

NIKO MATOUSCHEK

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EMPLOYMENT

- 2014 - Alvin J. Huss Professor of Management and Strategy, Strategy Department, Kellogg School of Management, Northwestern University
- 2013 – 2014 Professor, Department of Management and Strategy, Kellogg School of Management, Northwestern University
- 2008 – 2013 Associate Professor (with tenure), Department of Management and Strategy, Kellogg School of Management, Northwestern University
- 2007 – 2008 Donald D. Harrington Faculty Fellow, School of Law, University of Texas at Austin
- 2001 – 2008 Assistant Professor, Department of Management and Strategy, Kellogg School of Management, Northwestern University

ADMINISTRATIVE POSITIONS

- 2021 – 2024 Member, Personnel Committee, Kellogg School of Management
- 2016 – 2021 Chair, Strategy Department, Kellogg School of Management
- 2012 – 2018 Co-Chair, MECS PhD Program, Kellogg School of Management

OUTSIDE ACTIVITIES

- 2020 – 2023 External Examiner, EMBA-Global Asia, The University of Hong Kong
- 2008 – Associate Editor, The RAND Journal of Economics

EDUCATION

- 1992 – 2000 B.Sc., M.Sc., and Ph.D. in Economics, London School of Economics

AWARDS

- 2025 Sidney J. Levy Teaching Award
- 2018 Faculty Impact Award

2015	Excellence in Refereeing Award, <i>American Economic Review</i>
2012	L.G. Lavengood Outstanding Professor of the Year
2012	Excellence in Refereeing Award, <i>American Economic Review</i>
2011	Faculty Impact Awards (3 times)
2009	Excellence in Refereeing Award, <i>American Economic Review</i>
2005	Sidney J. Levy Teaching Award
1996	Ely Devons Prize

PUBLICATIONS

- [1] “Innovation and Competition on a Rugged Technological Landscape,” with Steven Callander and Nicolas Lambert, *American Economic Journal: Microeconomics*, forthcoming.
- [2] “Organizing Modular Production,” with Michael Powell and Bryony Reich, *Journal of Political Economy*, 2025, 133(3), 986-1046.
- [3] “Making and Breaking Promises When Their Costs Are Private Information,” with Jin Li, *Journal of Institutional and Theoretical Economics*, 2023, 179(3-4), 639-660.
- [4] “The Power of Referential Advice,” with Steven Callander and Nicolas Lambert, *Journal of Political Economy*, 2021, 129(11), 3073-140.
- [5] “The Novelty of Innovation: Competition, Disruption, and Antitrust Policy,” with Steven Callander, *Management Science*, 2021.
- [6] “Arrow Meets Hotelling: Innovation in the Product Space,” with Steven Callander and Nicolas Lambert, *American Economic Review, Papers & Proceedings*, 2021, 111, 538-43.
- [7] “Stories at Work,” with Robert Akerlof and Luis Rayo, *American Economic Review, Papers & Proceedings*, 2020, 110, 199-205.
- [8] “The Risk of Failure: Trial and Error Learning and Long-Run Performance,” with Steven Callander, *American Economic Journal: Microeconomics*, 2019, 11(1), 44-78.
- [9] “Power Dynamics in Organizations,” with Jin Li and Michael Powell, *American Economic Journal: Microeconomics*, 2017, 9(1), 217-41.
- [10] “Organizing to Adapt and Compete,” with Ricardo Alonso and Wouter Dessein, *American Economic Journal: Microeconomics*, 2015, 7(2), 158-87.
- [11] “Managing Conflicts in Relational Contracts,” with Jin Li, *American Economic Review*, 2013, 103 (6), 2328-51.

- [12] “Decisions in Organizations,” with Robert Gibbons and John Roberts, in *Handbook of Organizational Economics*, R. Gibbons and J. Roberts (eds.), 2013, Princeton University Press, 373-431.
- [13] “Strategic Communication: Prices versus Quantities,” with Ricardo Alonso and Wouter Dessein, *Journal of the European Economic Association*, 2010, 2-3, 365-376.
- [14] “Labor Market Frictions, Job Instability, and the Flexibility of the Employment Relationship,” with Paolo Ramezzana and Frédéric Robert-Nicoud, *European Economic Review*, 2009, 53(1), 19-36.
- [15] “Centralization versus Decentralization: An Application to Pricing by A Multi-Market Firm,” with Ricardo Alonso and Wouter Dessein, *Journal of the European Economic Association* (Papers and Proceedings), 2008, 6(2-3), 457-467.
- [16] “When Does Coordination Require Centralization?,” with Ricardo Alonso and Wouter Dessein, *American Economic Review*, 2008, 98(1), 145-179.
- [17] “Optimal Delegation,” with Ricardo Alonso, *The Review of Economic Studies*, 2008, 75(1), 259-293.
- [18] “The Economics of the Marriage Contract: Theories and Evidence,” with Imran Rasul, *The Journal of Law and Economics*, 2008, 51, 59-110.
- [19] “Relational Delegation,” with Ricardo Alonso, *The RAND Journal of Economics*, 2007, 38 (4), 1070-1089.
- [20] “The Role of Exclusive Contracts in Facilitating Market Transactions,” with Paolo Ramezzana, *The Journal of Industrial Economics*, 2007, 55(2), 197-222.
- [21] “The Role of Human Capital Investments in the Location Decision of Firms,” with Frédéric Robert-Nicoud, *Regional Science and Urban Economics*, 2005, 35(5), 570-583.
- [22] “Evaluating Investment Projects in the Presence of Sectoral Linkages,” with Anthony Venables, *Economics of Transition*, 2005, 13(4), 573-603.
- [23] “Ex Post Inefficiencies in a Property Rights Theory of the Firm,” *The Journal of Law, Economics, and Organization*, 2004, 20(1), 125-147.

Updated: February 2026.