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## EXPERIENCE

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2001-           **FEDERAL COMMUNICATIONS COMMISSION, WASHINGTON, D.C.**  
*Senior Economist, International Bureau (formerly in Media Bureau).*

1997-2001      **HARTWICK COLLEGE, ONEONTA, NEW YORK.**  
*Associate Professor (Tenured), Department of Economics.*

Microeconomics, Environmental Economics, Industrial Organization,  
Mathematical Economics, Game Theory, Electronic Commerce, Principles of  
Economics, Senior Seminar, Honors Seminar, Senior Thesis.

- Chair, Faculty Salary and Budget Committee, 2000-2001.
- Acting Chair, Department of Economics, 2000.
- Chair, Search Committee for Dean of Admissions, 1998.
- Co-Chair, Committee on Re-Accreditation, 1997-1998.
- Institutional Research, Office of the President, 1997-2000.

1990-1997      **OHIO WESLEYAN UNIVERSITY, DELAWARE, OHIO.**  
*Assistant Professor (Tenured), Department of Economics.*

Microeconomics, Game Theory, Mathematical Economics, Industrial  
Economics, Principles of Economics, Senior Seminar.

1985-1990      **UNIVERSITY OF MASSACHUSETTS AT AMHERST.**  
*Instructor of Economics and Teaching Assistant.*

## SCHOLARLY ACTIVITY

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### JOURNAL ARTICLES (*Refereed*)

- 2006 HORIZONTAL MERGER: PIVOTAL BUYERS AND BARGAINING POWER, *Economics Letters*, 3, 307-311 (with Nodir Adilov).
- 2005 MARKET STRUCTURE, VIEWER WELFARE, AND ADVERTISING RATES, *Economics Letters*, 86, 331-337 (with Keith Brown).
- 2004 A THEORY OF BROADCAST MEDIA COMPETITION AND COMMERCIAL ADVERTISING, *Journal of Public Economic Theory*, 6, (4), pp. 557-575 (with Brendan Cunningham).
- 2004 BUNDLING IN CABLE TELEVISION: A PEDAGOGICAL NOTE WITH A POLICY OPTION, *International Journal of Media Management*, Volume 6, No. 3&4, pp. 162-167 (with Keith Brown).
- 2004 PEER-TO-PEER FILE SHARING COMMUNITIES, *Information Economics and Policy*, 16, pp. 197-213, (with Nodir Adilov and Brendan Cunningham).
- 2004 DIVERSITY IN BROADCAST TELEVISION: AN EMPIRICAL STUDY OF LOCAL BROADCAST NEWS IN THE UNITED STATES, *International Journal of Media Management*, Volume 6, No. 3&4, pp. 176-183, (with Brendan Cunningham).
- 2002 MARKET STRUCTURE IN THE MUSIC RECORDING INDUSTRY, *Historical Methods*, Volume 35, Number 3, Summer.
- 2002 PEER-TO-PEER FILE SHARING: THE CASE OF THE MUSIC RECORDING INDUSTRY, *Review of Industrial Organization*, Volume 20, 151-161.
- 1997 PRODUCT VARIETY AND MARKET STRUCTURE: A NEW MEASURE AND A SIMPLE TEST, *Journal of Economic Behavior and Organization*, Volume 32, 207-214.
- 1996 ENTROPY AND POPULAR CULTURE: PRODUCT DIVERSITY IN THE POPULAR MUSIC RECORDING INDUSTRY, *American Sociological Review*, Volume 61, 1, 171-174.
- 1994 NEW TECHNOLOGY AND MARKET STRUCTURE: EVIDENCE FROM THE MUSIC RECORDING INDUSTRY, *Journal of Cultural Economics*, Volume 18, 113-123.

- 1994 ENTRY BARRIERS, RELEASE BEHAVIOR, AND MULTI-PRODUCT FIRMS IN THE MUSIC RECORDING INDUSTRY, *Review of Industrial Organization*, Volume 9, 85-98.

#### **FORTHCOMING/UNDER REVIEW**

- 2009 NETWORK GROWTH: THEORY AND EVIDENCE FROM THE MOBILE TELEPHONE INDUSTRY, *Forthcoming, Information Economics and Policy*.
- 2009 CAN REDUCING THE SIZE OF THE PIE ENHANCE BARGAINING POSITION? THE CASE OF THE CABLE TELEVISION INDUSTRY, *Under Review for Publication*.
- 2009 SCALE AND SCOPE IN MEDIA: THEORY AND EVIDENCE FROM LOCAL BROADCAST NEWS, *Under Review for Publication*.

#### **WORKING PAPERS**

- 2009 RULE OF LAW, REGULATION, AND GROWTH OF MOBILE TELECOMMUNICATIONS, *Working Paper*, Michigan State University.
- 2006 SAME STORY, DIFFERENT CHANNEL? BROADCAST NEWS AND INFORMATION, *Working Paper*, United States Naval Academy.
- 2006 POLITICAL REPRESENTATION, VOTER INFORMATION, AND GOVERNMENT ALLOCATIONS: A THEORY OF OPTIMAL LOCALISM, *Working Paper*, Indiana University.
- 2005 VERTICAL OWNERSHIP AND VERTICAL CONTROL: A STUDY OF THE CABLE INDUSTRY, *Working Paper*, Federal Communications Commission.
- 2003 MOST-FAVORED-CUSTOMERS IN THE CABLE INDUSTRY, *Working Paper*, Federal Communications Commission.
- 2003 CABLE OWNERSHIP RULES: A BARGAINING THEORY APPROACH, *Working Paper*, Federal Communications Commission.

#### **CONTRIBUTED BOOK CHAPTERS/REVIEWS**

- 2008 CHAPTER, *THE MUSIC RECORDING INDUSTRY*, in The Structure of American Industry, James Brock, Editor, 12<sup>th</sup> edition.
- 2007 CHAPTER, *POLICY MAKING AND POLICY TRADE-OFFS*, in The Economic Regulation of Broadcasting Markets, Paul Seabright and Juergen von Hagen, Editors, Cambridge University Press.

- 2006 CHAPTER, *MEDIA DIVERSITY AND LOCALISM*, Philip Napoli, Editor, Erlbaum Associates Press.
- 2006 SWITCHING CHANNELS: ORGANIZATION AND CHANGE IN TV BROADCASTING, Richard Caves, *Journal of Economics Literature*, Vol. XLIV, December, pp. 1066-1067.
- 2004 CHAPTER, *THE MUSIC RECORDING INDUSTRY*, in The Structure of American Industry, James Brock, Editor, 11<sup>th</sup> edition.
- 2000 PATHS OF INNOVATION: TECHNOLOGICAL CHANGE IN 20<sup>TH</sup> CENTURY AMERICA, David Mowery and Nathan Rosenberg, *Review of Industrial Organization*.
- 1994 THE DYNAMICS OF COMPANY PROFITS: AN INTERNATIONAL COMPARISON, edited by Dennis Mueller, *Review of Industrial Organization*.
- 1993 INTERNATIONALIZATION, MARKET POWER, AND CONSUMER WELFARE, edited by Yves Bourdet, *Journal of Consumer Affairs*.
- 1995 JOSEPH SCHUMPETER: THE PUBLIC LIFE OF A PRIVATE MAN, Wolfgang F. Stolper, *The Historian*.

#### **SELECT CONFERENCE PAPER ACCEPTANCES AND PRESENTATIONS**

- 2009 *Rule of Law, Regulation, and Growth of Mobile Telecommunications*, European Association of Law and Economics, Rome, Italy.
- 2009 *Can Reducing the Size of the Pie Enhance Bargaining Position: The Case of the Cable Television Industry*, TILEC Workshop on Competition Policy and Regulation in Media Markets, Tilburg University, Netherlands.
- 2009 *Network Growth: Theory and Evidence from the Mobile Telephone Industry*, Georgetown University/National Press Club, Washington DC.
- 2008 *Network Growth: Theory and Evidence from the Mobile Telephone Industry*, Italian Society of Law and Economics, Fourth Annual Conference, Bologna, Italy.
- 2006 *Scale, Scope, and Media Cross-Ownership in the Production of Local News*, Fourth Workshop on Media Economics, George Washington University, Washington, DC.
- 2004 *Regulation of Media Markets*, University of Toulouse, France, co-sponsored by IDEI, University of Toulouse, and the University of Bonn.
- 2004 *Policy-Making and Policy Trade-Offs*, Econometric Society, Santiago, Chile.

- 2004 *Television News and Public Agendas*, Urban Affairs Association, Washington, DC.
- 2003 *Media Diversity and Localism: Meaning, Metrics, and the Public Interest*, Panel Discussion, Fordham University, New York City.
- 2003 *A Theory of Broadcast Media Competition and Commercial Advertising*, Second Workshop on Media Economics, Bergen, Norway.
- 2001 Albany Law School; Keynote Speaker, *Copyright Law: Changing the Face of the Internet*.

#### **EDITORIAL BOARD/REFEREE**

American Economic Review, National Science Foundation, Journal of Business, Journal of Economic Behavior and Organization, Economic Inquiry, International Economic Journal, Journal of Management Science, Review of Industrial Organization, Journal of Advertising, Social Science Quarterly, Journal of Cultural Economics, Journal of Economic Education, Journal of Media Economics (*Editorial Board*)

#### **EDUCATION**

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- 1990 **UNIVERSITY OF MASSACHUSETTS AT AMHERST**  
*Ph.D. in Economics.*
- DISSERTATION: Market Structure and Product Variety in Culture-Based Industries
- Committee: William G. Shepherd, Herbert Gintis, Robert Paul Wolff, Andrew F. Brimmer.
- 1985 **UNIVERSITY OF MASSACHUSETTS AT AMHERST**  
*B.A., Economics*, (two years of intensive language instruction in Mandarin Chinese).

## REFERENCES

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Professor David E. M. Sappington, Ph.D.  
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