



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)
- Guggenheimer 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, Journal 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

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)

2021-22

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

STANFORD ADVISEES

Doctoral Dissertation Advisor (AC)

Evan Flack, Mariana Guido, Katja Hofmann, Zong Huang, Adam Rosenberg, Tess Snyder, Santiago Varela Seoane

Doctoral Dissertation Co-Advisor (AC)

Helena Roy, Ni Yan

Publications

PUBLICATIONS

- **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., Klopach, 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., 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*
Somaii, 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 RIVALRY 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