

**ADAM DEARING**  
Curriculum Vitae  
*January 2026*

## Contact Information

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Cornell University  
Samuel Curtis Johnson Graduate School of Management  
S.C. Johnson College of Business  
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Citizenship: USA

## Employment

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2021-        Assistant Professor of Strategy & Business Economics, Samuel Curtis Johnson Graduate School of Management, S.C. Johnson College of Business, Cornell University  
  
2017-2021   Assistant Professor, Department of Economics, The Ohio State University  
  
2009-2010   Analyst, Employment Research Corporation, Ann Arbor MI

## Affiliations

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2021-        National Bureau of Economic Research (NBER), Faculty Research Fellow

## Education

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2017        UNIVERSITY OF MICHIGAN  
              *Ph.D Economics, 2017*  
  
2012        UNIVERSITY OF MICHIGAN  
              *M.A. Economics, 2012*  
  
2009        UNIVERSITY OF MICHIGAN  
              *B.S. Mathematics, 2009*

## Fields of Interest

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Industrial Organization  
  
Applied Microeconomics  
  
Applied Microeconometrics

### Peer-Reviewed Articles

"Non-Parametric Identification of Stationary Dynamic Discrete Choice Models"

*Journal of Econometrics*, 2026

"Efficient and Convergent Sequential Pseudo-Likelihood Estimation of Dynamic Discrete Games"

*Review of Economic Studies*, 2025

"Estimating Structural Demand and Supply Models Using Tax Rates as Instruments"

*Journal of Public Economics*, 2022

### Working Papers

"A Frisch-Waugh-Lovell Theorem for GMM"

"Learning Firm Conduct: Pass-Through as a Foundation for Instrument Relevance" (with Dan Quint, Lorenzo Magnolfi, Christopher Sullivan, and Sarah Waldfogel)

"Overcoming Discrimination: Harassment and Discrimination Dynamics" (with Yi Chen and Michael Waldman)

### Works in Progress

"Identifying Preference Heterogeneity in the BLP Model with Micro Data"

"Identification and Estimation of Demand Using Timing and Information Set Assumptions" (with Jeff Gortmaker and Christopher Conlon)

"Instrument Selection for Merger Simulations" (with Kai Gao, Lorenzo Magnolfi, and Christopher Sullivan)

"A Welfare Comparison of Ad Valorem and Specific Taxes in Multi-Product Markets"

"Market Equilibrium When Firms Have Imperfect Information About Demand Shocks"

"Properties of Pseudo-Value Functions for Dynamic Discrete Choice Models"

### Older Working Papers

"Pricing Policy and Welfare in Retail Chains: A Case for Vertical Incentives"

"Comment on 'Conditional Choice Probability Estimation of Dynamic Discrete Choice Models with Unobserved Heterogeneity'" (Arcidiacono and Miller, 2011, *Econometrica*)

"Pseudo-Value Functions and Closed-Form CCP Estimation of Dynamic Discrete Choice Models"

### Presentations

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2026	Washington University (scheduled), Yale (scheduled)
2025	ASSA Annual Meeting (canceled), International Industrial Organization Conference (IIOC), Antitrust@Cornell25, Empirical Industrial Organization Conference II (Rice Global Economics Paris Center)
2024	NBER Organizational Economics Working Group (Spring), 117th Annual Conference on Taxation, University of Michigan IO-Econometrics Workshop
2023	CMU Tepper, Georgetown University, 2nd Antitrust Economics and Competition Policy Workshop (University of Rochester)
2022	Northwestern, U of North Carolina, Queen's University, Rice University, International Industrial Organization Conference (IIOC), Cornell-Penn State IO/Econometrics Conference

2021	MIT Sloan, Wharton, International Industrial Organization Conference (IIOC), 2021 Annual Congress of the International Institute for Public Finance (IIPF), 114th Annual Conference on Taxation (NTA)
2020	Samuel Curtis Johnson Graduate School of Management, Interactive Online IO Seminar (a.k.a. (IO) <sup>2</sup> )
2019	Boston College, Georgetown, U of Texas-Austin, Wisconsin, Yale, Midwest Economic Association Annual Meeting, International Industrial Organization Conference (IIOC), North American Meeting of the Econometric Society, U of Calgary Empirical Microeconomics Workshop (Banff), Midwest Econometrics Group Annual Meeting
2018	NYU Stern
2017	The Ohio State University, U of Rochester (Simon), Carnegie-Mellon University (Tepper), NERA Economic Consulting

### Awards and Honors

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AY2023-24 Teaching Honor Roll (NCC 5020, 4 Sections)

AY2022-23 Teaching Honor Roll (NCC 5020, 3 Sections)

### External Professional Service

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Referee: American Economic Review, Econometrica, Journal of Political Economy, Review of Economic Studies, Economics Journal, Quantitative Economics, Journal of Econometrics, RAND Journal of Economics, Journal of Public Economics, Journal of Urban Economics, International Journal of Industrial Organization, International Tax and Public Finance, Economics Letters, Journal of Choice Modelling, Eastern Economic Journal

Other: Co-Organizer of NBER Industrial Organization Program Meeting (Spring 2023)

### Internal Professional Service

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2022- Member of SBE Seminar Committee (AY 2025-2026), Member of Director of Graduate Studies Search Committee for Department of Economics (2025), Co-Organizer of Antitrust25@Cornell (2025), Member of Industrial Organization Search Committee for Department of Economics (AY 2022-2023 and 2023-2024)

### Teaching

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Cornell NCC(Y) 5020: Microeconomics for Management

OSU Econ 5700: Industrial Organization (undergraduate)  
Econ 8874 (formerly 8194): Computational Econometric Methods in Applied Microeconomics (graduate)

### Advising (Ph.D Dissertation Committee Member or Chair)

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Cornell    Luis Moyano Garcia (Chair), Ongoing  
  
              Mengwei Lin, 2024  
              Placement: Berkeley Research Group

OSU        Yichun Song (Co-chair), 2023  
              Placement: Dongbei University of Finance and Economics

              Minhae Kim, 2022  
              Placement: Oklahoma State University