

CURRICULUM VITAE
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EDUCATION

B.A., Economics, summa cum laude, Brigham Young University, 1995.
Ph.D., Economics, Massachusetts Institute of Technology, 1999.

PROFESSIONAL APPOINTMENTS

Associate Professor, Graduate School of Business, Stanford University, 2007-present.
Assistant Professor, Graduate School of Business, Stanford University, 2002-2007.
National Fellow, Hoover Institution, Stanford University, 2002-2003.
Faculty Research Fellow, National Bureau of Economic Research, 2001-present.
Assistant Professor, Department of Economics, UC San Diego. 1999-2002.

HONORS AND FELLOWSHIPS

Journal of Industrial Economics “Best Article” prize, 2008.
Fletcher Jones Faculty Scholar, Stanford Graduate School of Business, 2006-2007
Robert Solow Dissertation Award, Massachusetts Institute of Technology, 1999.
NBER Nonprofits Program Dissertation Fellowship, 1998-1999.
NBER Health & Aging Fellowship, 1997-1998.
Earhart Graduate Fellowship, 1995-1996.
Valedictorian, Department of Economics, BYU, 1995.

RESEARCH GRANTS

National Science Foundation Grant #SES-0079201: “Heterogeneous Consumer Search and Social Learning: Empirical Studies.” Dates: 01 Aug 2000—31 Jul 2002.

RESEARCH PAPERS

(listed in approximate chronological order)

- Sorensen, A., “Equilibrium Price Dispersion in Retail Markets for Prescription Drugs,” 2000. *Journal of Political Economy*, v. 108 n. 4, pp. 833-850. (Reprinted in Joskow and Waterson (eds.), “*Empirical Industrial Organization, Vol. I*”, 2004, pp. 253-270.)
- Sorensen, A. “An Empirical Model of Heterogeneous Consumer Search for Retail Prescription Drugs,” 2001. NBER Working Paper #8548.
- Sorensen, A., “Insurer-Hospital Bargaining: Negotiated Discounts in Post-deregulation Connecticut,” 2003. *Journal of Industrial Economics*, v. 51 n. 4, pp. 471-492.
- Jin, G. and A. Sorensen, “Information and Consumer Choice: The Value of Publicized Health Plan Ratings,” 2006. *Journal of Health Economics*, v. 26 n. 2, pp. 248-275.
- Sorensen, A. “Social Learning and Health Plan Choice,” 2006. *RAND Journal of Economics*, v. 37 n. 4, pp. 1-29.
- Sorensen, A. “Bestseller Lists and Product Variety,” 2007. *Journal of Industrial Economics*, v. 55 n. 4, pp. 715-738. (Recipient of “Best Article of the Year” prize.)
- Berger, J., Rasmussen, S., and A. Sorensen, “Positive Effects of Negative Publicity: Can Negative Reviews Increase Sales?” 2009. (Conditionally accepted, *Marketing Science*.)
- Mortimer, J. and A. Sorensen, “Supply Responses to Digital Distribution: Recorded Music and Live Performances,” 2007. Stanford working paper.
- Hendricks, K. and A. Sorensen, “Information and the Skewness of Music Sales,” 2009. *Journal of Political Economy*, v. 117 n. 2, pp. 324-369.
- Chu, C., Leslie, P. and A. Sorensen, “Nearly Optimal Pricing for Multiproduct Firms,” 2008. Stanford working paper. Forthcoming, *American Economic Review*.
- Leslie, P. and A. Sorensen, “The Welfare Effects of Ticket Resale,” 2009. Stanford working paper.
- Hendricks, K., A. Sorensen, and T. Wiseman, “Observational Learning and the Demand for Search Goods,” working paper, 2009.
- Leslie, P. and A. Sorensen, “Calorie Posting at Chain Restaurants,” 2009. Stanford working paper.

OTHER RESEARCH IN PROGRESS

- “Competition and Diffusion for Word-of-Mouth Products,” with Li Hao.
- “Optimal Advertising for Word-of-Mouth Products: A Dynamic Model of Advertising for Major Motion Pictures”

OTHER PROFESSIONAL ACTIVITIES

Referee: *American Economic Review*, *Econometrica*, *Economic Inquiry*, *Economic Journal*, *Energy Journal*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Econometrics*, *Journal of Economic Behavior and Organization*, *Journal of Economic Theory*, *Journal of Economics and Management Strategy*, *Journal of the European Economic Association*, *Journal of Industrial Economics*, *Journal of Political Economy*, *Journal of Public Economics*, *National Science Foundation*, *Quarterly Journal of Economics*, *RAND Journal of Economics*, *Regional Science and Urban Economics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Review of Industrial Organization*, *Scandinavian Journal of Economics*

Member: American Economic Association, Econometric Society

INVITED ACADEMIC PRESENTATIONS

MIT Economics Department, October 1998
BYU Economics Department, December 1998
Columbia Business School, January 1999
Princeton Economics Department, January 1999
University of Pennsylvania Economics Department, January 1999
University of Rochester, Simon Graduate School of Business, January 1999
Northwestern University, Kellogg School of Management, January 1999
University of Chicago, Graduate School of Business, January 1999
University of Wisconsin Economics Department, February 1999
UC San Diego Economics Department, February 1999
Stanford University Graduate School of Business, February 1999
Yale School of Management, February 1999
Boston University School of Management, February 1999
MIT Sloan School of Management, February 1999
UC Berkeley Economics Department, September 2000
UC Los Angeles Economics Department, November 2000
NBER Winter IO Program, February 2001
Federal Trade Commission, March 2001
UC Davis Economics Department, May 2001
University of Arizona Economics Department, October 2001
Stanford University Applied Microeconomics Seminar, October 2001
UC Berkeley, October 2001
Brigham Young University (Smith chair), December 2001
UCLA School of Public Health, January 2002

Harvard/MIT Industrial Organization Seminar, February 2002
George Washington University, March 2002
University of Maryland, March 2002
Johns Hopkins University, March 2002
Stanford Graduate School of Business, March 2002
Northwestern University, June 2002
Marshall School of Business, USC, November 2002
UC Davis, April 2003
Olin School of Business (Wash. U.), April 2003
Haas School of Business (UC Berkeley), May 2003
Federal Trade Commission, April 2004
University of Pennsylvania (Wharton School), April 2004
International IO Conference (Atlanta), April 2005
Haas School of Business (UC Berkeley), March 2005
University of British Columbia Summer IO Conference, July 2005
NBER Summer Institute, July 2005
Kellogg School of Management (Northwestern), May 2006
UCLA Economics Department, May 2006
The Ohio State University Economics Department, May 2006
Utah Winter Business Economics Conference, March 2007
NBER Summer Institute, July 2007
Brigham Young University, October 2007
University of Maryland, November 2007
Duke University, November 2007
University of Wisconsin, April 2008
Stanford Institute for Theoretical Economics (SITE), July 2008
NBER Summer Institute, July 2008
Yale Department of Economics, March 2009
University of Calgary, March 2009
NYU Stern School of Business, April 2009
Northwestern Department of Economics, May 2009

LANGUAGES

English, Spanish