

Kevin R Williams

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Appointments

Yale School of Management	Professor of Economics, 2025–present Associate Professor of Economics, 2019–2024, (<i>on leave</i> , 2019–2020) Assistant Professor of Economics, 2014–2019
Yale University	Affiliated Faculty, Department of Economics, 2016–present
Cowles Foundation for Research in Economics	Research Staff, 2016–present
Center for Algorithms, Data, and Market Design	Faculty Fellow, 2023–present
National Bureau of Economic Research	Faculty Research Fellow, 2019–
Federal Reserve Bank of Minneapolis	Research Economist, Opportunity & Inclusive Growth Institute, 2019–2020

Education

Ph.D. in Economics, University of Minnesota, 2014.

Committee: Thomas J Holmes, Amil Petrin, Kyoo-il Kim, Joel Waldfogel

M.A. in Economics, University of Minnesota, 2011.

B.A. in Economics and Mathematics, University of Illinois at Urbana-Champaign 2009.

High Distinction in Economics, High Distinction in Mathematics

Research

Publications

- 2024** **Aiming for the Goal: Contribution Dynamics of Crowdfunding**
with Joyee Deb and Aniko Öry
American Economic Review, Volume 114, Issue 12, Pages 3847-3876
Cowles Foundation Discussion Paper No. 2149
- 2023** **Organizational Structure and Pricing: Evidence from a Large U.S. Airline**
with Ali Hortaçsu, Olivia Natan, Hayden Parsley, and Timothy Schwieg
The Quarterly Journal of Economics, Volume 139, Issue 2, May 2024, Pages 1149-1199
Cowles Foundation Discussion Paper No. 2312
- Demand Estimation with Infrequent Purchases and Small Market Sizes**
with Ali Hortaçsu, Olivia Natan*, Hayden Parsley, and Timothy Schwieg
* 2020 AGIFORS Anna Valicek Award Paper Competition Winner
Quantitative Economics, Volume 4, Issue 4, November 2023, Pages 1251-1294
previously titled Incorporating Sales and Arrivals Information in Demand Estimation

Cowles Foundation Discussion Paper No. 2313

- 2022 Intertemporal Price Discrimination in Sequential Quantity-Price Games**
with James D Dana

Marketing Science, Volume 41, Issue 5, Pages 966-981

Cowles Foundation Discussion Paper No. 2136

- The Welfare Effects of Dynamic Pricing: Evidence from Airline Markets**

Econometrica: March 2022, Volume 90, Issue 2, Pages 831-858

* Top 10 most-cited papers for articles published in 2022-2023

previously titled Dynamic Airline Pricing and Seat Availability

Cowles Foundation Discussion Paper No. 2103

- Distributional Impacts of Retail Vaccine Availability**

with Judith A. Chevalier, Yihua Su, and Jason L. Schwartz

Journal of Urban Economics: Volume 127, January 2022, 103382

Cowles Foundation Discussion Paper No. 2280

- Measuring Movement and Social Contact in Real Time with Smartphone Data:
An Application to COVID-19**

with Victor Couture, Jonathan Dingel, Allison Green, and Jessie Handbury

Journal of Urban Economics: Volume 127, January 2022, 103328

- 2019 Zone Pricing in Retail Oligopoly**

with Brian M. Adams,

American Economic Journal: Microeconomics: Vol 11, No 1, Pages 124-156

- 2018 Product Variety, Across Market Demand Heterogeneity, and the Value of Online Retail**

with Thomas W Quan,

The RAND Journal of Economics: Vol 49, No 4, Pages 877-913

Working Papers

- 2024 Dynamic Price Competition with Capacity Constraints**

with Jose M. Betancourt, Ali Hortaçsu, and Aniko Öry

Cowles Foundation Discussion Paper No. 2394

submitted

- 2024 Distributional Impacts of the Changing Retail Landscape**

with Yue Cao, Judith A. Chevalier, Jessie Handbury, and Hayden Parsley

submitted

- 2021 Extracting Characteristics from Product Images and its Application to Demand Estimation,**

with Thomas W Quan

revise and resubmit, The RAND Journal of Economics

Permanent Working Papers

- 2023 Dynamic Price Competition: Theory and Evidence from Airline Markets**

with Jose M. Betancourt, Ali Hortaçsu and Aniko Öry

Cowles Foundation Discussion Paper No. 2341

Work in Progress

Heuristic Equilibrium with Aniko Öry

Revenue Management with Strategic Buyers: Theory and Evidence in Airlines, with Aniko Öry

Presentations (*including scheduled*)

Invited Seminars

- 2025 University of Georgia, University of Tokyo
- 2024 Carnegie Mellon University, Federal Trade Commission, Düsseldorf Institute for Competition Economics (DICE), University of Illinois Urbana-Campaign, Boston University, University of Minnesota, University of Wisconsin-Madison
- 2023 Georgetown University, University of Pennsylvania-Econ/Wharton, University of Mississippi, Toulouse School of Economics, National University of Singapore
- 2022 Yale University, Princeton University, University of Maryland, Sciences Po, Bureau of Labor Statistics, Norwegian School of Economics, Purdue University, Northwestern University, Department of Justice
- 2021 Berkeley-Chicago Behavioral Economics, University of California-Berkeley, Cornell University, Stanford University-GSB (Operations), Harvard University
- 2020 University of Arizona, Yale University, Federal Reserve Bank of Minneapolis
- 2019 University of Chicago-Booth (Marketing), Penn State University, University of Minnesota, Stanford University, University of Rochester-Simon (Marketing), Texas A&M University, Boston University-Questrom (Marketing)
- 2018 Princeton University, University of Tokyo, Columbia University, University of Utah-Eccles (Business Economics), University of Pennsylvania-Wharton (Marketing)
- 2017 University of Chicago-Booth (Microeconomics), Federal Reserve Bank of Minneapolis, University of Minnesota, CREST (Center for Research in Economics and Statistics), University of Texas-Austin
- 2016 Harvard University and MIT, Boston College, Federal Trade Commission, University of Pennsylvania-Econ/Wharton
- 2015 Northeastern University, Singapore Management University, National University of Singapore, Stanford GSB (Marketing), Department of Justice, University of Maryland, University of Toronto-Rotman (Economics), Stanford University, University of British Columbia-Sauder (Strategy)
- 2014 Yale School of Management (Economics, Marketing), University of Chicago-Booth (Marketing), Georgetown University, University of British Columbia, Northwestern University-Kellogg (Strategy), University of Rochester-Simon (Economics, Marketing), Federal Reserve Board, Federal Reserve Bank of Richmond, Indiana University, Indiana University-Kelley (BEPP), University of Minnesota-Carlson (Marketing), University of Wisconsin-Madison
- 2013 Federal Reserve Bank of Minneapolis

Conference Presentations

- P - Presenter (default), D - Discussant
- 2024 UBC Summer IO conference (Vancouver), Cowles Models & Measurement (New Haven) [D], NYU Stern IO Day (New York University), Quantitative Marketing and Economics Conference (Stanford)

- 2023 NBER Winter Meetings - IO (Stanford), Chinese Economists Society 2023 North America Conference (Virtual) [D], Behavioral IO & Marketing Symposium (Ann Arbor) [D], CEPR-JIE Conference on Applied Industrial Organization (Cambridge), Montreal Summer IO Conference 2023 (Montreal)
- 2022 North American Winter Meeting of the Econometric Society (Virtual), Barcelona GSE Summer Forum (Barcelona), Quantitative Marketing and Economics Conference (Rochester), Federal Trade Commission Microeconomics Conference (DC)
- 2021 North American Winter Meeting of the Econometric Society (Virtual) [D], NBER Summer Meetings - Digitization & Industrial Organization (Virtual), NBER Organizational Economics (Boston)
- 2019 North American Winter Meeting of the Econometric Society (Atlanta), Faculty Development Forum (St. Louis), SICS (Summer Institute in Competitive Strategy, Berkeley), The Industrial Organization Research Group (University of California-Los Angeles), Asia-Pacific Industrial Organization Society (APIOS) (Tokyo)
- 2018 North American Winter Meeting of the Econometric Society (Philadelphia) [D], International Industrial Organization Conferences (IIOC) (Indianapolis) [P,D], Behavioral Industrial Organization & Marketing Symposium (Ann Arbor), Barcelona GSE Summer Forum (Barcelona)
- 2017 North American Winter Meeting of the Econometric Society (Chicago) [P,D], CREST Conference "Economics of Antitrust and Consumer Protection" (Paris)
- 2016 SITE (Stanford Institute for Theoretical Economics, Stanford), SICS (Summer Institute in Competitive Strategy, Berkeley), NBER Summer Meetings - Industrial Organization (Boston)
- 2015 Tuck Winter IO Conference (Dartmouth), NBER Winter Meetings - Digitization (Stanford), ZEW Conference (Mannheim) [P,D], Marketing Science (Baltimore), Econometric Society World Congress (Montreal), Empirical Microeconomics Workshop (Banff) [P,D], NYU Stern IO Day (New York University)
- 2014 North American Summer Meeting of the Econometric Society (Minneapolis), Marketing Dynamics (Las Vegas), European Association for Research in Industrial Economics (Milan)
- 2013 Annual Graduate Student Conference (Washington University, St. Louis)

Honors & Grants

Yale School of Public Health (YSPH) Health Care Management (HCM) Favorite Professor, Class of 2023
SOM Faculty Research Grant, \$25,000, with Aniko Öry, 2023

NET Institute Summer Grant, \$3,000, 2021

National Science Foundation, Grant 2030056, "RAPID: Exposure Indices for COVID-19 Research," \$199,355, with Victor Couture, Jonathan Dingel, and Jessie Handbury, 2020–2021

Sandor Fellowship in Economics, University of Minnesota, 2013–2014

Graduate Research Program Partnership (GRPP) Fellowship, University of Minnesota, 2012

Distinguished Instructor Award, University of Minnesota, 2010, 2013

Distinguished Teaching Assistant Award, University of Minnesota, 2010

Silverman Fellowship in Economics, University of Minnesota, 2009–2010

McNair Scholar, Mentor: Jeffrey Wooldridge, Michigan State University, 2008

Third Place, National Intercollegiate Flying Association Competition - Flight Instructor Event, The Ohio State University, 2006

Professional Activities

AI, Algorithms & Markets Organizing Committee, LUISS, Rome, 2024

Behavioral IO and Marketing Symposium Scientific Committee, University of Michigan, Ann Arbor, 2024, 2025

Summer Institute Conference Committee, NBER Industrial Organization, Boston, 2023

Cowles Conference Committee - Models & Measurement, Yale University, 2023

Fellow of Grace Hopper College, Yale University, 2019–

iMentor, Bronx High School for Law and Community Service, 2017–2020

Bailey Scholarship Committee, University YMCA (University of Illinois), 2015–2022

Junior Search Committee, Yale SOM, 2014–2018, 2021 (chair)

Marketing-Industrial Organization Conference Committee, Yale University, 2015

Reviewer for *American Economic Journal: Applied Economics*, *American Economic Journal: Macroeconomics*, *American Economic Journal: Microeconomics*, *American Economic Review*, *American Economic Review: Insights*, *Econometrica*, *Economics of Transportation*, *European Economic Review*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Air Transport Management*, *Journal of Applied Econometrics*, *Journal of Economic Behavior and Organization*, *Journal of Economics & Management Strategy*, *Journal of Economic Theory*, *Journal of the European Economic Association*, *Journal of Industrial Economics*, *Journal of Political Economy*, *Journal of Political Economy: Microeconomics*, *Journal of Public Economics*, *Journal of Urban Economics*, *Management Science*, *Marketing Science*, *National Science Foundation*, *Quantitative Economics*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Review of Financial Studies*, *The RAND Journal of Economics*, *Transportation Research Part C & E*

Full-time Pre-Doctoral Fellows (and graduate school placement): Lysle Boller (Duke), Anna Papp (Columbia), Mauricio Cáceres Bravo (Brown), Hayden Parsley (Texas), Drew DiPrinzio (Columbia MBA), Daniel Hsu (Texas), Bella Li (Duke), Jose Betancourt (Yale), Ashlyn Dunn (current)

High School Mentorship: Daniel L. (Yale), Brandon B. (Northwestern)

Selected Media Coverage

“Surge pricing is coming to Wendy’s. Here’s how it already affects bigger purchases, like concert and plane tickets.” *Marketwatch*, 2/2024

“Incognito Mode Isn’t Doing What You Think It’s Doing.” *Wall Street Journal*, 11/2023

“Flights to Europe Are Becoming Cheap Again.” *Wall Street Journal*, 11/2023

“Air Travel Is Already Back to Normal in Some Places. Here’s Where.” *New York Times*, 4/2021

“It’s Not Just You: Many Are Placing Bets on Summer Travel” *New York Times*, 4/2021

“SFO has lost more passengers than any other airport in the U.S. due to the pandemic” *San Francisco Chronicle*, 4/2021

“COVID Vaccines at Dollar General would Boost Access for Low-income Populations, Study Says” *Marketplace*. 4/2021

“Dollar Stores: Gateways to Equitable Covid-19 Vaccine Distribution” *STAT*, 5/2021

Teaching

Yale School of Management

Competitive Strategy (MBA): 2015–

Competitor (MBA): 2024–
Competitor (EMBA): 2016
Basics of Microeconomics (EMBA): 2015-2016

University of Minnesota

Introduction to Econometrics (undergraduate): 2010, 2012–2013
Industrial Organization (undergraduate): 2011, 2013

Other Certifications

Aviation

Certified Flight Instructor (May 2010–)
Commercial Pilot, Single Engine Land (December 2009–)

Scuba

Master Scuba Diver (January 2021–)
Enriched Air Diver, Dive Against Debris, Emergency Oxygen Provider, Endemic Fish of Hawai'i Diver,
Diver Propulsion Vehicle. Emergency First Responder (primary)

Last updated: January 2025