRC Press, 1998.

"Privatizing University Services," in Proceedings of the Forum on Higher Education, The Forum for Higher Education, 2000.

"Nonprofit and For-Profit Partnerships," (with Katherine O'Regan), Nonprofit and Voluntary Sector Quarterly, Spring 2000.

"Firm Diversity," in Advances in Strategic Management, Spring 2000.

"The Effect of University Endowment Growth on Giving: Is there Evidence of Crowding Out," in Economics of Higher Education, 2003.

"Does Government Funding Alter Nonprofit Governance," (with Katherine O'Regan), Journal of Policy and Management, Summer 2002.

"Is There a Dark Side to Endowment Growth?" New Directions for Institutional Research, Fall 2003.

"Does Governance Matter? The Case of Art Museums," (with William N. Goetzmann), in Glaeser, ed., The Governance of Not-for-Profit Organizations, The University of Chicago Press, 2003.

"Pricing in the NonProfit Sector," in Young, ed., Effective Economic Decision-Making, The Foundation Center, 2004.

"Pricing Goods and Services," in Oster, et al, Generating and Sustaining Earned Income, Jossey Bass, 2004.

"Does the Structure and Composition of the Board Matter: The Case of Nonprofit Organizations," (with Katherine O'Regan), Journal of Law, Economics and Organizations, Spring 2005.

"Behavioral Biases Meet the Market: The Case of Magazine Subscription Prices," (with Fiona Scott-Morton), The B.E. Journals in Advances in Economic Analysis and Policy. 2005.

"Product Diversification and Social Enterprise," in Seaman and Young, Handbook of Research on Nonprofit Economics and Management. Elgar 2010.

"Review of The Economists' Oath by George DeMartino," Journal of Economic Literature, September 2011.

"Competitive Strategy in the Nonprofit Sector," Thomas, Oxford Handbook of Managerial Economics, forthcoming 2012.

#### **LABOR ECONOMICS:**

"Are Black Incomes More Equally Distributed?" American Economist, September 1970.

"Industry Differences in Discrimination Against Women," Quarterly Journal of Economics, May 1975.

- "The Optimal Order for Submitting Manuscripts," The American Economic Review, June 1980.
- "Note on the Determinants of Alimony," Journal of Marriage and the Family, April 1987.
- "Job Discrimination market Forces and the Invisibility Hypothesis," (with Paul Milgrom), Quarterly Journal of Economics, August 1987.
- "Is There a Policy Problem: The Gender Wage Gap Revisited," Georgetown Law Journal, November, 1993.
- "Executive Compensation in the Nonprofit Sector," Nonprofit Management and Leadership, 1998.
- "Aging and Productivity Among Economists," (with Dan Hamermesh), Review of Economics and Statistics, February, 1998.
- "Tools or Toys: The Impact of Technology on Scholarly Production," with D. Hamermesh, in Economic Inquiry, Spring, 2002.

#### **NON-ACADEMIC WRITINGS:**

- "Truly Global," Business India, 2009
- "Educating business leaders," Times of India, 2009
- "Nonprofit Ventures," Nonprofit Times, 2002.
- "Pricing Services," Nonprofit Times, 2001.
- "Heaven Can Wait: Understanding Terrorism," (with Ed Kaplan), USA Today, 2001.
- "Can a tax plan save baseball?" For the Record: National Sports Law Institute, December 1994.

#### **CASES WRITTEN:**

*Sony versus Toshiba*  
*The Boston Scientific-Medinol Alliance*  
*Costume Rentals*  
*Profits and Principles: Benhaven's Learning Network*  
*The Baltimore Fund*  
*Achievement First*  
*Boston Scientific*  
*Kindle*  
*Governor's Island*  
*A Note on the Competitor Perspective*  
*First Book Marketplace*  
*Business of Art: Guggenheim Expansion*  
*Toys from China*  
*New Hampshire Community Loan Fund*

## **TEACHING RECORD:**

### **COURSES TAUGHT:**

Introductory Economics - Undergraduate  
Intermediate Microeconomic Theory - Undergraduate  
Industrial Organization - Graduate and Undergraduate  
Economics of Regulation - Graduate and Undergraduate  
Seminars on Antitrust and Regulation  
Competitive Strategy - Masters' Students  
Economic Analysis - Masters' Students  
Nonprofit Management - Masters' Students  
Economics of the Environment - Masters' Students  
Technology Strategy – Masters' Students  
Competitive Strategy: Inside the Firm – Masters' Students

First recipient of the Yale School of Management Award for Excellence in Teaching, 1988.

### **CORPORATE BOARDS:**

Aristotle Corporation (1993-2005)  
Health Care Reit, Inc.: (1994-  
Transpro Inc., (1995-2005)  
Bentall Kennedy (2010 -

### **NONPROFIT BOARDS:**

Footo School, 1986-1994; Trustee, Treasurer  
Choate-Rosemary Hall, 1997- ; Trustee  
Gaylord Hospital, 1996-1999; Trustee  
New Voices, 1999-2004  
Yale University Press, 2001-  
Amistad Academy, 2007-

### **EXPERT WITNESS TESTIMONY:**

Discover vs Visa (2007)  
American Express vs Visa (2007)  
Guidant vs St. Jude Medical (2006)  
Storage Technology vs CHE (2005)  
Cytec vs Tripath Imaging (2005)  
Medtronic vs Guidant (2004)  
Medinol vs Boston Scientific (2003)  
Assorted State Microsoft Cases (2001-2006)  
Summit Technology vs Nidek (2001)  
Williams Electronic vs Gregory Barry (2000)  
Titan Sports vs Turner Broadcasting (1999)