

Henry S. Schneider  
Queen's University  
henry.schneider@queensu.ca  
July 2023

### Academic employment

Queen's University, Kingston, ON  
Associate Professor (with tenure), Business Economics, Smith School of Business, 2016-  
Commerce '64 Fellow of Business Economics, 2017-  
Associate Professor (cross-appointment), Department of Public Health Sciences, 2020-

Cornell University, Ithaca, NY  
Assistant Professor of Economics, Johnson Graduate School of Management, 2006-2016

### Education

Ph.D. Economics, Yale University, New Haven, CT, 2006 (committee: Steve Berry, Don Green,  
Dean Karlan, Fiona Scott Morton)

B.S. Physics (high honors), Wesleyan University, Middletown, CT, 1996

### Research interests

Applied Microeconomics, Industrial Organization, Experimental Economics

### Books

*Introduction to Public Health, 6<sup>th</sup> Edition*, with Mary-Jane Schneider, Jones & Bartlett  
Learning, 2021

*Introduction to Public Health, 5<sup>th</sup> Edition*, with Mary-Jane Schneider, Jones & Bartlett  
Learning, 2017

### Research publications

“Reminders Work, But for Whom? Evidence from New York City Parking-Ticket  
Recipients,” with Ori Heffetz and Ted O’Donoghue, *American Economic Journal: Economic  
Policy*, 14 (4), 2022, 343-370

“Limited Rationality and the Strategic Environment: Further Evidence from a Pricing  
Game,” with Kristen Cooper and Michael Waldman, *Journal of Behavioral and  
Experimental Economics*, 90, 2021

“Limited Rationality and the Strategic Environment: Further Theory and Experimental  
Evidence,” with Kristen Cooper and Michael Waldman, *Games and Economic Behavior*,  
106, 2017, 188-208

“Beautiful Lemons: Adverse Selection in Durable-Goods Markets with Sorting,” with Jonathan Peterson, *Management Science*, 63(9), 2017, 3111-3127

“Nonstandard Bidder Behavior in Real-World Auctions,” with Joseph Podwol, *European Economic Review*, 83, 2016, 198-212

“The Bidder’s Curse: Comment,” *American Economic Review*, 106(4), 2016, 1182-1194

“The Economics of Retail Markets for New and Used Cars,” with Charles Murry, *Handbook on the Economics of Retailing and Distribution*, Emek Basker (editor), Edward Elgar Publishers, January 2016

“Checklists and Worker Behavior: A Field Experiment,” with Kirabo Jackson, *American Economic Journal: Applied Economics*, 7(4), 2015, 136-168 (featured in April 2014 *NBER Digest*)

“Search Costs and Equilibrium Price Dispersion in Auction Markets,” with Matthew Backus and Joseph Podwol, *European Economic Review*, 74, 2014, 173-192

“The Role and Growth of New-Car Leasing: Theory and Evidence,” with Justin Johnson and Michael Waldman, *Journal of Law and Economics*, 57(3), 2014, 665-698

“Adverse Selection in the Used-Car Market: Evidence from Purchase and Repair Patterns in the Consumer Expenditure Survey,” with Jonathan Peterson, *Rand Journal of Economics*, 45(1), 2014, 140-154

“Agency Problems and Reputation in Expert Services: Evidence from Auto Repair,” *Journal of Industrial Economics*, 60(3), 2012, 406-433

“Do Social Connections Reduce Moral Hazard? Evidence from the New York City Taxi Industry,” with Kirabo Jackson, *American Economic Journal: Applied Economics*, 3(3), 2011, 244-267

“Moral Hazard in Leasing Contracts: Evidence from the New York City Taxi Industry,” *Journal of Law and Economics*, 53(4), 2010, 783-805

#### Working papers and work in progress

“A Note on the Identification of Present Bias and Forgetting from Task-Completion Data,” with Ori Heffetz and Ted O’Donoghue, January 2023

“Warranty Design for Durable Goods: Theory and Evidence,” with Jonathan Peterson, November 2022

“Promoting Best Practices in a Multitask Workplace: Experimental Evidence on Checklists,” with Kirabo Jackson, December 2018

“Adverse Selection, Market Size, and Innovation,” with Michael Waldman and Ying Wang, January 2015

“Gender and Race Discrimination in Auto Repair,” with Olena Ivus, work in progress

“Machine Learning and Intermediate Conversion Measures for Startup Companies,” with Kevin Laughren, work in progress

### Other publications

“Stocks in the Household Portfolio: A Look Back at the 1990s,” with Joseph Tracy, *FRBNY Current Issues in Economics and Finance*, 7(4), 2001

“Are Stocks Overtaking Real Estate in Household Portfolios?,” with Joseph Tracy and Sewin Chan, *FRBNY Current Issues in Economics and Finance*, 5(5), 1999

“Crowded House,” with Joseph Tracy and Sewin Chan, *Boston Review*, 24(1), 1999

### Other positions

Scotiabank Scholar, Scotiabank Centre for Consumer Analytics, 2022-

Visitor, Hitotsubashi University Institute for Economic Research, December 2019

Visitor, Hebrew University Economics Dept. and Center for the Study of Rationality, Fall 2018

Board of Directors, Automobile Protection Association, 2017-

Associate Editor, *European Economic Review*, 2015-2019

Adviser, Automobile Protection Association, 2014-2015

Adviser, ClearMechanic, 2013

Statistics Consultant, Statlab, Yale University, 2003-2006

Consultant, Edmunds.com, 2003

Senator, Graduate and Professional Student Senate, Yale University, 2002-2004

Research Assistant to Patrick Bayer and Christopher Timmins, Yale University, 2002-2003

Assistant Economist, Federal Reserve Bank of New York, 1997-1998, 1999-2000

Research Associate, National Economic Research Associates, 1996-1997

### Grants

Canadian Blood Services Kenneth J. Fyke Award Program, “Evaluating transfusion medicine patterns of practice across GEMINI sites,” project team member, \$98,822, 2023-2024

SSHRC Institutional Grant, \$5,000, 2019-2021

Cornell University Institute for Social Science Small Grants Program, \$5,418, 2011

### Service

#### Conference work

Program committee member, International Industrial Organization Conference, 2014-2022  
Reviewer, Society for Institutional & Organizational Economics annual conference, 2022

#### Grant and journal reviewing

AEJ Applied, AEJ Micro, American Economic Review, Austrian Science Fund, Berkeley Electronic Journal of Economic Analysis & Policy, British Academy, Econometrica, Economic Inquiry, Economic Journal, Economics Letters, European Economic Review, Falk Institute for Economic Research, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, Israel Science Foundation, Journal of Economics & Management Strategy, Journal of Economic Behavior & Organization, Journal of the European Economic Association, Journal of Industrial Economics, Journal of Labor Economics, Journal of Law and Economics, Journal of Policy Analysis and Management, Journal of Political Economy, Journal of Urban Economics, Management Science, National Science Foundation, Quarterly Journal of Economics, RAND Journal of Economics, Research Fund of University of Innsbruck, Review of Economics and Statistics, Review of Economic Studies, Review of Industrial Organization, Scandinavian Journal of Economics, Southern Economic Journal

#### Johnson School, Cornell University

- Citigroup Integrative Case Competition judge (2006-2007), lead strategy judge (2008-2014), and case preparer (2008-2013)
- Committee for Learning Goals and Standards, 2012-2013
- Committee to develop Critical Thinking course for core curriculum, 2013-2014

#### Smith School, Queen's University

- Periodic Ph.D. External Examiner
- Chair of Renewal, Tenure, and Promotion Committee, 2017-2018
- Research and Funding Committee, 2019-2021
- Research Ethics Board, 2022
- Faculty Area Coordinator for Business Economics, 2022-2023
- Appointments Committee for Tenure-Stream Hires, 2022-2023
- Chair of Appointments Committee for Lecturers (quantitative candidates), 2023
- Jarislowsky-Deutsch Chair Advisory Committee, 2022-

#### Ph.D. advising

Joseph Podwol (2010, Economics; U.S. Department of Justice)  
Jonathan Peterson (2011, Economics; NRU Higher School of Economics)  
Ying Wang (2013, Economics; Analysis Group)  
Xin Jin (2014, Economics; University of South Florida)

#### Teaching

##### Johnson School, Cornell University

- Strategy, undergraduate elective, 2007-2008
- Strategy, MBA core course, 2007-2016
- Game Theory and Business Strategy, MBA elective, 2008-2016

Smith School, Queen's University

- Applied Managerial Economics, Accelerated MBA core course, 2018-
- Applied Microeconomics, Executive MBA Americas core course, 2018-
- Decision Making in Competitive Markets (Game Theory), MBA elective, 2019-
- Causal Impact (Running Experiments in Organizations), MBA elective, 2022-

#### Seminar and conference presentations

- 2022 Webinar Series on Credence Goods and Expert Markets
- 2021 Annual Meeting of the Austrian Economic Association (NOeG) Innsbruck
- 2019 University of South Florida, New England Experimental Economics Workshop (UMass Amherst), City University of London, Max Planck Institute (Bonn), University of Innsbruck, Queen's University, Asia-Pacific Industrial Organisation Conference, Hitotsubashi University Institute of Economic Research
- 2018 Dartmouth Tuck Winter IO Conference, Carleton University, International Industrial Organization Conference, University of Haifa, Hebrew University
- 2017 International Industrial Organization Conference, Advances with Field Experiments Conference (University of Chicago), Queen's University, University of Toronto
- 2016 FTC Workshop on Auto Distribution: Current Issues & Future Trends, Northeastern University, US Department of Justice, US Census Bureau, North Carolina State University, SUNY Stony Brook
- 2015 Williams College, Simon Fraser University, International Industrial Organization Conference, Econometric Society World Congress, Charles River Associates, Penn State University, ESA North American Meetings, Workshop on Management and Firm Performance (Kiel Institute), Queen's University
- 2014 Consumer Financial Protection Bureau, International Industrial Organization Conference, 5<sup>th</sup> Workshop on Search and Switching Costs (University of Indiana), ESA International Meetings, University of Oklahoma, Quantitative Marketing and Economics Conference (USC), MIT, University of Rochester, University of Michigan
- 2013 Cornell University, Williams College
- 2012 ASSA Meetings, International Industrial Organization Conference, Northwestern University Conference on Internet Search and Innovation, George Mason University, eBay Research Labs
- 2011 International Industrial Organization Conference, University of Rochester, IDC Herzliya, University of Missouri, University of British Columbia, Simon Fraser University, FTC Microeconomics Conference
- 2010 International Industrial Organization Conference, DePaul University, University of Washington, ESA North American Meetings, NBER Organizational Economics Meetings, Federal Trade Commission
- 2009 Wesleyan University, Cornell University, International Industrial Organization Conference
- 2008 Yale University ISPS Conference, MIT Sloan BPS Conference (discussant)
- 2007 Cornell University (Economics), Cornell University (Policy Analysis & Management), Dartmouth Tuck Winter IO Conference, Williams College, International Industrial Organization Conference

2006 Yale University, Federal Reserve Board of Governors, Swarthmore College, NYU Stern, MIT Sloan, Cornell University, Hunter College, Simon Fraser University, Georgetown University McDonough, ESA North American Meetings