

# Curriculum Vitae

## BABU NAHATA

Department of Economics  
College of Business  
University of Louisville  
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### Areas of Interest

Microeconomic Theory, Industrial Organization, Nonlinear Pricing, Multidimensional Screening.

### Education

**Ph.D. in Economics**, Northern Illinois University, De Kalb, Illinois, 1977.

Doctoral Dissertation: *Theory of Vertical Control with Variable Proportions*.

**M.S. in Operations Research**, Polytechnic Institute of New York; Brooklyn, New York, 1974.

**M.S. in Industrial Engineering**, Illinois Institute of Technology, Chicago, Illinois, 1970.

Master Thesis: *Sequencing-Scheduling Batches on an Assembly Line*.

**B.S. in Mechanical Engineering**, Birla Institute of Technology, India, 1967.

### Employment

|                |   |
|----------------|---|
| 1995 - present | <i>Professor, Department of Economics, University of Louisville, and Co-Director, Center for Emerging Market Economies, University of Louisville.</i> |
| 1992-95        | <i>Professor and Chairman, Department of Economics, University of Louisville.</i>   |
| 1978-1992      | <i>Assistant and Associate Professor, University of Louisville.</i>   |
| 1976-1978      | <i>Instructor, Northern Illinois University.</i>  |

### Visiting Research Appointments

|                    |   |
|--------------------|---|
| <i>Summer 2000</i> | <i>Visiting Scholar, Fukuoka University, Japan.</i>   |
| <i>1996-1997</i>   | <i>Senior Research Fellow, Japan Society for the Promotion of Sciences Fukuoka University, Japan.</i>   |
| <i>Summer 1992</i> | <i>Japan Foundation Research Fellow, Fukuoka University, Japan.</i>                                     |
| <i>Fall 1989</i>   | <i>Visiting Scholar, Indian Institute of Management, Center for Public Enterprise, Calcutta, India.</i> |

## Visiting Teaching Appointments

- 1998-2009 Summer      Fukuoka University, Fukuoka, Japan.
- 1998 Summer              Kyushu University, Fukuoka, Japan.
- 1995 Summer              Fukuoka University, Fukuoka, Japan.
- 1986-1987 Hiroshima Shudo University, Hiroshima, Japan.

## Publications

- [13]. **Multidimensional Screening under Nonlinear costs: Limits of the Standard Approach** (co-authored with S. Kokovin and E. Zhelobodko), *Economics Letters*, 107, May 2010 pp. 263-265
- [12]. **Why Quantity Premia are Rare?** (co-authored with S. Kokovin and E. Zhelobodko), *Economics Letters*, 100 (1), July 2008, pp. 153-156.
- [11]. **Price Discrimination using Linear and Nonlinear Pricing Simultaneously** (co-authored with S. Ringbom), *Economics Letters*, 95 (2) May 2007, pp. 267-271.
- [10]. **Application of Ramsey Model in Transition Economy: A Case Study of Russia** (co-authored with A. Izyumov, V. Busygin and A. Mishura), *Energy Economics*, 29 (2007), pp. 105-125.
- [9]. **The Rising Health Care Expenditures: A Demand Side Analysis** (with K. Ostaszewski and P. Sahoo), *Journal of Insurance Issues*, vol. 28. No. 1, Spring 2005, pp. 88-102.
- [8]. **The Enclave Effect on Education of Immigrants: Evidence from the US Data** (with A. Izyumov, N. Chou and P. Coomes), *Journal of International Migration and Integration*, vol. 3 , No. 1, Winter 2002, pp.17-40.
- [7]. **Immigration to Louisville Metro Area: Recent Trends, Policy Recommendation** (with A. Izyumov and P. Coomes), *Brandeis Law Journal*, vol. 40 (4) Summer, 2002, pp. 909-32.
- [6]. **Buffet Pricing** (with K. Ostaszewski, and P. Sahoo), *Journal of Business*, vol. 72, April 1999, pp. 215-28.
- [5]. **Equilibrium Structures in Vertical Oligopoly** (with M. Abiru, S. Raychaudhuri and M. Waterson), *Journal of Economic Behavior and Organization*, vol.37, December 1998, pp.463-80.
- [4]. **Direction of Price Changes in Third-Degree Price Discrimination**, (with K. Ostaszewski and P. Sahoo), *American Economic Review*, vol. 80, December 1990, pp. 1254-1258.
- [3]. **On the Definition of Barriers to Entry**, with D. Olson, *Southern Economic Journal*, vol. 56, July, 1989, pp. 236-239.
- [2]. **Effects of Horizontal Merger on Price, Profits and Market Power in a Dominant-Firm Oligopoly**, with P. Mallela, *International Economic Journal*, vol. 3, Spring 1989, pp. 55-62.

[1]. **Theory of Vertical Control with Variable Proportions**, with P. Mallela, *Journal of Political Economy*, vol. 88, October 1980, pp. 1009-1025.

## Other Publications

**The Economics of Exercise** (with F. Siegel), In *Exercise for Preventing Common Diseases*. (Eds.) H. Tanaka and M. Shindo. Tokyo: Springer-Verlag, 1999, [ISBN: 4-431-70271-7]

**The Political Economy of Post-Communist Transitions: Three Paths from Karl Marx to Adam Smith** (with A. Izyumov and V. Popov) CD-Rom, MIT Press, 1997.

## Paper Presentations/Proceedings Publications

**Profitability of Pay-what-you-like Pricing** (with J. Fernandez) 37<sup>th</sup> Meeting of the European Association for Research in Industrial Economics, Sabanci University, Istanbul Turkey, 2010.

**Pricing Menu with Pareto-improving Flat Fee Option** ((with S.Kokovin and E. Zhelobodko), 2009 Far Eastern and South Asia Meeting of the Econometric Society, University of Tokyo.

**Overall Inefficiency and Cycles in Non-ordered Screening under Capacity Constraint and Standardization** (with S.Kokovin and E. Zhelobodko), 2009 Far Eastern and South Asia Meeting of the Econometric Society, University of Tokyo.

**Profitability of Pricing Menu with Flat Fee** ((with S.Kokovin and E. Zhelobodko), 2008 European Meetings of Econometric Society, University of Bocconi, Milan, and 2008 Meetings of the European Association for Research in Industrial Economics, University of Toulouse, France.

**General Screening without Single-Crossing Condition: Distortion, Efficiency and Overall Efficiency Revisited** (with S.Kokovin and E. Zhelobodko), 2008 European Meetings of Econometric Society, University of Bocconi, Milan,

**Diagnosing Efficiency and Distortion in Package Pricing** (with S.Kokovin and E. Zhelobodko),, 2007 Far Eastern Meetings of the Econometric Society, Academia Sinica, Taipei, Taiwan and the 2007 Latin America Meetings of the Econometric Society, University of the Andes, Bogota, Colombia.

**Conditions for Efficiency in Package Pricing** (with S.Kokovin and E. Zhelobodko), Thirty-fourth meetings of the European Association for Research in Industrial Economics, University of Porto, Porto, Portugal 2005.

**Informational Structure and Efficiency in Monopoly** (with S.Kokovin and E. Zhelobodko) Econometric Society Australian meetings, Sydney: University of New South Wales, 2003.

**Package Size: Pareto Efficiency and Oversizing** (with S.Kokovin and E. Zhelobodko) Sixteenth meetings of the European Economic Association, University of Luusanne, Luusanne, Switzerland 2001. Also presented at the Twenty-eighth meetings of the European Association for Research in Industrial Economics, Trinity College, Dublin, Ireland, 2001.

**Hybrid Third-Degree Price Discrimination: The Economics of Buy One, Get One Free.**

Twenty-sixth meetings of the European Association for Research in Industrial Economics, University of Torino, Turin, Italy, 1999.

**Economics of Exercise**, (with F. Siegel). International Symposium on Optimal Exercise for Preventing Common Diseases. Fukuoka University, July 1998.

**Is Monopoly the Cause of Deadweight Loss?** Twenty-fifth meetings of the European Association for Research in Industrial Economics, University of Copenhagen, Denmark, 1998.

**Equilibrium Structures in Vertical Oligopoly**, (with M. Abiru, S. Raychaudhuri and M. Waterson), Twenty-fifth meetings of the European Association for Research in Industrial Economics, University of Copenhagen, Denmark, 1998.

**Buffet Pricing**, (with K. Ostaszewski, and P. Sahoo), Twenty-fifth meetings of the European Association for Research in Industrial Economics, University of Copenhagen, Denmark, 1998.

**Buffet Pricing**, (with K. Ostaszewski, and P. Sahoo), European meetings of Econometric Society, Toulouse, 1997.

**The Political Economy of Post-Communist Transitions: Three Paths from Karl Marx to Adam Smith** (with A. Izyumov and V. Popov), Fifth Conference of the International Society for the Study of European Ideas, University of Humanist Studies, Utrecht, The Netherlands, 1996.

**Equilibrium Structures in Vertical Oligopoly**, (with M. Abiru and M. Waterson), Eleventh Congress of European Economic Association, Bogazici University, Istanbul, Turkey, 1996. Also presented at the European Econometric Society, Bogazici University, Istanbul, Turkey, 1996.

**Reliability, Transaction Costs and Economic Organizations**, (with X. Yang), (with X. Yang), European Economic Association for Research in Industrial Economics (EARIE), Crete, Greece, 1994, and European Economic Association, Bogazici University, Istanbul, Turkey, 1996.

**On the Profitability of Vertical Integration**, (with M. Abiru and M. Waterson), Ninth Congress of European Economic Association, University of Helsinki, 1993. and European Association for Research in Industrial Economics (EARIE), Crete, Greece, 1994.

**Theory of Second-Degree Price Discrimination**, (with K. Ostaszewski, P. Sahoo), Annual Conference of Far Eastern Econometric Society at Seoul National University, June 1991. Also presented at the Australasian Econometric Society Meeting at University of New South Wales, Sydney, July 1991.

**Vertical Integration, Foreclosures and Pareto Improvement**, (with M. Abiru), Far Eastern Econometric Society Meeting, Seoul National University, June 1991.

**Pareto Improvement with a Unit Tax Under Third-Degree Price Discrimination**, with (K. Ostaszewski and P. Sahoo), Seventeenth Annual Conference of European Association for Research in Industrial Economics, Catholic University of Portugal, Lisbon, 1990.

**Welfare Under Third-Degree Price Discrimination**, (with K. Ostaszewski and P. Sahoo), Fourth Congress of European Economic Association, University of Augsburg, Germany 1989.

**Vertical Integration and Market Foreclosures in Successive Oligopoly**, (with D. Olson), Sixteenth Annual Conference of European Association for Research in Industrial Economics,

Hungarian Academy of Sciences and Karl Marx University, Budapest, Hungary, 1989. Also presented at the Fourth Congress of European Economic Association, University of Augsburg, Germany, 1989.

**Profit Incentive in Pure Vertical Integration**, (with M. Abiru), Third Congress of European Economic Association, University of Bologna, Italy, 1988.

**Economies of Scope and Tying Agreements**, (with S. Borna), Academy of Marketing Science, 1987 (*Published in the Proceedings*). Also presented at the meetings of Western Economic Association, 1982.

**Effects of Horizontal Merger on Price, Profits and Market Power in a Dominant-Firm Oligopoly**, with P. Mallela, European Association for Research in Industrial Economics, Cambridge University, 1985.

**Modern and Traditional Microeconomic Theory**, *Invited Panel Discussion*, Southern Economic Association Meetings, 1983.

**Market Structure, Derived Demand, and Vertical Integration**, Western Economic Association, 1981.

## Research Studies

Immigration Study for S E & H Foundation , 2001

Cost Estimation for Angiography, Angioplasty, and Atherectomy - joint projects with Medical School 1992.

Management Efficiency Study, Bureau of Census, Department of Commerce, 1987.

## Invited Presentations

Faculty of Economics, Fukuoka University, Fukuoka, Japan, 1986.

Hiroshima Shudo University, Hiroshima, Japan, 1986, 1987, 1997.

Faculty, Indian Institute of Management, 1989.

Faculty of Economics, Waikato University, Hamilton, New Zealand, 1991.

Faculty of Economics, Fukuoka University, Japan, 1992, 1995, 1996, 1998, 1999, 2000, 2001, 2002.

Faculty of Sports Medicine, Fukuoka University, Japan, 1992.

International Symposium On Sports Medicine, Fukuoka University, 1995

International Symposium On Economic Theory, Seoul National University, 1995.

Faculty of Economics, Kagawa University, 1997.

Faculty of Economics, Kyushu University, 1997, 1998.

Faculty of Economics, Novosibirsk State University, Russia 1998, 2000, 2003, 2004.

Faculty of Economics, Eastern China Normal University, Shanghai, China, 2005.

China Center for Economic Research at Peking University, Beijing, China, 2005.

Symbiosis Institute of Management and Human Resource Development, Pune, India, 2005.

Institute of Social and Economics Research, Osaka University, Japan, 2006.

Helsinki Center for Economic Research, Helsinki University, Finland, 2006.

Faculty of Economics, Villanova University, 2008.

Faculty of Economics, Fukuoka University, 2009.

Institute of Health Management Research, Jaipur, India, 2009.

## **Working Papers** [most recent]

**When Does Price Discrimination Result in Maximum Possible Profits?** (with Kokovin and E. Zhelobodko). 2010

**Screening Consumers Using Product Line** (co-authored with S. Kokovin and E. Zhelobodko).

**Multidimensional Screening Under Nonlinear Costs: Limits of Standard Approach** (co-authored with S. Kokovin and E. Zhelobodko). 2009.

**Multidimensional Screening Under Capacity Constraints: Overall Distortion and Type-Splitting** (co-authored with S. Kokovin and E. Zhelobodko), 2009.

**Profitability of Pricing Menu with Flat Fee** (co-authored with S. Kokovin and E. Zhelobodko), 2007.

**Diagnosing Efficiency and Distortion in Package Pricing** (co-authored with S. Kokovin and E. Zhelobodko), 2005.

**Solution Structures in Non-ordered Discrete Screening: Trees, Stars and Cycles** (co-authored with S. Kokovin and E. Zhelobodko), 2004.

**Conditions for Efficiency in Package Pricing** (co-authored S. Kokovin and E. Zhelobodko), 2004.

**Horizontal Product Differentiation with Outside Option: What Determines Attainable Maximum**, (co-authored with Ko Nishihara) 2003.

**Informational Structure and Efficiency in Monopoly** (co-authored S. Kokovin and E. Zhelobodko), 2002.

**Self-selection under Non-ordered Valuations: Type-splitting, Envy-cycles, Rationing and Efficiency**, (co-authored S. Kokovin and E. Zelobodko), 2001.

**Package Sizes, Tariffs, Quantity Discount and Premium**, with S Kokovin and E. Zelobodko, 2002.

## **Other Professional Activities**

Member, Program Committee, 1998 EARIE (European Association for Research in Industrial Economics) Meeting in Copenhagen, Denmark.

Referee for

*American Economics Review*,

*Journal of Industrial Economics*,

*Canadian Journal of Economics*,

*International Journal of Industrial Organization*,

*National Science Foundation*.

*RAND Journal of Economics*,

*Journal of Economic Behavior & Organization*,

*Economic Theory*

Discussant and Chair in many Professional meetings; also served as an Expert Witness.

## **Memberships**

American Economic Association.

European Association for Research in Industrial Economics.

Econometric Society.

## **Grants, Awards and Honors**

Listed in Who's Who in America, 2009 and 2011 Editions.

Sigma Xi - The Scientific Research Society.

Alpha Pi Mu, Industrial Engineering Honor Society.

Omicron, Delta Epsilon, International Economics Honor Society.

School of Business Summer Research Grant, 2007.

Senior Scholar Grant, Ministry of Education, Japan, 2004.

University of Louisville, Project Initiation and Project Completion Grants, 2000, 2001.

Outstanding graduate teaching award, 2000-2001, College of Business & Public Administration.

Senior Scholar Grant,, Ministry of Education, Japan, 2000.

S. E & H Foundation Research Grant, 1999.

Japan Society for the Promotion of Science Fellowship, 1996-1997.

Japan Foundation Fellowship Award, 1992.

Wal-mart Free Enterprise Fellow, 1990-1992.

School of Business Outstanding Research Award, 1990.

AT&T and Bell South Foundation Grant, 1990.

Research Initiative Award, University of Louisville, 1989 and 1990

Southern Regional Board of Education Grant , 1989.

Bureau of Census Research Grant, 1987.

Research Grant from Commission on Academic Excellence, University of Louisville, 1981.

Chicago Board of Trade Grant , 1980.

General Electric Grant: University of Chicago, 1979.

### **Industry/ Consulting Experience**

Over thirty five years of experience with industry in various capacities. Areas include inventory and production control, forecasting, merger analysis, and pricing. Consulting experience with local, national, and multi-national companies on various economic and business problems.

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