

DANIEL T. GOETZ

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APPOINTMENTS

2017 - Assistant Professor, Department of Management, University of Toronto Mississauga
Cross appointed to the Rotman School of Management

EDUCATION

2011-2017 Ph.D., Economics, Princeton University
2010-2011 M.A., Economics, University of Toronto
2006-2010 B.A., Economics, University of Western Ontario

PUBLICATIONS AND ACCEPTED PAPERS

“Exchange Rate Shocks and Quality Adjustments” (with Alexander Rodnyansky) (Forthcoming, *Review of Economics and Statistics*)

WORKING PAPERS

“Dynamic Bargaining and Size Effects in the Broadband Industry” (R&R, *RAND Journal of Economics*)
“Consumption Responses to an Unpopular Policy: Evidence from a Short-lived Soda Tax” (with Andrew Ching)
“Telemedicine Competition, Pricing, and Technology Adoption: Evidence from Talk Therapists”
“Learning from Even Weaker Ties: Peer effects from Strangers in Online Purchases” (with Wei Lu)
“Competition and Product Misrepresentation”

WORKS IN PROGRESS

“Tenure Effects in Firm-to-Firm Bargaining” (with Alexander Rodnyansky)
“Human Adaptation to AI Innovations: Evidence from DeepMind” (with Avi Goldfarb)
“Increasing App Engagement with Peak-End Effects” (with Wei Lu)

AWARDS AND EXTERNAL FUNDING

Behaviourally-Informed Organizations Grant, 2021 (\$6900) for “Dynamic Content Consumption and Behavioural Recommendation System Design”

TD MDAL Grant, 2021 (\$5000) for “Learning from Even Weaker Ties: Peer Effects from Strangers in Online Purchases” (joint with Wei Lu)

IMI Grant, 2019 (\$3200) for “Human Adaptation to AI Innovations”

Connaught New Research Award, 2018 (\$9540) for “Endogenous Therapist Supply”

Net Institute Summer Research Grant, 2016 and 2017

Griswold Center for Economic Policy Research Grant, 2014

Center for Information Technology Policy Fellowship, 2013-2014

Princeton University Graduate Student Fellowship, 2012-2016

Louis A. Simpson '60 Graduate Fellowship in Economics, 2011

Arthur Child Ontario Graduate Scholarship in Economics, 2010

CONFERENCES AND PRESENTATIONS (INCLUDING FORTHCOMING)

- 2021: Johns Hopkins University Carey Business School, International Industrial Organization Conference, the European Marketing Academy Annual Conference, Canadian Health Economics Study Group, INFORMS Marketing Science Virtual Conference, International Health Economics Association Congress, Conference on Artificial Intelligence, Machine Learning and Business Analytics
- 2020: ASSA, Federal Reserve Bank of St. Louis*, International Industrial Organization Conference* (Boston), Canadian Economics Association Annual Meeting* (Toronto), Canadian Health Economics Study Group* (Toronto) (* = cancelled due to Covid-19)
- 2019: CIREQ Montreal Applied Economics Conference: Organization, Interactions and Competition in the Digital Economy, International Industrial Organization Conference (Boston), University of Wisconsin-Madison invited seminar, Canadian Economics Association Annual Meeting (Banff), Rocky Mountain Empirical Trade Conference (Banff)
- 2018: Canadian Economics Association Annual Meeting (Montreal), Bargaining: Experiments, Empirics and Theory (Columbia University)
- 2017: NET Institute Conference (New York), Federal Communications Commission (Washington D.C., invited seminar), Implementation of Structural Dynamic Models (London), Canadian Economics Association Annual Meeting (Antigonish), HEC Montreal, York University, New York University, University of Calgary, Sauder School of Business
- 2016: Canadian Economics Association Annual Meeting (Ottawa), NBER Economics of Digitization Graduate Student Tutorial (Stanford), NBER Economics of Digitization Summer Workshop (Boston), Rimini Conference in Economics and Finance (Center for International Governance Innovation)

2015: Canadian Economics Association Annual Meeting (Toronto), NBER Economics of Digitization Summer Workshop (Boston)

NON PEER-REVIEWED PUBLICATIONS

“A Model of Self-Fulfilling Firm Beliefs Concerning Criminal Behaviour Among Minority Youth”, *Western Undergraduate Economics Review*, 2011

“The Effect of an Uncertain Government Bailout on the Liquidation/Bankruptcy Decision of Large Firms”, *Western Undergraduate Economics Review*, 2011. (Winner of the Mark K. Inman Senior Essay Prize, 2010)

TEACHING

2017-2021 Course Instructor, University of Toronto Mississauga
MGT252 Principles of Marketing (undergraduate)
IMI201 Introduction to Marketing for Science Minors (undergraduate, since Fall 2018)
MMI1020 Introduction to Big Data Analysis (masters, since Fall 2019)

2012-2017 Teaching Assistant, Princeton University
Graduate Industrial Organization, Undergraduate Econometrics, Economics of the Internet, Introduction to Microeconomics

2010-2011 Teaching Assistant, University of Toronto
Intermediate Microeconomics

ACADEMIC SERVICE

Referee: Management Science, Journal of the European Economic Association