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#### **CURRENT POSITIONS**

UC Davis Graduate School of Management, Associate Professor, 2010-present  
Federal Reserve Bank of Chicago, Consulting Economist, 2007-present  
International Journal of Industrial Organization, Associate Editor, 2004-present

#### **EDUCATION**

UC Davis (1996), Ph.D. in Economics.  
University of Pennsylvania (1991), B.A. in Economics and Political Science.

#### **FIELDS**

Household finance, banking, regulation and consumer protection, industrial organization.

#### **JOURNAL PUBLICATIONS**

1. “Fuzzy Math, Disclosure Regulation and Credit Market Outcomes: Evidence from Truth in Lending Reform” (with Jon Zinman), *Review of Financial Studies* 24(2), 2011: 506-534.
2. “Strategic Incompatibility in ATM Markets” (with Chris Knittel), *Journal of Banking and Finance* 35(10), October 2011: 2627- 2636.
3. “Some New Evidence on Competition in Payday Lending Markets,” *Contemporary Economic Policy*, March 2011: <http://onlinelibrary.wiley.com/doi/10.1111/j.1465-7287.2011.00254.x/pdf>.
4. “Exponential Growth Bias and Household Finance” (with Jon Zinman), *Journal of Finance* 64(6), December 2009: 2807-2849.
5. “How Does Incompatibility Affect Prices? Evidence from ATMs” (with Chris Knittel), *Journal of Industrial Economics* LVII (3), September 2009: 557-582.
6. “What Do Consumers Really Pay on Their Checking and Credit Card Accounts? Explicit, Implicit and Avoidable Costs” (with Jon Zinman), *American Economic Review Papers and Proceedings* 99 (2), May 2009: 424-429.
7. “Incompatibility, Product Attributes and Consumer Welfare: Evidence from ATMs” (with Chris Knittel), *BE Journal of Economic Analysis and Policy* 8(1) (Advances), 2008.
8. “The Causes of Bargaining Failure: Evidence from Major League Baseball” (with Amy Farmer and Paul Pecorino), *Journal of Law and Economics* XLVII(2), October 2004: 543-568.

9. "Ask Prices, Offers and Time-to-Sale in an Online Exchange" (with Amy Farmer), *Economic Inquiry* 42(1), January 2004: 14-28.
10. "The Economics of Standards Wars," *Review of Network Economics* 3(1), March 2004:1-19.
11. "Price Ceilings, Focal Points, and Tacit Collusion: Evidence from Credit Cards" (with Chris Knittel), *American Economic Review* 93(5), December 2003: 1703-1729.
12. "Strategic Responses to Regulatory Threat in the Credit Card Market," *Journal of Law and Economics* XLVI (2), October 2003: 427-452.
13. "Pricing with Consumer Switching Costs: Evidence from the Credit Card Market," *Journal of Industrial Economics* 50(4), December 2002: 475-492.
14. "Competition and Pricing in the Credit Card Market," *Review of Economics and Statistics* 82(3), August 2000: 499-508.
15. "Environmental Regulation as an Entry Barrier for Small Manufacturing Establishments: A Longitudinal Examination," *Journal of Environmental Economics and Management* 40, 2000: 56-75. (with Tom Dean and Robert Brown).
16. "Ranking Graduate Programs by Graduate Publications," *Economic Inquiry* 38(2), April 2000, 358-367. (with Jeffery T. Collins and Richard G. Cox).
17. "The Tax Reform Act of 1986 and the Composition of Consumer Debt," *National Tax Journal* LII (4), December 1999, 717-739.

#### **WORKING PAPERS AND WORK IN PROGRESS**

18. "Celebrity Endorsements, Reputation Risk and Firm Value: Evidence from the Tiger Woods Scandal" (with Chris Knittel). Revise and resubmit, *Management Science*.
19. "Limited and Varying Consumer Attention: Evidence from Shocks to the Salience of Overdraft Fees" (with Jon Zinman), NBER Working Paper 17028. In submission.
20. "The Productivity Benefits of IT Outsourcing" (with Chris Knittel).
21. "Borrowing High vs. Borrowing Higher: Sources and Consequences of Dispersion in Individual Borrowing Costs" (with Jon Zinman)

#### **OTHER PUBLICATIONS**

22. "Debit or Credit: How People Choose to Pay" (with Jon Zinman), Research Monograph, Filene Institute, November 2008.
23. "The Economics and Strategy of Standards and Standardization" (with Shane Greenstein), in Scott Shane (ed.), *Handbook of Technology and Innovation Management*: Blackwell, Oxford, UK 2008.

24. "Outsource or Die," (with Jon Zinman), Research Monograph, Filene Institute, August 2007.
25. "Credit Cards," (with Julian Wright), *New Palgrave Dictionary of Economics*: MacMillan, Hampshire, UK, 2007.
26. *Standards and Public Policy* (ed., with Shane Greenstein), Cambridge Press, 2006.
27. "Outsourcing, Firm Size and Product Complexity," (with Yukako Ono), *Federal Reserve Bank of Chicago Economic Perspectives*, 1<sup>st</sup> Quarter 2005: 2-11.
28. "Emerging Payment Standards and Public Policy," (with Tom Ciesielski and Carrie Jankowski), Federal Reserve Bank of Chicago *Annual Report*, 2004.
29. "The Economics of Standards: Public Policy and Market Performance" (with Carrie Jankowski), Federal Reserve Bank of Chicago *Fed Letter*, August 2004.

#### **GRANTS AND AWARDS**

Russell Sage Foundation Grant "Behavioral Biases in Household Financial Decision-making," 2011-2012.  
 Finalist, UCD GSM Professor of the Year, 2010.  
 National Science Foundation Grant "Information Technology, Outsourcing and Productivity," 2008-2010.  
 NET Institute Research Grant, Summer 2004, Summer 2006.  
 Filene Institute Research Grant "Outsource or Die," 2006-2007.  
 Filene Institute Research Grant "Payment Choices," 2006-2008.  
 FDIC Research Grant, 2006.  
 Allen H. Keally Teaching Award, University of Tennessee, 1999-2000.  
 Club 6 (High Teaching Evaluations), Haas School, UC Berkeley, 1998.  
 Finalist, Allen H. Keally Teaching Award, University of Tennessee, 1997-98.

#### **RECENT PROFESSIONAL PRESENTATIONS**

"Borrowing High vs. Borrowing Higher: Sources and Consequences of Dispersion in Individual Borrowing Costs"  
 Boulder Conference on Financial Decisionmaking (2011), NBER Behavioral Economics (2011), NBER Household Finance (2011), American Economic Association (2012)

"Limited and Varying Attention: Evidence from Shocks..."  
 American Economic Association Annual Meeting (2011), Kellogg (2010), Federal Reserve Bank of Chicago (2009)

"Homeownership, Consumption and the Housing Wealth Collapse of 2006-2008"  
 NBER Summer Institute CRIW group (2009)

"What Do Consumers Really Pay on Their Checking and Credit Card Accounts? Explicit, Implicit and Avoidable Costs"  
 American Economic Association Annual Meeting (2009)

"Exponential Growth Bias and Household Finance"

Yale Behavioral Science Conference (2008), American Economic Association (2008), UC Davis (2008), Cornell University (2008), Federal Reserve Bank of Chicago (2008), Dartmouth College, Economics Department (2006).

“The Productivity Benefits of IT Outsourcing”

Northwestern (2010), UC, Berkeley (2008), American Economic Association (2008), Federal Reserve Bank of Kansas City (2008), NBER Summer Institute Productivity Group (2007).

“Fuzzy Math, Disclosure Regulation and Credit Market Outcomes”

Stanford University (2008), NBER Summer Institute Law and Economics Group (2008), American Economic Association (2007), UC Berkeley (2006), Georgetown University (2006), Federal Reserve Board (2006), IIOC Conference (2006), Federal Trade Commission (2005).

#### **PAST POSITIONS**

UC Davis Graduate School of Management, Assistant Professor, 2008-2010  
National Bureau of Economic Research, Research Economist, 2009-2011  
Tuck School of Business, Associate Professor, 2004-2008  
Federal Reserve Bank of New York, Visiting Senior Economist, 2004  
Federal Reserve Bank of Chicago, Economist/Senior Economist, 2001-2003  
University of Chicago GSB, Adjunct Assistant Professor, 2001-2003  
UC Berkeley, Haas School of Business, Visiting Assistant Professor, 1998  
University of Tennessee, Assistant Professor, 1996-2001

#### **COURSES TAUGHT**

Microeconomics (undergrad, MBA), Industrial Organization (undergrad, Ph.D.),  
Competitive Strategy (undergrad, MBA), Government and Business (undergrad, MBA),  
Public Economics (undergrad).