

**ADAM DEARING**  
Curriculum Vitae  
*January 2024*

**Contact Information**

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Cornell University  
S.C. 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, SC Johnson Graduate School of Management, SC 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

## Research

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### Peer-Reviewed Articles

“Estimating Structural Demand and Supply Models Using Tax Rates as Instruments”  
*Journal of Public Economics*, 2022

### Working Papers

“Efficient and Convergent Sequential Pseudo-Likelihood Estimation of Dynamic Discrete Games”  
*Accepted, Review of Economic Studies*

“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”

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

### Works in Progress

“Testing Firm Conduct in New Markets: Evidence from Retail Marijuana in Washington State” (with Dan Quint, Lorenzo Magnolfi, Christopher Sullivan, and Sarah Waldfoegel)

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

“A Frisch-Waugh-Lovell Theorem for Empirical Likelihood” (with Yichun Song)

“A Semi-parametric Two-Stage Estimator with Machine Learning to Solve Endogeneity” (with Yichun Song)

“An Alternating Maximization Approach to Approximate Dynamic Programming” (with Yichun Song)

“Market Equilibrium when Firms Have Imperfect Information About Demand Shocks”

## Presentations

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| 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 | Cornell JCB, 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   |

## 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, International Tax and Public Finance, International Journal of Industrial Organization, Economics Letters, Journal of Choice Modelling

## 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)