

# El Hadi Caoui

---

St. George Campus  
Rotman School of Management  
105 St. George Street  
Toronto, ON M5S 3E6, Canada

Mississauga Campus  
Department of Management  
3359 Mississauga Road  
Mississauga, ON L5L 1C6, Canada

Homepage: <https://elhadicaoui.github.io>  
Email: [elhadi.caoui@rotman.utoronto.ca](mailto:elhadi.caoui@rotman.utoronto.ca)

## Academic Position

Assistant Professor of Strategic Management, University of Toronto Mississauga and Rotman School of Management, 2019 - present

CESifo Research Network Affiliate, 2020 - present

## Education

Ph.D. in Economics. University of California, Los Angeles, 2019

M.A. in Economics. Paris School of Economics, 2014

M.Sc. in Statistics. ENSAE Paris, 2014

*Diplôme d'Ingénieur* (B.Sc. in Economics and Mathematics). École Polytechnique, 2012

## Research Papers

1. “Content Providers and The Deployment of Internet Infrastructure” with Andrew Steck (Working Paper, *R&R Information Economics and Policy*)
2. “Diversification, Market Entry, and the Global Internet Backbone” with Andrew Steck (Working Paper, *R&R Review of Economics Studies*)
3. “Dynamic Entry & Spatial Competition: An Application to Dollar Store Expansion” with Brett Hollenbeck and Matthew Osborne (Working Paper)
4. “The Impact of Dollar Store Expansion on Local Market Structure and Food Access” with Brett Hollenbeck and Matthew Osborne (Working Paper)
5. “Consumer Demand with Social Influences: Evidence from an E-Commerce Platform” with Chiara Farronato, John J. Horton, and Robert Schultz (Working Paper, *R&R Management Science*)
6. “Bid Rigging and Umbrella Damages” with John Asker, Vikram Kumar, and Enrico De Magistris (CPI Antitrust Chronicle, October, 2023)
7. “Secret Reserve Prices by Uninformed Sellers” with Pasha Andreyanov (Quantitative Economics, 13(3), 1203-1256, 2022)
8. “Estimating the Costs of Standardization: Evidence from the Movie Industry” (Review of Economic Studies, 90(2), 597–633, 2023)

9. “A Study of Umbrella Damages from Bid-Rigging” (Journal of Law and Economics, 65(2), 239-277, 2022)

## Prior Work Experience

Research Assistant, UCLA Institute of the Environment and Sustainability, Summer 2016  
 Research Assistant, The World Bank - Gender and Development Group, Summers 2014-2015  
 Research Assistant, The World Bank - DEC Research Group, 2013  
 Research Assistant for Pr. John Asker, 2016-2018

## Awards and Honors

SSHRC Insight Development Grant (with Andrew Steck), 2024  
 Dobson Business & Climate Research Grant (with Mert Demirer and Andrew Steck), 2023  
 NET Institute Summer Research Grant (with Andrew Steck), 2023  
 Young Economists' Essay Award (European Association for Research in Industrial Economics), 2019  
 Dissertation Year Fellowship, UCLA Graduate Division, 2018-2019  
 Board of Visitors Fellowship, UCLA Economics, 2018  
 Jacqueline and George Mefferd Fellowship for best original work presented at the UCLA Industrial Organization proseminar, 2017 and 2018  
 Jack Hirshleifer Endowed Fund recipient for Best Teaching Assistant, 2016 and 2017  
 Graduate Student Fellowship, UCLA Economics, 2014-2018  
 Fellowship, Ecole Polytechnique, 2010-2013

## Presentations and Seminars

**2024:** NBER IO, Google (Econ Seminar), U of Virginia, Bocconi, MaCCI Annual Conference, Wisconsin-Madison, scheduled: IO+ Conference (Becker Friedman Institute at UChicago), Queen's University

**2023:** Western Economic Association, University of Melbourne, International Industrial Organization Conference\*, CEPR Applied Industrial Organization Conference, Barcelona School of Economics Summer Forum (Applied IO), Canadian Economic Association\*, CRESSE, NYU Economics of Strategy Workshop\*, U of Maryland, NYU Stern, Cornell Johnson, Stanford GSB, UCLA

**2022:** Canadian Society of Economic Sciences, U of Rochester\*, International Industrial Organization Conference, Canadian Economic Association, Informs Marketing Science, Instacart, U of Virginia\*, SICS\*, Food Access at Dollar Stores (FADS) Workshop\*, USDA\*, Yale\*, Johns Hopkins\*

**2021:** Mannheim Centre for Competition and Innovation, International Industrial Organization Conference, Canadian Economic Association, North American Summer Meeting of the Econometric Society, International Association for Applied Econometrics Conference, IO Canada Day, EARIE

**2020:** U of Toronto (Rotman Strategy Brownbag), Econometric Society World Congress, IOWW seminar, U of Toronto (Summer IO Brownbag), IO<sup>2</sup> seminar, INFER 2020

**2019:** Penn State, University of Utah Eccles School of Business, Duke's Fuqua School of Business, University of Michigan, Science Po, Paris School of Economics, IESE Business School, UPenn Wharton BEPP, Rotman School of Management (Strategy), U of Toronto Summer IO Brownbag Seminar, EARIE, CESifo Economics of Digitization

\* are presented by co-authors

## Teaching Experience

Lecturer, Department of Management, University of Toronto Mississauga

Strategy and Governance, Fall 2019-2023

Strategy for the Digital Economy, Fall 2021-2023

Lecturer, Department of Economics, UCLA.

Introduction to Statistics, Summer 2017-2018

Teaching Assistant, Department of Economics, UCLA.

Introduction to Econometrics II (Ph.D. core), Winter 2016-2017

Microeconomic Theory, Spring 2017, Winter 2018, Spring 2018

Introduction to Statistics, Fall 2015, Spring 2016, Fall 2017

## Referee Service

American Economic Journal: Microeconomics, Journal of Industrial Economics, Journal of Law and Economics, Journal of Political Economy, Quantitative Economics, RAND Journal of Economics, The Economic Journal, Management Science, Review of Economics and Statistics, Review of Economic Studies, Review of Financial Studies

## References

Professor John Asker	johnasker@econ.ucla.edu
Professor Simon Board	sboard@econ.ucla.edu
Professor Martin Hackmann	hackmann@econ.ucla.edu
Professor Brett Hollenbeck	brett.hollenbeck@anderson.ucla.edu