

## PHILIP G. GAYLE Curriculum Vitae

Kansas State University  
Department of Economics  
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### EDUCATION

**Ph.D.** in Economics, University of Colorado at Boulder, 1998-2002  
**M.A.** Economics, University of Colorado at Boulder, 2000  
**M.Sc.** Economics (With Distinction), University of the West Indies, Mona, Jamaica, 1997  
**B.Sc.** Economics (Honors), University of the West Indies, Mona, Jamaica, 1995

**Areas of Specialization:** Industrial Organization, Applied Econometrics, International Trade

**Ph.D. Dissertation Topic:** “Essays on Innovation and Market Structure”

**Ph.D. Dissertation Advisors:** Profs. Yongmin Chen (Chair), James Markusen, Robert McNown

### PROFESSIONAL EXPERIENCE

#### Kansas State University, Department of Economics

**Professor**, June 2014 to present

- Head of Economics Department, June 2018 to June 2023
- Director of Graduate Studies, June 2013 to June 2018

**Associate Professor** (with tenure), June 2008 to May 2014

**Assistant Professor**, August 2002 to May 2008

#### Harvard University, Department of Economics

**Visiting Scholar**, August 2010 to December 2010

#### Editorial Experience

- Associate Editor at *International Journal of Industrial Organization* (IJIO), November 2025 – present.

#### Fair Trading Commission

**Economist**, *Fair Trading Commission*, 52 Grenada Crescent, Kingston 5, Jamaica. 1997-98

Responsibilities included:

- Analyzing industry data in order to determine the impact and consequences of firms’ alleged anti-competitive actions.
- Provide advice on economic conditions, their effect on competition in particular markets and the adequacy and reliability of economic documentation applicable to specific legal cases.
- Work with attorneys in drawing up proposed complaints and compile and analyze economic evidence for use by the attorneys in trials.

## Central Bank of Barbados

### Summer Internship, Summer 1996

Responsibilities included:

- Preparing a research paper suitable for publication
- Present research findings in the Central Bank's seminar at the end of the internship period.

## HONORS/AWARDS

- Professorial Performance Award, awarded by Kansas State University, March 2020. A key criterion for receiving this award is evidence of sustained scholarly productivity in the previous six (6) years of being a Full Professor. The award recipient's productivity and performance must be of a quality comparable to that which would merit promotion to Full Professor according to current approved departmental standards.
- Robert F. Lanzillotti Prize for Best Paper in Antitrust Economics at the 11<sup>th</sup> annual International Industrial Organization Conference (IIOC), held in Boston, Massachusetts, May 17-19, 2013. The paper is entitled: "Measuring Merger Cost Effects: Evidence from a Dynamic Structural Econometric Model," (co-authored with Huubinh B. Le).
- Edgar S. Bagley Research Award for career accomplishment in the area of research and scholarship (2009, 2014, 2017, and 2025)
- James C. Campbell Graduate Fellowship (2000-2001)
- Postgraduate Fellowship sponsored by the Dutch Government (1995-1996)
- Recipient of the Prof. George Beckford Memorial Foundation bursary (1995)
- Recipient of the West Indies Group of University Teachers bursary (1995)

## REFEREED PUBLICATIONS

- (32) "Competition and Nonprofit's Strategic Responses: Evidence from Fundraising in Donative Markets," (with Teresa Harrison), forthcoming in *Review of Economics and Statistics*.
- (31) "Post and Hold Regulation and Competitive Conduct: Evidence from the U.S. Beer Industry," (with Adeel Faheem) *International Journal of Industrial Organization*, Vol. 97, December 2024.
- (30) "Using Demand Transfer Ratios to Infer Market Impacts of New Goods," (with Ying Lin) *Economics Letters*, Volume 223, February 2023.
- (29) "The Organic Food Price Premium and its Susceptibility to News Media Coverage: Evidence from US Milk Industry," (with Jin Wang and Shengnan Fang), *Applied Economics*, 2023, Vol. 55 (28), pp. 3296-3315.
- (28) "Market Effects of New Product Introduction: Evidence from the Brew-at-home Coffee Market," (with Ying Lin), *Journal of Economics & Management Strategy*, Vol. 31, Issue 3, Fall 2022, Pages 525 – 557 (Lead article in this issue of the journal).
- (27) "Cost Pass-through in Commercial Aviation: Theory and Evidence," (with Ying Lin), *Economic Inquiry*, Volume 59, Issue 2, April 2021, Pages 803 – 828.

- (26) “Firms’ Markup, Cost, and Price Changes when Policymakers Permit Collusion: Does Antitrust Immunity Matter?” (with Xin Xie), *Journal of Economic Behavior & Organization*, Volume 157, January 2019, Pages 680-707.
- (25) “Mergers and Product Quality: Evidence from the Airline Industry,” (with Yongmin Chen) *International Journal of Industrial Organization*, Volume 62, January 2019, Pages 96-135.
- (24) “Entry Deterrence and Strategic Alliances,” (with Xin Xie), *Economic Inquiry*, Volume 56, Issue 3, July 2018, Pages 1898-1924.
- (23) “How much do Consumers really Value Air travel On-time Performance, and to what extent are Airlines Motivated to Improve their On-time Performance?” (with Jules Yimga), *Economics of Transportation*, Volume 14, June 2018, Pages 31-41.
- (22) “Entry, Donor Market Size, and Competitive Conduct among Nonprofit Firms” (with Teresa D. Harrison and Jeremy Thornton), *International Journal of Industrial Organization*, Volume 50, January 2017, Pages 294–318.
- (21) “Assessing Firm Behavior in Carve-out Markets: Evidence on the Impact of Carve-out Policy” (with Tyson Thomas), *Journal of Economic Behavior & Organization*, Volume 128, Pages 178–194, August 2016.
- (20) “Product Quality Effects of International Airline Alliances, Antitrust Immunity, and Domestic Mergers” (with Tyson Thomas), *Review of Network Economics*, Volume 14, Issue 1, Pages 45–74, December 2015.
- (19) “On the Extent to which the Presence of Intermediate-stop(s) Air Travel Products Influences the Pricing of Nonstop Air Travel Products,” (with Chi-Yin Wu), *Review of Network Economics*, Volume 13, Issue 3, Pages 355–395, June 2015.
- (18) “Choosing between Order-of-Entry Assumptions in Empirical Entry Models: Evidence from Competition between Burger King and McDonald’s Restaurant Outlets,” (with Zijun Luo), *Journal of Industrial Economics*, Volume 63, Issue 1, pages 129–151, March 2015.
- (17) “Airline Strategic Alliances in Overlapping Markets: Should Policymakers be Concerned?” (with Dave Brown), *Economics of Transportation*, Volume 3, Issue 4, Pages 243–256, December 2014.
- (16) “A Re-examination of Incumbents’ Response to the Threat of Entry: Evidence from the Airline Industry,” (with Chi-Yin Wu), *Economics of Transportation*, Volume 2, Issue 4, pp. 119-130, December 2013.
- (15) “State Variation in Railroad Wheat Rates,” (with Michael W. Babcock and Matthew McKamey), *Journal of the Transportation Research Forum*, Vol. 53, No. 3, Fall 2014.
- (14) “Specifying and Estimating A Regional Agricultural Railroad Demand Model,” (with Michael W. Babcock), *Journal of the Transportation Research Forum*, Vol. 53, No. 1, Spring 2014.
- (13) “On the Efficiency of Codeshare Contracts Between Airlines: Is Double Marginalization Eliminated?” *American Economic Journal: Microeconomics*, Volume 5, Issue 4, pp. 244-273, November 2013.

- (12) “State Variation in the Determinants of Motor Vehicle Fatalities,” (with Michael W. Babcock), *Journal of the Transportation Research Forum*, Vol. 48, No. 3, Fall 2009.
- (11) “Exports vs. FDI: Do Firms use FDI as a Mechanism to Smooth Demand Volatility?” (with Yang-Ming Chang), *Review of World Economics*, Vol. 145, No. 3, pp. 447-467, October 2009.
- (10) “Has the Byrd Amendment affected U.S. Imports?” (with Thitima Puttitanun), *The World Economy*, Vol. 32, Issue 4, April 2009.
- (9) “An Empirical Analysis of the Competitive Effects of the Delta/Continental/Northwest Codeshare Alliance,” *Journal of Law and Economics*, Vol. 51, pp. 743-766, November 2008.
- (8) “Airline Code-share Alliances and their Competitive Effects,” *Journal of Law and Economics*, Vol. 50, pp. 781-819, November 2007.
- (7) “Vertical Contracting Between Airlines: An Equilibrium Analysis of Codeshare Alliances,” (with Yongmin Chen), *International Journal of Industrial Organization*, Vol. 25, pp. 1046-1060, October 2007.
- (6) “Is Virtual Codesharing a Market Segmenting Mechanism Employed by Airlines?” *Economics Letters*, Vol. 95, No. 1, pp. 17-24, April 2007.
- (5) “Are Input Prices Irrelevant for Make-or-Buy Decisions?” (with Dennis Weisman), *Journal of Regulatory Economics*, Vol. 32, No. 2, pp. 195-207, October 2007.
- (4) “Competition and Investment in Telecommunications,” (with Inung Jung, and Dale Lehman), *Applied Economics*, Vol. 40, Issue 3, pp. 303-313, February 2008.
- (3) “Efficiency Trade-Offs in the Design of Competition Policy for the Telecommunications Industry” (with Dennis Weisman), *Review of Network Economics*, Vol. 6, Issue 3, September 2007.
- (2) “The Continued Dumping and Subsidy Offset Act: An Economic Analysis,” (with Yang-Ming Chang), *Southern Economic Journal*, Vol. 73, No. 2, October 2006.
- (1) “Estimating the Demand and Supply of Treasury Bills in Barbados: a co-integration approach,” (with Roland Craigwell), *Money Affairs, Centre for Latin American Monetary Studies*, Vol. X, No.1, January-June, 1997.

## **WORKING PAPERS AND RESEARCH IN PROGRESS**

- (1) “The Efficacy of Regulation versus Taxation for Mitigating Negative Externalities: The Case of Alcohol-related Fatal Motor Vehicle Accidents,” (with Adeel Faheem) Manuscript, *Kansas State University*, 2025.
- (2) “The extent to which government grants to nonprofit organizations crowd-out or crowd-in private giving to them: An unresolved debate revisited within a strategic fundraising setting,” Manuscript, *Kansas State University*, 2025.
- (3) “Do Nonprofits Engage in Excessive Fundraising?” Manuscript, *Kansas State University*, 2025.

- (4) “Competition in the US Beer Industry: Assessing the impact on prices of the 2013 Merger & Divestiture Event between major Brewers,” (with Adeel Faheem) Manuscript, *Kansas State University*, 2024.
- (5) “Business-stealing versus Demand-increasing: How does Starbucks Café presence impact ground coffee sales in grocery stores?” (with Jin Wang and Ying lin) Manuscript, *Kansas State University*, 2023.
- (6) “Competitive Conduct and Antitrust Policy Actions in the US Dairy Industry: The Case of Dean Foods and Foremost Farms USA,” (with Shengnan Fang) Manuscript, *Kansas State University*, 2019.
- (7) “Measuring Merger Cost Effects: Evidence from a Dynamic Structural Econometric Model,” (with Huubinh Le) Manuscript, *Kansas State University*, 2016. This paper won the Robert F. Lanzillotti Prize for Best Paper in Antitrust Economics at the 11<sup>th</sup> annual International Industrial Organization Conference (IIOC), held in Boston, Massachusetts, May 17-19, 2013.
- (8) “New Empirical Evidence on the Relationship Between Market Concentration and Innovation,” Manuscript, *Kansas State University*, 2005.

## TEACHING INTERESTS

Microeconomics, Industrial Organization, Econometrics

## TEACHING EXPERIENCE

### Courses Taught at Kansas State University

- Industrial Organization (Ph.D. Level Course, 2003 - present)
- Advanced Microeconomic Theory (Ph.D. Level Course, 2003 - present)
- Industrial Organization (Undergraduate Level Course, 2016 - present)
- Principles of Microeconomics (Undergraduate Level Course, 2002 - present)

### Courses Taught as a Doctoral Student

**Instructor**, Department of Economics, *University of Colorado*, Fall 2000 – Spring 2002.

- Math Tools for Economists II (Calculus) for business and economics majors.

**Teaching Assistant**, Department of Economics, *University of Colorado*, Spring 1999 – Spring 2000.

- Led recitations in Principles of Macroeconomics and Microeconomics

### Courses Taught as a Masters Student

**Instructor**, Department of Economics, *University of the West Indies-Mona*, Spring 1997, Summer 1997.

- Principles of Macroeconomics

**Teaching Assistant**, Department of Economics, *University of the West Indies-Mona*, Fall 1995 – Fall 1996.

- Led recitations in Principles of Macroeconomics and Microeconomics

## SEMINARS AND CONFERENCES

- 2024 – Conference on Auctions, Firm Behavior, and Policy, Department of Economics, University of Oklahoma, Norman Oklahoma, June 10 & 11, 2024 – **Invited Presenter**.
- 2023 – Department of Economics, University of Illinois, Urbana-Champaign, November 9, 2023 – **Invited Presenter**.

- 2019 – School of Agricultural Sciences, Makerere University, Uganda, July 22 - 26, 2019 – ***Invited Presenter.***
- 2018 - West Indies Economic Conference (WECON), Department of Economics, University of the West Indies, Mona, Jamaica, March 8 - 9, 2018 – *Presenter*
- 2017 – 87th annual conference of the Southern Economic Association, Tampa, Florida., November 17-19, 2017 – *Presenter*
- 2017 – Department of Economics, University of California, Irvine, January 11 – ***Invited Presenter***
- 2016 – 86th annual conference of the Southern Economic Association, JW Marriot Washington D.C., Washington D.C., November 19-21, 2016 – *Presenter*
- 2015 – School of Economics, LeBow College of Business, Drexel University, Philadelphia, Pennsylvania, May 29, 2015 – ***Invited Presenter***
- 2015 – Business Economics and Public Policy Department, Kelley School of Business, Indiana University, Bloomington, Indiana, May 1, 2015 – ***Invited Presenter***
- 2014 – 2014 International Conference on Industrial Economics at Zhejiang University, Hangzhou, China, June 28 - 29, 2014 – ***Invited Presenter***
- 2014 – International Industrial Organization Conference (Industrial Organization Society) – *Presenter and Discussant*
- 2014 – Department of Economics, Purdue University, West Lafayette, Indiana, January 29 – ***Invited Presenter***
- 2014 – Econometric Society session at the Allied Social Science Associations (ASSA) meetings, January 3-5, Philadelphia, PA – *Presenter and Discussant*
- 2013 – Department of Economics, University of California, Irvine, October 15 – ***Invited Presenter***
- 2012 – Olin Business School, Washington University in St. Louis, December 6 – ***Invited Presenter***
- 2012 – Department of Economics, University of Colorado, Boulder, October 6 – ***Invited Presenter***
- 2012 – International Industrial Organization Conference (Industrial Organization Society) – *Presenter and Discussant*
- 2011 – Competition Bureau, Canada, March 11 – *Presenter*
- 2011 – International Industrial Organization Conference (Industrial Organization Society) – *Presenter and Discussant*
- 2010 – Department of Economics, University of Massachusetts, Dartmouth, December 1 – ***Invited Presenter***
- 2010 – Department of Economics, Harvard University, October 5 – *Invited Presenter*
- 2010 – Allied Social Science Associations (ASSA) JANUARY 2-5, ATLANTA, GA – *Presenter and Discussant*
- 2009 – International Industrial Organization Conference (Industrial Organization Society) – *Presenter and Discussant*
- 2007 – North American Summer Meeting of The Econometric Society – *Presenter*

- 2007 – International Industrial Organization Conference (Industrial Organization Society) – *Presenter and Discussant*
- 2004 – North American Summer Meeting of The Econometric Society – *Presenter*
- 2003 – International Industrial Organization Conference (Industrial Organization Society) – *Presenter and Discussant*
- 2002 – Department of Economics, Drexel University – *Invited Presenter*
- 2002 – LECG Economics Finance, Emeryville, CA – *Invited Presenter*

## REFEREE FOR PROFESSIONAL JOURNALS

RAND Journal of Economics; Journal of Economics & Management Strategy; Journal of Industrial Economics; International Journal of Industrial Organization; Review of Industrial Organization; Journal of Regulatory Economics; European Economic Review; Economic Inquiry; Applied Economics; Review of Network Economics; Economics of Transportation; Journal of Industry, Competition and Trade; Journal of Transport Economics and Policy; Journal of Business Ethics

## REVIEWER FOR FUNDING AGENCIES OF RESEARCH GRANTS

- National Science Foundation (NSF)
- Israel Science Foundation
- Social Sciences and Humanities Research Council of Canada

## MAJOR DOCTORAL DISSERTATION ADVISOR FOR:

- **David Brown** (Spring 2008 – Spring 2010) – Job placement upon completing the Ph.D.: Lecturer, Pennsylvania State University, Department of Economics, Pennsylvania, USA.
- **Chi-Yin (Jenny) Wu** (Fall 2009 – Spring 2012) – Job placement upon completing the Ph.D.: Assistant Professor, Feng Chia University, Department of Economics, Taichung, Taiwan.
- **Huubinh Le** (Fall 2011 – Spring 2014) – Job placement upon completing the Ph.D.: Assistant Professor, University of South Alabama, Mitchell College of Business, Department of Economics and Finance, Alabama, USA.
- **Xin Xie** (Fall 2011 – Spring 2014) – Job placement upon completing the Ph.D.: Assistant Professor, East Tennessee State University, Department of Economics and Finance, Tennessee, USA.
- **Tyson Thomas** (Spring 2013 – Spring 2015) – Job placement upon completing the Ph.D.: Assistant Professor, Blackburn College, Business and Economics Department, Carlinville, Illinois, USA.
- **Jules Yimga** (Fall 2013 – Spring 2016) – Job placement upon completing the Ph.D.: Assistant Professor, Embry-Riddle Aeronautical University, Business and Economics Department, Prescott, Arizona, USA.
- **Ying Lin** (Fall 2015 – Spring 2019) – Job placement upon completing the Ph.D.: Assistant Professor of Business Administration, Belhaven University, School of Business, Jackson, Mississippi, USA.
- **Shengnan Fang** (Fall 2016 – Spring 2019) – Job placement upon completing the Ph.D.: Instructor, Linn-Benton Community College, Department of Business Management, Albany, Oregon, USA.
- **Adeel Faheem** (Fall 2015 – Summer 2019) – Job placement upon completing the Ph.D.: Visiting Assistant Professor, College of Saint Benedict & Saint John's University, Economics Department, Saint Joseph, Minnesota, USA.
- **Nuwan Indika Millagaha Gedara** (Spring 2017 – Fall 2019) – Job placement upon completing the Ph.D.: Senior Lecturer, Department of Business Economics, Faculty of Management and Finance, The University of Colombo, Sri Lanka.
- **Jingwen Liao** (Summer 2017 – Spring 2021) – Job placement upon completing the Ph.D.: Assistant Professor, Department of Economics, Sichuan University, Chengdu, China.

- **Elif Dilden** (Summer 2017 – Summer 2021) – Job placement upon completing the Ph.D.: Visiting Instructor, Department of Economics, College of Business, Rockhurst University, Kansas City, Missouri, USA.

## **SERVICE ON DOCTORAL STUDENTS' DISSERTATION COMMITTEES**

- Paul Aseete (Summer 2018 – Summer 2019)
- Tebila Nakelse (Summer 2018 – Spring 2019)
- Benjamin Listhartke (Mathematics Department) (Outside Chair representing the Graduate School, Spring 2018 – Spring 2019)
- Youngjune Kim (Fall 2017 – Fall 2018)
- Han Wang (Fall 2014 – Fall 2016)
- Kottegoda Kottegoda (Mathematics Department) (Outside Chair representing the Graduate School, Spring 2017 – Spring 2018)
- Sheng Gong (Outside Chair representing the Graduate School, Summer 2014 - Spring 2016)
- Jason Walter (Fall 2012 - Spring 2015)
- Cheawanet Bunchai (Fall 2012 - Spring 2015)
- Yan Heng (Spring 2014 - Spring 2015)
- Jason Martin, Dept. of History (Outside Chair representing the Graduate School, Fall 2009 - Fall 2012)
- Zijun Luo (Fall 2009 – Summer 2012)
- Pedro Gary (Spring 2009 – Spring 2015)
- Renfeng Xiao (Fall 2008 – Fall 2010)
- Burak Onemli (Spring 2007 – Summer 2010)
- Kyle Ross (Spring 2007 – Spring 2009)
- Ruben Sargsyan (Fall 2006 – Summer 2008)
- Yapo G. N'Guessan (Summer 2007)
- Joel Potter (Spring 2006 – Spring 2008)
- Daigyo Seo (Fall 2004 – Fall 2007)
- Francis Kemegue (Fall 2004 – Summer 2005)
- Inung Jung (Fall 2003 – Summer 2005)
- Heather Luea (Fall 2003 – Fall 2005)

## **SERVICE ON MASTERS STUDENTS' THESIS COMMITTEES**

- Han Wang (Spring 2013 - Spring 2014)
- Afsaneh Mohimi (Spring 2013 - Fall 2013)
- Brian Wenrich (Fall 2012)
- Song Yang (Spring 2012 – Fall 2012)
- Xia Li (Spring 2012)
- Andrew Wagner (Spring 2011 – Spring 2012)
- Yuting Li (Spring 2011)
- Matthew Cooper (Spring 2011)
- Elisha Sullivan (Spring 2010)
- Casey Schnitz (Fall 2007 – Spring 2008)
- Sarah Nolting (Spring 2007)
- Christina Brown (Spring 2007 – Summer 2007)
- Amanda Freeman (Spring 2006 – Summer 2006)
- Daniel Nibarger (Spring 2006 – Summer 2006)

## **SERVICE ON ECONOMICS DEPARTMENT COMMITTEES**

- Strategic Intent Committee (Spring 2012 – Spring 2013)
- Recruiting of new faculty (Summer 2004, 2005, Fall 2006, 2009, 2010, 2012, 2014)
- Search Committee for Department Head (Spring 2010)
- Ph.D. Micro Theory Qualifying Exam (2002 – present, Chair of this committee Fall 2009, 2012, Spring 2010, 2013)
- Graduate and Joint Graduate committees (August 2009 – present)
- Best Graduate Paper Award committee (August 2009 – present)
- Nordin Award committee (2007 – present)
- Ph.D. Degree (2003, 2004)
- Seminars (2002, 2003, 2008)
- Social (2002, 2004)

## **SERVICE ON COLLEGE AND UNIVERSITY COMMITTEES**

- Search Committee for Dean of Arts and Sciences (Fall 2008 – Spring 2009)
- Member of Dean's Advisory Committee (November 2014 – May 2017): The committee advises on mid-tenure reviews, promotion/tenure decisions, selects the Stamey and Commerce Bank Teaching Award recipients as well as Nominees for the Presidential Teaching and Advising Awards.

## **PROFESSIONAL ASSOCIATIONS**

- American Economic Association (2001- present)
- Econometric Society (2004, 2013)

## **REFERENCES**

- Available Upon Request