

# **Steven Tadelis**

**Professor of Economics | Sarin Chair in Leadership and Strategy at Haas School of Business, University of California, Berkeley**

Berkeley, CA, US

Leading expert on e-commerce and internet economics

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## **About**

Steve Tadelis is a Professor of Economics and Sarin Chair in Leadership and Strategy at Berkeley Haas. His research primarily revolves around e-commerce and the economics of the internet. During the 2016-2017 academic year he was on leave at Amazon, where he applied economic research tools to a variety of product and business applications and worked with technologists, computer and ML scientists, and business leaders. During the 2011-2013 academic years he was on leave at eBay research labs, where he hired and led a team of research economists who focused on the economics of e-commerce, with particular attention to creating better matches of buyers and sellers; reducing market frictions by increasing trust and safety in eBay's marketplace; understanding the underlying value of different advertising and marketing strategies; and exploring the market benefits of different pricing structures. Aside from the economics of e-commerce, his main fields of interest are the economics of incentives and organizations, industrial organization, and microeconomics. Tadelis explored firm reputation as a valuable, tradable asset; the effects of contract design and organizational form on firm behavior with applications to outsourcing and privatization; public and private sector procurement and award mechanisms; and the determinants of trust.

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## **Areas of Expertise**

E-Commerce, Competition and Industrial Organization, Procurement Contracting, Incentives and Economics of Organizations, Theory of the Firm, Game Theory

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## **Selected External Service & Affiliations**

2016 ? present, CESifo Research Network Fellow, 2015 ? present, Research Fellow, Centre for Economic Policy Research (CEPR), 2014 ? present, Research Associate, National Bureau of Economic Research (NBER), 2011 - 2014, Co-Editor, Journal of Law, Economics and Organization, 2004 - 2007, Editorial Board, American Economic Review, 2004 - 2007, Associate Editor, International Journal of Industrial Organization

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## **Positions Held**

## **At Haas since 2005**

2018 ? present, Sarin Chair in Strategy and Leadership 2016 ? 2018, James J. and Marianne B. Lowrey Chair in Business 2016 ? 2017, VP of Economics and Market Design, Amazon.com Inc. 2015 ? present, Professor of Economics, Business and Public Policy, Haas School of Business 2015 ? 2016, Joe Shoong Chair in International business 2005 ? 2015, Associate Professor, Haas School of Business 2011 ? 2013, Senior Director and Distinguished Economist, eBay Research Labs 2006 ? 2009, Associate Dean for Strategic Planning, Haas School of Business 1997 ? 2005, Assistant Professor, Stanford University

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## **Education**

### **Harvard University**

PhD Economics

### **Techion, Haifa, Israel**

MSc Economics

### **University of Haifa, Haifa, Israel**

BA Economics

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## **Honors & Awards**

### **Fellow of the Econometric Society**

Elected 2020

### **Honorable Mention, Cheit Teaching Award, Full-Time MBA Program**

2010 ? 2011

### **Montias prize ? best article published in the Journal of Comparative Economics**

2010 ? 2011

### **Barbara and Gerson Bakar Faculty Fellow, UC Berkeley Haas School of Business**

2008 ? 2015

### **Phi Beta Kappa Undergraduate Teaching Award, Stanford University,**

2005

### **Department of Economics Advising Award, Stanford University**

2002

### **W. Glenn Campbell and Rita Ricardo-Campbell National Fellow, Hoover Institution**

1999 ? 2000

**Review of Economic Studies European Tour Speaker**  
May 1997

**Alfred P. Sloan Doctoral Dissertation Fellowship**  
1995 ? 1996

**National Science Foundation Research Grants**  
1999 ? 2000, 2000 ? 2002, 2003 ? 2008

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