ARIJIT MUKHERJEE

CURRICULUM VITAE

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EMPLOYMENT HISTORY

2022 – *present*	*Professor,* Michigan State University, East Lansing MI
2014 – 2022	*Associate Professor,* Michigan State University, East Lansing MI
2008 – 2014	*Assistant Professor,* Michigan State University, East Lansing MI
2005 – 2008	*Senior Consultant*, Bates White LLC (Antitrust Practice), Washington DC

EDUCATION

Ph.D. Economics, Northwestern University, Evanston IL, 2005
Dissertation Title: Essays in Economics of Organization
Advisor: Michael D. Whinston
M.A. Economics, Northwestern University, Evanston IL, 2001
M.S. Indian Statistical Institute, New Delhi; India, 2000
B.Sc. Presidency College, Calcutta; India, 1998

FIELDS OF SPECIALIZATION

Organizational Economics, Personnel Economics, Contract Theory, Industrial Organization

PUBLICATIONS

[1] Optimal job design and information elicitation
The RAND Journal of Economics, *Vol. 57 (2026), pp. 176–204*
(with Zijian Qi and Luís Vasconcelos)

[2] "Sherlocking" and Platform Information Design
Management Science, *Vol. 71 (2025), pp. 9812–9830*
(with Jay Pil Choi and Kyungmin Kim)

[3] What makes agility fragile? A dynamic theory of organizational rigidity
Management Science, *Vol. 69 (2023) pp. 3578–3601*
(with Jin Li and Luís Vasconcelos)

[4] Learning to game the system
Review of Economic Studies, *Vol. 88 (2021) pp. 2014–2041*
(with Jin Li and Luís Vasconcelos)

PUBLICATIONS (Cont'd)

[5] Optimal certification policy, entry, and investment in the presence of public signals
The RAND Journal of Economics, *Vol. 51 (2020) pp. 989–1013*
(with Jay Pil Choi)

[6] On the trade-off between efficiency in job assignment and turnover: the role of break-up fees
Journal of Law Economics & Organization, *Vol. 34 (2018) pp. 230–271*
(with Luís Vasconcelos)

[7] On the optimality of diverse expert panels in persuasion games
Games and Economic Behavior, *Vol. 107 (2018) pp. 345–363*
(with Sourav Bhattacharya and Maria Goltsman)

[8] Relational contracts with subjective peer evaluations
The RAND Journal of Economics, *Vol. 47 (2016) pp. 3–28*
(with Joyee Deb and Jin Li)

[9] Strategic information revelation when experts compete to influence
The RAND Journal of Economics, *Vol. 44 (2013), pp. 522–544*
(with Sourav Bhattacharya)

[10] Star Wars: Exclusive talent and collusive outcomes in labor markets
Journal of Law Economics & Organization, *Vol. 28 (2012), pp. 754–782*
(with Luís Vasconcelos)

[11] Interim performance feedback in multistage tournaments: The optimality of partial disclosure
Journal of Labor Economics, *Vol. 29 (2011), pp. 229–265*
(with Maria Goltsman)

[12] Optimal job design in the presence of implicit incentives
The RAND Journal of Economics, *Vol. 42 (2011), pp. 44–69*
(with Luís Vasconcelos)

[13] Optimal disclosure policy when firms offer implicit contracts
The RAND Journal of Economics, *Vol. 41 (2010), pp. 549–573*

[14] Deregulation redux: Does mandating access to bottleneck facilities necessarily improve welfare?
Public Choice, *Vol. 142 (2010, Special Issue), pp. 363–377*
(with Richard S. Higgins)

[15] Disclosure or secrecy? The dynamics of open science
International Journal of Industrial Organization, *Vol. 27 (2009), pp. 449–462*
(with Scott Stern)

[16] Career concerns, matching, and optimal disclosure policy
International Economic Review, *Vol. 49 (2008), pp. 1211–50*

[17] Sustaining implicit contracts when agents have career concerns: Role of information disclosure
The RAND Journal of Economics, *Vol. 39 (2008), pp. 469–490*

WORKING PAPERS/WORKS IN PROGRESS (Cont'd)

[18] Managing Loyalty in Hierarchical Organizations
Revision requested from **The RAND Journal of Economics**
(with Hanzhe Li, Jin Li, and Luis Vasconcelos)

[19] Noisy Signal and Information Elicitation
(with Zijian Qi and Luís Vasconcelos)

TEACHING EXPERIENCE

Michigan State University, Department of Economics

Graduate:
Microeconomics (1st year core course; EC 812B)
Information Economics (2nd year field course; EC 911/912)
Industrial Organization (2nd year field course; EC 860)
Mathematics Boot Camp (for PhD program)

Undergraduate:
Intermediate Microeconomics (EC 301; EC 251H)
Private Enterprise and Public Policy/Industrial Organization (EC 360)
Advanced Microeconomics/Game Theory (EC 401)

FELLOWSHIPS, GRANTS, AND AWARDS

American Economic Journal: Microeconomics Excellence in Reviewing Award, 2021
Special Foreign Travel Fund, MSU, 2011, 2013
Econometric Society World Congress Travel Grant, 2010
MSU-CIBER Professional Development Grant, 2010
Bates White Research Enhancement Grant, 2005
Center for Study of Industrial Organization Fellowship, Northwestern University, 2004
The Graduate School and the Office for Research 2004/2005 Conference Travel Grant, Northwestern University
University Fellow, Northwestern University, 2000 – 2001
Calcutta University Fellowship for Masters' Program, 1998 – 2000

PROFESSIONAL INVOLVEMENTS

Invited seminars

Jadavpur University, University of Washington, Hong Kong University, Indian Institute of Management, Calcutta; XLRI-Xavier School of Management; Indian Institute of Foreign Trade, Kolkata, Peking University HSBC Business School, University of Illinois Urbana-Champaign, NUS Business School, Southern Methodist University, Boston University, SUNY—Stony brook, University of New South Wales, National University of Singapore, Ohio State University, University of Southern California, University of Iowa, Indiana University Purdue University Indianapolis, Florida Atlantic University, University of Western Ontario, Queen's University, Indian Institute of Management, Ahmedabad; Western Michigan University; University of Michigan, Ross School of Business; IESE; London Business School; Michigan State University; Pennsylvania State University; Indian School of Business; Bates White LLC; Cornell University; Rutgers Business School

Conference Presentations

CEPR IMP & ESF Joint Workshop: SDA Bocconi, Milan (2025), Org Econ Workshop, UNSW Sydney (2024), 2024 Michigan Theory Day, MSU, East Lansing; 10th Workshop on Relational Contracts: JKU, Linz (2024); Amitava Bose Memorial SERI Annual Workshop, IIM Calcutta* (2024); Berkeley-Columbia-Duke-MIT-Northwestern IO Theory Conference (2023); Sixth Workshop on Relational Contracts: NES, Moscow (2020); SIOE Annual Conference (2020); Microeconomics Workshop; IIM Calcutta (2019); 4th Annual Asia-Pacific Industrial Organization Conference† (2019); Queen's Organizational Economics Conference* (2019); Canadian Economic Theory Conference, UBC, Vancouver (2017); Annual Conference on Economic Growth and Development, Indian Statistical Institute, New Delhi (2016); Second Workshop on Relational Contracts: CUNEF, Madrid (2016); Annual Conference on Economic Growth and Development, Indian Statistical Institute, New Delhi (2013); Utah Winter Business Economics Conference, Salt Lake City* (2013); Asian Meeting of the Econometric Society, University of Delhi, New Delhi (2012); Annual Conference on Economic Growth and Development, Indian Statistical Institute, New Delhi (2012); North American Summer Meeting of the Econometric Society, Northwestern University, Evanston, IL (2012); Annual Conference on Economic Growth and Development, Indian Statistical Institute, New Delhi (2011); Society of Economic Design 7th Biannual Conference, Montreal (2011), Econometric Society World Congress, Shanghai, China, (2010); North American Summer Meeting of the Econometric Society, Boston University, Boston, MA (2009); UM-MSU-UWO Labor day conference, Ann Arbor (2009); Society of Labor Economics Annual Meetings, Boston, MA (2009); Tournaments, Contests, and Relative Performance Evaluation, North Carolina State University, Raleigh, NC (2008); North American Summer Meeting of the Econometric Society, Duke University, Durham, NC (2007); North American Summer Meeting of the Econometric Society, University of Minnesota, Minneapolis, MN (2006); Canadian Economic Association 40th Annual Meetings, Concordia University, Montréal (2006); Fall 2005 Midwest Economic Theory and Trade Conference, Lawrence, KS (2005); Fall 2004 Midwest Economic Theory and Trade Conference, St. Louis, MO (2004); IMS/ASA's SRMS Joint Mini Meeting on Current Trends in Survey Sampling and Official Statistics, Raichak, India, (Poster Presentation) (2004)

(* *Discussant*; †*Invited speaker*)

Conference organization

Fall 2021 Midwest Economic Theory Conference; Michigan State University, East Lansing
Program committee coordinator.

Referring

American Economic Journal: Microeconomics, American Economic Review, B.E. Journal of Economic Analysis & Policy, B.E. Journal of Theoretical Economics, Bulletin of Economic Research, Business Research, Canadian Journal of Economics, Economic Bulletin, Econometrica, Economic Inquiry, Economic Journal, Economic Theory, European Economic Review, Games and Economic Behavior, International Economic Review, International of Journal of Industrial Organization, Journal of Accounting and Public Policy, Journal of Accounting Research, Journal of Economic Behavior & Organization, Journal of European Economic Association, Journal of Economics & Management Strategy, Journal of Economic Theory, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Labor Economics, Journal of Law Economics & Organization, Journal of Political Economy, Journal of Public Economic Theory, Journal of Regulatory Economics, Metroeconomica, National Research Foundation (Singapore), National Science Foundation, *Public Choice, Quarterly Journal of Economics, RAND Journal of Economics, Research in Labor Economics, Review of Economic Design, Review of Economic Studies, Theoretical Economics.*