

# ITAI ATER

Coller School of Management  
Tel Aviv University  
Email: [ater@post.tau.ac.il](mailto:ater@post.tau.ac.il)  
[sites.google.com/site/itaiater/](https://sites.google.com/site/itaiater/)

## Academic appointments

Coller School of Management, Tel Aviv University, Business economics & strategy group

Associate Professor, 2018 – Present

Head of the MBA strategy & entrepreneurship track, 2015 – 2018

Senior Lecturer (tenured), 2014 – 2018

Lecturer, 2008 – 2014

Centre for Economic Policy Research (CEPR)

Research Fellow, Industrial Organization Programme, October 2017 – Present

UC Berkeley, Economics Department and Haas Business School

Visiting professor & Israel Institute research scholar, August 2018 – July 2019

Research interests: applied microeconomics, industrial organization, behavioral economics, real-estate

## Education

PhD, Economics, Stanford University, 2003 – 2008

Advisors: Liran Einav (primary), Ran Abramitzky, Tim Bresnahan, Peter Reiss

M.A, Economics, Hebrew University, 2000 – 2001 (Magna cum laude)

LL.B. Law & Economics, Hebrew University, 1997 – 2001 (Magna cum laude)

## Published papers

1. Ater Itai, Internalizing Congestion at U.S. Hub Airports. 2012, *Journal of Urban Economics*, 72(2) 196 – 209.
2. Ater Itai, Landsman V, Do Customers Learn from Experience? Evidence from Retail Banking. 2013, *Management Science*, 59(9), 2019 – 2035.
3. Ater Itai, Givati Y, Rigbi O, Organizational Structure, Police Activity and Crime. 2014, *Journal of Public Economics* 115(1), 62 – 71. winner of the Ga'aton award for the best research paper on the Israeli Economy. Reprinted in *Policing in Israel*, ed. Tal Jonathan-Zamir, David Weisburd and Badi Hasisi (CRC Press, 2015), 63-85.
4. Ater Itai, Rigbi O, Price Control and Advertising in Franchising Chains. 2015, *Strategic Management Journal* 36, 148 – 158.
5. Ater Itai, Orlov E, The Effect of the Internet on Performance and Quality: Evidence from the Airline Industry. 2015, *Review of Economics and Statistics* 97(1), 180 – 194.
6. Ater Itai, Vertical Foreclosure using Exclusivity Clauses: Evidence from Shopping Malls. 2015, *Journal of Economics and Management Strategy*, 24, 620 – 642.
7. Ater Itai, Givati Y, Rigbi O, The Economics of Rights: Does the Right to Counsel Increase Crime? 2016, *American Economic Journal – Policy*, 9(2) 1 – 27.
8. Ater Itai, Gerlitz O, Round Prices and Price Rigidity: Evidence from Outlawing Non-Zero Price Endings, 2017, *Journal of Economic Behavior & Organization*, 188–203.

9. Ater Itai, Landsman V, Testing Alternative Learning Theories: Evidence from Subscription Contracts, *2018 Journal of Industrial Economics*, 66(4), 763-815.
10. Ater Itai, Popliker I, Sellers' Willingness to Compromise on the Price – A Novel Index to Identify Pricing Trends in the Housing Market, 2017, *Advances in Management* (in Hebrew, 2, 2 – 26). Also reprinted in the *Israeli Economic Review*, 2019.
11. Ater Itai, Yosef N, The Impact of Environmental Fraud on the Used Car Market: Evidence from Dieselgate, 2022, *Journal of Industrial Economics*, 70(2), 463-491
12. Ater Itai, Rigbi O, Price Transparency, Media and Informative Advertising, Forthcoming at *American Economic Journal – Micro*
13. Ater Itai, Genesove D, Elster Y, and Hoffmann E, Must Agreement Be Kept? Residential Rental Leases during Covid-19, Forthcoming at the *Economic Journal*

### **Working papers and work in progress**

1. Exercising Market Power without Using Prices? Service Time in Online Grocery, with Adi Shany, revise and resubmit, *Management Science*, awarded best paper for a young researcher at the CRESSE annual conference 2022
2. Real Estate Investors, House Prices and Rents: Evidence from Capital-Gains Tax Changes, with Yael Elster and Eran Hoffmann,
3. Price Saliency and Fairness: Evidence from Regulatory Shaming (with Or Avishai-Rizi),
4. Road Pricing in Israel – Derekh Erekh Experiments (with Adi Shany and Shosh Vasserman)
5. Job mobility and Gender Wage Gap in the Israeli Hi-tech Industry (with Sarit Weisburd, Noam Gruber and Assaf Kovo)
6. Is Drawing Attention Effective? Evidence from Supermarkets (with Or Avishai-Rizi)
7. Do Drivers Respond to the Quality of Mandatory Car Inspections? (with Ity Shurtz)

### **Research grants**

- 2007 – Net Institute Summer Grant (\$6,000)  
2011–2014 – Israeli Science Foundation (\$75,000)  
2011-2013 – Israel Foundation Trustees (\$25,000)  
2013 – Net Institute Summer Grant (\$3,000)  
2017, 2019,2020 – Alrov Real Estate Institute (\$8,000)  
2014 – German–Israeli Foundation (€28,000)  
2014 – Sapir Center for Development, Tel Aviv University (\$9,000)  
2015 – Raya Strauss Center for Family Business Research (9,000\$)  
2015-22 – Hurvitz Institute for strategic management (\$15,000)  
2006, 2016, 2017, 2019,2021 – Falk Institute for economic research (\$50,000)  
2015-2022 Alrov Institute for Real Estate Research (\$9,000 each)  
2016– 2018,2020-2024 – Collier Foundation (\$110,000)  
2017–2020– Israeli Science Foundation (\$150K Economics of the retail food market)  
2018 – Safra Center for Ethics (\$7,500)  
2021 – Shmelzer Institute for Smart Transportation at Tel Aviv University (\$12,000)  
2022-2025 Israeli Science Foundation (\$200,000), the economics of road congestion

### **Scholarships and awards**

1998–01 Hebrew University Economics Department Fellowships  
1998 Dean's list  
2003–5 Stanford University, Economics Department Fellowships  
2004 Hebrew University Public Policy School Future Scholar Scholarship  
2005– 6 Schultz Fellowship, SIEPR Institute  
2005-7 Law & Economics Olin Summer Fellowships  
2007 – 8 B.F. Haley and E.S. Shaw Fellowship  
2013 Ga'aton award for the best paper on the Israeli Economy  
2017 Best teaching award (Coller School of Management)

### **Advising**

### **Post-doc**

Yael Elster (now at Haifa University, Economics Department)

### **PhD students**

Nir Yosef (primary advisor, in progress), Or Avishay-Rizi (primary advisor, in progress), Beata Itin-Schwarz (HUJI, committee member), Yannay Shaanan (TAU, committee member)

### **MA students**

Yoella Ganem, Eran Zimmerman, Nir Yosef, Chen Topolanski, Israel Kandleyker, Adi Lev-Reches, Amnon Keiny, Hadar Fuks, Doron Zamir, Harel Ziv, Adi Seri, Adi Omer

### **Other academic activities**

Editor of the Economic Quarterly (starting in 1/2023)

Organizer of Israel's IO Day 2011-2018 (with Alon Eizenberg)

Organizer of Tel Aviv IO Day – 2019 – present (with Yair Antler)

Faculty-wide seminar coordinator (2008 – 2011), strategy seminar (2013 – 2015)

### **Referee service**

American Economic Journal–Applied, American Economic Journal – Policy, American Economic Review, Economic letters, Economic Modelling, European Economic Review, Econometrica, Journal of European Economic Association, Journal of Economic Behavior & Organization, Journal of Economics & Management Strategy, Journal of Industrial Economics, Journal of Political Economy, International Journal of Industrial Organization, International Economic Review, Journal of Urban Economics, Rand Journal of Economics, Regional Science and Urban Economics, Review of Economics and Statistics, Strategic Management Journal, Economics of Transportation, Israeli Ministry of Science, BSF

### **Conference and seminar presentations** (past 5 years)

- Berkeley, IO Seminar (September 2018)
- Berkeley, ARE departmental seminar (September 2018)
- Workshop on Information Systems & Economics, San Francisco (Dec. 2018)
- US Census seminar (May 2019)
- Federal Trade Committee seminar, (May 2019, scheduled)
- UC Davis, econ seminar (April 2019)
- UC Irvine, econ seminar (April 2019)
- CEPR Applied IO conference (Madrid, June 2019)
- The Economics of Advertising Conference (Porto, July 2019)
- Rotman School of Management, University of Toronto (Oct. 2019)
- Simon School of Business, University of Rochester (Oct. 2019)
- University of Montreal, Economics Department (Oct. 2019)
- Hebrew University, Economics Department (Jan. 2020)

- NBER IO winter meeting, Stanford (February 2020)
- Chicago Booth, Marketing seminar (November 2020)
- Stanford GSB, Operations seminar (March 2021)
- Strategy and Competitive Strategy Conference, Berkeley (June 2021)
- Oslo, Norway (September 2021)
- EIEF, Rome (November 2021)
- Reichman University (November 2021)
- Hebrew University, Public Policy School (December 2021)
- Israeli Antitrust Authority (December 2021)
- Tel Aviv University, applied micro seminar (February 2022)
- Haifa University, March 2022
- Ben Gurion University May 2022
- Housing affordability conference, Tel Aviv University (June 2022)
- Applied IO workshop, Barcelona Summer Forum, (June 2022)
- Cresse, Crete. July 2022
- Real estate workshop, NBER Summer Institute, Boston (July 2022)
- EARIE annual conference, Vienna (August 2022)
- QME conference, Rochester, (October 2022)
- Stanford IO seminar (November 2022, scheduled)
- Berkeley IO seminar (November 2022, scheduled)
- Singapore Management University (February 2023, scheduled)

### **Non-academic experience**

Israel's chess champion under the age of 14 (1986)

Military service – 8200, captain in the Intelligence's elite program, 1992 – 1997

Israeli Antitrust Authority – legal department, 2001 – 2002

– advisor to the Antitrust Authority, 2017 – 2018

Israeli Bar Association – member since 2002

Advisory board – Israeli Consumer Protection and Fair Trade Authority (2017 – 2019)

Israeli Democratic Institute – Senior Research Fellow (since 12/2022)

### **Personal information**

Israeli, married +3 (Yuval, Shira and Na'ama)