

Michael Baye is the Director of the Bureau of Economics at the Federal Trade Commission. He is on leave from the Kelley School of Business at Indiana University, where he has served as the Bert Elwert Professor of Business since 1997. He previously held academic positions at Penn State University, Texas A&M University, and the University of Kentucky, and visiting appointments at Cambridge and Oxford universities in England, Erasmus University in Rotterdam, The Netherlands, and the New Economic School in Moscow, Russia.

Prior to his current position as chief economist at the FTC, Baye consulted and provided expert testimony in a variety of antitrust matters in the U.S. and abroad. Past clients have included states, private companies, the Canadian Competition Bureau and the U. S. Department of Justice.

Baye has won numerous awards for his outstanding teaching and research. Baye's research focuses mainly on pricing strategies and their impact on consumer welfare and firm profits. His recent work applies tools from game theory and industrial organization to derive equilibrium strategies in network industries, mergers, auctions, and contests. Much of this research concerns pricing strategies in oligopoly environments where consumers view the products sold by different firms to be close substitutes. Baye's pricing research shows, among other things, that optimal pricing strategies by firms and information "gatekeepers" in conventional and online markets can lead to equilibrium price dispersion when firms have identical costs, shoppers are well-informed, and products are perceived to be identical. Many of these strategies are discussed in Baye's managerial economics textbook, which has been translated into four languages and is taught to business students around the world.

Baye's research on mergers, auctions, patents and other contests has been published in such journals as the *American Economic Review*, the *Review of Economic Studies*, and the *Economic Journal*. His research on pricing strategies in online and other environments where consumers search for price information has been supported by the National Science Foundation, the Fulbright Commission, and other organizations, published in leading economics and marketing journals such as the *American Economic Review*, *Econometrica*, and the *Journal of Political Economy*, and featured in *The Wall Street Journal*, *Forbes*, and *The New York Times*.

Baye has served as an editor of *Advances in Applied Microeconomics*, an associate editor of *Journal of Economics & Governance*, and he has served on the editorial boards of *Economic Theory* and the *Journal of Public Policy and Marketing*. He received a Ph.D. in Economics from Purdue University's Krannert School of Management in 1983, a master's degree from Purdue University in 1981, and an undergraduate degree from Texas A&M University in 1980.