

# R. Scott Hiller

Department of Economics  
Fairfield University  
1073 North Benson Rd  
Fairfield, CT 06824

Office: (203) 254-4000 ext. 2795  
Email: rhiller@fairfield.edu  
Homepage: <http://faculty.fairfield.edu/rhiller/>

## Employment

Associate Professor, Department of Economics, Fairfield University,	August 2018 - present
Assistant Professor, Department of Economics, Fairfield University,	August 2013-July 2018
Visiting Scholar, Audible, Inc.	September 2020 - present

## Education

Ph.D in Economics, University of Colorado at Boulder,	May 2013
M.A. in Economics, University of Colorado at Boulder,	May 2010
B.A. in Business Administration (cum laude), University of South Carolina Honors College,	May 2005

## Publications

“Tariff Pass-Through and Welfare in the Tablet Computer Market” (with Scott Savage), *Journal of Industrial Economics*, 69(2), 2021, 369-409.

“When Falling Just Short is a Good Thing: The Effect of Past Performance on Improvement.” (with Mariya Burdina) *Journal of Sports Economics*, 22(7), 2021, 777-798.

“Using Aggregate Market Data to Estimate Patent Damages” (with Scott Savage and Donald Waldman), *International Journal of Industrial Organization*, 60, 2018, 1-31.

“The Rise of Streaming Music and Implications for Music Production” (with Jason Walter), *Review of Network Economics*, 16(4), 2018, 351-385.

“Profitably Bundling Information Goods: Evidence from the Evolving Video Library of Netflix,” *Journal of Media Economics*, 30(2), 2017, 65-81.

“Goal Attainability and Performance: Evidence from Boston Marathon Qualifiers,” (with Mariya Burdina and Neil Metz), *Journal of Economic Psychology*, 58, 2017, 77-88.

“Sales Displacement and Streaming Music: Evidence from YouTube,” *Information Economics and Policy*, 34, 2016, 16-26.

“The Importance of Quality: How Music Festivals Achieved Commercial Success,” *Journal of Cultural Economics*, 40, 2016, 309-334.

“Market Structure and Media Diversity,” (with Scott Savage and Donald Waldman), *Economic Inquiry*, 53(2), 2015, 872-888.

“Exclusive Dealing and its Effects: The Impact of Large Music Festivals on Local Music Venues,” *Review of Industrial Organization*, 45(2), 2014, 153-175.

## Working Papers

- “Bundling Information Goods to Reduce Search Costs” (with Jason Walter) Under Review
- “Music Consumption Decisions in a Non-Durable Streaming Environment” (with Jason Walter) Under Review

## Works in Progress

- “Closing the Window: Film Release in the Age of Digital Distribution”

## Presentations

- |  |                |
|--|----------------|
| Western Economic Association International Conference                                    | July 2023      |
| Southern Economic Association Conference   | November 2022  |
| 20th Annual International Industrial Organization Conference                             | May 2022       |
| American Economic Association Annual Meeting   | January 2020   |
| Western Economic Association International Conference                                    | June 2019      |
| 17th Annual International Industrial Organization Conference                             | April 2019     |
| 16th Annual International Industrial Organization Conference                             | April 2018     |
| American Economic Association Annual Meeting   | January 2018   |
| TPRC 45: The Research Conference on Communications, Information and Internet Policy 2017 | September 2017 |
| Music Industry Research Association Conference   | August 2017    |
| NBER Summer Workshop (IT & Digitization) - Poster Session                                | July 2017      |
| Western Economic Association International Conference                                    | June 2017      |
| Searle Conference on Innovation Economics (Invited Discussant)                           | June 2017      |
| 15th Annual International Industrial Organization Conference                             | April 2017     |
| American Economic Association Annual Meeting (Invited Discussant)                        | January 2017   |
| American Economic Association Annual Meeting   | January 2016   |
| Southern Economic Association Conference   | November 2015  |
| Sixth Annual Searle Conference on Internet Search and Innovation (Invited Discussant)    | June 2015      |
| 13th Annual International Industrial Organization Conference                             | April 2015     |
| NBER Summer Workshop (IT & Digitization)   | July 2014      |
| Western Economic Association International Conference                                    | June 2014      |
| Fifth Annual Searle Conference on Internet Search and Innovation                         | June 2014      |
| 10th Annual International Industrial Organization Conference                             | March 2012     |

## Seminars

Wesleyan University Economics Seminar September 2018  
 University of Colorado - Colorado Springs December 2015

## Grants, Awards, Fellowships

Summer Research Grant, Dolan School of Business Summer 2018  
 Faculty Grant, Fairfield University, Summer 2015  
 Summer Research Stipend, Fairfield University, Summer 2014  
 Center for the Analysis of Property Rights and Innovation Research Grant (co-PI w/ Jin-Hyuk Kim),  
 December 2013

University of Colorado, Boulder:

Graduate School Summer Dissertation Fellowship, Awarded by the Graduate School Summer 2012  
 Graduate Economics Fellowship, Awarded by the Graduate School Fall 2008

## Teaching Experience

Fairfield University:

Assistant, Associate Professor Fall 2013-Present  
 Courses taught: Intro to Microeconomics, Intro to Macroeconomics, Industrial Organization, Intermediate Microeconomics, Media Economics, Econometrics, Micro Senior Seminar

University of Colorado, Boulder:

Instructor, Teaching Assistant Fall 2008-Spring 2013  
 Courses taught: Principles of Macro, Intermediate Macro, Math Statistics for Economists

## Professional Service

Referee for *Information Economics and Policy* x9  
 Referee for *Economic Inquiry* x2  
 Referee for *Journal of Cultural Economics* x2  
 Referee for *Journal of Media Economics* x2  
 Referee for *International Journal of Industrial Organization*  
 Referee for *Energy Economics*  
 Referee for *Empirical Economics*

Referee for *Telematics and Informatics*

Referee for *Policy and Internet*

Referee for *International Journal on Media Management*

Referee for *Journal of Interdisciplinary Economics*

Referee for *Journal of Media Business Studies*

Referee for *Poetics: Journal of Empirical Research on Culture, the Media and the Arts*

## University Service

Academic Council	2022-
Student Academic Grievance Board	2022-
Economics Hiring Committee	2022
University Advancement Committee (chair, 2021-2022)	2019-2022
DSB Graduate Curriculum Committee	2018-
Analytics Department Hiring Committee - Outside Member	2019
Strategic Plan Academic Distinction and Excellence Team	2018-2019
Athletics Committee	2015-2018
Economics Hiring Committee	2015
First Year Experience Community Associate	2014-2015
Cornerstone Faculty	2014-2015
Undergraduate Curriculum Committee	Fall 2014
Advisor for the National Society of Collegiate Scholars, Fairfield Chapter	
Economics Department Strategic Planning Committee	

Last updated: July 10, 2023