

MAXIM SINITSYN

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Citizenship: Canadian; U.S. Permanent Resident

EDUCATION

Ph.D.: Economics, Northwestern University.

PROFESSIONAL EXPERIENCE

Associate Professor of Instruction, Northwestern University, 2022-present.

Lecturer (Continuing Appointment), UC San Diego 2018-2021.

Lecturer, UC San Diego, 2012-2018.

PUBLICATIONS

“Price Leadership with Promotions,” *International Journal of Industrial Organization*, May 2022, 82.

“Evaluating Horizontal Mergers in the Presence of Price Promotions,” *Quantitative Marketing and Economics*, March 2020, 18(1), 39-60.

“Pricing with Prescheduled Sales,” *Marketing Science*, November-December 2017, 36(6), 999-1014.

“Managing Price Promotions Within a Product Line,” *Marketing Science*, March-April 2016, 35(2), 304-318.

“Choosing the Quality of the Fit Between Complementary Products,” *Journal of Economics & Management Strategy*, Spring 2016, 25(1), 161-178.

“Where Does the Bucket Leak? Sending Money to the Poor via the Community Development Block Grant Program,” with Leah Brooks, *Housing Policy Debate*, 2014, 24(1), 119-171.

“Price Promotions in Emerging Markets,” with Sameer Mathur, *International Journal of Industrial Organization*, September 2013, 31(5), 404-416.

“Coordination of Price Promotions in Complementary Categories,” *Management Science*, November 2012, 58(11), 2076-2094.

“The Cabals of a Few or the Confusion of a Multitude: The Institutional Trade-Off Between Representation and Governance,” with Leah Brooks and Justin Phillips, *American Economic Journal: Economic Policy*, February 2011, 3(1), 1-24, lead article.

“Price Dispersion in Duopolies with Heterogeneous Consumers,” *International Journal of Industrial Organization*, March 2009, 27(2), 197-205.

“Technical Note—Price Promotions in Asymmetric Duopolies with Heterogeneous Consumers,” *Management Science*, December 2008, 54(12), 2081-2087.

“Behavior of Nonprofit Organizations in For-Profit Markets: The Curious Case of Unprofitable Revenue-Raising Activities,” with Burton Weisbrod, *Journal of Institutional and Theoretical Economics*, November 2008, 164(4), 727-750.

“Characterization of the Support of the Mixed Strategy Price Equilibria in Oligopolies with Heterogeneous Consumers,” *Economics Letters*, May 2008, 99(2), 242-245.

WORKING PAPERS AND WORK IN PROGRESS

“Trade Deal Budgets and Profitability of Price Promotions.”

“Optimal Price Promotions with Sequential Search and Differentiated Products.”

“Licensing Mechanisms for Product Lines”

FELLOWSHIPS AND AWARDS

UCSD Professional Development Fund (\$2,400), 2019.

UCSD Professional Development Fund (\$1,100), 2018.

UCSD Professional Development Fund (\$1,000), 2016.

UCSD Department of Economics Undergraduate Teaching Award, 2015.

UCSD Professional Development Fund (\$1,100), 2015.

UCSD Professional Development Fund (\$1,000), 2014.

UCSD Professional Development Fund (\$1,900), 2013.

Internal SSHRC Grant (\$3,000), 2011-2012.

Fonds québécois de la recherche sur la société et la culture, Établissement de nouveaux professeurs-chercheurs (\$40,500), 2008-2012.

Internal SSHRC Grant (\$2,500), 2007-2008.

Northwestern University IO Center Fellowship, 2004.

Distinguished Teaching Assistant Award, 1999-2000.

Northwestern University Fellowship, 1998-1999.

SEMINARS AND CONFERENCE PRESENTATIONS

Sinitsyn, M. (2022), “Licensing Mechanisms for Product Lines,” presented at the 16th Annual UT Dallas FORMS Conference.

Sinitsyn, M. (2019), “Optimal Price Promotions with Sequential Search and Differentiated Products,” presented at the 13th Annual UT Dallas FORMS Conference.

Sinitsyn, M. (2019), “Evaluating Horizontal Mergers in the Presence of Price Promotions,” presented at the 17th Annual International Industrial Organization Conference.

Sinitsyn, M. (2018), “Retail Sale: How Promotion Calendars Soften Price Competition Between Store of Different Formats,” presented at the 12th Annual UT Dallas FORMS Conference.

Sinitsyn, M. (2015), “Trade Deal Budgets and Profitability of Price Promotions,” presented at the 9th Annual UT Dallas FORMS Conference.

Sinitsyn, M. (2013), “Coordination of Price Promotions within a Product Line,” presented at the 35th Annual INFORMS Marketing Science Conference.

Sinitsyn, M. (2012), “Coordination of Price Promotions within a Product Line,” presented at the Rady School of Management, University of California, San Diego.

Sinitsyn, M. (2012), “Coordination of Price Promotions in Complementary Categories,” presented at the Canada Competition Bureau.

Sinitsyn, M. (2011), “Coordination of Price Promotions in Complementary Categories,” presented at the 33rd Annual INFORMS Marketing Science Conference.

- Sinitsyn, M. (2010), "Coordination of Price Promotions in Complementary Categories," presented at the 2nd Annual UECE Lisbon Meetings – Game Theory and Application.
- Sinitsyn, M. (2010), "Coordination of Price Promotions in Complementary Categories," presented at the 8th Annual International Industrial Organization Conference.
- Sinitsyn, M. (2009), "Price Promotions in Asymmetric Triopolies," presented at the 1st Annual UECE Lisbon Meetings – Game Theory and Applications.
- Sinitsyn, M. (2009), "Price Promotions in Asymmetric Triopolies," presented at the 7th Annual International Industrial Organization Conference.
- Sinitsyn, M. (2008), "Timing of Sales of Complementary Products," presented at the 30th Annual INFORMS Marketing Science Conference.
- Sinitsyn, M. (2008), "Timing of Sales of Complementary Products," presented at the 6th Annual International Industrial Organization Conference
- Sinitsyn, M. (2008), "Timing of Sales of Complementary Products," presented at Concordia University.
- Sinitsyn, M. (2008), "Timing of Sales of Complementary Products," presented at the University of Montreal.
- Sinitsyn, M. (2007), "Equilibria in a Capacity-Constrained Differentiated Duopoly," presented at the 41st Annual Meeting of the Canadian Economic Association.
- Sinitsyn, M. (2007), "Equilibria in a Capacity-Constrained Differentiated Duopoly," presented at the 5th Annual International Industrial Organization Conference.
- Sinitsyn, M. (2006), "Price Competition in Asymmetric Duopoly," presented at the 4th Annual International Industrial Organization Conference.
- Sinitsyn, M. (2005), "Equilibrium Pricing Strategies in Oligopolies with Heterogeneous Consumers," presented at the University of British Columbia.
- Sinitsyn, M. (2005), "Equilibrium Pricing Strategies in Oligopolies with Heterogeneous Consumers," presented at SUNY-Stony Brook.
- Sinitsyn, M. (2005), "Equilibrium Pricing Strategies in Oligopolies with Heterogeneous Consumers," presented at the University of Western Ontario.
- Sinitsyn, M. (2005), "Equilibrium Pricing Strategies in Oligopolies with Heterogeneous Consumers," presented at McGill University.

Sinitsyn, M (2005), "Assessment of Improved Capacity in Human Resources, Finances, Information Technology," presented at the Methodology Conference sponsored by Audit and Evaluation, Social Development Canada.

Sinitsyn, M. and B. Weisbrod (2003), "Nonprofit Organization Behavior in For-Profit Markets," presented at the Annual Meeting of the Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA).

TEACHING

Graduate Industrial Organization, Industrial Organization Seminar

Undergraduate Game Theory, Marketing, Introduction to Economic Theory: Honours, Advanced Economic Theory: Honours, Microeconomic Theory

STUDENT SUPERVISION

Ph.D Program

Carlene Berford (2009), "Essays on Airline Competition and Network Structure,"
Placement: Competition Bureau.

M.A. Program

Jie Li (2011), "Testing for Asymmetric Pricing in the Canadian Retail Gasoline Market"

Timothy Boothman (2010), "Canada's Carbon Pricing Strategy: A Reappraisal"

Deotima Mukherjee (2010), "Competition in the Search Engine Industry: An Empirical Approach"

Yiannis Saltos (2010), "The Interrelated American and Chinese Economies"

Eleanore Brickell (2009), "Price Dispersion in Duopolies with Heterogeneous Consumers: An Experimental Study"

Guanqiong Cao (2008), "The Impact of Vertical Extensions on Brand Equity"

Brian Tavares (2008), "Price Dispersion in Three Firm Oligopolies with Heterogeneous Consumers"

Tuo Jiang (2008), "An Empirical Study on the Role of Incentive System in Vertical Integration"

Yixin Zhang (2008), “Consumers’ Motivations and Concerns towards Online Shopping”

Evelyn Behbahani (2007), “The Recording Industry and Social Welfare”

Charbel Rizk (2007), “Predatory Pricing: Theories and Litigation”

Danny Garcia (2006), “U.S. import demand of tropical beverages (coffee, cocoa and tea and mate): a restricted source differentiated almost ideal demand system model, 1989-2005”

Jin Shi (2006), “A Survey of Product Differentiation Theory”

Lin Xiao (2006), “A Survey of Consumer Search Theory”

ADMINISTRATIVE SERVICE

2009-2012 Honours Program Director

2009-2012 Economics Undergraduate Committee

2005-2012 Honours Program Advisor

2010 Doctoral Awards and Postdoctoral Fellowships Committee

2007-2010 University Software Licensing Advisory Committee

2007-2010 Served as a Pro-Dean at PhD Thesis Defense in the Departments of Religious Studies, Mathematics and Statistics, Biology, Physics, Experimental Medicine, Human Genetics, and Biochemistry

2006-2009 Co-organizer of the department seminar series

REFEREE

American Economic Journal: Microeconomics, Econometrica, Games and Economic Behavior, International Journal of Industrial Organization, International Game Theory Review, Management Science, Marketing Science, National Tax Journal, Omega, Quantitative Marketing and Economics, RAND Journal of Economics, Theoretical Economics

REFERENCES

Professor Ram Rao
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University of Texas in Dallas
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Professor Robert Porter
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Professor James Dana
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Professor Christopher Green
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McGill University
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