

PHILIP G. GAYLE

Curriculum Vitae

Kansas State University
Department of Economics
322 Waters Hall
Manhattan, KS 66506-4001

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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 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 11th 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

- (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 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*, 2024.
- (2) “Do Nonprofits Engage in Excessive Fundraising?” Manuscript, *Kansas State University*, 2024.
- (3) “Competition and Strategic Responses to Fundraising in Donative Markets,” (with Teresa Harrison) Manuscript, *Kansas State University*, 2024.
- (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 11th 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