

## **Curriculum Vitae**

### **Sougata Poddar**

Argyros School of Business and Economics, Chapman University.

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### **Present Positions:**

1. Associate Professor - Argyros School of Business and Economics, Chapman University, California, USA, July 2017- Present.

### **Previous Positions:**

1. Visiting Professor – Indian Institute of Foreign Trade (IIFT), India, Aug 2020 – Dec 2020.
2. Visiting Associate Professor, University of Redlands, USA, July 2015 – June 2017.
3. Associate Professor of Economics, Faculty of Business, Auckland University of Technology, New Zealand, January 2012 – June 2015.
4. Visiting Fellow - Southern Methodist University, Dallas, USA, Dec 2012 – Feb 2013.
5. Visiting Associate Professor - Nanyang Technological University, Singapore, Jan 2010 - Dec 2011.
6. Visiting Fellow - Southern Methodist University, Dallas, USA, July 2010 – Sept 2010.
7. Associate Professor of Economics - Hanyang University, Seoul, Korea, Jun 2008 – December 2011.
8. Assistant Professor - National University of Singapore, Jun 1999 – Jun 2008.
9. Assistant Professor - IGIDR, Mumbai, India, Jan 1998 – June 1999.
10. Research Fellow - CORE, Belgium, Oct 1997 – Jan 1998.
11. Asst. Research Professor - University of Copenhagen, Denmark, Aug 96 – Sept 97.

### **Teaching Areas, Experience and Awards:**

**Extensive teaching experience (more than 22 years) in the following areas. I also specialize in teaching for the adult working professionals (Evening courses).**

1. Microeconomics and Macroeconomics – Under and Postgraduate Economics Program
2. Business Economics - MBA Program (MBA Program IIFT, Kolkata)
3. Principles of Economics – Large class of 400 students and Interdisciplinary Program.
4. Statistics for Data Science – MBA Program (UCI Paul Merage School of Business)
5. International Business – Undergraduate and MBA Program (University of Redlands)
6. Managerial Economics – Undergraduate, postgraduate level and MBA Program
7. Advanced Specialized/Seminar Courses: Industrial Organization, Game Theory and Applications, Mathematical Economics and Topics in Economics.

**Awards:** Dean's recognition in Achieving Teaching Excellence – 2017, University of Redlands  
Nominated in the category – Best Student Advocate – 2019, Chapman University

### **Education:**

Ph.D. in Economics from Center for Operations Research and Econometrics (CORE) and European Doctoral Program, Universite Catholique de Louvain, Belgium, 1996.

Master of Statistics (M. Stat) and Bachelor of Statistics (B. Stat) from Indian Statistical Institute (ISI) in 1992 and 1990 respectively.

### **Areas of Research Interests:**

Microeconomics, Industrial Organization, Applied Game Theory, Spatial Economics, Patent Licensing, Digital Piracy, Copyright Violations and IPR protections, Competition Policy

### **Journal Articles:**

#### **Publications/Forthcoming:**

1. Technology Selling and Innovation with Bargaining (joint with Swapnendu Banerjee and Yuanzhu Lu). Bulletin of Economic Research - June 2020 (in press).
2. Technology Transfer in Spatial Competition when Licensees are Asymmetric (joint with S. Banerjee and M. Ghosh). The Manchester School – Aug 2020 (in press).
3. Technology Licensing and Innovation – A Correction on Two-Part Tariff Analysis (joint with S. Banerjee and Yuanzhu Lu). Economics Letters, Vol 183, 2019.
4. To sell or not to sell’: Licensing versus Selling by an Outside Innovator (joint with Swapnendu Banerjee). Economic Modelling, Vol. 76, 2019.
5. Limiting End-user Piracy - The Role of Private and Public Anti-Piracy Measure (joint with Yuanzhu Lu). Annals of Economics and Finance, Vol. 20-1, 2019.
6. Strategic Choice of Network Externality and its Impact on Digital Piracy (joint with Yuanzhu Lu). Review of Industrial Organization, Vol. 51, 2018.
7. Impact of Network Externality on End-User Piracy: Revisited (joint with Yuanzhu Lu). Economics Bulletin, Vol. 37, 2017.
8. Patent Licensing in Spatial Models (joint with Y. Lu). Economic Modelling, Vol. 42, 2014.
9. An Introduction to the Special Issue - Sustainable Economic Development: Policies and Strategies (joint with S. Kumar and R. Sen), New Zealand Economic Papers, Vol. 48, 2014.
10. Accommodation or Deterrence in the Face of Commercial Piracy: The Impact of Intellectual Property Rights (IPR) Protections (joint with Yuanzhu Lu). Oxford Economic Papers, Volume 64, No. 3, 2012.
11. Patent Licensing from High-Cost to Low-Cost Firm (joint with Uday Bhanu Sinha). Economic Record, Vol. 86, Issue. 274, 2010.
12. Product Innovation and Stability of Collusion (joint with Bibhas Saha). Economics Bulletin, Volume 30, No. 2, 2010.
13. Endogenous Timing in a Mixed Duopoly and Private Duopoly – Capacity then Quantity Game: The Linear Demand case (joint with Yuanzhu Lu). Australian Economic Papers, Volume 48, No. 2, 2009.
14. Firm Ownership, Product Differentiation and Welfare (joint with Yuanzhu Lu). The Manchester School, Volume 75, No. 2, 2007.
15. Music Product as a Durable Good and Online Piracy. Review of Economic Research on Copyright Issues, Volume 3, No. 2, 2006.
16. The Choice of Capacity in Mixed Duopoly under Demand Uncertainty (joint with Yuanzhu Lu). The Manchester School, Volume 74 No. 3, 2006.
17. Mixed Oligopoly and the Choice of Capacity (joint with Yuanzhu Lu). Research in Economics, (formerly Recherche Economique) Vol. 59, Issue. 4, 2005.
18. On Patent Licensing in Spatial Competition (joint with Uday Bhanu Sinha). Economic Record, Volume 80, Number 249, 2004.
19. Strategic choice in durable goods market when firms move simultaneously. Research in Economics; Volume 58, 2004.
20. Research Joint Ventures (RJVs) in Product Innovation and Cartel Stability (joint with Luca Lambertini and Dan Sasaki). Review of Economic Design, Vol. 7, No.4, 2003.
21. Excess capacity: A Note. Keio Economic Studies; Vol. 40 No. 1, 2003.
22. Price Versus Quantity Revisited (joint with Luca Lambertini and Dan Sasaki).

- Economia Politica, Volume 20, December 2003.
23. The Strategic Benefit from Advance Production (joint with Dan Sasaki), European Journal of Political Economy, Vol. 18, No. 3, 2002.
  24. Research Joint Ventures and Price Collusion under Endogenous Product Differentiation (joint with L. Lambertini and D. Sasaki), International Journal of Industrial Organization, Vol. 20, No. 6, 2002.
  25. Network Structure and Entry in the Deregulated Airline Industry (joint with Joseph Berechman and Oz Shy). Keio Economic Studies, Volume 35, Number 2, 1998.
  26. Standardization and the Stability of Collusion (joint with Luca Lambertini and Dan Sasaki), Economics Letters, Vol. 58, No. 3, 1998.
  27. Demand Fluctuations and Capacity Utilization under Duopoly (joint with Jean Gabszewicz), Economic Theory, Vol. 10, No. 1, 1997.

#### **Present Research and Completed Papers under Review:**

1. Innovation, Diffusion and Shelving (joint with S. Banerjee, M. Ghosh, L. Yuanzhu)
  2. Optimal IPR Infringement Enforcement Policy and Innovation (joint with D Banerjee).
  3. Optimal Ad valorem and Per-unit Royalty Licensing in a Spatial Competition (joint with S Banerjee and A Mukherjee).
  4. Endogenous Favoritism, Status Incentives and Optimal Efficiency (with Banerjee & Dey).
- Google Scholar page: <http://scholar.google.com/citations?user=Of4SU-gAAAAJ&hl=en>

#### **Book Chapters, Editorial and Book Review:**

1. On Patent Licensing (joint with Uday Bhanu Sinha) in Roberto Cellini and Luca Lambertini (eds.) The Economics of Innovation: Incentives, Cooperation, and R&D Policy, Emerald UK, 2008.
2. Sougata Poddar, "Editorial," The Singapore Economic Review (SER), Vol. 51(02), 2006.
3. A Concise Handbook of Movie Industry Economics - Edited by Charles C. Moul; The Economic Journal, Volume 116, Number 509, 2006 – Book Review.
4. On Software Piracy in Digital Economy: Impacts, Influences and Challenges. Edited by Harbhajan Kehal. IDEA Publishing Inc. 2004.
5. Entry under Uncertainty in Technology, Information and Market Dynamics: Topics in Advanced Industrial Organization. Edited by Patrizio Bianchi and Luca Lambertini. Edward Elgar, 2002.
6. Games of Timing: State-of-Art Research on Strategic Investment (joint with Dan Sasaki) in Technology, Information and Market Dynamics: Topics in Advanced Industrial Organization. Edited by Patrizio Bianchi and Luca Lambertini, EE, 2002.

#### **Referee for Journals:**

*American Economic Review, Games and Economic Behavior, International Economic Review, The Economic Journal, Journal of Economic Behavior and Organization, Journal of Economics and Management Strategy, International Journal of Industrial Organization, Economic Theory, Economic Record, Economic Inquiry, The Manchester School, Information Economics and Policy, Information Systems Research, International Journal of Business and Economics, Review of Development Economics, Bulletin of Economic Research, Australian Economic papers, Journal of Economics, Singapore Economic Review, South African Journal of Economics, New Zealand Economic Papers.*

**Editorial Activity:**

1. Guest Editor of the special issue of *New Zealand Economic Papers* (Vol. 48, No. 3, 2014). Theme: “Sustainable Economic Development: Policies and Strategies”.
2. Guest Editor of the special issue of *Singapore Economic Review* (Vol. 51, No. 2, 2006) Theme: “Information Economics and Competition Policy”.

**Reviewer for External Research Grants:**

1. Research Grants Council (RGC) of Hong Kong 2018 – Proposal titled “Auction Design with a Risk Averse Designer”.
2. Research Grants Council (RGC) of Hong Kong 2018 – Proposal titled “An Ethnography of Emerging Debates on the Valuation of Intangibles in Taiwan, Hong Kong, and China”.
3. Research Grants Council (RGC) of Hong Kong 2018 – Proposal titled “Building a Robust Trademark Fair Use Mechanism in China”.
4. Research Grants Council (RGC) of Hong Kong 2017 – Proposal titled “Parrondo Effect in Time Series”.
5. Research Grants Council (RGC) of Hong Kong, 2015 - Proposal titled "Competition, Patent Protection and Innovation".
6. Research Grants Council (RGC) of Hong Kong, 2014 - Proposal titled “Political Economy of Middle Class Activism”.
7. Research Grants Council (RGC) of Hong Kong, 2013 - Proposal titled "Digital Piracy, Software Bundling and Cloud-based Software Service: An Economic Analysis".

**Research Grants:**

1. Research and Conference Travel Funding from Chapman University, 2020. Amount \$4000. ISI Delhi Conference, and ISB CODE Conference Kolkata.
2. Research and Conference Travel Funding from Chapman University, 2019. Amount \$6000. Stony Brook Game Theory Conference, New York and Singapore Economic Review Conference.
3. PBRF Research Grant from Auckland University of Technology, 2013. Amount: \$5,000. Project Title: IPR Protections, Piracy and Innovation.
4. Research Grant from Hanyang University, Seoul, September 2008 – August 2009. Amount: \$12,000
5. R-122-000-040-112 – National University of Singapore, September 2004 – June 2006. Project: Competition Policy and Information Economics. Amount: \$7000
6. R-122-000-086-112 – National University of Singapore, March 2001 – October 2002. Project Title: Economics of Software Piracy. Amount: \$8000

**Selected Conference Presentations/Seminars/Public Lectures:**

1. Invited Seminar Presentation at Indian Institute of Foreign Trade (IIFT), Kolkata – Jan 2020
2. Invited Paper Presentation at the *13th Conference on the Digital Economy (CODE)*, ITC Sonar, Kolkata, - December 2019.
3. Invited Paper Presentation at the *15th Annual Conference on Economic Growth and Development*, Indian Statistical Institute, New Delhi – December 2019.
4. Invited Paper Presentation, *International Game Theory Conference*, Stony Brook University, New York, USA - July 2019.
5. Invited Paper Presentation, *Singapore Economic Review Conference*, Singapore – Aug 2019
6. Invited Seminar at the *Presidency University*, Kolkata India – August 2019.
7. Invited Seminar and Visit at the *Jadavpur University*, Kolkata India – August 2019.
8. Poddar, S. 2018. Invited Seminar at *Indian Institute of Management*, Kolkata, India.

9. Poddar, S. 2018. Invited Seminar at the *Centre for Studies in Social Sciences, Kolkata, India*.
10. Poddar, S. 2016. Invited Public Lectures at *Indian Institute of Management, Indore, India*.
11. Poddar, S. 2015. Invited Public Lecture at the *Central University of Finance and Economics*, April 2015, Beijing China. Topic: *Digital Products, Copyright Violations and Innovation – Where are we standing now?*
12. Poddar, S. 2015. Invited Presentation at the *Infosys Corporation (Tech Company)*, January 2015, Seattle, WA, USA. Topic: *Application of Game Theory in Business*.
13. Poddar, S. 2014. Copyright violations, IPR Protection and Innovation, 2nd International Conference of the *New Zealand India Research Institute, NZ*, Dec 2014.
14. Poddar, S. and Banerjee D. 2014. Innovation and Copyright Infringement, *Texas A and M, Corpus Christie*, January 2014.
15. Poddar, S., and Lu, Y. 2013. Welfare Improving Monopoly. Invited Presentation at the *APJAE Symposium on Industrial Organization and Global Value Chains*, City University of Hong Kong, June 2013.
16. Poddar, S., and Lu, Y. 2013. Does Reliable Pirated Product Lead to More Piracy? *Brown Bag Seminar, Southern Methodist University, Dallas, Texas, USA*.
17. Poddar, S., and Lu, Y. 2012. Does Reliable Pirated Product Lead to More Piracy? *Asian Meeting of the Econometric Society, New Delhi, India, December 2012*.
18. Poddar, S., and Lu, Y. 2012. Does Reliable Pirated Product Lead to More Piracy? *8th Annual Conference on Economic Growth and Development New Delhi, India*.
19. Poddar, S., and Lu, Y. 2011. Accommodation or Deterrence in the Face of Commercial Piracy: The Impact of Intellectual Property Rights (IPR) Protection. *Economics Department Seminar, Indian Statistical Institute, New Delhi, India, January 2011*.
20. Poddar, S., and Lu, Y. 2011. Does Reliable Pirated Product Lead to More Piracy? *Singapore Economic Review Conference, Singapore, August 2011*.
21. Poddar, S., and Lu, Y. 2010. Accommodation or Deterrence in the Face of Commercial Piracy: The Impact of Intellectual Property Rights (IPR) Protection. *Economics Department Seminar, University of Texas, Arlington, Texas, September 2010*.
22. Poddar, S. 2006. Economics of Digital Piracy – The Case of Software and Movie. Invited Presentation at the *Workshop on Information and Communication Technology, Mannheim, Germany October 2006*.
23. Poddar, S., and Sinha, U. 2006. Patent Licensing from High Cost Firm to Low Cost Firm. Invited Presentation at the *Workshop on Innovations and Patent Licensing Stony Brook, NY, USA, July 2006*.

#### **Doctoral Dissertations Supervision:**

1. Ruby Toh, “Competition with Horizontal and Vertical Differentiation: Location Theory and Experiments”- Principal Supervisor, Graduated 2007 - National University of Singapore.
2. Alka Chadha, “Essays on TRIPs, Pharmaceuticals and Developing Countries with Special Reference to India” – Co-supervisor, Graduated 2006 - National University of Singapore.

#### **Student Mentorship/Supervision:**

1. BUS 290 -80 Internship – Student – Marius Revere, Spring 2020, Chapman University  
Title: Beyond the Bubble Marketing Solutions - Marketing
2. BUS 290 – 80 Internship – Student – Asch Byron, Spring 2019, Chapman University.  
Title: Mad System – Information Technology
3. BUS 290 - 80 Internship – Student - Angela Darjuan, Fall 2019, Chapman University.  
Title: Bonnti Inc. – Social Media Marketing

4. BUS 290 - 80 Internship – Student - Dilan Mistry, Spring 2018, Chapman University.  
Title: Creative Intern – Digital Marketing
5. BUS 290 - 80 Internship – Student – Aditya Krishnan, Summer2018, Chapman University.  
Title: Audits and Reports to Sarbanes Oxley

**Citation Counts of Sougata Poddar in Google Scholar (March 2021): 990**

Citation: 252 (since 2016), h-index – 17, i-10 index – 22.

**Top Three Cited Articles:**

- On Patent Licensing in Spatial Competition (joint with UB Sinha) – Economic Record (2004) – **Citation Count 145 (Mar 2021)**
- Demand Fluctuations and Capacity Utilization under Oligopoly (joint with JJ Gabszewicz) – Economic Theory (1997) – **Citation Count 123 (Mar 2021)**
- Research Joint Ventures, Product Differentiation, and Price Collusion (joint with L Lambertini and D Sasaki) - International Journal of Industrial Organization (2002) – **Citation Count 82 (Mar 2021)**