

## **Jeffrey M. Perloff**

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### **Education**

University of Chicago, B. A. 1972  
Major: Economics  
Minors: Mathematics, Psychology  
Honors: Dean's List, Omicron Delta Epsilon, Phi Beta Kappa.

Massachusetts Institute of Technology, Ph. D. 1976  
Field: Economics  
Honors: Hicks Fellowship in Industrial Relations (2 years), Manpower Administration Grant in support of a Doctoral Dissertation, NSF research grant.

### **Employment**

July, 1976: Assistant Professor of Economics, University of Pennsylvania  
July, 1980: Assistant Professor of Agricultural and Resource Economics,  
University of California at Berkeley  
July, 1982: Associate Professor of Agricultural and Resource Economics,  
University of California at Berkeley  
July, 1989: Professor of Agricultural and Resource Economics,  
University of California at Berkeley

### Economics Publications

- Jeffrey M. Perloff and Michael L. Wachter, "A Production Function-Nonaccelerating Inflation Approach to Potential Output: Is Measured Potential Output Too High?" Rochester-Carnegie Conference, *Journal of Monetary Economics*, 10 (supplement), January, 1979: 113-63.
- Jeffrey M. Perloff and Michael L. Wachter, "Reply: A Production Function-Nonaccelerating Inflation Approach to Potential Output," Rochester-Carnegie Conference, *Journal of Monetary Economics*, 10 (supplement), January, 1979.
- Jeffrey M. Perloff and Michael L. Wachter, "Alternative Approaches to Forecasting Potential Output, 1978-1980," *American Statistical Association Proceedings, 1978*, 1979: 104-13.
- Jeffrey M. Perloff and Michael L. Wachter, "The New Jobs Tax Credit: An Evaluation of the 1977-78 Wage Subsidy Program," *American Economic Review*, 69(2), May, 1979: 173-9.
- Jeffrey M. Perloff, "Plumber and Electrician Licensing Laws," *Construction Review*, 25(9), September/ October, 1979: 4-11.
- Jeffrey M. Perloff and Michael L. Wachter, "The Productivity Slowdown: A Labor Problem?" Boston *Federal Reserve Bank Conference Series*, 22, June, 1980: 115-46.
- Jeffrey M. Perloff, "The Impact of Licensing Laws on the Wage Change Process in the Construction Industry," *Journal of Law and Economics*, XXIII(2), October, 1980: 409-28.
- Jeffrey M. Perloff, "Breach of Contract and the Foreseeability Doctrine of *Hadley vs. Baxendale*," *Journal of Legal Studies*, X(1), January, 1981: 39-63.
- Dennis W. Carlton and Jeffrey M. Perloff, "Price Discrimination, Vertical Integration, and Divestiture in Natural Resources Markets," *Resources and Energy*, 3(1), March, 1981: 1-10.
- Jeffrey M. Perloff, "The Duration of Unemployment in the Construction Industry," *Journal of Labor Research*, II(1), Spring, 1981: 111-31.
- Jeffrey M. Perloff, "Comments on the Effects of Taxes on Labor Supply," Laurence H. Meyer, ed., *The Supply Side Effects of Economic Policy*, Boston: Kluwer-Nijhoff Publishing, 1981: 231-6.
- Jeffrey M. Perloff, "The Effects of Breaches of Forward Contracts Due to Unanticipated Price Changes," *Journal of Legal Studies*, X(2), June, 1981: 221-35.
- Jeffrey M. Perloff, "Labor Market Adjustment in the Unionized Contract Construction Industry," *Journal of Labor Research*, II(2), Fall, 1981: 337-53.

- Jeffrey M. Perloff, "Comments on Burdett and Hool's 'Effects on the Inflation-Unemployment Trade-Off,'" in Robert H. Haveman and John L. Palmer, eds., *Jobs for Disadvantaged Workers: The Economics of Employment Subsidies*, The Brookings Institution, 1982.
- Jeffrey M. Perloff, "Micro and Macroeconomic Effects," in Robert H. Haveman and John L. Palmer, eds., *Jobs for Disadvantaged Workers: The Economics of Employment Subsidies*, The Brookings Institution, 1982.
- Jeffrey M. Perloff and Gordon C. Rausser, "The Effect of Asymmetrically Held Information and Market Power in Agricultural Markets," *American Journal of Agricultural Economics*, 65(2), May, 1983: 366-72.
- Peter Berck and Jeffrey M. Perloff, "An Open-Access Fishery with Rational Expectations," *Econometrica*, 52(2), March, 1984: 489-506.
- Jeffrey M. Perloff and Michael L. Wachter, "Wage Comparability in the U. S. Postal Service," *Industrial and Labor Relations Review*, 38(1), October, 1984: 26-35.
- Jeffrey M. Perloff and Michael L. Wachter, "Comment," *Industrial & Labor Relations Review*, 38(1), October, 1984: 37.
- Jeffrey M. Perloff and Steven C. Salop, "Equilibrium with Product Differentiation," *Review of Economic Studies*, LII(1), January, 1985: 107-20.
- Jeffrey M. Perloff, "Union and Demographic Wage, Hours, and Earnings Differentials Among Californian and Other U. S. Agricultural Workers," in Walter Fogel (ed.), *California Farm Labor Relations and Law*, Institute of Industrial Relations, University of California at Los Angeles, Monograph and Research Series 41, 1985.
- Marilyn J. Simon, Robert G. Wolf, and Jeffrey M. Perloff, "Product Safety, Liability Rules, and Retailer Bankruptcy," *Southern Economic Journal*, 51(4), April, 1985: 1130-41.
- Peter Berck and Jeffrey M. Perloff, "The Commons as a Natural Barrier to Entry: Why There Are So Few Fish Farms," *American Journal of Agricultural Economics*, 67(2), May, 1985: 360-63.
- Peter Berck and Jeffrey M. Perloff, "A Dynamic Analysis of Marketing Orders, Voting, and Welfare," *American Journal of Agricultural Economics*, 67(3), August, 1985: 487-96.
- Jeffrey M. Perloff and Steven C. Salop, "Firm-Specific Information, Product Differentiation, and Industry Equilibrium," *Oxford Economic Papers*, 38 (supplement), November, 1986: 184-202. Also in D. J. Morris, P. J. N. Sinclair, M. de Slater, and J. N. Vickers, eds. *Strategic Behaviour and Industrial Competition*, Oxford: Clarendon Press, 1986.
- Gordon C. Rausser, Jeffrey M. Perloff, and Pinhas Zusman, "The Food Marketing System: The Relevance of Economic Efficiency Measures," in Richard L. Kilmer and Walter J. Ambruster, eds., *Economic Efficiency in Agricultural and Food Marketing*, Iowa State University Press, 1987.

- Jeffrey M. Perloff and Robin C. Sickles, "Union Wage, Hours, and Earnings Differentials in the Construction Industry," *Journal of Labor Economics*, 5(2), April, 1987: 174-210.
- Jeffrey M. Perloff and Daniel L. Rubinfeld, "Settlements in Private Antitrust Litigation," Lawrence J. White, ed., *Private Antitrust Litigation: New Evidence, New Meaning*, Cambridge: MIT Press, 1988.
- George Frisvold, Richard Mines, and Jeffrey M. Perloff, "The Effects of Job Site Sanitation and Living Conditions on the Health and Welfare of Agricultural Workers," *American Journal of Agricultural Economics*, 70(4), November, 1988: 875-85.
- Peter Berck and Jeffrey M. Perloff, "The Dynamic Annihilation of a Rational Competitive Fringe by a Low-Cost Dominant Firm," *Journal of Economic Dynamics and Control*, 12(4), November, 1988: 659-78.
- André Fargeix and Jeffrey M. Perloff, "The Effects of Tariffs in Markets with Vertical Restraints," *Journal of International Economics*, 26 February 1989: 99-117.
- Larry S. Karp and Jeffrey M. Perloff, "Estimating Market Structure and Tax Incidence: The Japanese Television Market," *Journal of Industrial Economics*, 37(3), March, 1989: 225-39.
- Larry S. Karp and Jeffrey M. Perloff, "Dynamic Oligopoly in the Rice Export Market," *Review of Economics and Statistics*, 71(3), August 1989: 462-70.
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- Jeffrey M. Perloff, "Choice of Housing Tenure and Wage Compensation of Hired Agricultural Workers," *Land Economics*, 67(2), May 1991: 203-12.
- Michael L. Wachter and Jeffrey M. Perloff, "A Comparative Analysis of Wage Premiums and Industrial Relations in the British Post Office and the United States Postal Service," in Michael A. Crew and Paul R. Kleindorfer, eds., *Competition and Innovation in Postal Services*, Norwell, MA: Kluwer Academic Publishers, 1991: 115-37.
- Jeffrey M. Perloff, "The Impact of Wage Differentials on Choosing to Work in Agriculture," *American Journal of Agricultural Economics*, 73(3), August 1991: 671-80.
- David E. Buschena and Jeffrey M. Perloff, "The Creation of Dominant Firm Market Power in the Coconut Oil Export Market," *American Journal of Agricultural Economics*, 73(4), November, 1991: 1000-8.
- Larry S. Karp and Jeffrey M. Perloff, "The Long-Run Value of Inflexibility," in L. Alan Winters, ed., *Trade Flows and Trade Policy After '1992,'* Cambridge: Cambridge University Press, 1992.

- Jeffrey M. Perloff, "Econometric Analysis of Imperfect Competition and Implications for Trade Research," in Ian M. Sheldon and Dennis R. Henderson, eds., *Industrial Organization and International Trade: Methodological Foundations for International Food and Agricultural Market Research*, NC-194 Research Monograph Number 1, July 1992.
- Larry S. Karp and Jeffrey M. Perloff, "Dynamic Models of Oligopoly in Agricultural Export Markets," in Ronald W. Cotterill, ed., *Competitive Strategy Analysis in the Food System*, Boulder: Westview Press, 1993.
- Larry S. Karp and Jeffrey M. Perloff, "A Dynamic Model of Oligopoly in the Coffee Export Market," *American Journal of Agricultural Economics*, 75(2), May 1993:448-57.
- Larry S. Karp and Jeffrey M. Perloff, "Legal Requirements that Artists Receive Resale Royalties," *International Review of Law & Economics*, 13(2), June 1993:163-77.
- Larry S. Karp and Jeffrey M. Perloff, "Industrial Policy as an Alternative to Trade Policy: Helping by Hurting," *Review of International Economics*, 1(3) October 1993:253-62.
- D. Kate Rubin and Jeffrey M. Perloff, "Who Works for Piece Rates and Why," *American Journal of Agricultural Economics*, 75(4) November 1993:1036-43.
- Julie A. Caswell and Jeffrey M. Perloff, "Implications of New Industrial Organization and Demand Models for Marketing Research," in Daniel I. Padberg, ed., *Food and Agricultural Marketing Issues for the 21st Century*, Food and Agricultural Marketing Consortium, FAMC 93-1, College Station, Texas: Texas A&M University, 1993.
- Larry S. Karp and Jeffrey M. Perloff, "Open-Loop and Feedback Models of Dynamic Oligopoly," *International Journal of Industrial Organization*, 11, 1993:369-89.
- Charles E. Hyde and Jeffrey M. Perloff, "Can Monopsony Power be Estimated?" *American Journal of Agricultural Economics*, 76(5), December, 1994:1151-5.
- Larry S. Karp and Jeffrey M. Perloff, "Modèles dynamiques d'oligopole sur les marchés internationaux du riz and du café," *Cahiers d'Economie et Sociologie Rurales*, No. 32, 3<sup>e</sup> trimestre 1994:100-130. [French version of the following:]
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- Larry S. Karp and Jeffrey M. Perloff, "The Failure of Strategic Industrial Policies Due to the Manipulation by Firms," *International Review of Economics and Finance*, 4(1), 1995:1-16.
- Sabrina Isé and Jeffrey M. Perloff, "Legal Status and Earnings of Agricultural Workers," *American Journal of Agricultural Economics*, 77(2), May 1995:375-86.

- Charles E. Hyde and Jeffrey M. Perloff, "Can Market Power be Estimated?" *Review of Industrial Organization*, 10(4), August 1995:465-85.
- Larry S. Karp and Jeffrey M. Perloff, "Why Industrial Policies Fail: Limited Commitment," *International Economic Review*, 36(4), November 1995:887-905.
- Larry S. Karp and Jeffrey M. Perloff, "The Optimal Suppression of a Low-Cost Technology by a Durable-Good Monopoly," *Rand Journal of Economics*, 27(2), Summer 1996:346-64.
- Amos Golan, George Judge, Jeffrey M. Perloff, "Estimating the Size Distribution of Firms Using Government Summary Statistics," *Journal of Industrial Economics*, XLIV(1), March 1996:69-80.
- Jeffrey M. Perloff, Daniel L. Rubinfeld, and Paul Ruud, "Antitrust Settlements and Trial Outcomes," *Review of Economics and Statistics*, 78(3), August 1996:401-9.
- Amos Golan, George Judge, Jeffrey M. Perloff, "Recovering Information from Multinomial Response Data," *Journal of the American Statistical Association*, 91(434), June 1996: 841-53.
- Amos Golan, George Judge, Jeffrey M. Perloff, "Estimation and Inference with Censored and Ordered Multinomial Response Data," *Journal of Econometrics*, 79(1), July 1997:23-51.
- Sabrina J. Isé and Jeffrey M. Perloff, "Effects of FCC Regulations on Television Profits," *Information Economics and Policy*, 9(1), March 1997:37-49.
- Susan M. Gabbard and Jeffrey M. Perloff, "The Effects of Wages, Benefits, and Working Conditions on Farm Worker Retention," *Industrial Relations*, 36(4), October 1997, 474-88.
- Jeffrey M. Perloff, Lori Lynch, Susan M. Gabbard, "Migration of Seasonal Agricultural Workers," *American Journal of Agricultural Economics*, 80(1), February 1998:154-64.
- Charles E. Hyde and Jeffrey M. Perloff, "Multimarket Market Power Estimation: The Australian Retail Meat Sector," *Applied Economics*, 30(9), September 1998:1169-76.
- Jeffrey M. Perloff, "Droit de Suite," Peter Newman, ed., *New Palgrave Dictionary of Economics and the Law*, Vol. 1, New York: Stockton Press, 1998.
- Jeffrey M. Perloff and Xiaolun Sun, "Industrial Organization Explanations for Inefficiency in the Food Sector in Central and Eastern European Countries," forthcoming in an IAMO volume on Food Processing and Distribution in Transition Economies.
- Amos Golan, Enrico Moretti, and Jeffrey M. Perloff, "An Informational Based Sample-Selection Estimation Model of Agricultural Workers' Choice Between Piece-Rate and Hourly Work," forthcoming *American Journal of Agricultural Economics*, 1999.

Enrico Moretti and Jeffrey M. Perloff, "Use of Public Transfer Programs and Private Aid by Authorized and Unauthorized Immigrants Who Work in Agriculture," forthcoming in *Industrial Relations*.

#### *Textbooks*

Dennis W. Carlton and Jeffrey M. Perloff, *Modern Industrial Organization*, Glenview, Illinois: Scott, Foresman/Little, Brown, 1990.

Dennis W. Carlton and Jeffrey M. Perloff, *Modern Industrial Organization*, 2nd Ed., New York: HarperCollins, 1994.

Dennis W. Carlton and Jeffrey M. Perloff, *Organizzazione industriale*, Milano: McGraw-Hill, 1997 (translation of *Modern Industrial Organization*, a cura di Gianmaria Martini e Laura Solimene, Presentazione di Enzo Pontarollo).

Dennis W. Carlton and Jeffrey M. Perloff, *Économie industrielle*, Paris, Bruxelles: DE Boeck Université s.a., 1998 (translation of *Modern Industrial Organization*, 2nd Ed., par Fabrice Mazerolle).

Jeffrey M. Perloff and Klaas T. van 't Veld, *Instructor's Manual and Test Bank*, to accompany *Modern Industrial Organization*, New York: HarperCollins, 1994.

Jeffrey M. Perloff, *Microeconomics*, Reading, MA: Addison-Wesley, 1999.

#### *Book Reviews*

Jeffrey M. Perloff, "Book Review: Workers, Jobs, and Inflation, ed. Martin Neil Baily," *Journal of Economic Literature*, XXI(3), September, 1983: 1037-8.

Jeffrey M. Perloff, "Book Review: Seasonal Agricultural Labor Markets in the United States," ed. Robert D. Emerson, *American Journal of Agricultural Economics*, 68(1), February, 1985: 161-2.

#### *Popularizations, Government Reports, and Summaries*

Jeffrey M. Perloff, "Approaches to Evaluating Local Public Works Programs," in U. S. Department of Labor, Office of the Assistant Secretary for Policy, Evaluation, and Research, *Conference Report on Evaluating the 1977 Economic Stimulus Program*, 1978.

Jeffrey M. Perloff and Michael L. Wachter, "Work Sharing, Unemployment and the Rate of Economic Growth: National Commission for Manpower Policy," *Work Time and Employment*, Special Report No. 28, October, 1978.

Jeffrey M. Perloff and Michael L. Wachter, "An Evaluation of Unemployment Data Needs in Macro Models," National Commission on Employment and Unemployment Statistics, Background Paper No. 17, November, 1978. Reprinted in *Concepts and Data Needs*, 1978.

- Lindley H. Clark Jr., "How Much Slack?" *Wall Street Journal*, May 2, 1978 (based on "A Production Function-Nonaccelerating Inflation Approach to Potential Output: Is Measured Potential Output Too High?" with Michael L. Wachter).
- Leonard Sloane, "Economists, U. S. at Odds Over Full Employment," *New York Times*, July 26, 1978.
- Sage Public Administration Abstracts, p. 316 (summary of "An Evaluation of Unemployment Data Needs in Macro Models," with Michael L. Wachter).
- U. S. Department of Labor, A Popularized Version of 21 Doctoral Dissertations, 1979 (based on "The Wage Change Process in the Construction Industry," MIT doctoral thesis).
- Jeffrey M. Perloff and Michael L. Wachter, "Demographic Aspects of the Stagflation Problems," Joint Economic Committee Special Study on *Economic Change, Stagflation: The Causes, Effects, and Solutions*, 4, December 17, 1980.
- Jeffrey M. Perloff, "Labor and the Productivity Slowdown," (Cornell University, School of Business and Public Administration) *Executive*, 7(1), Fall, 1980: 22-23.
- Jeffrey M. Perloff, "Comments on Lazear and Miller's 'Minimum Wage Versus Minimum Compensation,'" in a Minimum Wage Commission volume.
- Jeffrey M. Perloff, "Statement on USPS Wages," U. S. Senate Joint Economic Committee, hearings on U. S. Postal Service Monopoly, June 24, 1982.
- Robert D. Boynton and Jeffrey M. Perloff, "The Short-and Long-Run Effects of the Vector Grocery Store Consumer Price Information Program," FTC Report, Contract No. 783, March, 1982.
- Howard R. Rosenberg and Jeffrey M. Perloff, "Initial Effects of the New Immigration Law on California Agriculture," *California Agriculture*, 42(3), May-June, 1988: 28-32.
- Cheryl L. Brown, Grace Dote, Christopher M. Edmonds, Jeffrey M. Perloff, Howard R. Rosenberg, and Nanyan Xiong, *Farm Labor Research Bibliography*, California Employment and Development Department, 1991.
- Cheryl L. Brown, Grace Dote, Christopher M. Edmonds, Jeffrey M. Perloff, Howard R. Rosenberg, and Nanyan Xiong, *Agricultural Industrial Relations Bibliography*, University of California at Berkeley, Institute of Industrial Relations, Working Paper #31, June 1991.
- Farm Labor Contractors in California*, Labor Market Information Division, Employment Development Department, California Agricultural Studies 92-2, 1992 [One of many authors and participants in this project and the co-principal investigator]
- Howard R. Rosenberg, Jeffrey M. Perloff, Vijaykumar S. Pradhan, *Labor Management on California Farms*, for Labor Market Information Division, Employment Development Department, January 1994.



Sabrina Isé, Jeffrey M. Perloff, Stephen R. Sutter, and Suzanne Vaupel, *Directly Hiring Workers Versus Using Farm Labor Contractors*, U. C. Cooperative Extension, Agricultural Personnel Management Program, Publication APMP003, 1994.

Sabrina Isé, Jeffrey M. Perloff, Stephen R. Sutter, and Suzanne Vaupel, "Why Do Some Growers Use Farm Labor Contractors and Others Hire Workers Directly?" *California Agriculture*, 60(2), March-April 1996: 17-20.

Philip Martin and Jeffrey Perloff, "Hired Farm Labor," in Jerry Siebert, ed., *California Agriculture: Issues and Challenges*, University of California, Giannini Foundation, August 1997.

### Psychology Publications

Jeffrey M. Perloff and Jacqueline B. Persons, "Biases Resulting from the Use of Indexes," *Psychological Bulletin*, 103(1), January, 1988: 95-104.

Jacqueline B. Persons, David D. Burns, and Jeffrey M. Perloff, "Predictors of Dropout and Outcome in Cognitive Therapy for Depression in a Private Practice Setting," *Cognitive Therapy and Research*, 12(6), 1988: 557-75.

Jacqueline B. Persons and Jeffrey M. Perloff, "The Relationship between Attributions and Depression Across Attributional Dimensions and Across Samples," *Journal of Psychopathology and Behavioral Assessment*, 11(1), 1989: 47-60.

Jacqueline B. Persons, Jeanne Miranda, and Jeffrey M. Perloff, "The Relationship between Depressive Symptoms and Cognitive Vulnerabilities of Achievement and Dependency," *Cognitive Therapy and Research*, 15(3), March, 1991: 221-35.

Jacqueline B. Persons, David D. Burns, Jeffrey M. Perloff, and Jeanne Miranda, "Relationship between Symptoms of Depression and Anxiety and Cognitive Vulnerabilities of Achievement and Dependency," *Journal of Abnormal Psychology*, 102(4), November 1993: 518-24.

J. M. Ponzi (J. M. Perloff), "Sensitization Alternating Desensitization," *Behavioural and Cognitive Psychotherapy*, 26, issue 2, 1998:173-5.

### Other Professional Activities

#### Editor:

*American Journal of Agricultural Economics*: Associate Editor (1987—1991 issues).  
*Industrial Relations*: Editor 9/94 - 9/96.

#### Consultant for Nonprofit Organizations and Government Agencies:

Corporation for Public/Private Ventures and Research for Better Schools: Consultant.  
Helped design and evaluate two social experiments, "Youth Wage Subsidies: The Literature and New Experiments," February 28, 1978, and "Strategy Options for the VICI Experiment" (with David L. Crawford), 1978.

- U. S. Departments of Commerce and Labor: Wrote: "Approaches to Evaluating Local Public Works Programs," 1978.
- U. S. Department of Commerce: Consultant and expert on a dumping case concerning Japanese televisions.
- U. S. Department of Justice: Consultant on a merger case.
- U. S. Labor Department: Consultant. Wrote: "Work Sharing, Unemployment and the Rate of Economic Growth" (with Michael L. Wachter), 1978, National Commission for Manpower Policy. "An Evaluation of Unemployment Data Needs in Macro Models," (with Michael L. Wachter), 1978, National Commission on Employment and Unemployment Statistics. "Work Sharing, Unemployment and the Rate of Economic Growth" (with Michael L. Wachter), 1978, National Commission for Manpower Policy. "A Reevaluation on the New Jobs Tax Credit" (with Michael L. Wachter), 1979. "The Micro and Macro Impact of the Targeted Jobs Tax Credit," 1980. Statistical advisor on the National Agricultural Workers Survey (with Aguirre International).
- Federal Trade Commission: Consultant and Expert Witness: "An Economic Analysis of Proposed FTC Antacid Warning Rules," December, 1978 (based on a paper jointly authored by Eitan Muller) and "An Analysis of the Proposed FTC Rule on Standards and Certification," August, 1979. Consultant to the Bureau of Economics, FTC (Fall, 1979): "Market Basket Consumer Information Programs," (January, 1980).
- California Employment Development Department: Several reports on agricultural labor and created a computerized agricultural labor data base. Co-principal investigator on farm labor contractors study.

*Other Consulting:*

- Antitrust: Price fixing, predation, mergers, vertical relations
- Regulation: telecommunications; FTC rule-making hearings
- International Trade: Dumping cases (Japanese televisions, kiwi)
- Product liability
- Labor: Wrongful death, labor mediation, labor arbitration, discrimination
- Marketing: advertising, product differentiation, pricing, location
- Agriculture: Forecasting agricultural prices, antitrust cases, marketing orders
- Model Building: Macro models and real estate forecasting