

## HODAKA MORITA

November 2015

### *Office*

School of Economics  
Australian School of Business  
The University of New South Wales  
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### *Home*

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NSW 2032, Australia  
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### **Education**

Ph.D. (Economics), Cornell University, Department of Economics, May 2000.  
M.B.A., Cornell University, Johnson Graduate School of Management, May 1993.  
B.A. (Economics), The University of Tokyo, March 1985.

### **Research interests**

Industrial organization, organizational economics, international trade, economics of Japanese business.

### **Current position**

Professor, School of Economics, UNSW Business School, The University of New South Wales, Sydney Australia (January 2013 – present).

### **Past positions**

Australian Research Fellow, Australian Research Council (January 2009 – December 2013).

Associate Professor, School of Economics, Australian School of Business, The University of New South Wales, Sydney Australia (January 2008 – December 2012).

Senior Lecturer, School of Economics, Australian School of Business, The University of New South Wales (July 2004 – December 2007).

Lecturer, School of Economics, The University of New South Wales (July 1999 – June 2004).

### **Editorial position**

Associate Editor, Australian Journal of Management (September 2010 – present).

### **Visiting positions**

Visiting Professor, Institute of Economic Research, Hitotsubashi University (April – September, 2012)

Visiting Researcher, Competition Policy Research Center (CPRC) at Japan Fair Trade Commission (April 2009 – March 2012).

Visiting Scholar, Institute of Economic Research, Hitotsubashi University (January – February, 2012)

Visiting Scholar, Center for International Research of the Japanese Economy, University of Tokyo (October, 2011)

Visiting Professor, Research Institute for Economics and Business Administration, Kobe University, Kobe Japan (August 2010 – October 2010)

Visiting Scholar, Research Institute of Economy, Trade and Industry (RIETI), Tokyo Japan (September, 2008)

Visiting Scholar, Institute of Social and Economic Research, Osaka University (September, 2008)

Center of Excellence (COE) Visiting Scholar, Hitotsubashi University (February – March, 2008)

Visiting Scholar, Department of Economics, Queen's University (November, 2007)

Visiting Scholar, Department of Economics, Cornell University (September – October, 2007)

Visiting Scholar, Institute of Innovation Research, Hitotsubashi University (December, 2006)

Center of Excellence (COE) Visiting Scholar, Hitotsubashi University (January, 2006)

NCU/UNSW Exchange Professor, Graduate School of Economics, Nagoya City University (July, 2005)

Visiting Scholar, Institute of Economic Research, Hitotsubashi University (January – February, 2004)

Visiting Lecturer/Scholar, Johnson Graduate School of Management and Department of Economics, Cornell University (August 2002 – June 2003).

Marshall International Visitor, Marshall School of Business, The University of Southern California, April 2002.

## **Publications**

“Trade Liberalization and Aftermarket Services for Imports” (with Jota Ishikawa and Hiroshi Mukunoki). Forthcoming in *Economic Theory*.

“Formal Contracts, Relational Contracts, and the Threat-Point Effect” (with Hideshi Itoh). *American Economic Journal: Microeconomics*, 2015, Vol. 7 (3), pp. 318 – 346.

“New Implications of Lazear's Skill-Weights Approach” (with Clare Noone). *Economic Modelling*, 2014, Vol. 43, pp. 476 – 479.

“Internal Promotion and External Recruitment: A Theoretical and Empirical Analysis” (with Jed DeVaro). *Journal of Labor Economics*, 2013, Vol. 41 (2), pp. 227 – 269 (lead article).

“Group Identity and Relation-Specific Investment: An Experimental Investigation” (with Maroš Servátka). *European Economic Review*, 2013, Vol. 58 (February), pp. 95 – 109.

“Firm Dynamics and Labor Market Consequences”. *Journal of Law, Economics, & Organization*, 2012, Vol. 28 (2), pp. 235 – 264.

“Competitor Collaboration and Product Distinctiveness” (with Arghya Ghosh). *International Journal of Industrial Organization*, 2012, Vol. 30 (2), pp. 137-152.

“FDI in Post-Production Services and Product Market Competition” (with Jota Ishikawa and Hiroshi Mukunoki). *Journal of International Economics*, 2010, Vol. 82, pp. 73 – 84.

“Competition, Monopoly Maintenance, and Consumer Switching Costs” (with Michael Waldman). *American Economic Journal: Microeconomics*, 2010, Vol. 2 (1), pp. 230 – 255.

“An Economic Analysis of Platform Sharing” (with Arghya Ghosh). *Journal of the Japanese and International Economies*, 2008, Vol. 22 (2), pp. 164-186. *NBER Working Paper No. 13058*.

“Free Entry and Social Efficiency under Vertical Oligopoly” (with Arghya Ghosh). *RAND Journal of Economics*, 2007, Vol. 38 (2), pp. 539-552.

“Social Desirability of Free Entry: A Bilateral Oligopoly Analysis” (with Arghya Ghosh). *International Journal of Industrial Organization*, 2007, Vol. 25 (5), pp. 925-934.

“International Credit and Welfare: A Paradoxical Theorem and its Policy Implications” (with Kaushik Basu). *European Economic Review*, 2006, Vol. 50 (August), pp. 1507-1528.

“Platform Sharing in a Differentiated Duopoly” (with Arghya Ghosh). *Journal of Economics & Management Strategy*, 2006, Vol. 15, (Summer), pp. 397-429.

“Multi-skilling, Delegation, and Continuous Process Improvement: A Comparative Analysis of US-Japanese Work Organizations.” *Economica*, 2005, Vol. 72, (February), pp. 69-93.

“Impacts of the Information-technology Revolution on Japanese Manufacturer-supplier Relationships” (with Hirohiko Nakahara). *Journal of the Japanese and International Economies*, 2004, Vol. 18, (September), pp. 390-415.

“Durable Goods, Monopoly Maintenance, and Time Inconsistency” (with Michael Waldman). *Journal of Economics & Management Strategy*, 2004, Vol. 13, (Summer), pp. 273-302.

“Partial Ownership Induces Customised Investments under Repeated Interaction: an Explanation of Japanese Manufacturer-Suppliers Relationships.” *Scottish Journal of Political Economy*, 2001, vol. 48, (August), pp. 345-359.

“Choice of Technology and Labour Market Consequences: an Explanation of U.S.-Japanese Differences.” *Economic Journal*, 2001, vol. 111, (January), pp. 29-50.

### **Book chapter**

“Multiskilling” (with Jed DeVaro). *Wiley Encyclopedia of Management*, 2015, 5:1.

## **Publications in Japanese**

“*Naiburodoshijo no keizaigakuteki bunseki: Aratana shiten* (Economic Analyses of Internal Labor Market: New Perspectives)” (in Japanese). *Nihon Rodo Kenkyu Zasshi* (Japanese Journal of Labour Studies), 2012, vol. 54, (October), pp. 4-13 (lead article).

“*Senryakuteki teikei no keizai bunseki: Futatsuno shiten* (Economic Analysis of Strategic Alliances: Two Perspectives)” (in Japanese). In Kenzo Abe, Masao Ogaki, Kazuo Ogawa, and Takatoshi Tabuchi, eds., *Gendai Keizaigaku no Choryu 2011* (Modern Trends in Economics 2011; published each year by Japan Economic Association), 2011, pp. 125-155. Tokyo: Toyo Keizai Shinposha.

## **Working papers**

“Compensation and Intrinsic Motivation in Nonprofit and For-Profit Organizations” (with Jed DeVaro and Nan Maxwell).

“Continuous Improvement and Competitive Pressure in the Presence of Discrete Innovation” (with Arghya Ghosh and Takao Kato). *IZA Discussion Paper No. 3132* (previous version).

“Knowledge Transfer and Partial Equity Ownership” (with Arghya Ghosh).

“Horizontal Mergers in Vertical Oligopoly” (with Arghya Ghosh and Chengsi Wang).

“Investment in Outside Options and Other-Regarding Behavior: An Experimental Investigation” (with Maroš Servátka).

“Does Group Identity Prevent Inefficient Investment in Outside Options? An Experimental Investigation” (with Maroš Servátka).

“FDI, Technology Spillover, and Vertical Product Differentiation” (with Xuan Nguyen).

“Technology Spillovers and Export-Platform FDI” (with Arghya Ghosh and Xuan Nguyen).

“Product Architecture and Intra-Firm Coordination: Theory and Evidence” (with Kentaro Nakajima and Tsuyoshi Tsuru).

“Vertical Learning Alliances and Partial Equity Ownership in the Presence of Performance Spillovers” (with Jay Pil Choi, Arghya Ghosh, and Shuai Niu).

“An Economic Model for Structures of the Legal Profession” (with Ashley Cheng).

## **Book review**

Takatoshi Ito, Hugh Patrick, and David E. Weinstein, eds., *Reviving Japan's economy: problems and prescriptions*, MIT Press: Cambridge, Massachusetts, 2005. *Agenda*, 2007, vol. 14, (Number 3), pp. 55-57.

Edward J. Lincoln, *Arthritic Japan: the Slow Pace of Economic Reform*, The Brookings Institution: Washington, D.C., 2001. *Journal of the Asia Pacific Economy*, 2002, vol. 7, (October), pp. 408-410.

## **Government report**

“*Kigyo no teikei, bubunteki ketsugo ni kansuru kenkyu* (A study on alliances and partial equity ownership between firms)” (with Shuya Hayashi, Koki Arai, and Motohiro Nishimura; in Japanese). 2010. *Joint research report (CR 02-10) for Competition Policy Research Center, Japan Fair Trade Commission.*

## **Non-refereed publications**

“Poverty Alleviation through Income Generating Projects” (in Japanese), in Atsushi Koyama ed., *Introduction to Social Development*, International Development Journal Publisher, 1995.

“Development of Small Scale Business” (in Japanese), in Tsuyoshi Kikuchi ed., *Handbook of Social Development*, Engineering Consulting Firms Association, 1994.

## **Teaching**

*The University of New South Wales*

Industrial Organizations [PhD/Master/Honours]  
Intermediate Microeconomics [Undergraduate]  
Organizational Economics [Master]  
Managing for Value Creation 1 [Master]  
Economics of Japanese Business and Government [Undergraduate]  
Japanese Business [Undergraduate]  
Japanese International Economic Relations [Undergraduate]  
Economics of the Corporation [Master/Undergraduate]

*Johnson Graduate School of Management, Cornell University*

Economics of Japanese Business and Government [MBA]

## **Professional activities**

Referee for: American Economic Review, Australian Economic Papers, Australian Research Council (Australian Laureate Fellowships, Discovery Projects, Future Fellowships, International Linkage, Linkage Projects), Bulletin of Economic Research, Economic Inquiry, Economic Journal, Economics Bulletin, Economics Letters, Economic Modelling, Economic Record, Economics of Education Review, European Economic Review, Games and Economic Behavior, Hitotsubashi Journal of Economics, International Journal of Industrial Organization, International Journal of the Economics of Business, Japanese Economic Review, Journal of Economic Surveys, Journal of Economic Theory, Journal of Economic Behavior and Organization, Journal of Economics & Management Strategy, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of International Economics, Journal of Labor Economics, Journal of Law, Economics, & Organization, Journal of Productivity Analysis, Journal of the Japanese and International Economies, Keizai Kenkyu (The Economic Review), Labour Economics, Public Finance Review, RAND Journal of Economics, Review of Economic Studies, Review of Industrial Organization, Review of Law and Economics, Scandinavian Journal of Economics, Scottish Journal of Political Economy, Social Sciences and Humanities Research Council of Canada, Southern Economic Journal, Tenure/Promotion review (Beijing University, University of Southern Carolina).

*Research Supervision:*

Clare Noon (Undergraduate Honours; Primary supervisor, completed 2004; University Medal,

2004 Honours Economics Society Award. Placement: Reserve Bank of Australia.  
Pinijsorn Luechaikajohnpan (PhD; Joint supervisor, completed 2008). Placement: Booz Allen Hamilton.  
Jonathan Lim (PhD; Joint supervisor, completed 2010). Placement: Deloitte Access Economics.  
Xuan T. Nguyen (PhD; Primary supervisor, completed 2011). Placement: Deakin Business School.  
Ashley Cheng (Undergraduate Honours: Primary supervisor, completed 2012, Class I Honours).  
Cheng-si Wang (PhD; Primary supervisor, completed 2012). Placement: University of Mannheim (postdoc).  
Tomohiro Ara (PhD; Joint supervisor, completed 2012). Placement: Fukushima University.  
Shuai Niu (PhD; Primary supervisor, completed 2013). Placement: Shandong University.  
Van Pham (PhD: Co-supervisor, completed 2015). Placement: UNSW (postdoc).  
Cheng-Tao Tang (PhD; Primary supervisor, on-going).  
Bora Buth (PhD; Primary supervisor, on-going).

*Service activities and conference organizations:*

Master of Commerce Coordinator, School of Economics, Australian School of Business, The University of New South Wales, January 2014 – December 2014.

Member, Human Research Ethics Advisory Panel, Australian School of Business, The University of New South Wales, March 2010 – December 2013.

Member, PhD students Admission Committee, School of Economics, Australian School of Business, The University of New South Wales, July 2009 – December 2013.

Member, Internal Grants Assessment Committee, Australian School of Business, The University of New South Wales, May 2009 – .

Member, Strategic Initiatives Committee, School of Economics, Australian School of Business, The University of New South Wales, October 2008 – December 2011.

Mentor at the Scientia Scholar Scheme, Australian School of Business, The University of New South Wales, March 2011 – February 2012.

Mentor at ASB 2009 Mentoring Program for Academic Women, Australian School of Business, The University of New South Wales, February 2009 – November 2009.

Member, Judgment Panel for Australia-Japan Research Centre Crawford Award (Australian National University), December 2008.

Organizer (Chair), 2<sup>nd</sup> ATE Symposium “Antitrust Economics and Competition Policy: Mergers, Partnerships, and Innovation”, December 15 – 16, 2014.

Organizer (Chair), 7<sup>th</sup> Trans Pacific Labor Seminar (TPLS) in Sydney, August 8 – 9, 2014.

Organizer (Chair), UNSW Workshop on International Trade and Industrial Organization, August 2 – 3, 2011.

Organizer (Chair), Robert Gibbons Lecture at UNSW, 30 June – 5 July, 2010.

Organizer (Chair), Japan-UNSW Applied Microeconomics Workshop, August 2009.

Organizer (Chair), 2009 EDN Winter School on Repeated Games & Reputations, July 2009.  
Conference Organizer, 24<sup>th</sup> Australasian Economic Theory Workshop, February 2006.

Postgraduate Coordinator (Coursework), School of Economics, The University of New South Wales, August 2004 – July 2007.

Member, Head of School Advisory Committee, School of Economics, The University of New South Wales, August 2003 – July 2007.

Visitor seminar coordinator, School of Economics, The University of New South Wales, 2001.

*Public lectures etc:*

Invited lecture for International University of Japan, April 16, 2015.

Invited lecture for Hitotsubashi University, February 13, 2014.

Invited lecture for International University of Japan, December 3, 2013.

Invited lecture for International University of Japan, February 25, 2013.

Invited lecture for International University of Japan, February 2, 2012.

Invited public lecture for Japan Fair Trade Commission, June 17, 2011.

Invited lecture for International University of Japan, January 20, 2010.

Invited lecture for International University of Japan, January 20, 2009.

Invited public lecture for Research Institute of Economy, Trade and Industry, September 16, 2008.

Invited lecture for Department of Economics at Hitotsubashi University, January 25, 2006.

Invited lecture for Australian Centre of Regulatory Economics (ACORE), ANU, May 10, 2005.

**Grants, awards, and recognitions**

Centre for Social Impact Research Grants Scheme, “Competition and Intrinsic Motivation in Nonprofit and For-Profit Organizations: Theory, Evidence, and Policy” with Jed DeVaro, Arghya Ghosh and Alberto Motta (AU\$ 10,000), 2016.

Australian Research Council Discovery Projects, “Economic Analyses of Partial Equity Ownership Arrangements: Theory, Evidence, and Policy Implications” with Arghya Ghosh and Jay Pil Choi (AU\$ 288,000), 2012 – 2014.

“Industrial Economics Network” with Arghya Ghosh (AU\$ 208,600), Australian School of Business, UNSW, 2011 – 2014.

UNSW Contestable Funding for Support of International Strategic Projects, “Workshop on Frontier Topics in Economics: Building Research Synergies in Asia-Pacific Region” with Gautam Bose, Jay Pil Choi, Kevin Fox, Arghya Ghosh, Elisabetta Magnani, and Alan Woodland, (AU\$ 30,000), 2011.

Australian Research Council Discovery Projects and Australian Research Fellowship, “Partial Equity Ownership and Knowledge Transfer: An Economic Analysis of Strategic Alliances” (AU\$ 325,000), 2009 – 2013.

Australian Research Council Discovery Projects, “Economic Analyses of Competitor Collaboration: Theory, Evidence, and Policy Implications” with Arghya Ghosh (AU\$ 156,426), 2008–2010.

UNSW Contestable Funding for Support of International Strategic Projects, “Applied Microeconomics Workshop with Japanese Universities” with Arghya Ghosh and Shiko Maruyama (AU\$ 40,000), 2009.

College of Business and Economics Contestable Research Grant, University of Canterbury, “Does Vertical Integration Alleviate Hold-up Problem?” with Maros Servatka (NZ\$ 12,744), 2009.

Australian Research Council Discovery Projects, “Human Capital Acquisition and Product-market Competition: Theory and Evidence” (AU\$ 160,000), 2006–2008.

Faculty Research Grants Program, The University of New South Wales, “Economic Analyses of Platform Sharing” with Arghya Ghosh (AU\$ 20,000), 2005.

Special Research Grants, Faculty of Commerce and Economics, The University of New South Wales, “A New Perspective on the Economic Analysis of the Holdup Problem” (AU\$ 3,000), 2005.

Faculty Research Grants Program, The University of New South Wales, “Firm Survival, Specific Human Capital, and Entry Regulation: A New Perspective on Economic Analysis of Industrial Policy” (AU\$ 14,000), 2004.

Australian Research Council Discovery Projects, “The Demand and Supply of Retirement Provision” with John Piggott, Hazel Bateman and Sachi Purcal, (AU\$ 217,000), 2002–2004.

Special Research Grants, Faculty of Commerce and Economics, The University of New South Wales, “Comparative Institutional Analysis of Japanese Business and Government” (AU\$ 4,000), 2003.

Special Research Grants, Faculty of Commerce and Economics, The University of New South Wales, “Durable Goods and Monopoly Maintenance” (AU\$ 3,000), 2002.

University Research Support Program, The University of New South Wales, “Impacts of the Information-technology Revolution on Japanese Manufacturer-suppliers Relationships: Theory and Evidence” (AU\$ 9,000), 2001.

Special Research Awards, Faculty of Commerce and Economics, The University of New South Wales, “A New Perspective on Vertical Relationship: Theory and Evidence from Japanese Manufacturer-suppliers Relationships” (AU\$ 10,000), 2000.

Research Achievement Award, Faculty of Commerce and Economics, The University of New South Wales, 2005 and 2006.

International Development Centre of Japan Scholarship for Graduate Study, 1991-1993.

Research Fellow, Research Institute for Economics and Business Administration, Kobe University, Kobe Japan (August 2010 – March 2018).



Included in *Marquis Who's Who in the World*.

### **Past non-academic positions**

Development Consultant, Engineering Consulting Firms Association, Tokyo, Japan (1993 – 1994).

Development Consultant, Centre for Women and Development, Kathmandu, Nepal (Summer 1992).

Nippon Steel Corporation, Tokyo, Japan:

Secretary to the General Manager of Steel Pipe Sales Division (1988 – 1991)

Secretary to the Managing Director of Oita Factory (1986 – 1988)

Production Scheduling Planner (1985 – 1986)

### **Consultancies**

United Nations Industrial Development Organization (UNIDO) (1994).

Ministry of International Trade and Industry (MITI), Japan (1993 – 1994).

Japan International Co-operation Agency (JICA) (1993 – 1994).

### **Conferences and seminars (recent 5 years)**

*Speaker:*

8<sup>th</sup> Trans Pacific Labor Seminar, March 2015

CEFER Trade and Development Workshop, November 2014

8<sup>th</sup> Organizational Economics Workshop, July 2014

Industrial Organization: Theory, Empirics, and Experiments (Alberobello, Italy), June 2014

12<sup>th</sup> International Industrial Organization Conference, April 2014.

New Zealand Commerce Commission's Economics Day Program: Competition Economists Roundtable, February 2014.

VUW Micro Theory Workshop, November 2013.

WEAI 88<sup>th</sup> Annual conference, June 2013.

11<sup>th</sup> International Industrial Organization Conference, May 2013.

6<sup>th</sup> Trans Pacific Labor Seminar, December 2012.

IEFS Japan Annual Meeting 2012, October 2012.

European Associate for Research in Industrial Economics 2012, September 2012.

Hokkaido & Kyoto Universities Joint International Conference on International Economics & Economic Theory, September 2012.

5<sup>th</sup> Trans Pacific Labor Seminar, March 2012.

7<sup>th</sup> Annual Conference on Economic Growth and Development, December 2011.

9<sup>th</sup> International Industrial Organization Conference, April 2011.

4<sup>th</sup> Trans Pacific Labor Seminar, March 2011.

29<sup>th</sup> Australasian Economic Theory Workshop, February 2011.

5<sup>th</sup> ANZ Workshop on Experimental Economics, November 2010.

2010 Japan Economic Association Meetings (Special Presentation upon invitation), Sept. 2010.

14<sup>th</sup> Experimental Social Science Conference, September 2010.

Summer Workshop in Industrial Organization and Management Strategy, August 2010.

8<sup>th</sup> International Industrial Organization Conference, May 2010.

University of New South Wales, October 2015

Deakin University, September 2015

University of Glasgow, May 2015

University of Edinburgh, May 2015  
CERGE-EI, Prague, May 2015  
University of Mannheim, May 2015  
Korea University, March 2015  
Kochi University of Technology, March 2015  
University of Queensland, November 2014  
University of New South Wales, October 2014  
University of Auckland, March 2014  
Massey University, March 2014  
University of Otago, February 2014  
Hitotsubashi University, February 2014  
Australian National University, November 2013  
University of New South Wales, June 2013  
Hitotsubashi University, February 2013  
Tohoku University, October 2012  
University of Western Australia, September 2012  
Curtin Business School, September 2012  
University of New South Wales, September 2012  
Institute of Development Economics, April 2012  
University of New South Wales, March 2012  
Cheung Kong Graduate School of Business, October 2011  
Australian National University, September 2011  
University of New South Wales, September 2011  
Massey University, May 2011  
Vanderbilt University, April 2011  
Michigan State University, April 2011  
University of Arkansas, April 2011  
La Trobe University, March 2011  
Hitotsubashi University, October 2010  
Contract Theory Workshop (Kyoto University), October 2010  
Osaka University, October 2010  
Kobe University, October 2010  
University of Tokyo, October 2010  
Fair Trade Commission, Japan, September 2010  
Kobe University, September 2010  
University of Tokyo, May 2010  
Kyoto University, January 2010  
Hitotsubashi University, January 2010  
Fair Trade Commission, Japan, January 2010

*Discussant:*

CEFER Trade and Development Workshop, November 2014  
Industrial Organization: Theory, Empirics, and Experiments (Alberobello, Italy), July 2014  
12<sup>th</sup> International Industrial Organization Conference, April 2014.  
WEAI 88<sup>th</sup> Annual conference, June 2013.  
11<sup>th</sup> International Industrial Organization Conference, May 2013.  
European Associate for Research in Industrial Economics 2012, September 2012.  
National Honours Colloquium, August 2011.  
29<sup>th</sup> Australasian Economic Theory Workshop, February 2011.

8<sup>th</sup> International Industrial Organization Conference, May 2010.

**Citizenship**

Japanese citizen. Permanent resident of Australia.