

GUY ARIE

University of Rochester
Simon Business School
River Campus Box 270100
Rochester, NY 14627

Phone: 312-283-4501
E-mail: guy.arie@simon.rochester.edu
Web: www.guyarie.com

POSITIONS HELD:

University of Rochester, Simon Business School 2012 - Present
Assistant Professor of Economics and Management

EDUCATION:

Ph.D., Managerial Economics, Kellogg, Northwestern University, (2012)
M.Sc.: Managerial Decisions and OR, Tel Aviv University, 2006. Magna Cum Laude
B.Sc.: Computer Science and Philosophy, Tel Aviv University, 2001. Magna Cum Laude

TEACHING:

Managerial Economics – MBA (Simon, 2012-Present, course# STR401)
Advanced Business Strategy – MBA (Simon, 2013-Present, course# STR429)
Economics of Competitive Strategy – MBA (Simon, 2014-Present, course # STR421)

PUBLICATIONS

Arie, Guy. “Dynamic Costs and Moral Hazard: A Duality-Based Approach”, *Journal of Economic Theory*, Volume 166, November 2016, Pages 1-50.

Arie, Guy, and Paul L. E. Grieco. “Who Pays for Switching Costs?” *Quantitative Marketing and Economics* 12, no. 4, November 18, 2014, Pages 379–419.

WORKING PAPERS

Arie, Markovich and Varela (2014), “[The Competitive Effect of Multimarket Contact](#)”, available at SSRN.

Arie, Grieco and Rachmilevitch (2016), “[Generalized Insurance Bargaining](#)”, available at SSRN.

Arie, Bergman and Wedig (2016), “[Strategic Pricing and Competitive Procurement in the Physician Services Market](#)”, available at SSRN.

REFEREE

Review of Economic Studies, Rand Journal of Economics, Journal of Economics & Management Strategy, European Economic Review, International Journal of Game Theory, Review of Economic Dynamics, Management Science, Review of Network Economics, Economics of Education Review, Economic Letters, IEEE-ACM, Metroeconomica, Economica Mexicana

Guy Arie, Page 2
PRESENTATIONS

- 2016** ASSA, Drexel University
- 2015** IIOC, FTC Annual Microeconomics conference, Israel IO day
- 2014** Lisbon Meetings on Game Theory and Applications
- 2013** Cornell Johnson, University of Rochester Economics, University of Georgia
Stanford University Institute for Theoretical Economics, Stony Brook International Game
Theory Conference
- 2012** Boston University, Harvard Business School, Simon Business School, University of
Georgia
- 2011** Society of Economic Dynamics, International Industrial Organization Conference,
Tel Aviv University, Hebrew University, Haifa University, Ben Gurion University
- Earlier** Society of Economic Dynamics, AEA, Midwest Economic Theory, Israel Strategy
Conference

FELLOWSHIPS AND AWARDS:

Dissertation Year Fellowship – Northwestern University Transportation Center
Kellogg Graduate Fellowship, 2006-Present
Tel Aviv U. Management Department Scholarship for Academic Excellence, 2004
Numerous undergraduate merit based awards, 1999-2001