

# Kenneth C. Wilbur

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## Employment

University of California, San Diego. Associate Professor with tenure. 2015-current

## Publications

1. K.C. Wilbur. 2008. A Two-Sided, Empirical Model of Television Advertising and Viewing Markets. *Marketing Science*, 27 (3): 356-378.
  - **Frank M. Bass Award\* for best thesis, winner, 2009**
  - **John D. C. Little Award\* for best paper, finalist, 2009**
  - **Long-Term Impact Award\*, finalist in 2015, 2016 and 2017**
2. K.C. Wilbur. 2008. How the Digital Video Recorder Changes Traditional Television Advertising. *Journal of Advertising*, 37 (1): 143-149.
3. Wilbur, K.C., Y. Zhu. 2009. Click Fraud. *Marketing Science*, 28 (2): 293-308.
4. K. Ailawadi, et al., K.C. Wilbur, J. Zhang. 2010. Empirical Models of Manufacturer-Retailer Interaction: A Review and Agenda for Future Research. *Marketing Letters*, 21 (3): 273-285. Invited.
5. A.D. Rennhoff, K.C. Wilbur. 2011. The Effectiveness of Post-Release Movie Advertising. *International Journal of Advertising*, 30 (2): 305-328.
6. Y. Zhu, K.C. Wilbur. 2011. Hybrid Advertising Auctions. *Marketing Science*, 30 (2): 249-273.
7. A.D. Rennhoff, K.C. Wilbur. 2012. Local Media Ownership and Media Quality. *Information Economics and Policy*, 24 (3-4): 231-242.
  - Previously released as “Media Ownership Study 1,” *2010 FCC Media Ownership Studies*
8. K.C. Wilbur, L. Xu, Kempe, D. 2013. Correcting Audience Externalities in Television Advertising. *Marketing Science*, 32 (10): 892-912.
9. A.D. Rennhoff, K.C. Wilbur. 2013. Market-Based Measures of Viewpoint Diversity. *Information Economics and Policy*, 26: 1-11.
  - Lead article

- Previously released as “Media Ownership Study 8,” *2010 FCC Media Ownership Studies*
10. K.C. Wilbur, P.W. Farris. 2014. Distribution and Market Share. *Journal of Retailing*, 90 (2): 154-167.
    - Findings cited in *Empirical Generalizations about Marketing Impact*, ed. by Mike Hanssens, 2009, Marketing Science Institute.
  11. M. Joo, K.C. Wilbur, B. Cowgill, Y. Zhu. 2014. Television Advertising and Online Search. *Management Science*, 60 (1): 56-73.
    - **John D. C. Little Award\* for best paper, winner, 2015**
    - **Frank M. Bass Award\* for best thesis, finalist, 2015**
    - Findings cited in *Empirical Generalizations about Marketing Impact, 2<sup>nd</sup> Edition*, ed. by Mike Hanssens, 2015, Marketing Science Institute.
  12. Xu, L., K.C. Wilbur, S. Siddarth, J. Silva-Risso. 2014. Price Advertising by Manufacturers and Dealers. *Management Science*, 60 (11): 2816-2834.
  13. Berry, S., A. Khwaja, V. Kumar, A. Musalem, K.C. Wilbur, et al. 2014. Structural Models of Complementary Choices. *Marketing Letters*, 25 (3): 245-256. Invited.
  14. Liaukonyte, J., T. Teixeira, K.C. Wilbur. 2015. Television Advertising and Online Shopping. *Marketing Science*, 34 (3): 311-330.
    - **John D. C. Little Award\* for best paper, finalist, 2016**
    - Lead article
    - Findings cited in *Empirical Generalizations about Marketing Impact, 2<sup>nd</sup> Edition*, ed. by Mike Hanssens, 2015, Marketing Science Institute.
  15. Wilbur, K.C. 2015. Advertising Content and Television Advertising Avoidance. *Journal of Media Economics*, 29 (2): 51-72.
  16. Gao, H., J. Xie, Q. Wang, K.C. Wilbur. 2015. Should Advertising Increase or Decrease Prior to a Product Recall? The Marketing-Finance Interface in Product Crisis Management. *Journal of Marketing*, 79 (2015): 80-99.
    - Previously released as a *Marketing Science Institute working paper*
  17. Wilbur, K.C. 2016. Recent Developments in Mass Media: Digitization and Multitasking. In: Anderson, S., D. Stromberg, J. Waldfogel (Eds.), *Handbook of Media Economics*, vol. 1. North-Holland, Amsterdam.
  18. Joo, M., K.C. Wilbur, Y. Zhu. 2016. Effects of TV Advertising on Keyword Search in the AOL Dataset. *International Journal of Research in Marketing*, 33 (2016): 508-523.
    - Highlighted in “What Should Marketers Read? Our Academic Trustees Tell Us” on MSI.org (2017).
  19. Xu, L., J. Silva-Risso, K. C. Wilbur. 2016. Dynamic Quality Ladder Model Predictions in Nonrandom Holdout Samples. *Management Science*, forthcoming.

\* Selected by members of the editorial review board

## Working papers

Temporal Distance and Price Elasticity, with M. Joo and D. K. Gauri. 2<sup>nd</sup> revision requested by *Management Science*

Advertising and Brand Image, with R. Du. *Revision requested by QME*

Using Big Data and Algorithms to Determine the Effect of Geographically Targeted Advertising on Voting Intention: Evidence from the 2012 U.S. Presidential Election, with T. Konitzer, D. Rothschild, S. Hill. Revision requested by *Political Communication*

TV Ads and Online Search Spikes: Toward a Deeper Understanding, with R. Du and L. Xu.  
*Submitted to Journal of Marketing Research*

- Selected as a “10 best” paper (of 164 submitted) at the 2016 ARF Re!Think Conference
- Accepted into the MSI Working Paper Series

Lead Offer Effects in Consumer Couponing: Evidence from Field Experiments, with M. McGranaghan, G. Fisher, J. Liaukonyte

Saving ‘For Your Baby’: Framing and Priming in Print-at-Home Coupons, with J. Liaukonyte and M. McGranaghan.

Estimating Individual Contributions to Team Outcomes, with X. Chen, Y. Chen.

A Parsimonious Model of Individual Demand for Multiple Related Goods, with A. Musalem, P. del Sol.

Effects of Advertising and Product Placements on Television Audiences, with G. Ridder, M. Sovinsky

## Employment History and Teaching

UCSD Rady School of Management, Assistant Professor, 2013-2015. Associate w/ tenure, 2015-  
*Analytics in Marketing, Finance and Operations (MSBA), 2016-  
Doctoral Studies in Management (PhD), 2017*

*Core Marketing, 2013-2017. Average course evaluations in 2017:*

	<i>Recommend course</i>	<i>Recommend instructor</i>	<i>Response rate</i>
<i>Part-time MBA</i>	<i>4.2 of 5</i>	<i>4.2 of 5</i>	<i>83%</i>
<i>Full-time MBA</i>	<i>4.4 of 5</i>	<i>4.4 of 5</i>	<i>76%</i>
<i>Executive MBA</i>	<i>4.6 of 5</i>	<i>4.7 of 5</i>	<i>89%</i>

Duke University Fuqua School of Business, Assistant Professor, 2009-13  
*Core Marketing, 2009-13. FT MBA instructor rating 6.1/7*

USC Marshall School of Business, Assistant Professor, 2005-09  
*Advertising Management (Undergraduate, rated 4.6/5)  
Advanced Quantitative Methods in Marketing (Ph.D., rated 5/5)*

University of Virginia, Instructor, 2003-04

Accenture, Business Analyst and Software Engineer, 1997-99

Brief and/or visiting positions:

- Google, Visiting Researcher and Consultant, Jul-Oct 2011
- Amazon, Advertising Effectiveness Research, Jan 2012
- Duke University / Nazarbayev University MBA Program in Astana, Sept-Oct 2013
- National University of Singapore, Visiting Associate Professor, Nov-Dec 2015
- EvoNexus Start-up Accelerator, Visiting Marketing Professor, July-Dec 2017

## Education

Ph.D. 2005, M.A. 2001, University of Virginia, Economics

B.S.C. 1997, University of Miami, Communication and Economics, *magna cum laude*

## Doctoral Student Advising

Advisor or Co-advisor:

1. Linli Xu, USC, 2012. First job: University of Minnesota
2. Mingyu (“Max”) Joo, Syracuse, 2012. First job: Ohio State
3. Yi Zhu, USC, 2013. First job: University of Minnesota
4. Yiting Deng, Duke, 2015. First job: Notre Dame
5. Jessica Jume Kim, UCSD, in progress.

Reader:

6. Guillaume Roger, USC, 2007. First job: UNSW
7. Woochoel Shin, Duke, 2010. First job: University of Florida
8. Jason Roos, Duke, 2012. First job: Rotterdam
9. Matthew Goldman, UCSD, 2015. First job: Microsoft Research
10. Onyi Lam, UCSD, 2017. First job: Pew Research
11. Matt McGranaghan, Cornell, in progress.

## Academic Activities

Co-editor, *Information Economics and Policy*, 2017-

Editorial Review Boards

*Marketing Science*, 2016-

- “Top 25 Reviewer” in 2016, ranked 7<sup>th</sup> of 303

*Journal of Marketing Research*, 2016-

Frequent reviewer for *Journal of Marketing*, *Management Science*

- *Management Science* Meritorious Reviewer in 2010

Ad hoc reviewer for *Economic Inquiry*, *Economica*, *Economics Letters*, *European Journal of Marketing*, Harvard Business School Press, *Information Economics and Policy*, *International Journal of Forecasting*, *International Journal of Industrial Organization*, *Journal of Advertising*, *Journal of the Academy of Marketing Science*, *Journal of Industrial Economics*, *Journal of Industry Competition and Trade*, *Journal of Interactive Marketing*, *Journal of Mass Communications and Journalism*, *Journal of Media Economics*, *Managerial and Decision Economics*, *Quantitative Marketing and Economics*, *RAND Journal of Economics*, *Review of Industrial Organization*, *Southern Economic Journal*, 2007 FCC Media Ownership Studies, MSI Clayton Dissertation Proposals

Conference organizing:

- ZEW Workshop on Economics of Information, Communications and Technology, Scientific Committee, 2013-2017
- Session co-chair, Workshop on “Estimating Demand for Complements and Substitutes,” 9th Invitational Choice Symposium, 2013, Noordwijk
- Applying Field Experimentation to Behavior Research Conference, Scientific Committee, 2014
- Session co-chair, Workshop on “Advertising and Choice,” 2016 Invitational Choice Symposium, Lake Louise

Service at UCSD:

- Faculty Liaison to Marketing Communications and Admissions Teams, 2013-
- Board of Advisors, UCSD Extension Marketing Programs, 2014-2016
- Faculty Compensation Committee, 2015-
- Doctoral Program Committee, 2016-
- Curriculum Review Committee, 2016-
- Rankings Committee, 2017-
- Numerous promotion and recruiting committees
- Active participant in Center for Business Analytics activities
- Active participant in Masters of Science in Business Analytics activities
- Active participant in all aspects of marketing area seminar organizing, faculty recruiting and doctoral student admissions, 2013-

National Media Exposure: *All Things Considered* on National Public Radio, CNN, Fox Business News (3x), *Los Angeles Times*, *Marketplace* on National Public Radio (20+), *Media Briefing*, *Media Daily News*, *Media Life Magazine*, *New York Times*, *Yahoo! Finance*

National Student Advertising Competition, American Advertising Federation, USC Chapter

- Faculty Advisor, 2006-07. Won district, finished 3<sup>rd</sup> of 255 universities nationwide. Coke implemented elements from our campaign at [cokebubbles.com](http://cokebubbles.com)
- Faculty Co-advisor, 2007-08. Won district and finished 13<sup>th</sup> nationwide

President, UVA Graduate Student Council, 2002-2003

President, UVA Economics Graduate Student Association, 2001-2002

## **Grants**

1. NET Institute Summer Research Grant, co-PI with Yi Zhu, 2008, \$3,000
2. Google/WPP Research Award, 2009, \$68,000
3. MSI/WIMI grant, co-PI with Mingyu Joo and Yi Zhu, 2010, \$12,000
4. FCC Media Ownership Studies, co-PI with Adam Rennhoff, 2011, \$100,800
5. MSI Seed Grant, 2011, \$3,000
6. Yahoo! Faculty Research and Engagement Program, 2011, \$4,000
7. Google Visiting Researcher, 2011, \$30,000
8. MSI Research Grant, co-PI with Bart Bronnenberg, JP Dube and Carl Mela, 2012, \$15,000

## **Research Presentations at Conferences**

1. 2nd Annual Workshop in Media Economics, Bergen 2004
2. Southern Economic Association Conference, Atlanta 2004
3. IDEI/ZEI Conference on Regulation of Media Markets, Toulouse 2005
4. 4th Annual Workshop in Media Economics, Frankfurt 2006
5. 2nd Workshop on Game Theory in Marketing, Montreal 2007
6. European Association for Research in Industrial Economics Conference, Valencia 2007
7. INFORMS Annual Meeting, Seattle 2007
8. INFORMS Marketing Science Conference, Singapore 2007
9. International Industrial Organization Conference, Atlanta 2007
10. Southern California Marketing Colloquium, Los Angeles 2007
11. Erin Anderson Memorial Conference, Philadelphia 2008
12. Quantitative Marketing and Economics Conference, Discussant, New York 2008
13. Research Frontiers in Marketing Sciences Conference, Dallas 2008
14. uxTV Video Conference, San Francisco 2008
15. Workshop on the Economics of Advertising and Marketing, Bad Homburg 2008
16. Yale SOM CCI Collaborative & Multidisciplinary Conference, New Haven 2008
17. Advertising Research Foundation Audience Measurement 4.0, New York 2009
18. INFORMS Marketing Science Conference, Ann Arbor 2009
19. NET Institute Conference, Discussant, New York, 2009
20. Cross-Platform and Multi-Channel Customer Behavior Conference, Philadelphia 2010
21. III Conference on the Economics of Advertising and Marketing, Barcelona 2010
22. INFORMS Marketing Science Conference, Cologne 2010
23. AMA Winter Educators' Conference, Austin 2011
24. Marketing in Israel Conference, Tel Aviv 2011
25. Summer Institute in Competitive Strategy, Berkeley 2011
26. UTD Frontiers of Research in Marketing Science, Discussant, Dallas 2011
27. ZEW Conference on Information and Communication Technologies, Mannheim 2011
28. UNC Next Generation Branding Conference, Chapel Hill 2012

29. LBS Global Leadership Summit, London 2012
30. ZEW Conference on Information and Communication Technologies, Mannheim 2012
31. INFORMS Annual Meeting, Phoenix 2012
32. 9th Invitational Choice Symposium, Noordwijk 2013
33. Economics of ICT at ZEW, Mannheim 2013
34. Frontiers of Research in Marketing Science, Dallas 2013
35. Marketing Dynamics Conference, Chapel Hill 2013
36. Retail Analytics Workshop, Santiago 2013
37. Summer Institute in Competitive Strategy, Discussant, Berkeley 2013
38. Economics of ICT at ZEW, Mannheim 2014
39. Summer Institute in Competitive Strategy, Discussant, Berkeley 2014
40. Workshop on Economics of Advertising, Vienna 2014
41. 26th Advanced Research Techniques (ART) Forum, San Diego 2015
42. INFORMS Marketing Science Conference, Baltimore 2015
43. Media Economics Workshop XV, Discussant, Cape Town 2015
44. AMA Winter Educators Conference, Las Vegas 2016
45. Advertising Research Foundation Re!Think, New York 2016
46. 2016 Invitational Choice Symposium, Lake Louise 2016
47. Behavioral Decision Research in Management, Toronto 2016
48. Summer Institute in Competitive Strategy, Discussant, Berkeley 2016
49. AMA Summer Educators Conference, Atlanta 2016
50. Conference on Digital Experimentation (CODE@MIT), Cambridge 2016
51. SDAMA Art of Marketing Conference, Del Mar 2016
52. Stanford Digital Marketing Conference, Palo Alto 2016
53. MSI Conference on Harnessing Marketing Analytics for Impact, LA 2017
54. Advertising Research Foundation Annual Conference, NYC 2017
55. Summer Institute in Competitive Strategy, Berkeley 2017
56. Economics of ICT at ZEW, Mannheim 2017

### **Invited Research Presentations at Universities**

57. University of Chicago, 2004
58. New York University, 2004
59. University of Georgia, 2004
60. University of British Columbia, 2004
61. University of Southern California, 2004
62. Washington University in St. Louis, 2004
63. University of Toronto, 2004
64. California State University, Northridge, 2005
65. Claremont McKenna College, 2005
66. University of Melbourne, 2005
67. Stanford University, 2007
68. University of California at Berkeley, 2007
69. University of California at Irvine, 2007
70. University of California at Los Angeles, 2007

71. University of Southern California (Annenberg), 2007
72. Duke University, 2008
73. University of Mannheim, 2008
74. Northwestern University, 2008
75. University of British Columbia, 2008
76. Harvard University, 2009
77. Massachusetts Institute of Technology, 2009
78. University of Texas, 2009
79. Tilburg University, 2009
80. Universidad Carlos III de Madrid, 2009
81. University of California, San Diego, 2009
82. University of Warwick, 2009
83. Emory University, 2010
84. University of Florida, Marketing Camp, 2010
85. Universidad Carlos III de Madrid, 2010
86. London Business School, Marketing Camp, 2011
87. University of Michigan, 2011
88. Santa Clara University, 2011
89. University of California, Berkeley, 2011
90. University of California, San Diego, 2011
91. University of North Carolina, Chapel Hill, 2011
92. University of Zurich, 2011
93. Hong Kong University of Science and Technology, 2012
94. University of Washington, 2012
95. University of California, San Diego, 2012
96. Ohio State University, 2013
97. Universidad de Chile, 2013
98. University of Houston, 2013
99. University of Rochester, 2013
100. University of Virginia, 2013
101. Stanford University, 2014
102. Dartmouth University, Marketing Camp, 2014
103. University of Pennsylvania. Marketing Camp, 2014
104. University of Alberta, 2015
105. University of Southern California, 2015
106. University of Arizona, Payne Symposium, 2016
107. University of Oklahoma, 2016
108. University of Minnesota, Marketing Camp, 2016
109. University of Iowa, Marketing Camp, 2016
110. Northwestern University, 2016
111. Boston University, 2016
112. Cornell University, 2017
113. University of California, Berkeley, 2017
114. Emory University, 2017



## **Invited Research Presentations at Companies and Non-Profits**

115. J&J, 2005
116. P&G, 2007
117. Marketing Executives Networking Group, Los Angeles, 2007
118. Marketing Executives Networking Group, National Webinar, 2007
119. Facebook, 2009
120. Google, 2009
121. Yahoo! Labs, 2011 (twice)
122. Google, 2011 (three times)
123. Innovation Protocol, 2015
124. RevTrax, 2015
125. RevTrax, 2016
126. Google, 2017
127. Kaiser Permanente, 2017
128. Kimberly-Clark, 2017 (invited)

## **Invited Research Presentations at Government Agencies and Public Research Institutes**

129. US Federal Communications Commission, 2004
130. Canadian Competition Bureau, 2007
131. Centro de Estudios Monetarios y Financieros, 2009
132. Center for Economic Research and Graduate Education, Prague, 2009
133. US Federal Communications Commission, 2010

## **Industry Activities**

### **Boards:**

- Third Solutions, 2011-2012
- iTVX, 2012-13
- Advertising Research Foundation (ARF) Board of Curators, 2016-2017

Selected corporate research partners: Ace Metrix, comScore, DirectAvenue, Google, Kantar, Kimberly-Clark, Nielsen, P&G, Rentrak, Revtrax

Selected clients: Citi, Davis Graham & Stubbs, Fitness IQ, Google, LendingTree, New Century, PropertyID, Prudential, RE/MAX, Sheppard Mullin, Venable

**Last Update** June 2017