

Robert Seamans

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APPOINTMENTS

New York University, Stern School of Business 2009 – present
Director, Center for the Future of Management, 2020 – present
Associate Professor, 2015 – present
• *With tenure, September 2017 – present*
Assistant Professor, 2009 – 2015

President Obama’s Council of Economic Advisers 2015 – 2016
Senior Economist for Technology, Innovation, and Competition Policy

OTHER AFFILIATIONS

Accenture Research
Thought Leadership Advisory Council 2020 – present

Brookings Institution
Non-resident Senior Fellow 2022 – present
Member, Productivity Measurement Initiative 2018 – present

Princeton University
Affiliate, Center for IT Policy 2018 – 2019

EDUCATION

University of California, Berkeley, Haas School of Business 2009
Ph.D. in Business Administration; Concentration: Business and Public Policy
• *Best Dissertation in Competition Policy, UC Berkeley (2010)*

Boston University, Graduate School of Arts and Sciences 2004
M.A. in Economics

Yale School of Management 2001
M.B.A. with Strategy Concentration

Reed College 1996
B.A. in English; Senior Thesis on Chaucer’s *Canterbury Tales*

RESEARCH AND TEACHING INTERESTS

AI & Robots, Entrepreneurship, Innovation, Game Theory, Strategy, Technology

SELECTED MEDIA COVERAGE

Atlantic, Boston Globe, BuzzFeed, Daily Beast, Economic Times, Forbes, Harvard Business Review, MSN, The Nation, The New York Times, Pew, TheStreet.com, Wall Street Journal, Wired, and others.

GRANTS AND FELLOWSHIPS

Tides Foundation (Google.org) Gift for Economics of AI Research (2019) (\$250,000)
National Science Foundation (NSF) EAGER Grant for Robotics Research (2017) (\$100,738)
Kauffman Foundation Grant for Economics of Robotics Research (2017) (\$95,000)
William and Flora Hewlett Foundation Grant for Economics of Robotics Research (2017) (\$53,600)
NBER Innovation Policy Research Grant (2017) (\$10,000)
Kauffman Foundation Grant for CCC Doctoral Conference at NYU (2015) (\$25,000)
Kauffman Foundation Junior Faculty Fellowship Grant (2013-14) (\$40,000)
NBER Grant for Summer Entrepreneurship Boot Camp (2009) (\$1,000)
NET Institute Summer Research Grants (2008, 2010, 2013, 2014) (\$4,500 - \$6,000)
American Public Power Association Student Research Grant (2006) (\$2,000)
UC Berkeley Haas School of Business Schwabacher Dissertation Fellowship (2008-09)
California Management Review Doctoral Student Fellowship (2007-08)
Kauffman Foundation Fellowship for Summer Entrepreneurship Studies (2007)
UC Berkeley Haas School of Business Graduate Fellowships (2004-06)

PEER-REVIEWED PUBLICATIONS

James Bessen, Michael Impink and Robert Seamans. Forthcoming. The Role of Data for AI Startup Growth. *Research Policy* (Accepted March 1, 2022).

Rachel Atkins, Lisa Cook and Robert Seamans. 2022. Discrimination in Lending? Evidence from the Paycheck Protection Program. *Small Business Economics*, 58(2): 843-865.

Ed Felten, Manav Raj and Robert Seamans. 2021. Occupational, Industry, and Geographic Exposure to Artificial Intelligence: A Novel Dataset and Its Potential Uses. *Strategic Management Journal*, 42(12): 2195-2217.

Joost Rietveld, Robert Seamans and Katia Meggiorin. 2021. Market Orchestrators: The Effects of Certification on Platforms and Their Complementors. *Strategy Science*, 6(3):244-264

K. Francis Park, Robert Seamans and Feng Zhu. 2021. Multi-homing and Platform Strategies: Historical Evidence from the U.S. Newspaper Industry. *Strategic Management Journal*, 42(4): 684-709

Aaron Chatterji, Jiao Luo and Robert Seamans. 2021. Competition between Organizational Forms: Banks vs. Credit Unions after the Financial Crisis. *Organization Science*, 32(3):568-586.

Evan Rawley and Robert Seamans. 2020. Co-location and Productivity: Evidence from Census Microdata. *Strategic Management Journal*, 41(10): 1770-1798.

Yongwook Paik, Sukhun Kang and Robert Seamans. 2019. Entrepreneurship, Innovation, and Political Competition: How the Public Sector Helps the Sharing Economy Create Value. *Strategic Management Journal*, 40(4): 503-532.

Geraldo Cerqueiro, M. Fabiana Penas and Robert Seamans. 2019. Debtor Protection and Business Dynamism. *Journal of Law and Economics*, 62 (3): 521-549.

Robert Seamans and Feng Zhu. 2017. Repositioning and Cost Cutting: The Impact of Competition on Platform Strategies. *Strategy Science*, 2(2): 83-99.

Geraldo Cerqueiro, Deepak Hegde, María Fabiana Penas and Robert Seamans. 2017. Debtor Rights, Credit Supply, and Innovation. *Management Science*, 63(10): 3311–3327.

Jason Chan, Anindya Ghose and Robert Seamans. 2016. Internet and Hate Crime: Offline Spillovers from Online Access. *MIS Quarterly*, 4(2): 381-403.

Victor Bennett, Robert Seamans and Feng Zhu. 2015. Cannibalization and Option Value Effects of Secondary Markets: Evidence from the US Concert Industry. *Strategic Management Journal*, 36(11): 1599-1614.

Alicia Robb and Robert Seamans. 2014. The Role of R&D in Entrepreneurial Finance. *Advances in Strategic Management (Special Issue on Finance and Strategy)*, 31: 341-373.

Robert Seamans and Feng Zhu. 2014. Responses to Entry in Multi-Sided Markets: The Impact of Craigslist on Local Newspapers. *Management Science*, 60(2): 476-493.

Robert Seamans. 2013. Threat of Entry, Asymmetric Information and Pricing. *Strategic Management Journal*, 34(4): 426-444.

Aaron Chatterji and Robert Seamans. 2012. Entrepreneurship, Credit Cards and Race. *Journal of Financial Economics*, 106(1): 182-195.

Robert Seamans. 2012. Fighting City Hall: Entry Deterrence and Technology Deployment in the Cable TV Industry. *Management Science*, 58(3): 461-475.

CHAPTERS, REPORTS, AND OTHER INVITED CONTRIBUTIONS

James Bessen, Michael Impink and Robert Seamans. 2022. The Cost of Ethical AI Development for Startups. *Proceedings of 2022 ACM Conference on Artificial Intelligence, Ethics, and Society*

Rachel Atkins, Lisa Cook and Robert Seamans. 2022. Using Technology to Tackle Discrimination in Lending. *AEA Papers & Proceedings*, 112: 296-298.

Derrick Choe, Alex Oettl and Robert Seamans. 2020. What's Driving Entrepreneurship and Innovation in the Transport Sector? In *NBER The Role of Innovation and Entrepreneurship in Economic Growth*, eds. Michael Andrews, Aaron Chatterji, Josh Lerner & Scott Stern, University of Chicago Press

Jason Furman and Robert Seamans. 2019. AI and the Economy. *NBER Innovation Policy and the Economy*, 19: 161-191.

Manav Raj and Robert Seamans. 2019. Primer on Artificial Intelligence and Robotics. *Journal of Organizational Design*, 8(11).

Manav Raj and Robert Seamans. 2019. Automation. *Oxford Bibliographies in Management*, DOI: 10.1093/OBO/9780199846740-0172

Manav Raj and Robert Seamans. 2018. AI, Labor, Productivity, and the Need for Firm-Level Data. In *NBER Economics of Artificial Intelligence*, eds. Ajay Agrawal, Joshua S. Gans & Avi Goldfarb, University of Chicago Press: Chicago.

Ed Felten, Manav Raj and Robert Seamans. 2018. A Method to Link Advances in Artificial Intelligence to Occupational Abilities. *AEA Papers & Proceedings*, 108: 54-57.

Timothy Bates, William Bradford and Robert Seamans. 2018. Minority Entrepreneurship in Twenty-First Century America (Introduction to Special Issue: Minority Entrepreneurship in 21st Century America). *Small Business Economics*, 50(3): 415-427.

Samuel Himel and Robert Seamans. 2017. Artificial Intelligence, Incentives to Innovate, and Competition Policy. *Antitrust Chronicle*, Fall 2017 Vol 1(3).

SELECTED WORKING PAPERS

Robot Hubs: The Skewed Distribution of Robots in U.S. Manufacturing (w/ Erik Brynjolfsson, Catherine Buffington, Nathan Goldschlag, Frank Li and Javier Miranda) selected for inclusion in *AEA Papers & Proceedings (2023)*

What is the Impact of Opportunity Zones on Job Postings? (w/Rachel Atkins, Pablo Hernandez-Lagos, Cristian Jara-Figueroa) *R&R, Journal of Urban Economics - Insights*.

Technological Opportunity and the Locus of Innovation: Airmail, Aircraft, and Local Capabilities (w/ Eunhee Sohn and Daniel Sands) *R&R, Strategic Management Journal*.
Nominated for Best Paper, Strategic Management Society 2017

Transaction Cost Economics in the Digital Economy: A Research Agenda. (w/ Frank Nagle, Steve Tadelis)

Development of Survey Questions on Robotics Expenditures and Use in U.S. Manufacturing Establishments. (w/ Catherine Buffington and Javier Miranda) *US Census CES-WP-18-44*.

SELECTED WORK IN PROGRESS

Robots at Work in China: The Role of Complementary Assets. (w/ Qiren Liu and Nan Jia)

Pain or Anxiety? The Health Consequence of Robot Adoption in China. (w/ Qiren Liu and Sen Luo)

Who Profits From Industry 4.0? Theory and Evidence from the Automobile Industry. (w/Susan Helper and Raphael Martins)

New Technology and Effects on Workers: Evidence from Norway. (w/Derrick Choe and Amir Sasson)

POPULAR PRESS ARTICLES, OP-EDS, AND OTHER WRITING

Robert Seamans. 2021. Tax not the robots. *Brookings Institution Report*, August 25, 2021.

Robert Seamans. 2021. Autonomous vehicles as a “killer app” for AI. *Brookings Institution Report*, June 22, 2021.

Robert Seamans. 2021. Robot census: Gathering data to improve policymaking on new technologies. *Brookings Institution Report*, February 2, 2021.

Thankfully, the Stimulus Package Includes Broadband Funds. *Forbes*, December 21, 2020.

2018 Data Measures Automation in US Businesses (with Javier Miranda). *Census*, November 3, 2020.

Three Policies to Address the Digital Divide. *Forbes*, May 7, 2020.

Stimulus Funds Should Be Delivered Via Mobile Payments. *Forbes*, April 3, 2020.

The Complicated Relationship between Robots and Workers. *Forbes*, January 13, 2020.

Will AI Stimulate The Cooling Economy? Not Any Time Soon. *Forbes*, October 30, 2019.

A Primer on Regulating Big Tech. *Forbes*, June 12, 2019.

Trump's “American AI Initiative” Missed An Opportunity To Address Immigration And Data Collection. *Forbes*, February 12, 2019.

The Competitive Landscape of AI Startups (with James Kosuth). *Harvard Business Review*, December 21, 2018.

Artificial Intelligence is on the March. But is Government Ready? *Forbes*, September 5, 2018

Data Portability And Competition Between Technology Platforms (with Sam Himel). *Forbes*, March 6, 2018.

Trump's Focus On Rural Broadband Should Include Community Networks. *Forbes*, January 9, 2018.

Artificial Intelligence And Big Data: Good For Innovation? *Forbes*, September 7, 2017.

Universal Basic Income Is Not An Innovation Policy. *Forbes*, June 6, 2017.

Immigrants Can Help Boost American Innovation and Economic Growth (with Petra Moser). *Forbes*, April 25, 2017.

No, Robots Should Not Be Taxed. *Forbes*, March 3, 2017.

We Won't Even Know If A Robot Takes Your Job. *Forbes*, January 11, 2017.

SEMINARS, PRESENTATIONS, DISCUSSIONS

Recent and Forthcoming External Seminars, Presentations, Discussions

2023: AEA, Michigan, Washington University St. Louis, INSEAD, Georgetown

2022: AEA, Technical University Munich, Stanford, Wharton, Syracuse, UC Irvine, KAIST, AOM, MIT, RISE5 (Keynote)

2021: UC Boulder, USC, HEC, Minnesota, VIDE, Brookings, GovAI, NBER Summer Institute, AOM, ILO, SMS, ZEW, Osher Lifetime Learning Institute

Selected External Academic Seminars

Bocconi, Boston University, Columbia, Copenhagen Business School, Cornell, CUNY, Duke, Emory, Frankfurt School of Finance and Management, George Washington University, Georgia Tech, Harvard Business School (STRAT and TOM), HEC, Imperial College London, Johns Hopkins University, London Business School, Loughborough University, MIT Sloan (TIES), National University Singapore, Oregon State University, Pomona, Princeton (CITP), Purdue, Rutgers, Seoul National University, Stanford, Syracuse, Temple, TUM, University of British Columbia, University College London, University of Colorado, UCLA, UC Irvine, University of Illinois, University of Massachusetts – Lowell, University of Michigan, University of Minnesota, UNC-Chapel Hill, University of Southern California, University of Toronto, University of Western Ontario, Washington University St. Louis, Wharton, Yale SOM, ZEW.

Selected Industry, Government, Non-profit Talks

Accenture, Amazon, Amherst-Pierpont, Brookings, Citi, Collective[i], Commodity Futures Trading Commission, Competition Markets Authority (UK), Federal Trade Commission, GBSI BioPolicy Forum, GE, German Marshall Fund Congress-Bundestag Forum, ILO, IRI, Microsoft, National Retail Federation, National Science Foundation, Osher Lifetime Learning Institute, UN, U.S. Government Accountability Office, U.S. Senate Judiciary Task Force Panel, WorkFusion, World Knowledge Forum

Selected Conferences (Presenter and/or Discussant)

AEA, AOM, CCC, EMAEE (Keynote), Munich Summer Institute (Keynote), NBER Innovation Policy & the Economy, NBER Summer Institute, SMS, Strategy Science Annual Meetings

AWARDS

Runner-up for Best Paper Published in *Management Science*, 2015

Academy of Management Best Paper *Proceedings*, 2013, 2015, 2018

Best Paper for Practice Implications, Strategic Management Society 2013

Runner-up for Best Paper Award, Strategic Management Society 2013

BPS Distinguished Paper Award, Academy of Management 2013

Kauffman Firm Survey Best Paper Award, Strategic Management Society 2011
Kauffman Foundation Promising Paper Award, 2011
Best Dissertation in Competition Policy, UC Berkeley, 2010
Hayase Award for Service to PhD Students, 2007

TEACHING

Executive MBA Game Theory, NYU Stern (2017, 2018, 2019, 2020, 2021, 2022)
Executive MBA Strategy, NYU Stern (2018)
MSBA Data Driven Decision Making, NYU Stern (2018, 2019, 2020, 2021, 2022)
MSRM AI and Risk Management, NYU Stern (2021, 2022, 2023)
MBA Strategic Management of AI, NYU Stern (2019, 2020, 2021)
MBA Game Theory, NYU Stern (2014, 2015, 2017, 2018, 2019, 2020, 2021, 2022)
MBA Strategy, NYU Stern (2017)
MBA Competitive Strategy, NYU Stern (2017)
MBA Corporate Strategy, NYU Stern (2009, 2010, 2011, 2012, 2013, 2014, 2017, 2021)
 • *Mini-cases developed: 5-Hour Energy Drink, Franchising, Disney, Marvel, J&J's Credo*
Undergrad Game Theory, NYU Stern (2010, 2011, 2012, 2014, 2015, 2017, 2018, 2020, 2021, 2022)

PROFESSIONAL SERVICE

Dissertation Committees

Michael Impink (NYU Stern Management, 2023 expected)
Katia Meggiorin (NYU Stern Management, 2023 expected)
Raphael Martins (NYU Stern Management, 2022; First job: Sussex)
Manav Raj (NYU Stern Management, 2022; First job: Wharton)
Lena Song (NYU Economics, 2022; First job: University of Illinois)
Daniel Sands (NYU Stern Management, 2021; First job: University College London)
Fiona Feng (NYU Stern Economics, 2019; First job: Enigma Technologies)
Madeline King (NYU Stern Management, 2019; First job: Cornell University)
Francis Park (NYU Stern Management, 2018; First job: Tilburg University)
Sandy Yu (NYU Stern Economics, 2015; First job: post-doc at UC Berkeley)
Jason Chan (NYU Stern Information Systems, 2014; First job: University of Minnesota)
Selvin Akkus (NYU Stern Economics, 2013; First job: Bates-White)
Hong Luo (NYU Stern Economics, 2011; First job: Harvard Business School)

Other Mentoring

NYU Provost's Post-Doc (Rachel Atkins, 2019-present)
Intel Mentorship, Bronx High School of Science (2013-2015)
NYU Stern Undergraduate Honors Thesis Advisor (2011, 2012)
Peer Advisor: UC Berkeley (Haas) Business & Public Policy PhD Students (2006-2007)

NYU Service

NYU rep. to US Census Bureau's NYCRDC Advisory Board and Executive Committee (2014-)
NYU University Senate Alternate (2019-2021)
NYU Stern Management Department PhD Committee (2018)
NYU Stern Management Department Recruiting Committee (2017, 2018, 2022)

NYU Stern Management Department Annual Merit Review Committee (2012, 2018)
NYU Stern Management Department Research Committee (2013-2014)
NYU Stern Annual Venture Competition Judge (2013, 2014)

Editor and Reviewer

Associate Editor: *Management Science* (2020-)
Contributing Editor: *Strategy Science* (2022-)
Editorial Review Board and Executive Committee: *Strategy Science* (2017-)
Editorial Review Board: *Strategic Management Journal* (2013-)
Special Issue Editor: *Small Business Economics* (2016)
Meritorious and Distinguished Service Awards: *Management Science* (2012, 2013, 2014)
Ad Hoc Reviewer: multiple grant-making organizations and journals including: *Academy of Management Review*, *Econometrica*, *Information Systems Research*, *Journal of Economics & Management Strategy*, *Journal of Industrial Economics*, *Journal of Labor Economics*, *Journal of Law and Economics*, *Journal of Law, Economics & Organization*, *Journal of Marketing Research*, *Management Science*, *MIS Quarterly*, *Nature*, *NEJM*, *Organization Science*, *Rand Journal of Economics*, *Research Policy*, *Strategic Management Journal*, *Strategy Science* and others.

Selected Other External Service

Organizer, Co-Organizer or Steering Committee: Strategy Science Annual Conference (2022), AI in Strategic Management (2019, 2020, 2021), CCC (2014, 2015, 2018), DRUID (2017), Institutions & Innovations (UC Berkeley alumni) Conference (2012, 2013, 2014, 2016, 2017), Kauffman Emerging Scholar Conference (2014), NYU Stern Economics of Strategy Workshop (2011, 2014, 2017, 2019, 2020, 2022)

AOM BPS Division Research Committee (2013-2015)

Organized various AOM Presenter Symposia and Panels and SMS Panels

Discussant at multiple conferences including: AEA, AOM, CCC, IIOC, NETI, SIRF, SMS, SRF

EARLIER INDUSTRY EXPERIENCE

Analysis Group (Boston, MA), Associate	2004
Massachusetts Dept of Economic Development (Boston, MA), Consultant	2001
Corillian Corp (Portland, OR), Strategic Initiatives	2000
US International Trading Corp (Portland, OR), Project Manager	1997 – 1999
English Teacher; Various Acting Roles (Fuzhou, China)	1996

PERSONAL

Married to Georgia Silvera Seamans, PhD (Landscape Architecture and Environmental Planning, UC Berkeley); son Robert (b. 2010) and daughter Colette (b. 2014)

Last updated: September, 2022