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# Joshua Samuel Gans

## Complete Curriculum Vitae

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### Addresses

Rotman School of Management  
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**Citizenship:** Australian, Canadian

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### Education

**Stanford University**, U.S.A., Doctor of Philosophy (in Economics), (Awarded 1995), Dissertation Title: *Essays on Economic Growth and Change*, Advisors: Professors Paul Milgrom, Kenneth J. Arrow and Avner Greif.

**University of Queensland**, Australia, B.Econ (First Class Honours) with majors in Economics and Law, 1986 - 1989.

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### Positions Held

#### Current:

*Professor of Strategic Management and Jeffrey S. Skoll Chair of Technical Innovation and Entrepreneurship*, Rotman School of Management, and (Honorary) Professor, Dept of Economics, University of Toronto (July 2011 -)

*Area Coordinator*, Department of Strategic Management, Rotman School of Management (July 2013 - June 2019, July 2024 -)

*President and COO*, All Day TA Inc (April 2024 -)

*Chief Economist*, Creative Destruction Lab, Global (June 2014 -)

*Research Associate*, National Bureau for Economic Research (May 2012 -)

*Research Affiliate*, Digital Business Initiative, Sloan School of Management, Massachusetts Institute of Technology (May 2012 -)

*Managing Director*, Core Economic Research (June 2001 -)

*Co-Founder, President and COO*, All Day TA Inc (July 2024 -)

*Associate Editor*, *Journal of Industrial Economics* (2008 -)

#### Previous:

*Professor of Management (Information Economics)*, Melbourne Business School University of Melbourne (October 2000 - June 2011); *Professorial Fellow*, Department of Economics, University of Melbourne (2001-2011), *Associate Professor* (July, 1996 - October 2000)

*Visiting Researcher*, Microsoft Research (New England Lab) (January - June 2011).

*Visiting Scholar*, Harvard University (Economics) and NBER (December 2009 - January 2011).

Department Editor, *Management Science (Strategy)* (2017 - 2024); Associate Editor (2010 - 2017)

Co-Editor, *International Journal of Industrial Organization* (2005 - 2011)

Co-Editor, *Journal of Economics and Management Strategy* (2003 - 2008)

*Director*, Centre for Ideas and the Economy, Melbourne Business School (October 2006 - August 2011).

*Director*, Economic Theory Centre, University of Melbourne (January, 2006 - December 2009); *Associate Director* (September 2001 - December 2005).

*Director*, Intellectual Property Research Institute of Australia (August 2006 - January, 2007), *Associate Director* (March, 2002 - August 2006).

*Chief Economist*, Revlo (2015 - 2017)

*Advisory Board*, The Conversation (2011 - 2020)

*Advisory Board, Streambed* (2020 - 2022)  
*Advisory Board, Coursepeer Ltd* (2012 - )  
*Advisory Board, Atlus Inc* (2012 - 2013)  
*Advisory Board, PenyoPal Inc* (2012 - 2014)  
*Advisory Board, Rismark Pty Ltd* (2005 - 2012)  
*Advisory Board, Aplia.com* (2005 - 2007)  
*Director, Melbourne Business School Ltd* (October 2003 – October 2006)  
*Vice President (Economics), CDL Rapid Screening Consortium* (August 2020 -September 2022)  
*Lecturer, School of Economics, University of New South Wales* (September, 1994 - July, 1996)

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## Honors and Awards

Balsillie Prize for Public Policy, Finalist, 2023  
Research Fellow, FinTech@Cornell Initiative  
Distinguished Academic Fellow, Melbourne Business School, 2022  
Distinguished Fellow, International Centre for Economic Analysis, 2022 -  
Senior Academic Fellow, e61 Institute, 2021 -  
Academy of Management, Innovation in Entrepreneurship Pedagogy Award, 2021  
Distinguished Fellow, Luohan Academy, 2020 -  
Distinguished Scholarly Contribution Award, Rotman, 2019-20  
PURC Distinguished Service Award for Regulatory Economics, 2019  
Finalist for HBR McKinsey Award, 2018  
Roger Martin Award for Research Excellence, 2016-17  
Winner of PROSE Award for best book in Business, Management, Finance, 2017  
Best Paper in Technology Management, Informs (Runner-Up), 2013  
Excellence in Teaching Award, Rotman School of Management, 2012  
Excellence in Refereeing Award, *American Economic Review*, 2012  
Fellow, Strategy Research Initiative, 2012 – 2018  
Australian Publishers Association Award for Best Tertiary Adaptation (Teaching & Learning), 2009  
Fellow, Academy of Social Sciences Australia, 2008 -  
Visiting Fellow, Searle Centre for Law, Regulation & Economic Growth, Northwestern, 2008  
Robert F. Lanzillotti Prize for the Best Paper in Antitrust Economics, 2008  
Young Economist Award, Economic Society of Australia, 2007  
Woodward Medal in Humanities and Social Science, 2006  
Best Discussant, Annual PhD Conference in Economics and Business, 2002.  
Fellowship, Jerusalem Summer School in Economic Theory, 1993  
Stanford Center for Conflict and Negotiation Fellowship, 1993  
Fulbright Postgraduate Scholarship, 1990  
Stanford University Graduate Fellowship, 1990  
University Medal, University of Queensland, Australia, 1989  
Reserve Bank of Australia Cadet Scholarship, Australia, 1988

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## Research

### Books

1. *The Microeconomics of Artificial Intelligence*, MIT Press, forthcoming.
2. *Bayesian Entrepreneurship* (edited with Ajay Agrawal, Arnaldo Camffulo, Alfonso Gamberadella, Scott Stern and Erin Scott), MIT Press, forthcoming.
3. *The Political Economy of Artificial Intelligence* (edited with Ajay Agrawal, Avi Goldfarb and Catherine Tucker), University of Chicago Press, 2026, forthcoming.
4. *Entrepreneurship: Choice and Strategy* (with Erin Scott and Scott Stern), Norton, 2024.

5. *The Economics of Artificial Intelligence: Health Care Issues* (edited with Ajay Agrawal, Avi Goldfarb and Catherine Tucker), University of Chicago Press, 2023.
6. *The Economics of Blockchain Consensus*, Palgrave, 2023.
7. *Power and Prediction: The Disruptive Economics of Artificial Intelligence* (with Ajay Agrawal and Avi Goldfarb), Harvard Business Review Press, 2022.
8. *The Pandemic Information Solution: Overcoming the Brutal Economics of Covid-19*, Endeavor Literary Press, 2021.
9. *The Pandemic Information Gap: The Brutal Economics of COVID-19*, MIT Press, 2020.
10. *Economics in the Age of COVID-19*, MIT Press First Reads, 2020.
11. *Innovation + Equality* (with Andrew Leigh) MIT Press, 2019.
12. *The Economics of Artificial Intelligence: A Research Agenda* (edited with Ajay Agrawal and Avi Goldfarb), University of Chicago Press, 2019.
13. *Prediction Machines: The Simple Economics of Artificial Intelligence* (with Ajay Agrawal and Avi Goldfarb), Harvard Business Review Press, 2018.
14. *Survive and Thrive* (edited with Sarah Kaplan), Dog Ear Publishing, 2017
15. *Scholarly Publishing and its Discontents*, Kindle Direct Publishing, 2017.
16. *The Disruption Dilemma* (MIT Press), 2016.
17. *Information Wants to be Shared*, (Harvard Business Review Press: Boston), 2012.
18. *Parentonomics: An economist dad's parenting experiences*, New South: Sydney, 2008 (MIT Press: Cambridge (MA), 2009).
19. *Core Economics for Managers*, Thomson Learning, 2005.
20. *Finishing the Job: Real World Policy Solutions in Housing, Health, Education and Transport*, (with Stephen King) Melbourne University Publishing: Melbourne, 2004.
21. *Publishing Economics: Analyses of the Academic Labour Market in Economics*, Edward Elgar: Cheltenham, 2000.
22. *Principles of Economics* (with Stephen King, Robin Stonecash and N. Gregory Mankiw), 9<sup>th</sup> Pacific Rim Edition, Cengage, Melbourne, 2023 (1<sup>st</sup> Australasian Edition, Harcourt, Sydney, 2000).
23. *Principles of Macroeconomics* (with Robin Stonecash, Stephen King and N. Gregory Mankiw), 9<sup>th</sup> Pacific Rim Edition, Cengage, Melbourne, 2023 (1<sup>st</sup> Edition, Harcourt-Brace, Sydney, 1999).
24. *Principles of Microeconomics* (with Stephen King and N. Gregory Mankiw), 9<sup>th</sup> Pacific Rim Edition, Cengage, Melbourne, 2023 (1<sup>st</sup> Edition, Harcourt-Brace, Sydney, 1999).

## Working Papers

1. "A Comparison of Ex Ante and Ex Post Vertical Market Supply: Evidence from the Electricity Supply Industry" (with Frank Wolak)
2. "Market Structure in Bitcoin Mining" (with June Ma and Rabee Tourky)
3. "Initial Coin Offerings and the Value of Crypto Tokens" (with Christian Catalini).
4. "Self-Regulating Artificial General Intelligence"
5. "Experiments by 'Visionaries'"
6. "Market Power in Artificial Intelligence"
7. "Return to the Econ"
8. "A Solomonic Approach to Ownership Disputes: An Application to Blockchain Front-running" (with Richard Holden)

## Journal Articles

### International

1. "An Ordinal Solution to King Solomon's Dilemma" (with Richard Holden), *Economics Letters*, forthcoming.
2. "Regulating the Direction of Innovation," *Journal of Public Economics*, forthcoming.
3. "Demand for Artificial Intelligence in Settlement Negotiations," *Journal of Law and Economics*, forthcoming.
4. "Equilibrium Conditions for Catch-22 Situations," *Journal of Mechanism and Institutional Design*, 2025 (forthcoming)
5. "The Efficient Markets Hypothesis when Time Travel is Possible," *Economics Letters*, 2025 (forthcoming).
6. "Can Socially-Minded Governance Control the AGI Beast?" *Management Science*, 2025 (forthcoming).
7. "Three Things about Mobile App Commissions," *Information Economics and Policy* Vol.69, December 2024, 10114.
8. "Copyright Policy Options for Generative Artificial Intelligence" *Journal of Law and Economics* (forthcoming).
9. "Theory-Based Entrepreneurial Search" (with Ankur Chavda and Scott Stern), *Strategy Science*, 2025, 9(4):397-415.
10. "How Learning About Harms Impacts the Optimal Rate of Artificial Intelligence Adoption" *Economic Policy*, Vol. 40, Issue 121, January 2025, Pages 199–219.
11. "How will Generative AI impact Communication?" *Economics Letters*, Vol. 242, September 2024, 111872.
12. "Will User-Contribute AI Training Data Eat its own Tail?" *Economics Letters*, Vol. 242, September 2024, 111868.
13. "Internal Disagreement and Disruptive Technologies," *Strategy Science*, Vol.9, no. 3, 2024, pp.267-276.
14. "Interplay between Amazon store and logistics," (with Patrick Andreoli-Versbach), *European Competition Journal*, 20(2), 2024, 460–497. <https://doi.org/10.1080/17441056.2024.2312494>
15. "Prediction machines, insurance, and protection: An alternative perspective on AI's role in production," (with Ajay Agrawal and Avi Goldfarb), *Journal of the Japanese and International Economies*, Vol.72, June 2024, 101307
16. "The Turing Transformation: Artificial intelligence, intelligence augmentation, and skill premiums," (with Ajay Agrawal and Avi Goldfarb), *Harvard Data Science Review*, 2024 (Special Issue 5). <https://doi.org/10.1162/99608f92.35a2f3ff>
17. "Zero Cost" Majority Attacks on Permissionless Blockchains (with Hanna Halaburda), *Management Science* Vol.70, No.6, June 2024, pp.4155-4165.
18. "Examining the relationship between workplace industry and COVID-19 infection: a cross-sectional study of Canada's largest rapid antigen screening program," (with Evgenia Gatov, Sonia Sennik, Avi Goldfarb, Janice Stein, Ajay Agrawal and Laura Rosella), *Journal of Occupational and Environmental Medicine* 66(2):p e68-e76, February 2024.
19. "Do we want less automation?" (with Ajay Agrawal and Avi Goldfarb), *Science*, Vol. 381, 2023, pp.155-158.
20. "Economic analysis of proposed regulations of cloud services in Europe," (with Mikael Herve and Muath Masri), *European Competition Journal*, Vol.18, No.3, 2023, pp.522-568.
21. "Cryptic Regulation of Crypto-Tokens," *Entrepreneurship and Innovation Policy and the Economy*, 3, no. 1, 2024, pp.139-163.
22. "Artificial Intelligence Adoption and System-Wide Change," (with Ajay Agrawal and Avi Goldfarb), *Journal of Economics and Management Strategy*, 33 (2), 2024, pp.327-337.

23. "Artificial Intelligence Adoption in a Competitive Market," *Economica*, Vol.90, No.358, 2023, pp.69-705.
24. "Artificial Intelligence Adoption in a Monopoly Market," *Managerial and Decision Economics*, Vol.44, No.2, 2023, pp.1098-1106.
25. "A Solomonic Solution to Blockchain Front-Running," (with Richard Holden), *AEA Papers and Proceedings*, Vol. 113, 2023, pp. 248-252.
26. "Vaccine Hesitancy, Passports and the Demand for Vaccination," *International Economic Review*, Vol.64, No.2, 2023, pp.641-652.
27. "Optimal Allocation of Vaccines" *Oxford Review of Economic Policy* 38 (4), 2022, pp.912-923.
28. "Experimental Choice and Disruptive Technologies," *Management Science*, Vol. 69, No. 11, 2023, pp.7044-7058.
29. "Markets for Scientific Attribution," (with Fiona Murray), *Journal of Law, Economics and Organization*, 39(3), 2023, 828-846.
30. "Entrepreneurial strategy: a choice-based approach to entrepreneurship education." (with Erin L. Scott, and Scott Stern), *Annals of Entrepreneurship Education and Pedagogy-2023* (2023): 393
31. "From Prediction to Transformation," (with Ajay Agrawal and Avi Goldfarb), *Harvard Business Review*, Nov-Dec 2022.
32. "I'm not sure what to think about them: Confronting naive present bias in a dynamic threshold public goods game." (with Peter Landry) *Journal of Economic Behavior & Organization*, 197, 2022, 195-204.
33. "Tests for Infection versus Infectiousness of SARS-CoV-2," *Managerial and Decision Economics* 43 (6), 2022, pp.1880-1887.
34. "The Microeconomics of Cryptocurrency," (with Hanna Halaburda, Guillaume Haeringer and Neil Gandal), *Journal of Economic Literature*, 60(3), 2022, 971-1013.
35. "Storm Crowds: Evidence from Zooniverse on Crowd Contribution Design" (with Sandra Barbosu), *Research Policy*, Vol.51, No.1, 2022, pp.104414.
36. "The Economic Consequences of  $R = 1$ : Towards a Workable Behavioural Epidemiological Model of Pandemics," *Review of Economic Analysis*, Vol.14, No.1, 2022, pp.3-25.
37. "The Specialness of Zero," *Journal of Law and Economics* Vol.65, No.1, February 2022, pp.157-176.
38. "Large Scale Implementation of Rapid Antigen Testing for Covid-19 in Workplaces," (with Avi Goldfarb, Ajay Agrawal, Sonia Sennik, Janice Stein and Laura Rosella), *Science Advances*, Vol.8, No.8, 2022: eabm3608.
39. "False-Positive Results in Rapid Antigen Tests for SARS-CoV-2" (with Avi Goldfarb, Ajay Agrawal, Sonia Sennik, Janice Stein and Laura Rosella), *JAMA*. Published online January 07, 2022. doi:10.1001/jama.2021.24355.
40. "How AI will change strategy: A thought experiment," (with Ajay Agrawal and Avi Goldfarb), *Harvard Business Review*, Winter 2021, pp.30-31.
41. "Enabling Entrepreneurial Choice," *Management Science* (with Ajay Agrawal and Scott Stern), Vol.67, No.9, 2021, pp.5510-5524.
42. "Choosing Technology: An Entrepreneurial Strategy Approach," (with Michael Kearney, Erin Scott and Scott Stern), *Strategy Science*, Vol.6, No.1, 2021, pp.39-53.
43. "Exit, Tweets and Loyalty," (with Avi Goldfarb and Mara Lederman), *American Economic Journal: Microeconomics*, Vol.13, No.2, 2021, pp.68-112.
44. "The Allocation of Decision Authority to Human and Artificial Intelligence," (with Susan Athey and Kevin Bryan), *AEA Papers and Proceedings*, vol.110, 2020, pp. 80-84.
45. "To Disrupt or not to Disrupt," *Sloan Management Review*, 2020.
46. "Some Simple Economics of the Blockchain" (with Christian Catallini) *Communications of the ACM*, Vol.63, No.7, 2020, pp.80-90.
47. "Self-Recognition in Teams" (with Peter Landry), *International Journal of Game Theory* Vol. 48, No.4 2019, pp.1169-1201.

48. "Inequality and Market Concentration, When Shareholding is More Skewed than Consumption," (with Andrew Leigh, Martin Schmalz and Adam Triggs), *Oxford Review of Economic Policy*, Volume 35, Issue 3, Autumn 2019, pp.550–563.
49. "Foundations of Entrepreneurial Strategy" (with Scott Stern and Jane Wu) *Strategic Management Journal* Vol.40, No.5, May 2019, pp.736-756.
50. "Artificial Intelligence: The Ambiguous Labor Market Impact of Automating Prediction," (with Ajay Agrawal and Avi Goldfarb), *Journal of Economic Perspectives*, Volume 33, Number 2, Spring 2019, pp.31–50.
51. "Exploring the Impact of Artificial Intelligence: Prediction versus Judgment," (with Ajay Agrawal and Avi Goldfarb), *Information Economics and Policy*, Volume 47, June 2019, Pages 1-6.
52. "Strengthening a Weak Rival for a Fight" (with Martin Byford), *International Journal of Industrial Organization* Volume 63, March 2019, pp.1-17.
53. "A Theory of Multihoming in Rideshare Competition," (with Kevin Bryan), *Journal of Economics and Management Strategy* Vol. 28, No.1, 2019, pp. 89-96.
54. "Getting Prices Right on Digital Music Copyright," *Review of Economic Research on Copyright Issues*," Vol.15, No.2, 2018, pp.1-22.
55. "Control versus Execution: Endogenous Appropriability and Entrepreneurial Strategy," (with Kenny Ching and Scott Stern), *Industrial and Corporate Change*, 2018, pp.1-20.
56. "Economic Policy for Artificial Intelligence," (with Ajay Agrawal and Avi Goldfarb), *Innovation Policy and the Economy*, Vol.19, No.1, 2019, pp.139-159.
57. "The Impact of Consumer Multi-Homing on Advertising Markets and Media Competition," (with Susan Athey and Emilio Calvano), *Management Science*, 64(4), April 2018, pp. 1574–1590.
58. "Strategy for Start-Ups" (with Erin Scott and Scott Stern), *Harvard Business Review*, May-June, 2018.
59. "Human Judgment and AI Pricing," (with Ajay Agrawal and Avi Goldfarb), *AEA: Papers and Proceedings*, Vol.108, 2018, pp.58-63.
60. "Does Organizational Form Drive Competition? Evidence from Coffee Retailing" (with Brian Adams, Richard Hayes and Ryan Lampe) *Economic Record* Vol.94, No. 305, 2018, pp.155-167.
61. "Contracting over the Disclosure of Scientific Knowledge" (with Fiona Murray and Scott Stern), *Research Policy* Volume 46, Issue 4, May 2017, pp.820-835.
62. "What to expect from Artificial Intelligence," (with Ajay Agrawal and Avi Goldfarb), *Sloan Management Review*, Feb 7, 2017.
63. "Endogenous Appropriability," (with Scott Stern), *American Economic Review Papers and Proceedings*, Vol.107, No.2, May 2017, pp.317-21.
64. "Negotiating for the Market," *Advances in Strategic Management* J. Furman et.al. (eds), Volume 37, 2017, pp.3-36.
65. "Value Capture Theory: A Strategic Management Review," (with Michael Ryall), *Strategic Management Journal*, Vol.38, No.1, January 2017, pp.17-41.
66. "Weak versus Strong Net Neutrality: Correction and Clarification," (with Michael Katz) *Journal of Regulatory Economics*, Vol. 50, (1), 2016, pp. 99-110.
67. "The other disruption," *Harvard Business Review*, March 2016, pp.78-85.
68. "Keep Calm and Manage Disruption," *Sloan Management Review*, February 22, 2016.
69. "'Selling Out' and the Impact of Music Piracy on Artist Entry," *Information Economics and Policy* Vol. 32, September 2015, pp.58-64.
70. "Remix Rights and Negotiations over the use of Copy-Protected Works," *International Journal of Industrial Organization*, Vol.41, July, 2015, pp.76-83.
71. "Exploring Tradeoffs in the Organization of Scientific Work: Collaboration and Scientific Reward," (with Michael Bikard and Fiona Murray) *Management Science*, Vol.61, No.7, July 2015, pp.1473-1495.
72. "Weak versus Strong Net Neutrality," *Journal of Regulatory Economics*, Vol. 47 (2), 2015, pp.183-200.

73. "Does the Lunar Cycle Affect Births and Deaths?" (with Andrew Leigh), *Journal of Articles in Support of the Null Hypothesis*, Vol.11, No.2, February 2015.
74. "Collusion at the Extensive Margin" (with Martin Byford), *International Journal of Industrial Organization*, Vol. 37, November 2014, pp.75-83
75. "Dynamic Commercialization Strategies for Disruptive Technologies: Evidence from the Speech Recognition Industry," (with Matt Marx and David Hsu), *Management Science*, Vol.60, No.12, 2015, pp.3103-3123.
76. "Bilateral Bargaining with Externalities" (with Catherine de Fontenay), *Journal of Industrial Economics*, Vol.64, No.4, 2014, pp.756-788.
77. "Exit Deterrence" (with Martin Byford), *Journal of Economics and Management Strategy*, Vol.23, No.3, 2014, pp.650-669.
78. "Innovation Incentives Under Transferable Fast-Track Regulatory Review" (with David Ridley) *Journal of Industrial Economics*, Vol.61, No.3, 2013, pp.789-816.
79. "Entrepreneurial Commercialization Choices and the Interaction between IPR and Competition Policy," (with Lars Persson), *Industrial and Corporate Change*, Vol. 22, No. 1, 2013, 131-151.
80. "Innovation and Climate Change Policy," *American Economic Journal: Economic Policy*, Vol.4 No.4, 2012, pp.125-145.
81. "Mobile Application Pricing," *Information Economics and Policy*, Vol.24, No.1, March 2012, pp.52-59.
82. "Platform Siphoning: Ad-Avoidance and Media Content," (with Simon Anderson), *American Economic Journal: Microeconomics* Vol.3, No.4, November 2011, pp.1-34.
83. "How Does the Republic of Science Shape the Patent System? Broadening the Institutional Analysis of Policy Levers for Innovation and Knowledge Disclosure," (with Fiona Murray and Mackey Craven), *UC Irvine Law Review*, Vol.1 No.2, 2011, pp.359-395.
84. "Remedies for Tying in Computer Applications," *International Journal of Industrial Organization*, 29 (5), 2011, pp.505-512.
85. "Carbon Offset Provision with Guilt-Ridden Consumers" (with Vivienne Groves), *Journal of Economics and Management Strategy*, Vol.21, No.1, 2012, pp.243-269.
86. "Why Tie a Product Consumers Do Not Use" (with Dennis Carlton and Michael Waldman), *American Economic Journal: Microeconomics*, Vol.2, No.3, August 2010, pp.85-105.
87. "The Impact of Targeting on Advertising Markets and Media Competition," (with Susan Athey), *American Economic Review Papers and Proceedings*, Vol.100, No.2, May 2010, pp.608-613.
88. "When is Static Analysis a Proxy for Dynamic Considerations? Reconsidering Antitrust and Innovation," *Innovation Policy and the Economy*, Vol.11, 2010, MIT Press: Cambridge (MA).
89. "Exclusivity, Competition and the Irrelevance of Internal Investment," (with Catherine de Fontenay and Vivienne Groves), *International Journal of Industrial Organization*, Vol.28, No.4, 2010, pp.336-340.
90. "Is There a Market for Ideas?" (with Scott Stern), *Industrial and Corporate Change*, Vol.19, No.3, 2010, pp.805-837.
91. "The Millennium Bub" (with Andrew Leigh), *Applied Economics Letters*, Vol.16, No.14, 2009, pp.1467-1470.
92. "A Dearth of Exit Strategies," *Sloan Management Review*, Spring 2009, pp.19-20.
93. "Born on the First of July: An (Un)natural Experiment in Birth Timing," (with Andrew Leigh), *Journal of Public Economics*, Vol.93, Nos.1-2, February 2009, pp.246-263.
94. "A Bargaining Perspective on Strategic Outsourcing and Supply Competition," (with Catherine de Fontenay), *Strategic Management Journal*, Vol.29, No.8, August 2008, pp.819-839.
95. "The Impact of Uncertain Intellectual Property Rights on the Market for Ideas: Evidence for Patent Grant Delays" (with David Hsu and Scott Stern) *Management Science*, Vol.54, No.5, May 2008, pp.982-997.

96. "Concentration-Based Merger Tests and Vertical Market Structure" *Journal of Law and Economics* Vol.50, No.4, November 2007, pp.661-680.
97. "Introduction to Special Issue on 'Negotiations and Cooperative Arrangements in Industrial Organization,'" (with Roman Inderst) *International Journal of Industrial Organization*, Vol.25, No.5, October 2007, pp.879-883.
98. "Do Voluntary Carbon Offsets Work?" *The Economists' Voice*, Vol.4, Iss.4, 2007, Article 7.
99. "Minding the Shop: The Case of Obstetrics Conferences," (with Andrew Leigh and Elena Varganova), *Social Science and Medicine*, Vol.65, No.7, October 2007, pp.1458-1465.
100. "Price Discrimination with Costless Arbitrage," (with Stephen King), *International Journal of Industrial Organization*, Vol.25, 2007, pp.431-440.
101. "Vertical Contracting when Competition for Orders Precedes Procurement," *Journal of Industrial Economics*, Vol.55, No.2, June 2007, pp.325-346.
102. "Inefficient Ownership and Resale Opportunities," *Economics Letters*, Vol.93, 2006, pp.242-247.
103. "Patent Length and the Timing of Innovative Activity," (with Stephen King) *Journal of Industrial Economics*, Vol.55, No.4, December 2007, pp.772-772.
104. "Did the Death of Australian Inheritance Taxes Affect Deaths?" (with Andrew Leigh) *Topics in Economic Analysis and Policy*, Vol.6, No.1, 2006, Article 23.
105. "Toying with Death and Taxes: Some Lessons from Down Under," (with Andrew Leigh) *The Economists' Voice*, Vol.3, Issue 6, 2006.
106. "Paying for Loyalty: Product Bundling in Oligopoly," (with Stephen King) *Journal of Industrial Economics*, Vol.54, No.1, March 2006, pp.43-62.
107. "Vertical Integration in the Presence of Upstream Competition," (with Catherine de Fontenay) *RAND Journal of Economics*, 36 (3), 2005, pp.544-572.
108. "Markets for Ownership," *RAND Journal of Economics*, 36 (2), 2005, pp.433-455.
109. "Optional Fixed Fees in Multilateral Vertical Relations," (with Catherine de Fontenay) *Economics Letters*, Vol.88 (2), 2005, pp.184-189
110. "Patent Renewal Fees and Self-Funded Patent Offices," (with Stephen King and Ryan Lampe), *Topics in Theoretical Economics*, Vol.4, No.1, 2004, Article 6.
111. "Vertical Integration and Competition Between Networks," (with Catherine de Fontenay) *Review of Network Economics* Vol.4 (No.1), March 2005, pp.4-18.
112. "Can Vertical Integration by a Monopsonist Harm Consumer Welfare?" (with Catherine de Fontenay), *International Journal of Industrial Organization*, Vol. 22, No. 6, 2004, pp. 821-834.
113. "When Does Funding Research by Smaller Firms Bear Fruit? Evidence from the SBIR Program," (with Scott Stern), *Economics of Innovation and New Technology*, Vol.12, No.4, 2003, pp.361-384.
114. "A Technological and Organisational Explanation for the Size Distribution of Firms," (with John Quiggin) *Small Business Economics*, Vol.21, No.3, November 2003, pp. 243-256.
115. "Approaches to Regulating Interchange Fees in Payment Systems," (with Stephen King) *Review of Network Economics*, Vol.2, No.2, June 2003, pp.125-145.
116. "The Product Market and the Market for 'Ideas': Commercialization Strategies for Technology Entrepreneurs," (with Scott Stern), *Research Policy*, Vol.32, No.2, February, 2003, pp.333-350.
117. "Organizational Design and Technology Choice under Intrafirm Bargaining: A Comment," (with Catherine de Fontenay), *American Economic Review*, Vol.93, No.1, March 2003, pp.448-455.
118. "The Neutrality of Interchange Fees in Payment Systems," (with Stephen King), *Topics in Economic Analysis and Policy*, Vol.3, No.1, 2003, Article 1.
119. "When Does Start-Up Innovation Spur the Gale of Creative Destruction?" (with David Hsu and Scott Stern), *RAND Journal of Economics*, Vol.33, No.4, 2002, pp.571-586.



120. "Exclusionary Contracts and Competition for Large Buyers," *International Journal of Industrial Organization*, Vol.20, 2002, pp.1363-1381.
121. "Regulating Private Infrastructure Investment: Optimal Pricing for Access to Essential Facilities," *Journal of Regulatory Economics*, Vol.20, No.2, 2001, pp.167-189.
122. "Numbers to the People: Regulation, Ownership and Local Number Portability," (with Stephen King and Graeme Woodbridge), *Information Economics and Policy*, 13 (2), June 2001, pp.167-180.
123. "Using 'Bill and Keep' Interconnect Arrangements to Soften Network Competition," (with Stephen King) *Economic Letters*, 71 (3), June 2001, pp.413-420.
124. "Regulating Endogenous Customer Switching Costs," (with Stephen King), *Contributions to Theoretical Economics*, Vol 1, Issue 1, 2001, Article 1.
125. "Mobile Network Competition, Customer Ignorance and Fixed-to-Mobile Call Prices," (with Stephen King), *Information Economics and Policy*, Vol.12, No.4, 2000, pp.301-328.
126. "Incumbency and R&D Incentives: Licensing the Gale of Creative Destruction," (with Scott Stern), *Journal of Economics and Management Strategy*, Vol.9, No.4, 2000, pp.485-511.
127. "Network Competition and Consumer Churn," *Information Economics and Policy*, Vol.12, No.2, 2000, pp.97-110.
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421. ["Adding 'real' value"](#) (with Ajay Agrawal and Avi Goldfarb), *Indian Management*, April 2019.
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432. [“The key to living with the virus? Less accurate tests.”](#) (with Richard Holden), *Australian Financial Review*, 18 September 2020.
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436. [“A Leader's Guide to Safely Reopening the Workplace.”](#) (with Ajay Agrawal, Avi Goldfarb and Mara Lederman) *Rotman Magazine*, Fall 2020, p.24.
437. [“Reproduction numbers tend to 1 and the reason could be behavioural.”](#) *VoxEU*, 31 August 2020.
438. [“How to Win with Machine Learning.”](#) (with Ajay Agrawal and Avi Goldfarb), *Harvard Business Review*, September-October, 2020.
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440. [“The CEO's Guide to Safely Reopening the Workplace.”](#) (with Ajay Agrawal, Avi Goldfarb and Mara Lederman) *MIT Technology Review*, 28 May 2020.
441. [“How I wrote and published a book about the economics of the coronavirus in a month.”](#) *The Conversation*, 1 May 2020.
442. [“Provide incentives for using the tracing app.”](#) (with Richard Holden), *Australian Financial Review*, 21 April 2020.
443. [“To battle coronavirus, Canada must mobilise resources with a war-like approach.”](#) *The Globe and Mail*, 25 March 2020.
444. [“On coronavirus, it's time to adopt a wartime mentality.”](#) *The Star*, 17 March 2020.
445. [“Flattening the coronavirus curve is not enough.”](#) *The MIT Press Reader*, 16 March 2020.
446. [“A zero price can be special.”](#) *VoxEU*, 9 February 2020.
447. [“An Economist's Guide to Potty Training.”](#) *The MIT Press Reader*, 6 February 2020.
448. [“More \(or Less\) Economic Limits of the Blockchain”](#) (with Neil Gandal), *VoxEU*, 6 February 2020.
449. [“Facebook vs Australia: The government hands Facebook a free pass.”](#) *The Conversation*, 19 February 2021.
450. [“Preparing for COVID-29.”](#) *Rotman Magazine*, Fall 2021.
451. [“Preparing our schools for a fall reopening — and inevitable disruptions.”](#) *The Toronto Star*, 26 July 2021.
452. [“Should homes be sold at open auction.”](#) *The Toronto Star*, 29 May 2021.
453. [“Ontario workers need immediate protection.”](#) *The Hamilton Spectator*, 23 April 2021.
454. [“Start thinking of Covid-19 as a virus with no end.”](#) *Policy Options*, 11 March 2021.
455. [“Is Meta in decline?”](#) *The Toronto Star*, 26 February 2022.
456. [“A vaccine tax can help end the pandemic.”](#) (with Michael Smart) *The Toronto Star*, 14 February 2022.
457. [“The case for a vaccine tax.”](#) (with Michael Smart), *Finances of the Nation*, 31 January 2022.
458. [“A broader approach to AI would cut bias in immigration decisions while adding speed.”](#) (with Ajay Agrawal and Avi Goldfarb), *Policy Options*, 22 December 2022
459. [“ChatGPT, AI can boost the economy by removing language barriers for immigrants seeking employment.”](#) (with Ajay Agrawal and Avi Goldfarb), *The Globe and Mail*, 15 December 2022.
460. [“ChatGPT and how AI disrupts industries.”](#) (with Ajay Agrawal, Avi Goldfarb and ChatGPT), *HBR Online*, 12 December 2022.
461. [“Newfoundland provides a clue about AI's near future in business.”](#) (with Ajay Agrawal and Avi Goldfarb), *The Toronto Star*, 26 November 2022.
462. [“The Interoperability Hope.”](#) *CPI TechREG Chronicle*, November 2022.
463. [“From Prediction to Transformation.”](#) (with Ajay Agrawal and Avi Goldfarb), *Harvard Business Review*, Nov-Dec 2022.
464. [“Power & Prediction: The Anti-discrimination Opportunity.”](#) (with Ajay Agrawal and Avi Goldfarb), *Rotman Magazine*, Fall 2022.
465. [“We need an affordable insurance plan to maintain internet and phone connectivity.”](#) *The Toronto Star*, 15 July 2022.
466. [“What is Apple's Vision Pro really for?”](#) (with Abhishek Nagaraj) *HBR Online*, 14 June 2023.
467. [“How Large Language Models Reflect Human Judgment.”](#) (with Ajay Agrawal and Avi Goldfarb), *HBR Online*, 12 June 2023.
468. [“A New Mining Tax on Crypto”](#) a16z, May 16, 2023.
469. [“Blast Off: The Space Economy Takes Flight.”](#) (with Ajay Agrawal, Avi Goldfarb, Chris Hadfield, Mara Lederman), *Rotman Magazine*, Winter 2023.
470. [“Will crypto regulation stifle crypto innovation?”](#) *Duckbuck's: The Future of Finance*, November 2024, pp.29-33.



471. [“The Right Way to Regulate AI,”](#) *Project Syndicate*, 31 May 2024.
472. [“Copyright Policy Options for Generative AI,”](#) *VoxEU*, 3 April 2024.
473. [“AI will be a subtle disrupter,”](#) *Korean Herald*, 16 March 2024.

## Book Reviews

- “Autocorrect off: Where BlackBerry’s Founders went Wrong,” *Literary Review of Canada*, July-August 2015.
- “Book Review: *A Guide for the Young Economist* by William Thomson,” *Economic Record*, September 2002.
- “Book Review: *Regional Advantage: Competition and Culture in Silicon Valley and Route 128* by Annalee Saxenian” *Prometheus*, Vol.13, No.1, June 1995, pp.124-127.
- “Book Review: *Time In History* by G.J. Whitrow,” *Prometheus*, Vol.8, No.2, December 1990, pp.390-393.
- “Book Review: *Economics and Institutions: A Manifesto for a Modern Institutional Economics* by Geoffrey Hodgson,” *Prometheus*, Vol.8, No.2, December 1990, pp.401-405.
- “Book Review: *A Brief History of Time: From the Big Bang to Black Holes* by Stephen Hawking,” *Prometheus*, Vol.8, No.1, June 1990, pp.181-183.
- “Book Review: *Hard Heads, Soft Hearts: Tough Minded Economics for a Just Society* by Alan Blinder,” *Economic Analysis and Policy*, Vol.20, No.1, March 1990, pp.132-134.
- “Book Review: *Chaos: Making a New Science* by James Gleick,” *Prometheus*, Vol.7, No.2, December 1989, pp.412-415.

## Grants

- 2025: SSHRC Insight Grant for “Innovation and Entrepreneurial Experimentation in Artificial Intelligence Startups” (\$203,795)
- 2022: Sloan Foundation Grant for the “Economics of Artificial Intelligence” (\$289,788)
- 2018: Sloan Foundation Grant for the “Economics of Artificial Intelligence” (\$914,000)
- 2013: SSHRC Grant for “Big Science and Small Incentives: How Crowdfunding, Incubators, and Prizes Influence the Rate and Direction of University Innovation.” (\$301,000)
- 2012: SSHRC Grant for “Digital Challenges in News, Media and Advertising.” (\$153,000)
- 2011: Sloan Foundation Grant for the “Economics of Knowledge Contribution and Distribution,” (\$976,171)
- 2009: ARC Discovery Grant for “Economic interactions between scientists and commercial interests and their impact on scientific knowledge dissemination: a theoretical and empirical investigation,” (\$608,000)
- 2007: Victorian State Government: developing an innovation agenda (\$42,000)
- 2007: *ARC Linkage Grant* for “Understanding market mechanisms to achieve greater efficiency in the Australian residential real-estate market,” (\$228,000 over three years).
- 2006: Grant from University of Melbourne to create Centre for Ideas and the Economy (\$500,000)
- 2006: *ARC Discovery Grant* for “Developing a Coalitional Approach to Business Strategy and Industrial Organisation: Theory and Empirical Operationalisation” (\$285,000 over three years).
- 2003: *Large ARC Grant* for “Uncertainty and Patent Lags,” (\$140,000 over three years).
- 2002: Grant from the Menzies Research Centre to study “Options for Low Income Housing Policy in Australia” (\$20,000).
- 2002: Grant from Medibank Private to study “Options for Health Insurance Reform in Australia” (\$40,000).

- 2002: IPRIA Grant for “Commercialisation of New Technologies” (approx. \$70,000 per year for 4 years).
- 2000: *Large ARC Grant* for “Competition in Ideas Markets,” (\$77,000 over three years).
- 1999: *Small ARC Grant* for “Regulation in Network Industries,” \$12,000.
- 1998: *Small ARC Grant* for “Regulation in Network Industries,” \$5,000.
- 1997: *Special Initiatives Grant* for “An Analysis of the Implications Complementary Assets have for Innovation Incentives in High Technology Industries,” Melbourne University, \$10,000.
- 1996: *Small ARC Grant* for “The Composition of Private and Public Economic Activity and Urban Growth: Evidence from Australia and the U.S.,” \$8,000.
- 1996: *UNSW Faculty Special Research Grant* for “Political Security and Policy Manipulation,” \$2,500.
- 1995: *Small ARC Grant* for “An Empirical Analysis of Externalities and Public Institutions in the Growth of U.S. Cities,” \$11,200.
- 1995: *UNSW Faculty Special Research Grant* for “A Theoretical Analysis of the Coordination and Incentive Issues Involved with the Management of Innovation,” University of New South Wales, \$2,000.

## **Blog Contributions**

Plugging the Gap: [joshuagans.substack.com](http://joshuagans.substack.com)  
 Digitopoly: [digitopoly.org](http://digitopoly.org)  
 Parentonomics: [blogs.forbes.com/joshuagans](http://blogs.forbes.com/joshuagans)  
 Core Economics: [economics.com.au](http://economics.com.au)  
 Game Theorist: [gametheorist.blogspot.com](http://gametheorist.blogspot.com)  
 GeekDad: [geekdad.com](http://geekdad.com)  
 News for Econ Students: [econblog.aplia.com](http://econblog.aplia.com)

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## **Teaching Experience**

*Professor*, Rotman School of Management, University of Toronto

Subjects taught: Network and Digital Market Strategy, MBA (2011; 2012, 2014, 2015), Network and Digital Market Strategy, Commerce (2011), Economics and Strategy, PhD (2012, 2013), Creative Destruction Lab (Strategy) (2014, 2015, 2016), Creative Destruction Lab Intro (2017-24).

*Professor and A/Professor*, Melbourne Business School, University of Melbourne.

Subjects taught: Economics of Incentives and Strategy in Organisations (3rd Semester, 1996, 1997); Managerial Economics (2nd Semester, 1997, 1st Semester, 1998, 1<sup>st</sup> Semester, 1999, 2<sup>nd</sup> Semester, 1999; 1<sup>st</sup> Semester, 2000, 1<sup>st</sup> Semester 2004; 1<sup>st</sup> Semester 2006); Incentives and Contracts (2<sup>nd</sup> Semester, 1999; 1<sup>st</sup> Semester, 2000, 1<sup>st</sup> Semester, 2000; 1<sup>st</sup> Semester 2001; 2<sup>nd</sup> Semester, 2001; 3<sup>rd</sup> Semester, 2002; 1<sup>st</sup> Semester, 2005; 1<sup>st</sup> Semester 2006); Competing with Technology (2<sup>nd</sup> Semester, 1999); Personnel Economics (1<sup>st</sup> Semester, 2000); Economics of Innovation (2<sup>nd</sup> Semester, 2000; 2<sup>nd</sup> Semester 2001; 3<sup>rd</sup> Semester, 2002; 1<sup>st</sup> Semester, 2005; 1<sup>st</sup> Semester 2006); Advanced Game Theory (2<sup>nd</sup> Semester, 2000; 2<sup>nd</sup> Semester, 2001, 1<sup>st</sup> Semester 2003, 1<sup>st</sup> Semester, 2006).

*Guest Professor*, MIT

Masterclass in Organizational Economics (May 2012).

*Guest Lecturer*, INSEAD, France



“Managing Ideas for Competitive Advantage,” IBM Executive Program (August 2000).

*Lecturer*, School of Economics, University of New South Wales.

Subjects taught: Growth, Technology and Structural Change, Session 1 1995, 1996; Microeconomics 1, Session 2 1994; Microeconomics 3, Session 1 1995, 1996; Microeconomic Analysis 1, Session 1 1995, 1996; Microeconomic Analysis 2, Session 2 1994, 1995; Macroeconomics 1, Session 2 1995; Macroeconomics 3, Session 2 1995; Topics in Advanced Economics, Session 2 1995

*Workshop Organiser and Presenter*, Scientia Challenge, UNSW

“Using Game Theory to Understand Economic and Social Interactions,” July 13-14, 1995.

*Adjunct Faculty Member*, Australian Graduate School of Management, UNSW

Issues in Financial Economics, 2nd Quarter 1996

Macroeconomics for Managers, 3rd Quarter 1995

The Economics of Organisations and Management, 1st Quarter, 1996

*Teaching Assistant*, Stanford University

Intermediate Microeconomic Theory (Paul Milgrom), Fall 1993.

Cities, Regions and Nations (Paul Krugman), Spring 1994.

*Specialist Tutor*, University of Queensland, Australia, Feb 1989 - July 1990.

Subjects taught included: Introductory Economics, Political Economy and Comparative Economic Systems, Australian Economic History, and the Economic Aspects of Information Technology.

*Teaching Cases:*

“Killing Craigslist: Entrepreneurship in the Online Apartment Rental Market,” (with Peter Coles and Wei-Yuan Yu) Harvard Business School Case No. N9-912-009 (January 2012).

“Developing an App for That: Mobile Application Development Strategy (Banking),” (with Hanna Halaburda and Nathaniel Burbank) Harvard Business School Case No. N9-711-415 (August 2010).

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## Consulting

*Long-term Associations*

- Keystone.ai (August 2024 -)
- Charles River Associates (October, 2002 – August 2005; May 2022 – June 2024)
- Brattle Group (December 2014 – April 2022)
- CoRE Research Pty Ltd (June, 2001 – )
- Australian Competition and Consumer Commission (October, 1999 – June, 2000, March 2006 – December 2007)
- The Economist Advocate (February, 1999 - 2001)
- London Economics, Australia (February 1997 - May, 1999)

*Clients*

- Government Organisations: USDOJ, FTC, ACCC (rail, telecommunications, concrete masonry, supermarkets, B2B e-commerce), Queensland Electricity Reform Unit, Australian Communications Authority, NSW Taxation Authority, Tasmanian Government, NZ Commerce Commission, Consumer Affairs Victoria.

- Private Organisations: BHP, Commonwealth Bank, National Australia Bank, Macquarie Generation, AWB, Freight Australia, United Energy, TXU, Telstra, Lend Lease, Faulding, Hymix-Pioneer, Fairfax, SingTel, Australian Dairy Corporation, AAPT, Mayne, Adsteam, OneSteel, Suncorp, Boral, Microsoft.
- Industry Groups: Regulated Business Forum, Australian Performing Rights Association, National Pharmaceutical Service Providers of Australia.

#### Activities

- Competition reviews and merger analysis
- Access pricing and regulation
- Optimal penalties and damages calculations

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### Current Service/Administration Activities

2024-: Area Coordinator, Strategic Management, Rotman School of Management  
 2017-: Department Editor (Strategy), *Management Science*  
 2014-: Chief Economist, Creative Destruction Lab  
 2013-: Advisory Board Member, Creative Destruction Lab  
 2013-19: Area Coordinator, Strategic Management, Rotman School of Management  
 2011-13: Learning Resources Committee, Chair, Rotman School of Management  
 2009 - 2011: Executive Committee, Institute for a Broadband-Enabled Society, University of Melbourne  
 2007 - 2009: MBS Knowledge Transfer Representative  
 2006 -: Advisory Board, IPRIA.  
 2003 - 2006: Director (Faculty Elected), MBS Ltd.  
 2004: MBS Merger Steering Committee  
 2002 - 2003: Chair, Education Technology Committee, Melbourne Business School  
 2002: Director's Advisory Council, Melbourne Business School  
 2002 - 2009: Academic Planning and Development Committee, Melbourne Business School.  
 1998-2002: Promotions and Confirmations Committee, University of Melbourne  
 1996-2002: Discussion Paper Coordinator, Melbourne Business School.

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### Other Professional Activities

Executive Committee, Strategic Research Initiative (2012 - 2014, 2015 - 2018)  
 Department Editor, *Management Science* (Strategy) (2016-2024)  
 Associate Editor, *Management Science* (Strategy) (2010 - 2016)  
 Associate Editor, *Journal of Industrial Economics* (2009 -)  
 Co-Editor, *International Journal of Industrial Organization* (2005 - 2011)  
 Co-Editor, *Journal of Economics and Management Strategy* (2003 - 2008)  
 Board of Editors, *Economic Analysis and Policy* (2007 -)  
 Board of Editors, *Games* (2009 - 2024)  
 Economics Editor, *Australian Journal of Management* (1997 - 2003)  
 Board of Editors, *Information Economics and Policy* (1996 - 2004).  
 Board of Editors, *Review of Network Economics* (2009 - 2014)  
 Board of Editors, *BE Journals of Economic Analysis and Policy* (2001 - 2014)  
 Book Review Editor (Microeconomics) for the *Economic Record* (1996 - 1998)  
 Professional Memberships: Canadian Bar Association, Economic Society of Australia, American Economic Association, Econometric Society, Law Council of Australia (Business Law Section), European Economic Association, International Industrial Organization Society.

**Languages:** Intermediate Japanese

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