



DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Sanjay Srivastava, Chair
Economics Faculty Recruiting Committee
Graduate School of Industrial Administration
Carnegie Mellon University, 5000 Forbes Ave.
Pittsburgh PA 15213

Dear Professor Srivastava:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Industrial Organization.

My dissertation research is on the analysis of vertical relationships between manufacturers and retailers. In my job market paper, "Vertical Contracts Between Manufacturers and Retailers: An Empirical Analysis", I present a method to test between different models of vertical contracting. For the market I study, the results are consistent with non-linear pricing by the manufacturers or with high bargaining power of the retailers.

Enclosed is a copy of my curriculum vita, including references. Also enclosed is my job market paper. The Berkeley Economics Department will send letters of recommendation under separate cover from Professor Richard Gilbert, Professor Daniel McFadden, Professor Aviv Nevo and Professor Catherine Wolfram. I will be attending the AEA Meetings in Atlanta in January 2002 and would be pleased if we could arrange to meet for an interview. I can be reached at (510) 843-5515 or via email at *sberto@econ.berkeley.edu*.

I am extremely interested in your department and I believe that I have the skills and interests to make an immediate contribution to it with a commitment to effective teaching and to conduct innovative research. I am glad to have had this brief chance to present my work to your program and look forward to an opportunity to meet with you in person.

Sincerely,

Sofia Berto Villas-Boas



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549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Michael H. Riordan
608 Uris Hall, Graduate School of Business
Columbia University, 3022 Broadway
New York, NY 10027

Dear Professor Riordan:

I am writing to apply for the position of assistant professor as recommended by my thesis advisor Professor Richard Gilbert. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Industrial Organization.

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December 5, 2001

Prof. Nachum Sicherman, Chair
Search Committee for Microeconomics, c/o Daniel Herrera
Graduate School of Business, Columbia University
Mail Code: 9106 (micro), 3022 Broadway
New York NY 10027-6902

Dear Professor Sicherman:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Industrial Organization.

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December 5, 2001

Prof. Tapan Mitra
Dept. of Economics, Cornell University
418 Uris Hall
Ithaca NY 14853-7601

Dear Professor Mitra:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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December 5, 2001

Applied Micro Search Committee
Dept. of Economics, Duke University
Box 90097
Durham NC 27708

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Industrial Organization.

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December 5, 2001

Prof. James H. Stock
John F. Kennedy School of Government
Harvard University
Cambridge MA 02138

Dear Professor Stock:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Industrial Organization.

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December 5, 2001

Prof. Tarun Khanna
Morgan Hall 221
Harvard Business School
Soldiers Field Rd.
Boston MA 02163

Dear Professor Khanna:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Industrial Organization.

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sberto@econ.berkeley.edu

December 5, 2001

Ms Clare Adam
Research and Faculty Administration
London Business School
Regent's Park, London, NW1 4SA
United Kingdom

Dear Ms Adam:

I am writing to apply for the position of assistant professor announced in the London Business School web-site. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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December 5, 2001

Prof. Robert Pindyck
Search Committee Chair
Sloan School of Management
50 Memorial Dr., Room E52-453
Cambridge MA 02142

Dear Professor Pindyck:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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December 5, 2001

Recruitment Committee
Dept. of Economics
New York University
269 Mercer St.
New York NY 10003

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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December 5, 2001

Managerial Economics Search Committee
Dept. of Managerial Econ & Decision Sciences
Kellogg Graduate School of Management
Northwestern University, 2001 Sheridan Rd.
Evanston IL 60208-2009

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
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sberto@econ.berkeley.edu

December 5, 2001

Professor James D. Dana Jr.
Department of Management and Strategy
Kellogg Graduate School of Management
Northwestern University, 2001 Sheridan Rd.
Evanston, IL 60208-2013

Dear Professor Dana:

For your information, I am sending you the application packet for the position of assistant professor announced in Job Openings for Economists. I have also sent my materials to the Managerial Economics Search Committee. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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December 5, 2001

Recruiting Committee
Dept. of Economics
Santa Clara University
Santa Clara CA 95053

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December 5, 2001

Co-Chair (Micro) Hiring Committee
Dept. of Economics
San Francisco State University
1600 Holloway Ave.
San Francisco CA 94132-4045

Dear Sirs:

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December 5, 2001

Prof. Gavin Wright
c/o Janet Weitz
Dept. of Economics, Stanford University
Stanford CA 94305-6072

Dear Professor Wright:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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December 5, 2001

Faculty Recruiting Manager
Box ECON, Graduate School of Business
Stanford University
Stanford CA 94305-5015

Dear Sirs:

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December 5, 2001

Search Committee-4
University of California
Walter A. Haas School of Business
545 Student Services Building #1900
Berkeley CA 94720-1900

Dear Sirs:

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December 5, 2001

Professor Pablo T. Spiller
University of California
Walter A. Haas School of Business
Faculty Building 593
Berkeley CA 94720-1770

Dear Professor Spiller:

For your information, I am sending you the application packet for the position of assistant professor announced in Job Openings for Economists. I have also sent my materials to Search Committee of Haas School of Business. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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December 5, 2001

Chair, Search Committee
Dept. of Economics
University of California-Davis
One Shields Ave.
Davis CA 95616-8578

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I have also submitted my application on line. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

My dissertation research is on the analysis of vertical relationships between manufacturers and retailers. In my job market paper, "Vertical Contracts Between Manufacturers and Retailers: An Empirical Analysis", I present a method to test between different models of vertical contracting. For the market I study, the results are consistent with non-linear pricing by the manufacturers or with high bargaining power of the retailers.

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I am extremely interested in your department and I believe that I have the skills and interests to make an immediate contribution to it with a commitment to effective teaching and to conduct innovative research. I am glad to have had this brief chance to present my work to your program.

Sincerely,

Sofia Berto Villas-Boas



DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Faculty Recruitment Director
Dept. of Economics, 0508-J
University of California-San Diego
9500 Gilman Dr.
La Jolla CA 92093-0508

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Junior Faculty Search Committee
Dept. of Economics
University of Chicago
1126 E. 59th St.
Chicago IL 60637

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Ms. Rosie Mortimer
Hiring Committee Secretary
Dept. of Economics, University College London
Gower Street London WC1E 6BT
United Kingdom

Dear Ms. Mortimer:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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Enclosed are three copies of my curriculum vita, and the names and addresses of faculty references. Also enclosed is my job market paper. The Berkeley Economics Department will send letters of recommendation under separate cover from Professor Richard Gilbert, Professor Daniel McFadden, Professor Aviv Nevo and Professor Catherine Wolfram. I will be attending the AEA Meetings in Atlanta in January 2002 and would be pleased if we could arrange to meet for an interview. I can be reached at (510) 843-5515 or via email at *sberto@econ.berkeley.edu*.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Associate Chair for Recruiting
Dept. of Economics
University of Michigan
611 Tappan St., 238 Lorch Hall
Ann Arbor MI 48109-1220

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Prof. Edward C. Prescott
Dept. of Economics, 1035 Heller Bldg.
University of Minnesota
271 19th Avenue South
Minneapolis MN 55455

Dear Professor Prescott:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Prof. Jose A.F. Machado
Universidade Nova de Lisboa
Faculdade de Economia
Campus de Campolide
PT-1099-032 Lisboa
Portugal

Dear Professor Machado:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Economics Search Chair
Dept. of Economics
University of Rochester
Box 270156
Rochester NY 14627-0156

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Prof. M. Osborne
Chair, Recruiting Committee
Dept. of Economics, University of Toronto
150 St. George Street, Toronto, Ontario
Canada M5S 3G7

Dear Professor Osborne:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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Sincerely,

Sofia Berto Villas-Boas



DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Steven N. Durlauf
Chair, Dept. of Economics
7448 Social Science Building
1180 Observatory Dr.
Madison WI 53706

Dear Professor Durlauf:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Dean Stuart I. Greenbaum
Olin School of Business
Campus Box 1133, Washington University
1 Brookings Dr.
St. Louis MO 63130

Dear Dean Greenbaum:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Prof. John Nachbar
Dept. of Economics
Campus Box 1208
1 Brookings Dr.
St. Louis MO 63130-4899

Dear Professor Nachbar:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Search Committee
Dept. of Economics
Box 208268
New Haven CT 06520-8268

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Office of the Dean
Faculty Recruiting
Yale School of Management
Box 208200
New Haven CT 06520-8200

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Peter N. Ireland, Chair
Dept. of Economics, Carney Hall
Boston College
Chestnut Hill MA 02467-3806

Dear Professor Ireland:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Ms. Shannon Johnson,
Assistant to the Chair
Dept. of Economics, Mail Code 3308
Columbia University, 420 W. 118th St., Room 1014 IAB
New York NY 10027

Dear Ms Johnson:

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
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December 5, 2001

Chair, Economics Recruiting Committee
Fuqua School of Business
Box 90120
Duke University
Durham NC 27708-0120

Dear Sirs:

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
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December 5, 2001

Recruitment Chair
c/o Debbie Whitney
Dept. of Economics
Harvard University
Cambridge MA 02138

Dear Sirs:

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BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
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December 5, 2001

Professor Thomas Cooley R02
Dept. of Economics, Stern School of Business
New York University
44 West 4th St.
New York NY 10012-1126

Dear Professor Cooley:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

My dissertation research is on the analysis of vertical relationships between manufacturers and retailers. In my job market paper, "Vertical Contracts Between Manufacturers and Retailers: An Empirical Analysis", I present a method to test between different models of vertical contracting. For the market I study, the results are consistent with non-linear pricing by the manufacturers or with high bargaining power of the retailers.

Enclosed is a copy of my curriculum vita, including references. The Berkeley Economics Department will send letters of recommendation under separate cover from Professor Richard Gilbert, Professor Daniel McFadden, Professor Aviv Nevo and Professor Catherine Wolfram. I will be attending the AEA Meetings in Atlanta in January 2002 and would be pleased if we could arrange to meet for an interview. I can be reached at (510) 843-5515 or via email at sberto@econ.berkeley.edu.

I am extremely interested in your school and I believe that I have the skills and interests to make an immediate contribution to it with a commitment to effective teaching and to conduct innovative research. I am glad to have had this brief chance to present my work to your program and look forward to an opportunity to meet with you in person.

Sincerely,

Sofia Berto Villas-Boas



DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Junior Recruiting Committee
Dept. of Economics
Northwestern University
Evanston IL 60208-2600

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Prof. James Dana, Chair, Recruiting Committee
M&S Department 6th Floor
Kellogg Graduate School of Management
Northwestern University, Evanston IL 60208

Dear Professor Dana:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists in the Department of Management & Strategy. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

My dissertation research is on the analysis of vertical relationships between manufacturers and retailers. In my job market paper, "Vertical Contracts Between Manufacturers and Retailers: An Empirical Analysis", I present a method to test between different models of vertical contracting. For the market I study, the results are consistent with non-linear pricing by the manufacturers or with high bargaining power of the retailers.

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Sofia Berto Villas-Boas



DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Dr. Elizabeth Landaw
Assistant to the Chairman
Dept. of Economics
University of California-Los Angeles
P.O. Box 951477
Los Angeles CA 90095-1477

Dear Dr. Landaw:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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Sincerely,

Sofia Berto Villas-Boas



DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor David Midgley
INSEAD
Boulevard de Constance
77305 Fontainebleau Cedex
France

Dear Professor Midgley:

I am currently on the job market and am writing to present my work to your academic area. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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I am extremely interested in your Marketing academic area and I believe that I have the skills and interests to make an immediate contribution to it with a commitment to effective teaching and to conduct innovative research.

Sincerely,

Sofia Berto Villas-Boas



DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Timothy P. Van Zandt
Economics and Political Science
INSEAD
Boulevard de Constance
77305 Fontainebleau CEDEX
France

Dear Professor Van Zandt:

I am currently on the job market and am writing to present my work to your academic area. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Stephen J. Hoch
Chairperson
Marketing Department
1407 Steinberg Hall-Dietrich Hall
The Wharton School, University of Pennsylvania
Philadelphia PA 19104-6371

Dear Professor Hoch:

I am currently on the job market and am writing to present my work to your department. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Joel Waldfogel
Public Policy and Management
The Wharton School University of Pennsylvania
Philadelphia PA 19104-6372

Dear Professor Waldfogel:

I am currently on the job market and am writing to present my work to your department. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Marvin B. Lieberman
The Anderson School at UCLA
110 Westwood Plaza, Suite C-507
Los Angeles CA 90095-1481

Dear Professor Lieberman:

I am currently on the job market and am writing to present my work to your school. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Glenn Ellison
Massachusetts Institute of Technology
Department of Economics, E52-380B
50 Memorial Drive
Cambridge MA 02142-1347

Dear Professor Ellison:

I am currently on the job market and am writing to present my work to your department. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Kevin M. Murphy
The University of Chicago
Graduate School of Business
1101 East 58th Street
Chicago IL 60637

Dear Professor Murphy:

I am currently on the job market and am writing to present my work to your school. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor John Sutton
London School of Economics
Department of Economics
S478 Houghton Street
London WC2A 2AE
England

Dear Professor Sutton:

I am currently on the job market and am writing to present my work to your department. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Leonardo Felli
London School of Economics
Department of Economics
S478 Houghton Street
London WC2A 2AE
England

Dear Professor Felli:

I am currently on the job market and am writing to present my work to your department. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Economics Search Chair
Dept. of Economics
University of Rochester, Box 270156
Rochester, NY 14627-0156

Dear Sirs:

I am writing to apply for the position of assistant professor announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Associate Chair for Recruiting
Dept. of Economics
University of Michigan
611 Tappan St., 238 Lorch Hall
Ann Arbor MI 48109-1220

Dear Sirs:

I am writing to apply for the position of assistant professor as solicited by your contact to Professor Robert Anderson. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Deputy Dean for Faculty
Graduate School of Business
The University of Chicago
1101 East 58th Street - Rosenwald 105
Chicago, Illinois 60637

Dear Sirs:

I am writing to apply for the position of assistant professor announced in The Chronicle of Higher Education. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Ms. Kathleen DeGennaro
Junior Search Committee Administrator
108 Fisher Hall, Department of Economics
Princeton University
Princeton, NJ 08544-1021

Dear Ms DeGennaro:

I am writing to apply for the position of assistant professor as solicited by your email from November 9th, 2001. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Ms. Natalie White
Economics Department
Yale University
28 Hillhouse Avenue
New Haven, CT 06520-8268

Dear Ms. White:

I am writing to apply for the position of assistant professor as solicited by your email from November 9th, 2001. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Junior Recruiting Committee
Department of Economics
Northwestern University
2003 Sheridan Road
Evanston, IL 60208-2600

Dear Sirs:

I am writing to apply for the position of assistant professor as solicited by email from November 9th, 2001 from Ms. Sandra Shaver. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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I am extremely interested in your department and I believe that I have the skills and interests to make an immediate contribution to it with a commitment to effective teaching and to conduct innovative research. I am glad to have had this brief chance to present my work to your department.

Sincerely,

Sofia Berto Villas-Boas



DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Sam Peltzman
Graduate School of Business
University of Chicago
1101 E. 58th St.
Chicago, IL 60637

Dear Professor Peltzman:

I am writing to apply for the position of assistant professor in the applied economics group as solicited by your contact to Professor Robert Anderson. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

My dissertation research is on the analysis of vertical relationships between manufacturers and retailers. In my job market paper, "Vertical Contracts Between Manufacturers and Retailers: An Empirical Analysis", I present a method to test between different models of vertical contracting. For the market I study, the results are consistent with non-linear pricing by the manufacturers or with high bargaining power of the retailers.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Robert Schwab
Department of Economics
University of Maryland
College Park, MD 20742

Dear Professor Schwab:

I am writing to apply for the position of assistant professor as recommended by Professor Robert Anderson. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

My dissertation research is on the analysis of vertical relationships between manufacturers and retailers. In my job market paper, "Vertical Contracts Between Manufacturers and Retailers: An Empirical Analysis", I present a method to test between different models of vertical contracting. For the market I study, the results are consistent with non-linear pricing by the manufacturers or with high bargaining power of the retailers.

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549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Ms. Marsha Davis-Hubert
Department of Economics, 330 Wohlers Hall University of Illinois
1206 South Sixth Street
Champaign, IL 61820

Dear Ms. Davis-Hubert:

I am writing to apply for the position of assistant professor as suggested by Professor Kevin Hallock. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

My dissertation research is on the analysis of vertical relationships between manufacturers and retailers. In my job market paper, "Vertical Contracts Between Manufacturers and Retailers: An Empirical Analysis", I present a method to test between different models of vertical contracting. For the market I study, the results are consistent with non-linear pricing by the manufacturers or with high bargaining power of the retailers.

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549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Ms. Kathy Jones
Economics Group
Simon School of Business
University of Rochester
Rochester, NY 14627

Dear Ms. Jones:

I am writing to apply for the position of assistant professor as suggested by your email. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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Sincerely,

Sofia Berto Villas-Boas



DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor James H. Stock
c/o Laura Medeiros
Junior Econ Recruiting
John F. Kennedy School of Government
Harvard University, 79 JFK Street
Cambridge, MA 02138

Dear Professor Stock:

I am writing to apply for the position of assistant professor as suggested by Professor Robert Anderson. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Search Committee-010702
University of California
Walter A. Haas School of Business
545 Student Services Building #1900
Berkeley CA 94720-1900

Dear Sirs:

I am writing to indicate that I wish to be considered as an applicant to the tenure track faculty position announced in the ad by the Search Committee -010702. As indicated in your letter from November 8th, you already have received the materials that I have sent for the application addressed to Search Committee -4.

Thank you.

Sincerely,

Sofia Berto Villas-Boas



DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Ms. Gloria Murray
Junior Faculty Recruiting, Department of Economics
College of Arts and Sciences
Boston University, 270 Bay State Road
Boston, MA 02215

Dear Ms. Murray:

I am writing to apply for the junior faculty position as suggested by your email. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Nancy P. Marion
Department of Economics
Dartmouth College
Hanover, NH 03755

Dear Professor Marion:

I am writing to apply for the junior faculty position as suggested by your email. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
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sberto@econ.berkeley.edu

December 5, 2001

Professor Meghan R. Busse
Yale School of Management
135 Prospect St. , Box 208200
New Haven, CT 06520-8200

Dear Professor Busse:

I am writing to apply for the junior faculty position as suggested by your email. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Ms. Katherine Swan
Graduate Program Administrator
Department of Economics, E52-391D
50 Memorial Drive
Cambridge, MA 02142

Dear Ms. Swan:

I am writing to apply for the junior faculty position as suggested by your email. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Professor Colin A. Carter
Search Committee Chair
Department of Agricultural and Resource Economics
University of California
One Shields Ave.
Davis, CA 95616

Dear Professor Carter:

I am writing to apply for the junior faculty position as suggested by your email. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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DEPARTMENT OF ECONOMICS

549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Ms. Bunny Stinnett
Department of Economics
114 Rouss Hall
University of Virginia
Charlottesville, VA 22903

Dear Ms. Stinnett:

I am writing to apply for the junior faculty position as suggested by your email. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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December 5, 2001

Chair of Faculty Search Committee
Department of Business and Public Policy
The Wharton School University of Pennsylvania
3620 Locus Walk, Suite 3100
Philadelphia PA 19104-6372

Dear Sirs:

I am writing to apply for the junior faculty position announced in Job Openings for Economists. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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549 EVANS HALL
BERKELEY, CALIFORNIA 94720-3880
Phone: (510) 843-5515
sberto@econ.berkeley.edu

December 5, 2001

Wilbert van der Klaauw
Chair, Search Committee, Dept. of Economics
Gardner Hall, CB# 3305
UNC-Chapel Hill, Chapel Hill
NC 27599-3305

Dear Professor van der Klaauw:

I am writing to apply for the junior faculty position as suggested by your email. I will complete my Ph.D. in Economics in May 2002 at the University of California at Berkeley. I have a strong background in Econometrics and particularly in Applied Econometrics with a focus on Microeconomics and Industrial Organization.

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