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Curriculum Vita
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EDUCATION

PhD in Strategic Management, 1999	Smith School of Business, University of Maryland
MBA, 1994	Smith School of Business, University of Maryland
BA in Economics and History, 1989	University of Wisconsin-Madison

PROFESSIONAL EXPERIENCE

2010-current	Associate Professor, School of Public and Environmental Affairs, Indiana University
2001-2010	Assistant Professor, Department of Applied Economics and Management, Cornell University
1999-2000	Assistant Professor, Department of Management, Texas A&M University.

REFEREED PUBLICATIONS

Blalock, G., DeVaro, J., Leventhal, S., and Simon, D. "Gender Bias in Power Relationships: Evidence from Police Traffic Stops." Forthcoming at *Applied Economics*.

Simon, D., and Lieberman, M. "Internal and External Influences on Adoption Decisions in Multi-Unit Firms: The Moderating Effect of Experience." *Strategic Organization*, Volume 8, p. 132-154. May 2010.

Thomas, M., Simon, D., and Kadiyali, V. "The Price Precision Effect: Evidence from Laboratory and Market Data." *Marketing Science*, Volume 29, p. 175-190. January-February 2010.

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Prince, J., and Simon, D. "Has the Internet Accelerated the Diffusion of New Products?" *Research Policy*, Volume 38, p.1269-1277. October 2009.

Blalock, G., and Simon, D. "Do All Firms Benefit Equally from Downstream FDI? The Moderating Effect of Local Suppliers' Capabilities on Productivity Gains." *Journal of International Business Studies*, Volume 40, p. 1095-1112. September 2009.

Prince, J., and Simon, D. "Multimarket Contact and On-Time Performance: Evidence from On-Time Performance in the US Airline Industry." *Academy of Management Journal*, Volume 52, p. 336-354. April 2009.

Simon, D., Gomez, M., McLaughlin, E., and Wittink, D. "Employee Attitudes, Customer Satisfaction, and Sales Performance: Assessing the Linkages in US Grocery Stores." *Managerial and Decision Economics*, Volume 30, p. 27-41. January 2009.

Blalock, G., Kadiyali, V., and Simon, D. "Driving Fatalities After 9/11: A Hidden Cost of Terrorism." *Applied Economics*, Volume 41, p. 1717-1729. 2009.

Davis, P., Lewenstein, B., Simon, D., Booth, J., and Connolly, M. "Open access publishing, article downloads, and citations: randomised controlled trial." *British Medical Journal*, Volume 337, p. 343-345. July 2008.

Blalock, G., Kadiyali, V., and Simon, D. "The Impact of Post 9/11 Airport Security Measures on the Demand for Air Travel." *Journal of Law and Economics*, Volume 50, p. 731-755. November 2007.

Simon, D., and Kadiyali, V. "The Effect of a Magazine's Free Digital Content on Its Print Circulation: Cannibalization or Complementarity?" *Information Economics and Policy*, Volume 19, p. 344-361. October 2007.

Blalock, G., Just, D., and Simon, D. "Hitting the Jackpot or Hitting the Skids: Entertainment, Poverty, and the Demand for State Lotteries." *American Journal of Economics and Sociology*, Volume 66, p. 545-570. July 2007.

Simon, D., and DeVaro J. "Do the Best Companies to Work for Provide Better Customer Satisfaction?" *Managerial and Decision Economics*, Volume 27, p. 667-683. December 2006.

Simon, D. "Incumbent Pricing Responses to Entry." *Strategic Management Journal*, Volume 26, p. 1229-1248. December 2005.

Simon, D. "Competitive Threat, Learning, or Mimetic Isomorphism: Understanding the Adoption and Diffusion of Websites by Consumer Magazines." *Best Paper Proceedings of the Annual Meetings of the Academy of Management*, 2005 (awarded the Glueck Best Paper in the Business Policy and Strategy division).

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Young, G., Smith, K., Grimm, C., and Simon, D. "Multimarket Contact and Resource Dissimilarity: A Competitive Dynamics Perspective." *Journal of Management*, Vol. 26, p. 1217-1236. November 2000.

Simon, J., Mokhtari, M., and Simon, D. "Are Mergers Beneficial or Detrimental? Evidence from Advertising Agencies." *International Journal of the Economics of Business*, Vol. 3, No. 1: 69-82. February 1996.

BOOK CHAPTERS

Price, J., and Simon, D. "High School Sports and Teenage Births". In "The Economics of Sport, Health, and Happiness: The Promotion of Well-Being through Sporting Activities" (ed. Placido Rodriquez, Stefan Kesenne, and Brad Humphreys). Edward Elgar. 2011.

PAPERS UNDER REVIEW

Simon, D., and Gomez, M. "Customer Satisfaction, Competition, and Firm Performance: An Empirical Investigation." Currently being revised for resubmission at *Managerial and Decision Economics*.

Prince, J., and Simon, D. "Do Incumbents Improve Service Quality in Response to the Threat of Entry? Evidence from Airlines' On-Time Performance." Under review at *Journal of Industrial Economics*.

Kadiyali, V., Prince, J., and Simon, D. "Conflict of Interest? The Impact of Dual Agency on the Price and Speed of Residential Real Estate Transactions." Under review at *American Economic Journal: Economic Policy*.

PAPERS IN PREPARATION FOR SUBMISSION

Nicholson, S., Price, J., and Simon, D. "Does Watching Television Affect Criminal Behavior? Evidence from the Diffusion of Cable Television."

Simon, D. "Competition and Firms' Emissions."

Simon, D. "Service Quality in Financially Distressed Firms: Evidence from Airline Bankruptcies."

Simon, D. "The Impact of Mergers on Service Quality: Evidence from Airlines' On-Time Performance."

CONFERENCE PRESENTATIONS

“Do Incumbents Improve Service Quality in Response to the Threat of Entry? Evidence from Airlines’ On-Time Performance.” 2009 Annual Meetings of the Strategic Management Society.

“Conflict of Interest: The Impact of Dual Agency on the Price and Speed of Residential Real Estate Transactions.” 2009 Annual Meetings of the Strategic Management Society.

“Do Incumbents Improve Service Quality in Response to the Threat of Entry? Evidence from Airlines’ On-Time Performance.” 2008 Annual Meetings of the Academy of Management.

“Internal and External Influences on Firms’ Adoption Decisions: The Moderating Effect of Experience.” 2008 Annual Meetings of the Academy of Management.

“Multimarket Contact and Service Quality: Evidence from On-Time Performance in the US Airline Industry.” 2007 Annual Meetings of the Southern Economics Association.

“Do All Firms Benefit Equally from Downstream FDI? The Moderating Effect of Local Suppliers’ Capabilities on Productivity Gains.” 2007 Annual Meetings of the Academy of Management.

“Multimarket Contact and Service Quality: Evidence from On-Time Performance in the US Airline Industry.” 2007 Annual Meetings of the Academy of Management.

“Employee Attitudes, Customer Satisfaction, and Sales Performance: Assessing the Linkages in US Grocery Stores.” 2007 Annual Meetings of the Academy of Management.

“Competitive Threat, Learning, or Legitimacy: Understanding the Adoption and Diffusion of Websites by Consumer Magazines.” 2007 Annual Meetings of the Strategic Management Society.

“The Competitive Causes and Consequences of Customer Satisfaction.” 2005 Annual Meetings of the Academy of Management.

“Do the Best Companies to Work for Provide Better Customer Satisfaction?” 2005 Annual Meetings of the Academy of Management.

“Competitive Threat, Learning, or Mimetic Isomorphism: Understanding the Adoption and Diffusion of Websites by Consumer Magazines.” 2005 Annual Meetings of the Academy of Management. Named Best Paper in the Business Policy and Strategy Division.

“The Effect of a Magazine’s Digital Content: Cannibalization or Complementarity?” 2003 Annual Meetings of the Academy of Management.

“Incumbent Pricing Responses to Entry.” 2002 Annual Meetings of the Academy of Management.

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“Equity Ownership, Inside Directors and Firms’ Propensity to Acquire”, 2000 Strategic Management Society Conference.

“What Influences the Decision to Establish a Web Site: An Empirical Analysis.” 2000 Annual Meetings of the Academy of Management.

“How Intangible Capabilities Provide Competitive Pricing Advantage.” 1999 Annual Meetings of the Academy of Management.

“The Determinants of Firm-Level Pricing Behavior” 1998 Annual Meetings of the Strategic Management Society.

“Operationalizing Rivalry: The Missing Concept in Strategy Research.” 1997 Annual Meetings of the Academy of Management.

INVITED PRESENTATIONS

“The Impact of Post 9/11 Airport Security Measures on the Demand for Air Travel.” Indiana University, School of Public and Environmental Affairs, January 2010.

“Multimarket Contact and Service Quality: Evidence from On-Time Performance in the US Airline Industry.” West Virginia University, Department of Management, October 2009.

“The Effect of Dual Agency on the Price and Speed of Residential Real Estate Transactions.” Cornell University, Applied Microeconomics Seminar, March 2008.

“The Impact of 9/11 on the Demand for Transportation: Air Travel and Driving Fatalities.” Applied Economics and Management Departmental Seminar, March 2005.

“Employee Satisfaction, Customer Satisfaction, and Store Sales Performance.” Cornell University, Strategy Seminar Series, 2004.

“The Competitive Causes and Consequences of Customer Satisfaction.” Applied Economics and Management Brown Bag Seminar, 2004.

“The Cost of Security: Estimating the Impact of Changes in Aviation Security since September 11.” Applied Economics and Management Departmental Seminar, November, 2003.

“The Effect of a Magazine’s Digital Content: Cannibalization or Complementarity?” Cornell University, Department of Communications. April, 2003.

“Competition and Learning: Adoption and Diffusion of Websites by Consumer Magazines.” Cornell University, Strategic Management Seminar Series. October, 2002.

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“Happy Employees, Happy Customers: Understanding the Relationship between Work-Life Benefits, Labor Market Opportunities, and Customer Satisfaction.” 6th Annual 100 Best Companies Work-Life Congress, New York City. October, 2002.

“Incumbent Pricing Responses to Entry.” Cornell University, Strategic Management Seminar Series. April, 2002.

“Happy Employees, Happy Customers: Understanding the Relationship between Work-Life Benefits, Labor Market Opportunities, and Customer Satisfaction.” Cornell University, ILR HR Doctoral Seminar. March, 2002.

“Competition and Learning: Adoption and Diffusion of Websites by Consumer Magazines.” University of Illinois, Department of Business Administration. March, 2001.

“Competition and Learning: Adoption and Diffusion of Websites by Consumer Magazines.” Syracuse University, Department of Management. March, 2001.

“Competition and Learning: Adoption and Diffusion of Websites by Consumer Magazines.” Wayne State University, Department of Management. January, 2001.

“Competition and Learning: Adoption and Diffusion of Websites by Consumer Magazines.” Bowling Green University, Department of Management. January, 2001.

MEDIA CITATIONS

Employee Attitudes and Customer Satisfaction

The Today Show (September 24, 2002)
Working Mother Magazine (October 2002)

Effects of 9/11

Fortune (May 9, 2005)
International Herald Tribune (February 2, 2006)
News 10 Now (march 16, 2005)
Reuters.com (2005)
Washington Post (February 2, 2006)

Real Estate Pricing

The Atlantic Monthly (January/February 2008)
National Public Radio (March 27, 2008)
Science (September 21, 2007)
Wall Street Journal (February 27, 2008)
Washington Post (February 16, 2008)

TEACHING EXPERIENCE

Strategic Management
Managerial and Decision Economics
Strategic Management of Healthcare Organizations

HONORS AND AWARDS

Glueck Best Paper Award, Business Policy and Strategy Division, 2005 Annual Meetings of the Academy of Management.

Outstanding Reviewer, Academy of Management Annual Meetings, Business Policy & Strategy Division. 2003.

Outstanding Faculty, Alpha Kappa Psi, Lambda Chi chapter, Texas A&M University. Fall 2000.

Payne Award for Outstanding Academic Achievement as a Doctoral Student, Smith School of Business, University of Maryland, 1999.

PROFESSIONAL SOCIETIES

Academy of Management

Strategic Management Society

REVIEWER ACTIVITIES

Reviewer for the Academy of Management Annual Meetings (many years)

Reviewer for Best Dissertation competition, Business Policy and Strategy Division, Academy of Management Annual Meetings (2007)

Reviewer for Best Paper competition, Business Policy and Strategy Division, Academy of Management Annual Meetings (2008)

Ad Hoc Reviewer for the *Academy of Management Journal*

Ad Hoc Reviewer for the *Academy of Management Review*

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Ad Hoc Reviewer for *Information Economics and Policy*

Ad Hoc Reviewer for the *Journal of Business Research*

Ad Hoc Reviewer for the *Journal of Policy Analysis and Management*

Ad Hoc Reviewer for *Organization Science*

Ad Hoc Reviewer for the *Review of Industrial Organization*

Ad Hoc Reviewer for the *Strategic Management Journal*