

# Christopher W. Poliquin

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## Education

Expected May 2018      Harvard Business School  
Candidate for Doctor of Business Administration

2005 – 2009              University of Pennsylvania  
B.A. Philosophy, Politics, and Economics

## Job Market Paper

### *The Effect of the Internet on Wages*

Who benefits from technology adoption in the workplace? I combine worker-level data with data on broadband adoption by Brazilian firms and find that wages increase following adoption. Consistent with skill-biased technological change, wages increase the most for workers engaged in non-routine cognitive tasks. Additionally, I find that within-firm inequality increases post-adoption. The paper provides the first direct evidence connecting use of advanced information technology to a widening pay gap within firms.

## Publications and Work Under Review

- What Makes the Bonding Stick? A Natural Experiment Involving the U.S. Supreme Court and Cross-Listed Firms (with Amir Licht, Jordan Siegel, and Xi Li)  
*Forthcoming at Journal of Financial Economics*
- Handgun Waiting Periods Reduce Gun Deaths (with Michael Luca and Deepak Malhotra)  
*Forthcoming at Proceedings of the National Academy of Sciences*
- The Impact of Mass Shootings on Gun Policy (with Michael Luca and Deepak Malhotra)  
*Revise and Resubmit at Journal of Public Economics*
- How and When Does Hierarchy Emerge in Firms? (with Megan Lawrence)  
*Under Review*
- Citizens' Perceptions and the Disconnect Between Economics and Regulatory Policy (with Jonathan Baron and William T. McEnroe)  
*In Regulatory Breakdown: The Crisis of Confidence in U.S. Regulation*. Ed. Cary Coglianese. Philadelphia, PA: University of Pennsylvania Press, 2012.

## Work in Progress

- Why Do Workers Flow Within Firm Boundaries? Evidence from Microdata (with Jasmina Chauvin)
- Occupational Licensing and Service Quality

## Teaching

Spring 2015              Harvard John F. Kennedy School of Government  
Teaching Fellow, Economic Analysis of Public Policy

Summer 2016, 2017      Harvard Business School  
Taught case sessions for Program for Research in Markets & Organizations

## Case Studies and Course Materials

- Unilever's New Recipe for Growth (with Jordan Siegel and Barbara Zepp Larson)
- Yum! Brands (with Jordan Siegel)
- Baxter's Asia Pacific "Talent Edge" Initiative (with Jordan Siegel and Mimi Xi)

## Conferences and Consortia

- 2017 (upcoming) American Society of Criminology Annual Meeting  
*The Impact of Mass Shootings on Gun Policy*
- 2017 Conference on Empirical Legal Studies  
Cornell Law School  
*The Impact of Mass Shootings on Gun Policy*
- 2017 TIM Doctoral Consortium  
Academy of Management Annual Meeting
- 2017 Consortium for Cooperation and Competition  
Wharton, University of Pennsylvania  
*The Effect of the Internet on Wages*
- 2017 Economics Experiments in the Tech Industry  
Stanford Institute for Economic Policy Research  
*The Effect of the Internet on Wages* (poster session)
- 2016 International Association for Conflict Management Annual Meeting  
*The Impact of Mass Shootings on Gun Policy*
- 2014 EDEN Doctoral Seminar on Advanced Strategic Management  
IESE Business School, Barcelona
- 2014 Strategic Research Initiative PhD Bootcamp  
IESE Business School, New York

## Work Experience

- 2010 – 2012 Harvard Business School, Boston, MA  
Research Associate for Jordan Siegel
- 2009 – 2010 Guaruma: Jóvenes Hondureños por el Desarrollo Educativo, La Ceiba, Honduras  
Assistant Director
- 2009 University of Pennsylvania, Philadelphia, PA  
Research Assistant for Jonathan Baron