

Lutz-Alexander Busch

CV
January 10, 2023

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Education

1992 Ph.D. (Economics), University of Western Ontario
1988 M.A. (Economics), University of Western Ontario
1987 B.Sc. Hons. (Economics), University of Victoria

Employment

1998 – Associate Professor, Dept of Economics, University of Waterloo
1992 – 1998 Assistant Professor, Dept of Economics, University of Waterloo
1995 – 1996 Visiting Assistant Professor, Dept. of Economics, University of Western Ontario

Administrative Positions

2019 - 2023 Department Chair, Economics,
2014 – 2019 Associate Chair, Undergraduate Studies, Economics
2005 – 2009 Associate Chair, Graduate Studies, Economics

Publications - Refereed

2011 Busch, Lutz-Alexander and Philip A. Curry. "Ticket Pricing and the Impression of Excess Demand," *Economics Letters*, **111**, 40-42.
2006 — and Gervan Fearon. "Auditing and Competitive Bidding in the Public Sector," *Journal of Public Economics*, **90 (4-5)**, 657-678.
2004 — and Srihari Govindan. "Robust Nonexistence of Equilibrium with Incomplete Markets," *Journal of Mathematical Economics*, **40(6)**, 641-645.
2002 — and Ignatius J. Horstmann. "The Game of Negotiations: Ordering Issues and Implementing Agreements," *Games and Economic Behavior*, **41(2)**, 167-191.
2001 — and Quan Wen. "Unobservable Mixed Disagreement Actions in Negotiation Games," *Journal of Mathematical Economics*, **35(4)**, 563-579.
2001 — and Quan Wen. "Finite Horizon Negotiation Games," *Annals of Economics and Finance*, **2 (2)**, 415-435.

- 1999 — and Ignatius J. Horstmann. “Endogenous Incomplete Contracts: A Bargaining Approach,” *Canadian Journal of Economics*, **32(4)**, 956-975.
- 1999 — and Ignatius J. Horstmann. “Signaling via an agenda in multi-issue bargaining with incomplete information,” *Economic Theory*, **13(3)**, 561-575.
- 1998 — , Shouyong Shi and Quan Wen. “Bargaining with Surplus Destruction,” *Canadian Journal of Economics*, **31(4)**, 915-932.
- 1997 — and Ignatius J. Horstmann. “Bargaining Frictions, Bargaining Procedures and Implied Costs in Multiple-Issue Bargaining,” *Economica*, **64**, 669-680.
- 1997 — and Ignatius J. Horstmann. “A Comment on Issue-by-Issue Negotiations,” *Games and Economic Behavior*, **19(1)**, 144-148.
- 1995 — and Quan Wen. “Perfect Equilibria in a Negotiation Model,” *Econometrica*, **63(3)**, 545-565.

Awards

- 1992 T. Merritt Brown Thesis Prize, Economics, University of Western Ontario

Grants

- 2003 – 2006 SSHRC, “Multi-issue and repeated bargaining: theory and applications,” \$26,414
- 1997 – 2000 SSHRC, “A game-theoretic investigation of multi-issue negotiations with applications to trade negotiations and arms control,” \$27,900
- 1993 – 1994 SSHRC/UW, “Bargaining over Concessions”, \$2,000

Invited Presentations

- 2005 Rock Concert Pricing and Anti-Scalping Laws, Dept. of Economics, Brock University, October 2005
- 2004 Rock Concert Pricing and Anti-Scalping Laws, Dept. of Economics, University of Guelph, March 2004
- 2002 Auditing and Competitive Bidding in the Public Sector, Dept. of Economics, University of Essex, May 2002
- 2001 Bargaining Power and the Order of Issues, Dept. of Economics, University of Essex, May 2001
- Bargaining Power and the Order of Issues, Dept. of Economics, University of Western Ontario, April 2001
- 1999 The Game of Negotiations: Ordering Issues and Implementing Agreements, Dept. of Economics, University of Toronto, September 1999
- 1998 The Game of Negotiations: Ordering Issues and Implementing Agreements, Dept. of Economics, University of Windsor, March 1998
- 1997 The Game of Negotiations: Ordering Issues and Implementing Agreements, Dept. of Economics, University of Victoria, December 1997

- 1996 A bird in the hand is better than two in the bush, Dept. of Economics, University of Western Ontario, October 1996
- 1995 Concessions and the Agenda in Bargaining, Dept. of Economics, University of Western Ontario, October 1995
 Concessions and the Agenda in Bargaining, Dept. of Economics, University of Victoria, March 1995
 Concessions and the Agenda in Bargaining, Dept. of Economics, Simon Fraser University, March 1995
- 1993 Endogenous Incomplete Contracts, Dept. of Economics, University of Munich, May 1993
- 1992 Endogenous Incomplete Contracts, Dept. of Economics, University of Ottawa, October 1992
 Perfect Equilibria in a Negotiation Model, Dept. of Economics, University of Victoria, July 1992

Conference Participation

- 2004 Power and Inefficient Institutions, Second World Congress of the Game Theory Society, Marseille, July 2004
 Rock Concert Pricing and Anti-Scalping Laws, Canadian Economic Theory Conference, Montreal, May 2004
- 2003 Power and Inefficient Institutions, Canadian Economic Theory Meetings, Vancouver, May 2003
- 2001 Bargaining Power and the Agenda, Canadian Economic Theory Meetings, Montreal, June 2001
- 2000 The Game of Negotiations: Ordering Issues and Implementing Agreements, 8th World Congress of the Econometric Society, Seattle, August 2000
 The Game of Negotiations: Ordering Issues and Implementing Agreements, First World Congress of the Game Theory Society, Bilbao, July 2000
- 1997 The Game of Negotiations, Midwest Economic Theory Meetings, Bloomington, October 1997
- 1995 Concessions and the Agenda in Bargaining, Canadian Economic Theory Meetings, Montreal, May 1995
- 1993 A Simple Bargaining Model with Endogenous Surplus Canadian Economic Theory Meetings, Toronto, May 1993
- 1992 Perfect Equilibria in a Negotiation Model, Canadian Economic Theory Meetings, Montreal, June 1992
 Endogenous Incomplete Contracts, Canadian Economics Association Meetings, Charlottetown, June 1992

TEACHING

Graduate Courses

Mathematics for Economics: 2006-8

Microeconomic Theory I: 1996-2001, 2006, 2008, 2014, 2015, 2016

Microeconomic Theory II: 2004, 2006-9, 2013-4, 2019-20, 2022,

Topics in Game Theory: 2009-10, 2013-4

Graduate Supervision

Committee member on 3 departmental PhD theses, 1 thesis in economics at University of Western Ontario; external member for 3 theses in Accounting, 1 in Management Sciences.

Supervisor on 3 MA major research papers

Undergraduate Courses

Equilibrium in Market Economies: 2017 -

Introduction to Microeconomics: 1997, 2000, 2002, 2005, 2007, 2008, 2012, 2014

Microeconomic Theory 1: 1998, 2002, 2013

Microeconomic Theory 2: 1993-5, 1997, 1999, 2003, 2005, 2013, 2014

Advanced Microeconomics: 1992, 1993, 2013

Mathematical Economics: 2004-8, 2014-5

Industrial Organization: 1994-5, 1996

International Trade: 1993-96, 2002-3

Introduction to Game Theory: 2009-10

Undergraduate Supervision

10 Senior Honours Essays in Economics

Service to Profession

2005-2008 Editorial Adviser for the *Canadian Journal of Economics*

Various Referee for *American Economic Review*, *Journal of Economic Theory*, *International Journal of Game Theory*, *Canadian Journal of Economics*, *Journal of Public Economic Theory*, *Journal of Labour Economics*, *Journal of Economic Education*, *Theoretical Economics*, *Games and Economic Behavior*, *International Journal of Industrial Organization*

SSHRC grant reviewer

Service to the university

Chair of Ad Hoc Committee on Curriculum Reform, Economics, Fall 2014

Chair of Ad Hoc Committee on APR guidelines, Economics, 2013

Author of “Administrative Structures document”, Economics, 2011

Chair, Arts Faculty Council, 2011 – 13, 2016 – 2019

Member of Senate, Faculty at Large representative, 2011 – 2017

Member of Senate Finance Committee, 2012 – 2016

Member (Internal) of Quality Review Committee for School of Pharmacy, Dec 2016

Member of Appraisal Committee IV, Ontario Council of Graduate Studies, Jan-July 2009

Member, Chair Selection Committee, Economics, 2004, 2010

Member, Subcommittee on Budgeting and Funding, Graduate Affairs Group, 2009

Member of DCPT, 1998 – 2000, 2004 – 2008

Member of DACA, 1998/99, 2004 – 10, 2011 – 14

Member of Graduate Affairs Committee in Economics, 1996 – 1999, 2010 – 11

Member of Undergraduate Affairs Committee in Economics, 1992 – 95, 2003 – 05