

# Karen Bradley Clay

## *Curriculum Vitae*

June, 2011

**Address** Heinz School of Public Policy and Management  
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**Birth Date** March 24, 1966

**Citizenship** United States, Canada

**Family** Married to Todd Mowry, three sons

**Research Interests** Economic History, Law and Economics, Demography

### **Education**

Ph.D. Economics, Stanford University, January 1994.

B.A. Economics with Highest Honors, University of Virginia, May 1988.

### **Professional Experience**

Associate Professor of Economics and Public Policy, Heinz School of Public Policy and Management and by courtesy, Tepper School of Business, Carnegie Mellon University, July 2008-present.

Affiliate Faculty, University of Pittsburgh Law School, March 2011-present

National Bureau for Economic Research, Faculty Research Fellow, Development of the American Economy, 2010-present

Visiting Scholar, Stanford Law School, September 2008-June 2009.

Assistant Professor of Economics and Public Policy, Heinz School of Public Policy and Management and by courtesy, Tepper School of Business, Carnegie Mellon University, December 1999 to June 2008.

Visiting Assistant Professor, Heinz School of Public Policy and Management, Carnegie Mellon University, September 1998 to December 1999.

Assistant Professor of Economics, Department of Economics, University of Toronto, July 1994 to June 1999.

Visiting Assistant Professor, Graduate School of Industrial Administration, Carnegie Mellon University, September 1997 to August 1998.

Visiting Associate, Division of Humanities and Social Sciences, California Institute of Technology, Fall 1996.

Visiting Assistant Professor of Economics, Department of Economics, University of Toronto, January 1994 to June 1994.

### **Research Awards**

Richard Cyert Award for Teaching Excellence, Undergraduate Economics Program, 2010

Migrating to Riches? Using the Census to Shed New Light on the California Gold Rush, 2008, Berkman Faculty Development Grant.

Patent Litigation in the Rapid Prototyping Industry: The Effect on World Markets (with Chris Forman), Carnegie Bosch Institute, 2003 Faculty Development Grant

International Arbitrage in Online Textbook Markets, 2003 Amazon Cy Pres Grant

Pricing and Price Competition in the Internet Retail Sector: Books and DVDs, 2002 Berkman Faculty Development Grant.

International Pricing of Commodity Goods: Online Books, Carnegie Bosch Institute, 2000 Faculty Development Grant

Co-PI, Community Connections: Fostering Democratic Participation through Information Technology, Hewlett Foundation Grant 2000.

Social Science and Humanities Research Council of Canada Standard Research Grant, 1995-1999.

W. M. Keck Foundation and John Randolph and Dora Haynes Foundation Fellow, Huntington Library, 1996.

Polanyi Prize in Economics, 1995. *This research-based prize is awarded annually to one outstanding junior faculty member at an Ontario university.*

John Randolph and Dora Haynes Foundation Fellow, Huntington Library, 1993, 1994.

Lynde and Harry Bradley Fellowship, Stanford University, 1993.

Leonard P. Cassidy Summer Fellowship, Institute for Humane Studies, George Mason University, 1992.

Summer Research Fellowship, John M. Olin Program in Law and Economics, Stanford Law School, 1989, 1990, 1991, 1992.

John M. Olin Fellowship, Stanford University, 1992.

Fellow, Stanford Center on Conflict and Negotiation, 1992.

Economics Departmental Fellowship, Stanford University, 1992.

National Science Foundation Fellowship, 1988-1991.

### **Editorial Positions**

Editorial Board, Journal of Comparative Economics, 2010-present

Editorial Board, Journal of Economic History, 2009-present

### **Publications in Refereed Journals**

*Tariff Choice with Consumer Learning and Switching Costs* (with Ron Goettler),  
Forthcoming, Journal of Marketing Research

*Migrating to Riches? Evidence from the California Gold Rush* (with Randy Jones).  
Journal of Economic History, v68 (December 2008): 997-1027.

*The Effect of Judicial Independence on Courts: Evidence from the American States*  
(with Dan Berkowitz), Journal of Legal Studies, v35, n2 (June 2006): 399-440

*American Civil Law Origins: Implications for State Constitutions* (with Dan Berkowitz),  
American Law and Economics Review, v7, n1 (Spring 2005): 62-84

*Order Without Law? Property Rights During the California Gold Rush* (with Gavin  
Wright) Explorations in Economic History, v42, n2 (April 2005): 155-183

*Bigger may not be Better: An Empirical Analysis of Optimal Membership Rules in Peer  
to Peer Networks* (with Atip Asvunund, Ramayya Krishnan, and Michael Smith)  
Information Systems Research, v.15, n2 (2004): 155-174.

*Designing a Better Shopbot* (with Alan Montgomery, Kartik Hosanager, and Ramayya  
Krishnan), Management Science, v50, n2 (February 2004): 189-206.

*Further Tests of Static Oligopoly Models: Whiskey, 1882-1898* with Werner Troesken,  
Journal of Industrial Economics, v51, n2 (June 2003): 151-166.

*Strategic Behavior in Whiskey Distilling, 1887-1895* with Werner Troesken, Journal of  
Economic History, v62, n4 (December 2002): 999-1023.

*Institutional Barriers to Electronic Commerce: An Historical Perspective* with Robert  
Strauss, Advances in Strategic Management, v19 (2002):247-273.

*Retail Strategies on the Web: Price and Non-Price Competition in the Online Book Industry* with Ramayya Krishnan, Eric Wolff, and Danny Fernnades, Journal of Industrial Economics, v50, n3 (September 2002): 351-67.

*Prices and Price Dispersion on the Web: Evidence from the Online Book Industry* with Ramayya Krishnan and Eric Wolff, Journal of Industrial Economics, v49, n4 (December 2001): 521-39.

*Trust, Risk and Electronic Commerce: Nineteenth Century Lessons for the Twenty-First Century* with Robert Strauss, State Tax Notes (Reprinted from the Proceedings of the National Tax Association), December 25, 2000.

*The Choice-Within-Constraints New Institutionalism and Implications for Sociology*, with Paul Ingram, Annual Review of Sociology, v 26 (2000): 525-546.

*Squatting and the Settlement of the United States: New Evidence from Post-Gold Rush California*, with Werner Troesken, Advances in Agricultural Economic History, v1 (2000): 207-33.

*Property Rights and Institutions: Congress and the California Land Act of 1851*. Journal of Economic History, v59, n1 (March 1999): 122-42.

*Trade, Institutions, and Credit: Contract Enforcement on the California Coast, 1830-1846*. Explorations in Economic History, v34, n4 (October 1997): 495-521.

*Trade Without Law: Private-Order Institutions in Mexican California*. Journal of Law, Economics, and Organization, v13, n1 (April 1997): 202-31.

*A Coasean General Equilibrium Model of Regulation*. Journal of Public Economics, v53, n3 (March 1994): 459-75.

*Ex Post vs. Ex Ante Pricing: Optional Calling Plans and Tapered Tariffs*, with David Sibley and Padmanabhan Srinagesh, Journal of Regulatory Economics, v4, n2 (June 1992): 115-38.

To be reprinted in The Economics of Public Utilities, edited by Ray Rees, Edward Elgar.

## **Book**

The Evolution of a Nation: How Geography and Law Shaped the American States (with Daniel Berkowitz). Forthcoming, Princeton University Press.

Summary of first chapter to be published in Cliometrics Newsletter, Fall 2010.

## **Refereed Book Chapters**

*Pittsburgh as an Energy Capital: A Life-Cycle Perspective on Coal and the Transition to Natural Gas* with Joel Tarr forthcoming in Energy Capitals: Local Impact, Global Influence Edited by Martin Melosi and Joseph Pratt. Pittsburgh: University of Pittsburgh Press.

*Gold Rush Legacy: American Minerals and the Knowledge Economy* with Gavin Wright, forthcoming in The Evolution of Property Rights Related to Land and Natural Resources. Edited by Daniel Cole and Elinor Ostrom. Cambridge: Lincoln Land Institute Press, 2011.

*Did Frederick Brodie Discover the World's First Environmental Kuznets Curve? Coal Smoke and the Rise and Fall of the London Fog* with Werner Troesken, The Economics of Climate Change: Adaptations Past and Present. Edited by Gary Libecap and Richard H. Steckel. Chicago: University of Chicago Press, 2011.

*Natural Resources and Economic Outcomes*, Economic Evolution and Revolution in Historical Time. Edited by Paul Rhode, Joshua Rosenbloom and David Weiman. Stanford: Stanford University Press, 2011

*Ranchos and the Politics of Land Claims* with Werner Troesken. Land of Sunshine: An Environmental History of Los Angeles. Edited by Bill Devereil and Greg Hise. Pittsburgh: University of Pittsburgh Press, 2006.

*The Great Experiment: Pricing on the Internet* with Ramayya Krishnan and Michael D. Smith. The E-Business Handbook. Edited by Paul B. Lowry, J. Owen Cherrington, and Ronald R. Watson, New York: CRC Press, 2002.

*Trade, Institutions, and Law: The Experience of Mexican California*. Studies in the Economic History of the Pacific Rim. Edited by Sally M. Miller, A. J. H. Latham, and Dennis O. Flynn. New York: Routledge, 1998.

### **Refereed Conference Proceedings**

*Trust, Risk and Electronic Commerce: Nineteenth Century Lessons for the Twenty-First Century* with Robert Strauss. Proceedings of the National Tax Association, Santa Fe, 2000.

*Pricing Strategies on the Web: Evidence from the Online Book Industry* with Ramayya Krishnan et al. Proceedings of the ACM Conference on Electronic Commerce, Minneapolis, 2000.

*Online Bookseller Strategies: An Empirical Analysis* with Ramayya Krishnan et al., Proceedings of the Second International Conference on Telecommunications and Electronic Commerce, Nashville, 1999.

*Land Tenure Contracts in Post-Gold Rush California*. Proceedings, Twelfth International Economic History Congress (Session B2: Land, Labour, and Tenure), Madrid, 1998.

### **Notes, Introductions, Encyclopedia Entries**

*Gold Rushes* entry in History of World Trade since 1450. Macmillan, 2005.

*James Buchanan Duke* and *San Francisco* entries in Oxford Encyclopedia of Economic History. New York, Oxford University Press, 2002.

*Introduction to Section 2: Trade and Colonial Economies. The Other Side of the Frontier: Economic Explorations into Native American History. Edited by Linda Barrington. New York: Westview Press, 1998.*

### **Book Reviews**

Founding Choices: American Economic Policy in the 1790s. Edited by Douglas A. Irwin and Richard Sylla, Forthcoming Journal of Economic History.

Scientists and Swindlers: Consulting on Coal and Oil in America, 1820—1890. By Paul Lucier, Journal of Economic History, v69, n3 (September 2009): 887-888.

Communications Policy in Transition: The Internet and Beyond, by Benjamin M. Compaine and Shane Greenstein (eds), Journal of Economic Literature, v41, n2 (June 2003): 608-609.

The Internet Economy: Access, Taxes, and Market Structure by Alan E. Wiseman, Journal of Economic Literature, v40, n3 (September 2002): 955-956.

Cultivating California: Growers, Specialty Crops, and Labor, 1875-1920 by D. Vaught Journal of Economic History, v60, n4 (December 2000): 1160.

Treasure from the Painted Hills: A History of Calico, California, 1882-1907 by D. Steeples, Journal of Economic History, v60, n2 (June 2000): 579-580.

### **Working Papers**

Lead, Mortality, and Productivity (with Werner Troesken and Michael Haines). NBER Working Paper #16480. Earlier version: Lead Pipes and Child Mortality (with Werner Troesken and Michael Haines), NBER Working Paper #12603. Submitted, Review of Economics and Statistics

Did Compulsory Attendance Laws Affect Schooling? Evidence from 1850-1930 (with Jeff Lingwall and Mel Stephens)

Coal, Smoke and Death (with Alan Barreca and Joel Tarr)

### **Work in Progress**

Adapting to Climate Change: Evidence from Changes in the Temperature-Mortality Relationship in the 20th Century United States (with Alan Barreca, Olivier Deschênes and Michael Greenstone)

Causes of the Historical Decline in Tuberculosis: The United States, 1900-1940 (with Grant Miller and Matt Crespi)

### **Papers Presented at Recent Meetings and Symposia**

*Compulsory Attendance Laws and Nineteenth Century Schooling*  
Stanford Institute for Theoretical Economics, Frontiers in Economic History,  
July 2010

NBER Development of the American Economy, March 2011  
Carnegie Mellon, Applied Microeconomics Lunch, April 2011

*Coal, Smoke and Death*

University of Michigan, Economic History Seminar, March 2011

*Balance of Power: Understanding the Growth of Judicial Power*

All University of California Conference on Economic History, December 2010

*Gold Rush Legacy: American Minerals and the Knowledge Economy*

All University of California Conference on Economic History, May 2010

Lincoln Institute Conference, September 2010

*Legal Origins and the Evolution of Institutions: Evidence from American State Courts*

American Law and Economics Association Meetings, May 2007

University of Pittsburgh Law School, February 2008

University of California, Irvine, March 2009

Stanford Law School, Law and Economics Lunch, March 2009

International Society for New Institutional Economics Meetings, June 2009

Economic History Association Meetings, September 2009

Conference on Empirical Legal Studies, November 2009

*Lead, Mortality, and Productivity*

Cliometrics Society Meetings, June 2006, under the title “Lead Pipes and Child Mortality”

Applied Microeconomics Lunch, Carnegie Mellon April 2008

Stanford University, February 2009

University of California, Davis, April 2009

All University of California Conference on Economic History, May 2009

NBER Development of the American Economy Conference, July 2009

*Natural Resources and Economic Growth*

Conference in Honor of Gavin Wright, Stanford University, September 2008

*Insurance without Kin? Private-Order Institutions in Gold Rush California*

Yale University, October 2007

International Society for New Institutional Economics, June 2008

*Climate and Mortality: Evidence from the Early Twentieth Century United States*

NBER Meetings on Historical Climate Change, May 2008

*Property Rights and Agricultural Production*

George Mason University, April 2008

*Migrating to Riches? Evidence from the California Gold Rush*

Northwestern University, May 2007

*Initial Conditions and the Antebellum Economy*

International Society for New Institutional Economics Meetings, September 2006

*Judicial Independence, Elections, and Minority Interests*

American Law and Economics Association Meetings, May 2006  
International Society for New Institutional Economics Meetings, September 2006

*Squatters, Production, and Violence (previously titled Anarchy, Property Rights, and Violence: The Case of Post Gold Rush California)*

Economic History Association Meetings, September 2006  
NBER Development of the American Economy Summer Institute, July 2005  
McGill University, October 2005  
Queens University, October 2005

*The Effect of Increased Search Costs on Internet-Enabled Arbitrage: Evidence from the International Textbook Market*

University of Michigan, SIET Seminar, February 2005  
International Industrial Organization Conference, April 2005

*The Effect of Judicial Independence on Courts: Evidence from the American States*

(with Dan Berkowitz)  
ASSA Meetings, January 2005  
Indiana University Economic History Seminar, November 2004

*Initial Conditions, Institutional Dynamics and Economic Performance: Evidence from the American States (with Dan Berkowitz)*

NBER Development of the American Economy Summer Institute, July 2003.

*Learning about New Experience Goods: Empirical Evidence from an Online Grocer*

(with Ron Goettler and Eric Wolff )  
ZEW Conference on the Economics of Information and Communication Technologies, July 2003.  
CEPR Applied Industrial Organization Conference, May 2003.

*Leader Follower Behavior in Online Markets? (with Stanley Ouyang, Michael Smith, and Eric Wolff)*

ASSA Meetings, January 2003.  
Workshop on Information Systems Economics, December 2002

*Institutional Barriers to Electronic Commerce: An Historical Perspective (with Robert Strauss)* Workshop on Institutions and Strategic Management, April 2001.

*Price and Price Dispersion on the Web: Evidence from the Online Book Industry (with Ramayya Krishnan and Eric Wolff.)* NBER Conference on Electronic Commerce, January 2001.

*Trust, Risk and Electronic Commerce: Nineteenth Century Lessons for the Twenty-First Century* with Robert Strauss. National Tax Association, November 2000.

*Price and Price Dispersion on the Web: Evidence from the Online Book Industry (with Ramayya Krishnan and Eric Wolff.)*

NBER Summer Institute, July 2000.  
ACM Conference on Electronic Commerce, Minneapolis, October 2000.

**Teaching**

2010-2011	90-803 90-747 73-354 90-791	Environmental Economics (Mini 1) Cost Benefit Analysis (Mini 3) Law and Economics Law and Economics (Class is joint Heinz-University of Pittsburgh Law School, co-taught with Prof. Peter Oh)
2009-2010	90-803 90-747 73-354/90-791	Environmental Economics (Mini 2) Cost Benefit Analysis (Mini 3) Law and Economics
2008-2009	On Sabbatical	
2007-2008	73-365 90-747 90-723 95-710	Industrial Organization Cost Benefit Analysis (2 sections, Mini 3) Great Policy Problems in Historical Perspective (Mini 4) Economic Analysis (Mini 2)

**Program Committee**

Cliometrics Conference, Toronto, May 1997  
 ACM Conference on Electronic Commerce, Minneapolis, October 2000.  
 3<sup>rd</sup> -5<sup>th</sup> ZEW Conferences on the Economics of Information and Communication Technologies, July 2003-5.  
 ISNIE Conference, Stanford, June 2011

**Advising***Ph.D.*

Ying Fang, (outside reader for University of Pittsburgh), Xiamen University, China, Department of Economics, Assistant Professor, 2006.  
 Shikha Basnet, Department of Economics, University of Pittsburgh (committee), One Earth Future Foundation, 2011.  
 Jeff Lingwall, Heinz School and Yale Law School (chair)  
 Matt Crespi, Heinz School (first paper)  
 Sasha Romanosky, Heinz School (committee)

*Undergraduate (Senior Honors Theses)*

Megan Sasinosky, 2011 "Homicide in Historical Perspective: The United States 1850-1950"  
 Rose Goff, 2010 "Understanding the Fall in Infant Mortality in the United States from 1900-1940"  
 Robert Jefferson, 2008 "Anti-Foreign Sentiment in the California Gold Rush" *Winner, Best Undergraduate Thesis Award.*  
 Rebecca Radkoff, 2008 "Food Price and Market Behaviour in the California Gold Rush"  
 Randy Jones, 2007 "Migrating to Riches? Evidence from the California Gold Rush"  
 Mercy Chang, 2007 "Insurance without Kin? Private-Order Institutions in Gold Rush California"

Aileen Ma, “An Examination of Music Downloading and Its Effects through Stock Price Analysis”, 2006  
Choon Hong Tay, 2001, Cross-Country Price Differentials in the Online Textbook Market

**Referee for the Following Journals and Granting Agencies**

American Economic Review, American Economic Journal: Economic Policy, Berkeley Journal of Economic Theory, Canadian Journal of Economics, Cliometrica, Economic Inquiry, The Economic Journal, Economics of Governance, Economics and Human Biology, Explorations in Economic History, European Review of Economic History, Historical Methods, International Finance, Information Systems Research, International Journal of Industrial Organization, International Journal of the Economics of Business, Journal of Comparative Economics, Journal of Economic History, Journal of Economic Theory, Journal of Historical Geography, Journal of Industrial Economics, Journal of Information Technology and Management, Journal of International Economics, Journal of the Japanese and International Economies, Journal of Law and Economics, Journal of Law, Economics, and Organizations, Journal of Legal Studies, Journal of Public Policy and Marketing, Journal of Retailing, Management Science, Public Choice, Quarterly Journal of Economics, Rand Journal of Economics, Research in Economic History, Review of Economic Studies, Social Science History, Sociological Forum, Southern Economic Journal

Austrian Science Foundation, Economic and Social Research Council (United Kingdom), Fulbright Specialist Program, Hong Kong Research Grants Council, Industry Canada, National Science Foundation, Social Science and Humanities Research Council of Canada.