



Liran Einav

Charles R. Schwab Professor of Economics and Senior Fellow at the Stanford Institute for Economic Policy Research

Bio

BIO

<https://leinav.people.stanford.edu/bio>

ACADEMIC APPOINTMENTS

- Professor, Economics
- Senior Fellow, Stanford Institute for Economic Policy Research (SIEPR)

ADMINISTRATIVE APPOINTMENTS

- Charles R. Schwab Professor of Economics, Stanford University, (2023- present)
- Professor, Department of Economics, Stanford University, (2012-2023)
- Associate Professor, Department of Economics, Stanford University, (2007-2012)
- Assistant Professor, Department of Economics, Stanford University, (2002-2007)
- PER Visitor, Columbia University, (2011-2011)
- Ben Porath Visiting Professor, Hebrew University of Jerusalem, (2011-2011)
- Distinguished Visitor, Boston University, (2011-2011)
- Visiting Scholar, Federal Reserve Bank of Minneapolis, (2006-2006)
- Visiting Fellow, Center of Studies in Industrial Organization, Northwestern University, (2006-2006)
- Teaching Fellow, Department of Economics, Harvard University, (1998-2002)
- Research Assistant for Zvi Griliches, Harvard University, (1998-1999)
- Research Assistant for Ariel Pakes, Harvard University, (1999-2000)
- Teaching Assistant, School of Economics and Dept. of Computer Science, Tel-Aviv University, (1995-1997)
- Research Assistant, Tel-Aviv University, for Manuel Trajtenberg, (1995-1997)
- Fellow, Econometric Society, (2012-2012)
- Fellow, Center for Advanced Study in the Behavioral Sciences, (2009-2010)
- National Fellow, Hoover Institution, (2005-2006)
- Graduate Society Fellowship, Harvard University, (1999-1999)
- Faculty Research Fellow, National Bureau of Economic Research, (2005-2008)
- Senior Fellow, Stanford Institute for Economic Policy Research, (2011- present)

HONORS AND AWARDS

- Excellence in Refereeing Award, American Economic Review (2010)
- Excellence in Refereeing Award, American Economic Review (2011)
- Excellence in Refereeing Award, American Economic Review (2012)
- Excellence in Refereeing Award, American Economic Review (2013)
- Excellence in Refereeing Award, Quarterly Journal of Economics (2011)
- Guggenhome Faculty Scholar, Stanford University (2007-2010)
- Rector's List, Tel Aviv University (1995)
- Dean's List, Tel Aviv University (1994)
- Dean's List, Tel Aviv University (1995)
- Dean's List, Tel Aviv University (1996)
- University-wide, Program for Excellency scholarship, Tel Aviv University (1994-1997)
- Jump Start Honors Program, Department of Economics, Tel Aviv University (1995)
- Best Economic Inquiry Article of 2010, Best Economic Inquiry Article (2010)
- Emerald Management Reviews Citation of Excellence, Emerald Management Reviews (2007)

BOARDS, ADVISORY COMMITTEES, PROFESSIONAL ORGANIZATIONS

- Co-organizer, NBER Insurance working group, National Bureau of Economic Research (2012 - present)
- Research Associate, National Bureau of Economic Research (2008 - present)
- Co-Editor, Econometrica (2013 - present)
- Co-Editor, American Economic Journals: Applied Economics (2010 - 2013)
- Associate Editor, American Economic Journals: Microeconomics (2007 - present)
- Associate Editor, Rand Journal of Economics (2007 - present)
- Associate Editor, Quantitative Economics (2009 - present)
- Referee, American Economic Review
- Referee, Berkeley Electronic Press
- Referee, Econometrica
- Referee, Economic Inquiry
- Referee, Economic Journal
- Referee, Economic Quarterly (in Hebrew)
- Referee, Economica
- Referee, Economics Letters
- Referee, European Economic Review
- Referee, International Economic Review
- Referee, Israeli Science Foundation
- Referee, International Journal of Industrial Organization
- Referee, Jotirnal of Business and Economic Statistics
- Referee, Journal of Cultural Economics
- Referee, Journal of Economics and Management Strategy

- Referee, Journal of European Economic Association
- Referee, Journal of Health Economics
- Referee, Journal of Industrial Economics
- Referee, Journal of Law and Economics
- Referee, Journal of Law Economics and Organizations
- Referee, Journal of Marketing Research
- Referee, Journal of Political Economy
- Referee, Journal of Public Economics
- Referee, Management and Decision Economics
- Referee, Marketing Science
- Referee, National Science Foundation
- Referee, Quantitative Economics
- Referee, Quarterly Journal of Economics
- Referee, Rand Journal of Economics
- Referee, Review of Economic Studies
- Referee, Review of Economics and Statistics
- Referee, Review of Industrial Organization
- Referee, Sloan Foundation
- Referee, Theoretical Economics
- Referee, U.S.-Israel Binational Science Foundation
- Scientific Committee, European Association for Research in Industrial Economics (2012 - 2013)
- Program Committee, World Congress of the Econometric Society (2010 - 2010)
- Program Committee, Econometric Society Winter Meeting (2010 - 2010)
- Co-Organizer, Stanford Institute for Theoretical Economics, "Credit and Insurance Markets" (2008 - 2008)
- Program Committee, Society of Economic Dynamics Annual Meeting (2006 - 2007)
- Co-Organizer, NBER Industrial Organization Winter Meeting (2006 - 2006)
- Member, American Economic Association
- Member, Econometric Society
- Teaching matrix coordinator, Stanford University (2012 - present)
- Department vice chair, Stanford University (2011 - 2012)
- Chair of graduate admissions, Stanford University (2009 - 2009)
- Member, Graduate policy committee, Stanford University (2008 - 2008)
- Member, Transfer credit policy, Stanford University (2006 - 2007)

PROFESSIONAL EDUCATION

- B.A., Tel Aviv University, Israel , Computer Science and Economics (1997)
- M.A., Harvard University , Economics (2000)
- Ph.D., Harvard University , Economics (2002)

LINKS

- Einav Website: <https://people.stanford.edu/leinav/>

Teaching

COURSES

2025-26

- Industrial Organization III: ECON 260 (Spr)
- Industrial Organization Seminar: ECON 355 (Aut, Win, Spr)

2024-25

- Industrial Organization III: ECON 260 (Spr)
- Industrial Organization Seminar: ECON 355 (Aut, Win, Spr)

2023-24

- Industrial Organization III: ECON 260 (Spr)
- Industrial Organization Seminar: ECON 355 (Aut, Win, Spr)

2022-23

- Industrial Organization IIA: ECON 258 (Win)
- Industrial Organization III: ECON 260 (Spr)
- Industrial Organization Workshop: ECON 355 (Aut, Win, Spr)

STANFORD ADVISEES

Doctoral Dissertation Reader (AC)

Kate Reinmuth

Postdoctoral Faculty Sponsor

Rebekah Dix

Doctoral Dissertation Advisor (AC)

Evan Flack, Mariana Guido, Katja Hofmann, Tess Snyder, Santiago Varela Seoane

Doctoral Dissertation Co-Advisor (AC)

Zong Huang, Ni Yan

Publications

PUBLICATIONS

- **Clinician behavior when skin tone affects test results.** *Proceedings of the National Academy of Sciences of the United States of America*
Alsan, M., Einav, L., Finkelstein, A., Zhang, J.
2026; 123 (19): e2530585123
- **On the optimality of deferred public annuities** *JOURNAL OF PUBLIC ECONOMICS*
Einav, L., Finkelstein, A.
2026; 256
- **Producing Health: Measuring Value Added of Nursing Homes** *ECONOMETRICA*
Einav, L., Finkelstein, A., Mahoney, N.
2025; 93 (4): 1225-1264

- **Selling Subscriptions Indian Rupee** *AMERICAN ECONOMIC REVIEW*
Einav, L., Klopock, B., Mahoney, N.
2025; 115 (5): 1650-1671
- **Targeting Precision Medicine: Evidence from Prenatal Screening** *JOURNAL OF POLITICAL ECONOMY*
Conner, P., Einav, L., Finkelstein, A., Persson, P.
2025
- **A Blueprint for U.S. Health Insurance Reform.** *Annals of internal medicine*
Einav, L., Finkelstein, A.
2024
- **A blueprint for US health insurance policy Response** *JOURNAL OF POLICY ANALYSIS AND MANAGEMENT*
Einav, L., Finkelstein, A.
2024
- **A blueprint for US health insurance policy** *JOURNAL OF POLICY ANALYSIS AND MANAGEMENT*
Einav, L., Finkelstein, A.
2024
- **Long-Term Care Hospitals: A Case Study in Waste** *REVIEW OF ECONOMICS AND STATISTICS*
Einav, L., Finkelstein, A., Mahoney, N.
2023; 105 (4): 745-765
- **Adoption and utilization of device-assisted telemedicine.** *Journal of health economics*
Zeltzer, D., Einav, L., Rashba, J., Waisman, Y., Haimi, M., Balicer, R. D.
2023; 90: 102780
- **The Impact of Increased Access to Telemedicine** *JOURNAL OF THE EUROPEAN ECONOMIC ASSOCIATION*
Zeltzer, D., Einav, L., Rashba, J., Balicer, R. D.
2023
- **Why Is End-of-Life Spending So High? Evidence from Cancer Patients** *REVIEW OF ECONOMICS AND STATISTICS*
Zeltzer, D., Einav, L., Finkelstein, A., Shir, T., Stemmer, S. M., Balicer, R. D.
2023; 105 (3): 511-527
- **The risk of losing health insurance in the United States is large, and remained so after the Affordable Care Act.** *Proceedings of the National Academy of Sciences of the United States of America*
Einav, L., Finkelstein, A.
2023; 120 (18): e2222100120
- **Empirical analyses of selection and welfare in insurance markets: a self-indulgent survey** *GENEVA RISK AND INSURANCE REVIEW*
Einav, L., Finkelstein, A.
2023
- **Assessing the Gains from E-Commercet** *AMERICAN ECONOMIC JOURNAL-MACROECONOMICS*
Dolfen, P., Einav, L., Klenow, P. J., Klopock, B., Levin, J. D., Levin, L., Best, W.
2023; 15 (1): 342-370
- **Financial Incentives to Facilities and Clinicians Treating Patients With End-stage Kidney Disease and Use of Home Dialysis: A Randomized Clinical Trial.** *JAMA health forum*
Ji, Y., Einav, L., Mahoney, N., Finkelstein, A.
2022; 3 (10): e223503
- **VOLUNTARY REGULATION: EVIDENCE FROM MEDICARE PAYMENT REFORM** *QUARTERLY JOURNAL OF ECONOMICS*
Einav, L., Finkelstein, A., Ji, Y., Mahoney, N.
2022; 137 (1): 565-618
- **VOLUNTARY REGULATION: EVIDENCE FROM MEDICARE PAYMENT REFORM.** *The quarterly journal of economics*
Einav, L., Finkelstein, A., Ji, Y., Mahoney, N.

2022; 137 (1): 565-618

- **Consolidation of primary care physicians and its impact on healthcare utilization.** *Health economics*
Zhang, J., Chen, Y., Einav, L., Levin, J., Bhattacharya, J.
2021
- **Can Health Insurance Competition Work? Evidence from Medicare Advantage** *JOURNAL OF POLITICAL ECONOMY*
Curto, V., Einav, L., Levin, J., Bhattacharya, J.
2021
- **Supply-side variation in the use of emergency departments.** *Journal of health economics*
Zeltzer, D. n., Einav, L. n., Chasid, A. n., Balicer, R. D.
2021; 78: 102453
- **Screening and Selection: The Case of Mammograms** *AMERICAN ECONOMIC REVIEW*
Einav, L., Finkelstein, A., Oostrom, T., Ostriker, A., Williams, H.
2020; 110 (12): 3836–70
- **Screening and Selection: The Case of Mammograms.** *The American economic review*
Einav, L., Finkelstein, A., Oostrom, T., Ostriker, A., Williams, H.
2020; 110 (12): 3836-3870
- **Randomized trial shows healthcare payment reform has equal-sized spillover effects on patients not targeted by reform.** *Proceedings of the National Academy of Sciences of the United States of America*
Einav, L. n., Finkelstein, A. n., Ji, Y. n., Mahoney, N. n.
2020
- **Can targeting high-risk patients reduce readmission rates? Evidence from Israel** *JOURNAL OF APPLIED ECONOMICS*
Shadmi, E., Zeltzer, D., Shir, T., Flaks-Manov, N., Einav, L., Balicer, R. D.
2020; 23 (1): 729–45
- **Rising opioid prescription fulfillment among non-cancer and non-elderly patients-Israel's alarming example.** *Regional anesthesia and pain medicine*
Miron, O. n., Zeltzer, D. n., Shir, T. n., Balicer, R. D., Einav, L. n., Feldman, B. S.
2020
- **Prediction Accuracy With Electronic Medical Records Versus Administrative Claims.** *Medical care*
Zeltzer, D., Balicer, R. D., Shir, T., Flaks-Manov, N., Einav, L., Shadmi, E.
2019
- **Health Care Spending and Utilization in Public and Private Medicare.** *American economic journal. Applied economics*
Curto, V., Einav, L., Finkelstein, A., Levin, J., Bhattacharya, J.
2019; 11 (2): 302-332
- **Health Care Spending and Utilization in Public and Private Medicare** *AMERICAN ECONOMIC JOURNAL-APPLIED ECONOMICS*
Curto, V., Einav, L., Finkelstein, A., Levin, J., Bhattacharya, J.
2019; 11 (2): 302–32
- **Bunching at the kink: Implications for spending responses to health insurance contracts (Reprinted from Journal of Public Economics vol 146, pg 27-40, 2017)** *JOURNAL OF PUBLIC ECONOMICS*
Einav, L., Finkelstein, A., Schrimpf, P.
2019; 171: 117–30
- **The impact of financial incentives on health and health care: Evidence from a large wellness program.** *Health economics*
Einav, L., Lee, S., Levin, J.
2018
- **Provider Incentives and Healthcare Costs: Evidence from Long-Term Care Hospitals.** *Econometrica : journal of the Econometric Society*
Einav, L., Finkelstein, A., Mahoney, N.
2018; 86 (6): 2161-2219

- **Provider Incentives and Healthcare Costs: Evidence From Long-Term Care Hospitals** *ECONOMETRICA*
Einav, L., Finkelstein, A., Mahoney, N.
2018; 86 (6): 2161–2219
- **Private Provision of Social Insurance: Drug-Specific Price Elasticities and Cost Sharing in Medicare Part D** *AMERICAN ECONOMIC JOURNAL-ECONOMIC POLICY*
Einav, L., Finkelstein, A., Polyakova, M.
2018; 10 (3): 122–53
- **Private provision of social insurance: drug-specific price elasticities and cost sharing in Medicare Part D.** *American economic journal. Economic policy*
Einav, L., Finkelstein, A., Polyakova, M.
2018; 10 (3): 122-153
- **Moral Hazard in Health Insurance: What We Know and How We Know It.** *Journal of the European Economic Association*
Einav, L., Finkelstein, A.
2018; 16 (4): 957–82
- **Consumer Price Search and Platform Design in Internet Commerce** *AMERICAN ECONOMIC REVIEW*
Dinerstein, M., Einav, L., Levin, J., Sundaresan, N.
2018; 108 (7): 1820–59
- **Predictive modeling of US health care spending in late life** *SCIENCE*
Einav, L., Finkelstein, A., Mullainathan, S., Obermeyer, Z.
2018; 360 (6396): 1462-+
- **Auctions versus Posted Prices in Online Markets** *JOURNAL OF POLITICAL ECONOMY*
Einav, L., Farronato, C., Levin, J., Sundaresan, N.
2018; 126 (1): 178–215
- **Outpatient Office Wait Times And Quality Of Care For Medicaid Patients** *HEALTH AFFAIRS*
Oostrom, T., Einav, L., Finkelstein, A.
2017; 36 (5): 826-832
- **Bunching at the kink: Implications for spending responses to health insurance contracts** *JOURNAL OF PUBLIC ECONOMICS*
Einav, L., Finkelstein, A., Schrimpf, P.
2017; 146: 27-40
- **Bunching at the kink: implications for spending responses to health insurance contracts.** *Journal of public economics*
Einav, L., Finkelstein, A., Schrimpf, P.
2017; 146: 27-40
- **Reducing Readmission Rates: Evidence from a Large Intervention in Israel**
Shadmi, E., Zeltzer, D., Flaks-Manov, N., Einav, L., Balicer, R.
edited by Engelbrecht, R., Balicer, R., HercigonjaSzekeres, M.
IOS PRESS.2017: 109–10
- **Beyond Statistics: The Economic Content of Risk Scores** *AMERICAN ECONOMIC JOURNAL-APPLIED ECONOMICS*
Einav, L., Finkelstein, A., Kluender, R., Schrimpf, P.
2016; 8 (2): 195-224
- **Beyond Statistics: The Economic Content of Risk Scores.** *American economic journal. Applied economics*
Einav, L., Finkelstein, A., Kluender, R., Schrimpf, P.
2016; 8 (2): 195-224
- **Paying on the Margin for Medical Care: Evidence from Breast Cancer Treatments** *AMERICAN ECONOMIC JOURNAL-ECONOMIC POLICY*
Einav, L., Finkelstein, A., Williams, H.
2016; 8 (1): 52-79
- **Peer-to-Peer Markets** *ANNUAL REVIEW OF ECONOMICS, VOL 8*

-
- Einav, L., Farronato, C., Levin, J.
2016; 8: 615-635
- **MANAGED COMPETITION IN HEALTH INSURANCE** *JOURNAL OF THE EUROPEAN ECONOMIC ASSOCIATION*
Einav, L., Levin, J.
2015; 13 (6): 998-1021
 - **MORAL HAZARD IN HEALTH INSURANCE: DO DYNAMIC INCENTIVES MATTER?** *REVIEW OF ECONOMICS AND STATISTICS*
Aron-Dine, A., Einav, L., Finkelstein, A., Cullen, M.
2015; 97 (4): 725-741
 - **MORAL HAZARD IN HEALTH INSURANCE: DO DYNAMIC INCENTIVES MATTER?** *The review of economics and statistics*
Aron-Dine, A., Einav, L., Finkelstein, A., Cullen, M.
2015; 97 (4): 725-741
 - **Assessing Sale Strategies in Online Markets Using Matched Listings** *AMERICAN ECONOMIC JOURNAL-MICROECONOMICS*
Einav, L., Kuchler, T., Levin, J., Sundaresan, N.
2015; 7 (2): 215-247
 - **THE RESPONSE OF DRUG EXPENDITURE TO NON-LINEAR CONTRACT DESIGN: EVIDENCE FROM MEDICARE PART D.** *The quarterly journal of economics*
Einav, L., Finkelstein, A., Schrimpf, P.
2015; 130 (2): 841-899
 - **THE RESPONSE OF DRUG EXPENDITURE TO NONLINEAR CONTRACT DESIGN: EVIDENCE FROM MEDICARE PART D** *QUARTERLY JOURNAL OF ECONOMICS*
Einav, L., Finkelstein, A., Schrimpf, P.
2015; 130 (2): 841-899
 - **Economics in the age of big data** *SCIENCE*
Einav, L., Levin, J.
2014; 346 (6210): 715-?
 - **Economics in the age of big data.** *Science (New York, N.Y.)*
Einav, L., Levin, J.
2014; 346 (6210): 1243089
 - **Growth, Adoption, and Use of Mobile E-Commerce** *AMERICAN ECONOMIC REVIEW*
Einav, L., Levin, J., Popov, I., Sundaresan, N.
2014; 104 (5): 489-494
 - **Sales Taxes and Internet Commerce** *AMERICAN ECONOMIC REVIEW*
Einav, L., Knoepfle, D., Levin, J., Sundaresan, N.
2014; 104 (1): 1-26
 - **A MODEL OF MARKET POWER IN CUSTOMER MARKETS** *JOURNAL OF INDUSTRIAL ECONOMICS*
Somaini, P., Einav, L.
2013; 61 (4): 938-986
 - **The impact of credit scoring on consumer lending** *RAND JOURNAL OF ECONOMICS*
Einav, L., Jenkins, M., Levin, J.
2013; 44 (2): 249-274
 - **Selection on Moral Hazard in Health Insurance** *AMERICAN ECONOMIC REVIEW*
Einav, L., Finkelstein, A., Ryan, S. P., Schrimpf, P., Cullen, M. R.
2013; 103 (1): 178-219
 - **Selection on Moral Hazard in Health Insurance.** *The American economic review*
Einav, L., Finkelstein, A., Ryan, S., Schrimpf, P., Cullen, M. R.
2013; 103 (1): 178-219

- **The RAND Health Insurance Experiment, Three Decades Later** *JOURNAL OF ECONOMIC PERSPECTIVES*
Aron-Dine, A., Einav, L., Finkelstein, A.
2013; 27 (1): 197-222
- **The RAND Health Insurance Experiment, three decades later.** *The journal of economic perspectives : a journal of the American Economic Association*
Aron-Dine, A., Einav, L., Finkelstein, A.
2013; 27 (1): 197-222
- **How General Are Risk Preferences? Choices under Uncertainty in Different Domains** *AMERICAN ECONOMIC REVIEW*
Einav, L., Finkelstein, A., Pascu, I., Cullen, M. R.
2012; 102 (6): 2606-2638
- **How General are Risk Preferences? Choices under Uncertainty in Different Domains.** *The American economic review*
Einav, L., Finkelstein, A., Pascu, I., Cullen, M. R.
2012; 102 (6): 2606-2038
- **ON THE OPTIMALITY OF LINE CALL CHALLENGES IN PROFESSIONAL TENNIS** *INTERNATIONAL ECONOMIC REVIEW*
Abramitzky, R., Einav, L., Kolkowitz, S., Mill, R.
2012; 53 (3): 939-963
- **Contract Pricing in Consumer Credit Markets** *ECONOMETRICA*
Einav, L., Jenkins, M., Levin, J.
2012; 80 (4): 1387-1432
- **Jonathan Levin: 2011 John Bates Clark Medalist** *JOURNAL OF ECONOMIC PERSPECTIVES*
Einav, L., Tadelis, S.
2012; 26 (2): 207-221
- **Selection in Insurance Markets: Theory and Empirics in Pictures** *JOURNAL OF ECONOMIC PERSPECTIVES*
Einav, L., Finkelstein, A.
2011; 25 (1): 115-138
- **ESTIMATING WELFARE IN INSURANCE MARKETS USING VARIATION IN PRICES** *QUARTERLY JOURNAL OF ECONOMICS*
Einav, L., Finkelstein, A., Cullen, M. R.
2010; 125 (3): 877-921
- **ESTIMATING WELFARE IN INSURANCE MARKETS USING VARIATION IN PRICES.** *The quarterly journal of economics*
Einav, L., Finkelstein, A., Cullen, M. R.
2010; 125 (3): 877-921
- **Is Hanukkah Responsive to Christmas?*** *ECONOMIC JOURNAL*
Abramitzky, R., Einav, L., Rigbi, O.
2010; 120 (545): 612-630
- **Recording discrepancies in Nielsen Homescan data: Are they present and do they matter?** *QME-QUANTITATIVE MARKETING AND ECONOMICS*
Einav, L., Leibtag, E., Nevo, A.
2010; 8 (2): 207-239
- **Optimal Mandates and the Welfare Cost of Asymmetric Information: Evidence From the UK Annuity Market** *ECONOMETRICA*
Einav, L., Finkelstein, A., Schrimpf, P.
2010; 78 (3): 1031-1092
- **Optimal Mandates and The Welfare Cost of Asymmetric Information: Evidence from The U.K. Annuity Market.** *Econometrica : journal of the Econometric Society*
Einav, L., Finkelstein, A., Schrimpf, P.
2010; 78 (3): 1031-1092
- **NOT ALL RIVALS LOOK ALIKE: ESTIMATING AN EQUILIBRIUM MODEL OF THE RELEASE DATE TIMING GAME** *ECONOMIC INQUIRY*

-
- Einav, L.
2010; 48 (2): 369-390
- **Empirical Industrial Organization: A Progress Report** *JOURNAL OF ECONOMIC PERSPECTIVES*
Einav, L., Levin, J.
2010; 24 (2): 145-162
 - **Beyond Testing: Empirical Models of Insurance Markets** *ANNUAL REVIEW OF ECONOMICS, VOL 2*
Einav, L., Finkelstein, A., Levin, J.
2010; 2: 311-336
 - **Beyond Testing: Empirical Models of Insurance Markets.** *Annual review of economics*
Einav, L., Finkelstein, A., Levin, J.
2010; 2: 311-336
 - **Stock market response to changes in movies' opening dates** *JOURNAL OF CULTURAL ECONOMICS*
Einav, L., Ravid, S. A.
2009; 33 (4): 311-319
 - **Liquidity Constraints and Imperfect Information in Subprime Lending** *AMERICAN ECONOMIC REVIEW*
Adams, W., Einav, L., Levin, J.
2009; 99 (1): 49-84
 - **Discrete choice models of firms' strategic decisions** *MARKETING LETTERS*
Draganska, M., Misra, S., Aguirregabiria, V., Bajari, P., Einav, L., Ellickson, P., Horsky, D., Narayanan, S., Orhun, Y., Reiss, P., Seim, K., Singh, V., Thomadsen, et al
2008; 19 (3-4): 399-416
 - **A theory of endogenous commitment** *REVIEW OF ECONOMIC STUDIES*
Caruana, G., Einav, L.
2008; 75 (1): 99-116
 - **Production Targets** *RAND Journal of Economics*
Einav, L., Caruana, G.
2008; 39 (4): 990-1017
 - **Estimating risk preferences from deductible choice** *AMERICAN ECONOMIC REVIEW*
Cohen, A., Einav, L.
2007; 97 (3): 745-788
 - **Uniform prices for differentiated goods: The case of the movie-theater industry** *INTERNATIONAL REVIEW OF LAW AND ECONOMICS*
Orbach, B. Y., Einav, L.
2007; 27 (2): 129-153
 - **Seasonality in the US motion picture industry** *RAND JOURNAL OF ECONOMICS*
Einav, L.
2007; 38 (1): 127-145
 - **Equilibrium demand elasticities across quality segments** *INTERNATIONAL JOURNAL OF INDUSTRIAL ORGANIZATION*
Coibion, O., Einav, L., Hallak, J. C.
2007; 25 (1): 13-30
 - **Multilateral bargaining with concession costs** *JOURNAL OF ECONOMIC THEORY*
Caruana, G., Einav, L., Quint, D.
2007; 132 (1): 147-166
 - **What's in a surname? The effects of surname initials on academic success** *JOURNAL OF ECONOMIC PERSPECTIVES*
Einav, L., Yariv, L.
2006; 20 (1): 175-187

- **Empirical Models of Imperfect Competition: A Discussion** *Advances in Economics and Econometrics: Theory and Applications. Ninth World Congress*
Einav, L., Nevo, A.
edited by Blundell, R., Newey, W. K., Persson, T.
Cambridge University Press.2006: 86–96
- **Efficient entry** *ECONOMICS LETTERS*
Quint, D., Einav, L.
2005; 88 (2): 278-283
- **Informational asymmetries and observational learning in search** *JOURNAL OF RISK AND UNCERTAINTY*
Einav, L.
2005; 30 (3): 241-259
- **Determinants of international tourism: a three-dimensional panel data analysis** *APPLIED ECONOMICS*
Eilat, P., Einav, L.
2004; 36 (12): 1315-1327
- **The effects of mandatory seat belt laws on driving behavior and traffic fatalities** *REVIEW OF ECONOMICS AND STATISTICS*
Cohen, A., Einav, L.
2003; 85 (4): 828-843
- **Flawed Rankings: A Comment** *Journal of Economic Perspectives*
Einav, L., Griliches, Z.
1998; 12 (4): 233-235