

# STEVEN N. WIGGINS

---

## ADDRESS:

Department of Economics  
Texas A&M University  
TAMU 4228  
College Station, TX 77843-4228

Telephone: (979) 845-7383  
swiggins@tamu.edu

## EDUCATION:

Massachusetts Institute of Technology, Ph.D., 1979  
Oklahoma State University, B.A., 1975

## PROFESSIONAL EXPERIENCE:

Professor of Economics, Texas A&M University, 1991 - present  
Associate Professor of Economics, Texas A&M University, 1984 - 1991  
Assistant Professor of Economics, Texas A&M University, 1979 - 1984

## HONORS AND AWARDS:

Thunderbird Award, Business Association of Latin American Studies, Barcelona, Spain, 2010.  
George and Mary Jordan Professor of Economics and Public Policy, Texas A&M University,  
1993 - 1998.  
Rex B. Grey Professor, Private Enterprise Research Center, Texas A&M University, 1986 - 1989.  
Visiting Distinguished Lecturer on American Economic Institutions, Johann Wolfgang Goethe University,  
Frankfurt am Main, May - July, 1988.  
University Teacher/Scholar, Texas A&M Honors Program, 1986-87.  
Visiting Distinguished Lecturer on Economic Institutions Professor, University of the Saarlands,  
Saarbrücken, West Germany, May - August 1984.

## DISSERTATION TITLE:

Product Quality Regulation and Innovation in the Pharmaceutical Industry

## RESEARCH INTERESTS:

Industrial Organization, Regulation, and Antitrust

## PUBLICATIONS:

- “Nonlinear Pricing Strategies and Competitive Conditions in the Airline Industry,” with Manuel A. Hernandez, *Economic Inquiry*, Vol. 52, No. 2, April 2014, 539–561.
- “Airline Pricing, Price Dispersion, and Ticket Characteristics On and Off the Internet,” with Anirban Sengupta, *American Economic Journal: Economic Policy*, 2014, vol. 6, issue 1, pages 272–307.
- “The Impacts of Breakthrough Drug Classes on Total Healthcare Expenditures,” with Zeynal Karaca, *Journal of Health Economics and Outcomes Research*, 2013;1(3):276–95.
- “The Evolving Modern Theory of the Firm,” with Rob Maness, in *Handbook of Managerial Economics*, Oxford University Press, July 2013.
- “Comparing Price Dispersion On and Off the Internet Using Airline Transaction Data,” with Anirban Sengupta, *Review of Network Economics*, Vol. 11, Issue 1, March 2012, pages 1–38.
- “Examining the effect of low cost carriers on nonlinear pricing strategies of legacy airlines”, with Manuel A. Hernandez and Anirban Sengupta, in *Pricing Behavior and Non-Price Characteristics in the Airlines Industry*, James Peoples, Editor, 2011.
- "Identifying Market Power through Accounting Profits and Margins," *Market Power in Antitrust Law*, Philip Nelson, editor, American Bar Association, 2004.
- "Price Competition in Pharmaceuticals: The Case of Anti-infectives," with Robert Maness, *Economic Inquiry*, vol. 42, no. 2, April 2004, 247–263.
- "Demand Systems and the "True" Subindex of the Cost-of-Living for Pharmaceuticals," with Michael R. Baye and Robert Maness, *Applied Economics*, 1997, 29, 1179–1189.
- "Competition or Compensation: Supplier Incentives under the American and Japanese Subcontracting System," with Curtis Taylor, *American Economic Review*, September, 1997.
- "Intangible Capital, Hedonic Pricing and International Transfer Pricing," with David Raboy, *Public Finance Review*, Vol. 25, No. 4, July, 1997, pp. 347–365.
- "Price Premia to Name-Brands: An Empirical Analysis," with David Raboy, *Journal of Industrial Economics*, Vol. XLIV, NO. 4, December 1996, pp. 377–388.
- "Entrepreneurial Enterprises, Endogenous Ownership, and the Limits to Firm Size," *Economic Inquiry*, Vol. XXXIII, No. 1, January 1995, pp. 54–69.
- "Institutional Control and Large-Scale, Long-Term Hazards," with Al H. Ringleb, *Government and Risk Bearing*, Mark Sniderman, ed., Federal Reserve Bank, Cleveland, 1993.
- "Adverse Selection, Liability, and Long Term Hazards," with Al Ringleb, *Journal of Legal Studies*, Vol. XXI, No. 1, January 1992, pp. 189–215.
- "Takeover Raids: Managerial Incompetence or Managerial Shirking," with James Griffin, *Economic Inquiry*, Vol. XXX, No. 2, April 1992, pp. 355–370.

- "The Economics of Contracts and Firms: A Selective Survey," *Journal of Institutional and Theoretical Economics*, Vol. 147, No. 4, December 1991, pp. 603-661.
- "The Comparative Advantage of Long Term Contracts and Firms," *Journal of Law, Economics, and Organization*, Vol. 6(1), Spring 1990, pp. 155-170. Reprint in *The Theory of the Firm*, Mark Casson, Editor, Edward Elgar Publishing Limited, Cheltenham, United Kingdom, Winter of 1997.
- "Liability and Large-Scale, Long Term Hazards," with Al Ringleb, *Journal of Political Economy*, 1990, Vol. 98(3), pp. 574-595. Reprint in *Economics and Liability for Environmental Problems*, Kathleen Segerson, Editor, Burlington, VT: Ashgate, 2002.
- "Social Control and Labor Relations in the American South Before 1950: Comment," *Journal of Institutional and Theoretical Economics*, 1988, Vol. 145(1), pp. 158-161.
- "Firm Heterogeneities and Cartelization Efforts in Domestic Crude Oil," with G. Libecap, *Journal of Law, Economics and Organization*, Vol. 3(1). Spring 1987, pp. 1-25.
- "Organizational Theory, Information Processing, and Short Run Dynamics: Theory and Empirical Tests," *Journal of Institutional and Theoretical Economics*, Vol. 143(1), March 1987, pp. 204-21.
- The Cost of Developing a New Drug*, Pharmaceutical Manufacturers' Association, Washington, D.C., 1987, 28 pp.
- "Innovation, Market Structure, and Market Dynamics: Comment," *Journal of Institutional and Theoretical Economics*, March 1986, pp. 200-203.
- "The Influence of Private Contractual Failure on Regulation: The Case of Oil Field Unitization," with G. Libecap, *Journal of Political Economy*, Vol. 93, No. 4, August 1985, pp. 690-714. Reprinted in *The International Library of the New Institutional Economics*, Claude Ménard, Editor, Edward Elgar Publishing Limited, Cheltenham, United Kingdom.
- "Oil Field Unitization: Contractual Failure in the Presence of Imperfect Information," with G. Libecap, *American Economic Review*, Vol. 75, No.3, June 1985, pp. 368-85. Reprint in *Institutional Law and Economics*, Pablo T. Spiller, Editor, *Economic Approaches to Law* series, Francesco Parisi and Richard Posner, Series Editors, Edward Elgar Publishing Limited, Cheltenham, United Kingdom, 2010.
- "Contractual Responses to the Common Pool: Prorationing of Crude Oil Production," with G. Libecap, *American Economic Review*, Vol. 74, No. 1, March 1984, pp. 87-98. Reprint in *The Foundations of Regulatory Economics*, Robert B. Ekelund, Jr., Edward H. Lowder and Catherine L. Lowder, Editors, Edward Elgar Publishing Limited, Cheltenham, United Kingdom. Reprint in *Corporate Reorganization and Bankruptcy: Legal and Financial Materials*, Mark J. Roe, Editor, Foundation Press, 2000.
- "Plant Closings, Worker Reallocation Costs, and Efficiency Gains to Labor Representation on Boards of Directors," with E. Furubotn, *Journal of Institutional and Theoretical Economics*, Vol. 140, No.1, March 1984, pp. 176-92.
- "The Effect of U.S. Pharmaceutical Regulation on New Introductions," *Pharmaceutical Economics*, Bjorn Lindgren, editor, 1984, pp. 191-206.

"Is Regulation Really Necessary When Product Quality is Unknown?" in A. Shapiro, ed., *Management and Regulation*, The Basis for a Corporate Policy, Stevens Institute of Technology, 1984.

"Quality Uncertainty, Search, and Advertising," with W.J. Lane, *American Economic Review*, Vol. 73, No. 5, December 1983, pp. 881-94.

"The Impact of Regulation on Pharmaceutical Research Expenditures: A Dynamic Approach," *Economic Inquiry*, Vol. XXI, January 1983, pp. 115-28.

"Product Quality Regulation and New Drug Introductions: Some New Evidence From the 1970s," *Review of Economics and Statistics*, Vol. LXIII, No. 4, November 1981, pp. 615-19.

"A Theoretical Analysis of Conglomerate Mergers," in *The Conglomerate Corporation*, R.D. Blair and R.F. Lanzillotti, editors, Cambridge, Massachusetts, 1981, pp. 53-70.

"The Pharmaceutical Research and Development Decision Process," in *Drugs and Health: Economic Issues and Policy Objectives*, R. Helms, editor, American Enterprise Institute for Public Policy Research, 1981, pp. 55-83.

"Economic Factors Affecting Investment in Planned Birth Technologies," Congressional Office of Technology Assessment, 1980.

## **PAPERS IN PROGRESS:**

"Testing Theories of Price Dispersion and Scarcity Pricing in the Airline Industry," with Steven L. Puller and Anirban Sengupta.

"Pyramidal Ownership in Ecuadorian Business Groups," with Maria L. Granda.

## **REVIEW RESPONSIBILITIES:**

Editorial Board Member:

*Journal of Regulatory Economics: 1989-1993*

*Journal of Corporate Finance: 1994-2000.*

Referee for:

*American Economic Review*

*Applied Economics*

*Bulletin of Economic Research*

*Economic Inquiry*

*Economic Journal*

*Economics Letters*

*International Economic Review*

*Journal of Corporate Finance*

*Journal of Economic Behavior and Organization*

*Journal of Economics and Management Strategy*

*Journal of Environmental Economics and Management*

*Journal of Finance*  
*Journal of Health Economics*  
*Journal of Industrial Economics*  
*Journal of Institutional and Theoretical Economics*  
*Journal of Law and Economics*  
*Journal of Law, Economics, and Organization*  
*Journal of Political Economy*  
*Journal of Regulatory Economics*  
*Journal of the Japanese and International Economies*  
*Managerial and Decision Economics*  
*National Science Foundation*  
*Quarterly Review of Economics and Business*  
*RAND Journal of Economics*  
*Review of Economics and Statistics*  
*Southern Economic Journal*

## **Ph.D. STUDENTS (YEAR OF COMPLETION) DISSERTATION TITLE:**

Steve Hackett (1989), *Essays on the Economics of Contracting and Institutional Choice*

Andreas Ortmann (1991), *Essays on Quality Uncertainty, Information, and Institutional Choice*

Robert Maness (1992), *Essays on Organization, Form, and Pricing Behavior*

Hanne Meihuizen (1994), *Three Essays on Contracts*

Wenjie Shi (1997), *An Integrated Approach To The Choice Between Firms, Joint Ventures And Entrepreneurial Enterprises*

Jennifer Vanderhart (2000), *Quality Signals, Word-of-Mouth, and Star Power: The Determinants of Motion Picture Success*

Jun Byoung Oh (2002), *Southwest Airlines and Competition in the Airline Industry*

Ahmed Alwaked (2005), *Estimating Fare and Expenditure Elasticities of Demand for Air Travel in the U.S. Domestic Market*

Jong Ho Kim (2006), *Price Dispersion In The Airline Industry: The Effect Of Industry Elasticity And Cross-Price Elasticity*

Ivan Tasic (2006), *Impact Of Retailers Promotional Activities on Customer Traffic*

Zeynal Karaca (2007) *The Impacts of Break-Through Drug Classes on Total Health Expenditures: Empirical Evidence from the 1996-2001 Medical Expenditure Panel Survey*

Anirban Sengupta (2007) *Airline Pricing, Price Dispersion, and Ticket Characteristics On and Off the Internet*

Maria Granda Kuffo (2009) *Pyramidal Ownership in Ecuadorian Business Groups*

Manuel Hernandez (2009) *Nonlinear Pricing Strategies and Market Concentration in the Airline Industry*

Sung Ick Cho (2012) *Essays on a Monopolist's Product Choice and its Effect on Social Welfare*

Fan Ji (2012) *The Drivers of Mergers and Acquisitions in Pharmaceutical Industry*

José Pellerano (2013) *Search Costs in Airline Markets*

Xiaoyuan Wang (2014) *Essays on Consumer Behavior and Demand Analysis*

Jinkook Lee (2014) *Empirical Essays on the U.S. Airline Industry*

Xin Tang (Current)

## CONFERENCE PRESENTATIONS:

2010

“Pyramidal Ownership in Ecuadorian Business Firms,” Business Association of Latin American Studies, Barcelona, Spain.

2008

Federal Trade Commission, Industry Studies Conference, Washington, D.C.

1997

The Brookings Institution, Conference on Human Capital and the Theory of the Firm, Washington, D.C.

1996

National Bureau of Economic Research, Summer Institute, sessions on New Approaches to Supply and Demand Analysis and Aging, Health Care and Productivity, Cambridge, MA.

University of Chicago, ELO Workshop, “Information Cascades and Contractual Incompleteness in Natural Gas Contracting, Chicago, IL

University of Wisconsin-Madison, IO Workshop, “Information Cascades and Contractual Incompleteness in Natural Gas Contracting, Madison, WI

1995

National Bureau of Economic Research, Spring IO meetings, "Price Competition in Pharmaceutical Markets," Boston, MA.

*1994*

American Economic Association, "The Price of Pharmaceuticals," Boston, MA.

Southern Economic Association, "Pricing and Promotion of Pharmaceuticals," New Orleans, LA.

*1993*

National Bureau of Economic Research, "Cooperation, Coordination, and Collusion Among Firms," Boston, MA.

Harvard Conference on the Pharmaceutical Industry, Boston, MA.

*1992*

Tenth Annual Seminar on the New Institutional Economics, Wallerfangen, Germany.

Future of the Pharmaceutical Industry: Developments in Market Structure and Technology, MIT.

Editors Conference for the Journal of Regulatory Economics, October 1992.

*1991*

Annual Meetings of the Pharmaceutical Manufacturers' Association, Session on Models of Pharmaceutical Competition.

Annual Meetings of Southern Economic Association, Session on the Pharmaceutical Industry.

*1990*

Annual Meetings of the American Economic Association, Session on Experimental Economics Unitization.

Eighth Annual Seminar on the New Institutional Economics, Wallerfangen, Germany.

*1989*

"Improving the Translation of Research Findings into Clinical Practice: The Changing Economics of Technological Innovation in Medicine" Sponsored by National Academy of Sciences, Washington, DC.

Carnegie-Mellon Conference on Political Economy.

Seventh Annual Conference on the New Institutional Economics in Saarbrücken, West Germany.

Econometric Society Summer Meetings, Ann Arbor, Michigan.

*1988*

Annual Meetings of the American Economic Association, Session on Endogenous Institutional Choice.

Annual Meetings of the Economic Science Association (Experimental), San Francisco, Sessions on Public Goods Experiments and Experiments on Institutional Choice.

Sixth Annual Conference on the New Institutional Economics, Saarbrücken, Germany  
Second Annual Hayek Symposium on Knowledge, Information, and Competition, Freiburg, Germany.

*1987*

Fifth Annual Conference on the New Institutional Economics, Saarbrücken, Germany.

First Annual Hayek Symposium on Knowledge, Information, and Competition, Freiburg, Germany.

American Economic Association Meetings, Session on Regulation and Long Term Contracts, Chicago.

*1986*

Econometric Society Meetings, Winter Meetings, New Orleans, Session on Long Term Contracts.

NBER Summer Institute, Cambridge, MA.

Fourth Annual Conference on the New Institutional Economics, Saarbrücken, Germany.

Thirteenth Annual Interlaken Conference, Interlaken, Switzerland.

*1985*

American Economic Association, Session on Monopoly and Competition, New York.

Third Annual Conference on the New Institutional Economics, Saarbrücken, Germany.

Twelfth Annual Interlaken Conference, Interlaken, Switzerland.

*1984*

Conference on Management and Regulation: The Basis of a Corporate Policy, sponsored by Stevens Institute of Technology, Hoboken, New Jersey.

Conference on Economics and Philosophy, sponsored by Civitas, Munich.

Second Annual Conference on the New Institutional Economics, sponsored by the Saarlands, Mettlach, Germany.

Eleventh Annual Interlaken Conference, sponsored by the Universities of Bern and Rochester, Interlaken, Switzerland.



*1983*

Econometric Society Winter Meetings, Billboard Session.

First Annual Conference on the New Institutional Economics, sponsored by the University of the Saarlands, Mettlach, Germany.

*1982*

Arne Ryde Symposium on Pharmaceutical Economics, Helsingborg, Sweden.

Session on Problems of Industrial Policy, American Economic Association Annual Meeting, December.

*1981*

Western Economic Association Meetings, Session on Strategic Planning Models, Association

*1980*

Conference on The Conglomerate Corporation, sponsored by the University of Florida, Gainesville.

*1979*

Conference on Drugs and Health: Economic Issues and Policy Objectives, American Enterprise Institute, Washington, D.C.

## **WORKSHOP PRESENTATIONS:**

*2010*

University of Washington, University of Texas at Arlington

*1996*

University of Wisconsin, University of Chicago, Rice University

*1995*

Rice University

*1994*

University of Chicago, UCLA

*1993*

Penn State, University of Houston, Louisiana State University

*1992*

Oklahoma State University, University of Pennsylvania

*1991*

Northwestern University, University of Chicago, Rice University

*1990*

University of Pennsylvania, Brown University

*1989*

Harvard, State University of New York-Albany, Massachusetts Institute of Technology, University of Chicago, University of Michigan, Boston University, Columbia University, Northwestern University, University of Indiana, Ohio State, UCLA

*1988*

University of Chicago, Stanford University, University of California-San Diego, University of Illinois, Washington University, University of Bonn, University of the Saarlands, University of Wurzburg, University of Washington

*1987*

Virginia Commonwealth University, University of New Orleans, University of Arizona, UCLA, Federal Trade Commission, George Mason University, University of Houston, University of Texas, University of Zurich

*1986*

Northwestern University, Carnegie Mellon, University of Rochester, Penn State, University of Michigan, University of California-San Diego

*1985*

Federal Reserve Bank of Dallas, Washington University-St. Louis, Yale University, University of Houston

*1984*

University of British Columbia, University of Washington, Northwestern University, University of Michigan, Duke University, Yale University

*1983*

University of Houston, University of Texas

*1982*

MIT

*1981*

Federal Trade Commission