

**João (John) Manuel de Figueiredo**Permanent

Duke University  
 The Law School and Fuqua School of Business  
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 Durham, NC 27708-0360

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**Education**

Ph.D., Business Administration	University of California, Berkeley	1997
M.Sc., Economics	London School of Economics	1989
A.B. <i>magna cum laude</i> , Economics	Harvard University	1988

**Primary Academic Appointments**

Duke University School of Law and Fuqua School of Business		
Russell M. Robinson II Professor of Law, Strategy, and Economics		2017 to present
Director, Center for Institutional and Organizational Performance		2014 to present
Edward and Ellen Marie Schwarzman Professor of Law, Strategy, & Economics		2012 to 2017
Professor of Strategy and Economics		2011 to 2012
Professor of Law		2010 to 2012
UCLA Anderson School of Management and Law School		
Associate Professor of Strategic Management and Associate Professor of Law		2007 to 2010
Assistant Professor of Strategic Management		2005 to 2007
Massachusetts Institute of Technology, Sloan School of Management		
Associate Professor of Strategic Management		2003 to 2004
Assistant Professor of Strategic Management		1997 to 2003
National Bureau of Economic Research		
Faculty Research Fellow and Research Associate		1999 to present

**Visiting Academic Appointments**

Stanford University Graduate School of Business, Visiting Professor		2017 to 2018
Institute for Advanced Study, Princeton, NJ; AMIAS Member		2012 to 2013
INSEAD; Visiting Scholar		Summer 2011
Duke University Law School; Visiting Associate Professor		Spring 2009
Princeton University, Woodrow Wilson School;		2004 to 2005
Law and Public Affairs Fellow and Visiting Associate Professor		
Harvard Law School; John M. Olin Visiting Senior Fellow in Law and Economics		2002 to 2005

**Private Sector Employment**

Monitor Company	Consultant and Case Team Leader	1989-1992
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## Books

de Figueiredo, John M., Michael Lenox, Felix Oberholzer-Gee, and Richard Vanden Bergh (editors) (2016). Advances in Strategic Management: Strategy Beyond Markets. Emerald Publishing: Bingley, UK.

## Published Articles

Cameron, Charles, and John M. de Figueiredo (2019). "Quitting in Protest: Presidential Policy Making and Civil Service Response," Quarterly Journal of Political Science, *conditionally accepted*.

Bruce, Joshua R., John M. de Figueiredo, and Brian S. Silverman (2019). "Public Contracting for Private Innovation: Government Capabilities, Decision Rights, and Performance Outcomes," Strategic Management Journal 40(4): 533-555.

Barrientos, Andres F., Alexander Bolton, Tom Balmat, Jerome P. Reiter, John M. de Figueiredo, Ashwin Machanavajjhala, Yan Chen, Charley Kneifel, and Mark DeLong (2018). "A Framework for Sharing Confidential Research Data, Applied to Investigating Differential Pay by Race in the U.S. Government," Annals of Applied Statistics 12(2): 1124-1156.

Zhang, Congshang, and John M. de Figueiredo (2018). "Are Recessions Good for Government Hires? The Effect of Unemployment on Public Sector Human Capital," Economics Letters 170: 1-5.

de Figueiredo, John M., and Brian S. Silverman (2017). "On the Genesis of Interfirm Relational Contracts," Strategy Science, 2(4): 234-245.

de Figueiredo, John M, and Edward H. Stiglitz (2017). "Signing Statements and Presidentializing Legislative History," Administrative Law Review, 69(4): 841-868.

Bolton, Alexander D., John M. de Figueiredo, and David E. Lewis (2017). "Will Federal Employees Work for a President They Disagree With?" Harvard Business Review, Online Edition, February 10, 2017.

de Figueiredo, John M., and Brian Richter (2014). "Advancing the Empirical Literature in Lobbying," Annual Review of Political Science, 17: 163-185.

de Figueiredo, John M. (2013). "Committee Jurisdiction, Congressional Behavior, and Policy Outcomes," Public Choice 154(1-2): 119-137.

de Figueiredo, John M., and Brian S. Silverman (2012). "Firm Survival and Industry Evolution in Vertically Related Populations," Management Science 58: 1632-1650.

de Figueiredo, John M., Chang Ho Ji, and Thad Kousser (2011). "Financing Direct Democracy: Revisiting the Literature on Campaign Finance of Initiatives," Journal of Law, Economics and Organization 27(3): 485-514.

de Figueiredo, John M. and Brian S. Silverman (2010). "Vertically Challenged: Vertically Related Populations, Exit Rates, and the Evolution of the Laser Printer Industry." Academy of Management Best Paper Proceedings.

de Figueiredo, John M. (2009). "Integrated Political Strategy," Advances in Strategic Management: Economic Institutions of Strategy, 26: 459-486

de Figueiredo, John M. (2009). "Rulemaking, Democracy, and Digitization in Administrative Agencies," International Association for the Development of the Information Society Annual Conference Proceedings, Barcelona, Spain.

de Figueiredo, John M., and Brian S. Silverman (2007). "Churn Baby Churn: Strategic Dynamics Among Dominant and Fringe Firms in a Segmented Industry," Management Science 53: 632-650.

de Figueiredo, J. M., and B. S. Silverman (2006). "Academic Earmarks and the Returns to Lobbying," Journal of Law and Economics, 49(2) (October), 597-626.

de Figueiredo, J.M. (2006). "E-Rulemaking at the Federal Communications Commission: Bringing Data to Theory," Duke Law Journal 55(4), 969-994.

de Figueiredo, J. M., and M. K. Kyle (2006). "Surviving the Gales of Creative Destruction: The Determinants of Product Turnover," Strategic Management Journal, 27: 241-264.

de Figueiredo, John M. (2006). "When Do Interest Groups Use Electronic Rulemaking?" ACM dg.o Conference Proceedings.

de Figueiredo, J. M. (2005). "Strategic Plaintiffs and Ideological Judges in Telecommunications Litigation," Journal of Law, Economics and Organization 21(2): 501-523.

de Figueiredo, J. M. (2005). "How Much Does Money Matter in a Direct Democracy?" Southern California Law Review 78 (4): 1065-1074.

de Figueiredo, J. M., and E. Garrett (2005). "Paying for Politics," Southern California Law Review, 78 (3): 591-668.

de Figueiredo, J. M., and M. K. Kyle (2005). "How Do Firms Obtain and Retain Their Dominant Position?" Best Paper Proceedings of the Academy of Management 2005.

de Figueiredo, J. M., and J. K. Kim (2004). "When do Firms Hire Lobbyists? The Organization of Lobbying at the Federal Communications Commission," Industrial and Corporate Change 13(6): 883-900.

Ansolabehere, S. D., J. M. de Figueiredo, and J. M. Snyder (2003). "Why Is There So Little Money in U.S. Politics?" Journal of Economic Perspectives 17(1) 105-130.

de Figueiredo, J. M., and R. J. de Figueiredo, Jr. (2002). "The Allocation of Resources by Interest Groups: Lobbying, Litigation, and Administrative Regulation," Business and Politics 4(2): 161-181.

de Figueiredo, J. M. (2002). "Lobbying and Information in Politics," Business and Politics 4(2): 125-129.

Reprinted in Coen, David, and Wyn Grant (eds.) (2016). Edward Elgar Handbook on Business and Government. Cambridge, UK: Edward Elgar Publishing.

de Figueiredo, J. M., and R. J. de Figueiredo, Jr. (2002). "Managerial Decision-Making in Nonmarket Environments: A Survey Experiment," Advances in Strategic Management, pp. 67-96.

de Figueiredo, J. M., and E. H. Tiller (2001). "The Structure and Conduct of Lobbying: An Empirical Analysis of Corporate Lobbying at the Federal Communications Commission," Journal of Economics and Management Strategy 10(1): 91-122.

de Figueiredo, J. M. (2000). "Finding Sustainable Profitability in Electronic Commerce," Sloan Management Review, 41(4): 41-52.

Reprinted in eds. Erik Brynjolfsson and Glen Urban. Strategies for Success in E-Business. (Josey Bass: New York), 2002.

de Figueiredo, J. M., G. Gryski, E. H. Tiller, and G. Zuk (2000). "Congress and the Political Expansion of the U.S. District Courts," American Law and Economics Review, 2(1): 107-125.

de Figueiredo, J. M., and E. H. Tiller (1996). "Congressional Control of the Courts: A Theoretical and Empirical Analysis of Expansion of the Federal Judiciary," Journal of Law and Economics 39(2): 435-462.

de Figueiredo, J. M., and D. J. Teece (1996). "Mitigating Procurement Hazards in the Context of Innovation," Industrial and Corporate Change 5(2): 537-559.

Reprinted in eds. Glenn R. Carroll and David J. Teece, Firms, Markets and Organizations, (Oxford University Press: Oxford), 1999.

### **Book Chapters**

de Figueiredo, John M. (2020). "The Timing of Lobbying," in ed. Philip Nichols. Corruption, Business Law, and Business Ethics. (Chicago: University of Chicago Press.), *forthcoming*.

de Figueiredo, John M., and Jed Stiglitz (2017). "Democratic Rulemaking," in ed. Francesco Parisi, Oxford Handbook on Law and Economics, Chapter 3, Volume 3: 37-58.

de Figueiredo, John M., and Brian S. Silverman (2007). "How Do We (Want to) Fund Science? Politics, Lobbying, and Academic Earmarks," in Ronald Ehrenberg (ed). Science and the University. (University of Wisconsin Press: Madison, WI.).

Teece, David J., Janet E. Bercovitz, and John M. de Figueiredo (2001). "Decision Making Processes and the Rate and Direction of Innovation," Managing Intellectual Capital (Oxford University Press: Oxford), pp. 69-87.

Bercovitz, Janet E., John M. de Figueiredo, and David J. Teece (1997). "Firm Capabilities and Managerial Decision-Making: A Theory of Innovation Biases," in R. Garud, P. Nyaar, and Z. Shapira,(eds.), Technological Innovation: Oversights and Foresights (Cambridge, UK: Cambridge University Press), pp. 233-259.

- Reprinted in Teece, David J. (editor), Strategy, Technology, and Public Policy (Edward Elgar: New York), 1998.

### **Working Papers**

de Figueiredo, John M. and Charles M. Cameron. "Endogenous Cost Lobbying: Theory and Evidence," *under review*.

Bolton, Alexander, John M. de Figueiredo, and David Lewis. "Elections, Ideology, and Turnover in the Federal Government," National Bureau of Economic Research Working Paper #22937, *under review*.

- Winner of the American Political Science Association, Public Administration Section, 2017 Herbert Kauffman Best Paper Award.

Cameron, Charles, John M. de Figueiredo, and David Lewis. "Public Sector Personnel Economics: Slackers, Zealots, Screening and Sorting," National Bureau of Economic Research Working Paper #22966, *under review*.

Bolton, Alexander, and John M. de Figueiredo. "Rising Wages and Human Capital in the Federal Government."

Bolton, Alexander, and John M. de Figueiredo. "The Gender Wage Gap in the Public Sector."

Cameron, Charles, and John M. de Figueiredo. "Informational Lobbying and Counter-Lobbying."

de Figueiredo, John M., and Davin Raiha. "Economic Influence Activities and Strategic Location of Investment."

### **Work in Progress**

Heilenday, Kevin, and John de Figueiredo. "Twobly v. Iqbal: Judicial Discretion in Civil Procedure."

de Figueiredo, John M. "Value Creation and Capture in Laws and Regulation."

de Figueiredo, John M., and Brian S. Silverman. "The Effect of Markets for Technology and Vertical Integration on Exit, Entry, and Price: An Empirical Analysis of the Laser Printer Industry."

### **Professional Membership and Activities**

- Society for Institutional and Organizational Economics
  - President, 2014-2015; President-Elect 2013-2014; Vice President, 2012-2013; Executive Committee, 2010-2012
  - Conference Chair (250 people from 20 countries), June 2014
- Strategy Research Initiative
  - Lifetime Fellow, 2012-present; Executive Board, 2012-2014; Membership Committee, 2009-2012; 2015-present
  - Conference Chair, "Discontinuous Innovation: Theory and Practice" held at Harvard Business School, March 2014
- Strategy and the Business Environment Conference
  - Conference Chair, 2009, 2017
  - Program Committee Member, 2007-present
- Duke Law Conference on "Presidential and Judicial Oversight of Administrative Agencies"
  - Conference Chair, April 2012
- Duke Law and Duke Fuqua International Finance Forum at DKU Campus, "Cross Border Investment and Private Equity in China"
  - Conference Co-Chair, April 2015
- The 5<sup>th</sup> Annual Law and Economic Theory Conference, Duke University

- Program Committee, December 2015
- Conference on Empirical Legal Studies
  - Program Committee Member, 2016
- American Law and Economics Association
  - Area Organizer, Legislation, Politics, Admin Law Division, 2002, 2007, 2009, 2013, 2018, 2019
- Academy of Management
  - Business and Policy Division, Research Committee, 2007- 2009.
  - Social Issues in Management, Best Dissertation Committee, 2007
- Editorial Board, Strategy Science, 2013-present
- Editorial Board, American Law and Economics Review, 2012-present.
- Editorial Board, Industrial and Corporate Change, 1999-present
- Editorial Board, SSRN Positive Political Theory and Law Journal, 2005-present
- Editorial Board, Business and Politics, 1999- 2014
- Editorial Board, Journal of Information Technology in Politics, 2007-2013.
- Member of American Economic Association, American Statistical Association, Academy of Management, American Political Science Association, American Law and Economics Association, Society for Institutional and Organizational Economics, and the Strategy Research Initiative

#### **Research and Academic Awards and Grants**

- American Political Science Association, Public Administration Section, Herbert Kauffman Best Paper Award, 2017.
- National Science Foundation Grant, “An Integrated System for Public/Private Access to Large Scale, Confidential Social Science Data,” (2015-2018) (with Jerry Reiter and Ashwin Machanavajjhala), \$1,498,683.
- Smith Richardson Foundation, “Developing, Managing, and Retaining Expert Human Capital in Public Agencies,” (2014-2015) (with Charles Cameron and David Lewis), \$250,000
- National Science Foundation Grant “Effectiveness, Control and Competence in Public Agencies,” (2011-2014) (with Charles Cameron and David Lewis), \$177,616
- Social Science and Humanities Research Council Grant (Canadian National Science Foundation), “Strategic Dynamics in Segmented Industries,” (2008-2012) (with Brian Silverman), \$142,968
- Center for American Politics and Public Policy Fellow and Fellowship, UCLA (2008-2009)
- Price Center for Entrepreneurship Grant, UCLA (2007-2008, 2008-2009)
- Faculty Career Development Award, UCLA (2006-2007)
- Academic Senate COR Grant, UCLA (2006-2007)
- Program on Innovation, Management, and Organization Grant, MIT (2003-2004)
- Center for E-Business Vision Fund Grant, MIT (2000-2002)
- Industrial Performance Center Grant, MIT (Sloan Foundation Subgrant) (1998-2000)
- Center for Innovation in Product Development Grant, MIT (NSF Subgrant) (1997-2001)
- State Farm Foundation Fellowship (1996-97)
- John M. Olin Law and Economics Fellowship (1995)
- Bradley Foundation Fellowship (1994-95, 1996)
- Eugena Robles Graduate Fellowship (1992-1994)
- University of California Regents Fellowship (1992-1993) [declined]
- Summa Cum Laude, Undergraduate Thesis, Harvard University (1988)
- Kronfeld Prize in Economics, Harvard University (1988)
- John Harvard Scholarship (1987, 1988)

## **Recent Presentations**

### 2019

University of Chicago (4); Duke University; Princeton University; Harvard Law School (declined); Stockholm School of Economics, Society of Institutional and Organizational Economics; Copenhagen Business School, DRUID Conference; Academy of Management Meetings.

### 2018

Stanford University (3); Princeton University; New York University; MIT Economics Department; Oxford University; Wharton School of Management; Society for Institutional and Organizational Economics (2); Academy of Management (3).

### 2017

University of California, Berkeley Conference on Law, Economics, and Organizations; Duke Law School; University of Chicago, Booth Business School; George Mason Economics Department; CUNEF, Barcelona; Society of Institutional and Organizational Economics; Midwest Political Science Association

### 2016

Society for Organizational and Institutional Economics (formerly ISNIE); University of California, Davis; UC Berkeley-Sorbonne Conference on Institutions and Organizations; Midwest Political Science Association ; Southern Political Science Association; NBER Law and Economics Conference (discussant); NBER Organizational Economics Conference (discussant); American Political Science Association; Duke University Rethinking Regulation Seminar; Conference on Empirical Legal Studies; Office of Personnel Management

### 2015

Northwestern University Kellogg School MEDS Political Economy Seminar; University of Michigan Department of Political Science; University of Toronto Rotman School; International Society of New Institutional Economics at Harvard Law School; European Society of New Institutional Economics in Corsica, France; Midwest Political Science Association; Tulane University; Duke University Research Computing Forum; Duke International Finance Forum in Kunshan, China; Strategy and Business Environment at Harvard Business School (discussant)

### 2014

Duke Law School; George Washington University Business School; Emory University; Office of Personnel Management; International Society of New Institutional Economics Conference; Midwest Political Science Association Annual Meeting

### 2013

Institute for Advanced Study (2); Princeton University; New Institutional Economics Conference, University of Florence (2); DRUID Conference, Barcelona, American Political Science Association Annual Meetings

### 2012

Duke University Law School (2); Wharton School of Business; New Institutional Economics Conference, USC; Sorbonne (Paris 1) (2); University of California, Berkeley, Conference on Law, Economics and Organization.

## 2011

European Distinguished Lecturer in the Economics of Networked Industries (4 lectures at 4 universities in Paris), Sorbonne (Paris 1), Nanterre (Paris 10), Pantheon Assas (Paris 2), and Paris Sud (Paris 11); Georgia Tech Business School; Duke University Law School; New Institutional Economics Conference, Stanford University; Princeton University.

## 2010

Princeton University (2); Stanford Graduate School of Business; Northwestern Law School; University of Virginia; UCLA, American Association of Wine Economics; Academy of Management; New Institutional Economics Conference, Stirling University, Edinburgh, Scotland.

## 2009

Duke Fuqua School; Duke Law School; Duke Political Science Department; Wharton School of Management; Academy of Management; New Institutional Economics Conference, University of California, Berkeley; University of Southern California Law School; University of Texas; European School on New Institutional Economics, Corsica, France.

## 2008

University of Chicago Law School; Northwestern University Law School; Stanford University Law School; Duke University, National Bureau of Economic Research; University of Toronto Rotman School of Management (2); Israel International Strategy Conference, Tel Aviv, Israel; Markets for Technology and Industry Evolution Conference, Madrid.

## 2007

Marshak Lecture Series, UCLA; Indian Statistical Society; USC Law School, Academy of Management; International Conference on Business Management, Bangkok, Thailand

## 2006

UCLA, Stanford University, World Bank Conference in Tokyo, Japan, Washington University in St Louis (2), Academy of Management, American Law and Economics Association, Mitsubishi Bank Foundation New Perspectives in Management Conference in Tokyo, Empirical Legal Studies Conference.

## 2005

UCLA, Princeton University (2), Vanderbilt Law School, Georgia Tech, American University, Wharton School of Business, Washington University in St Louis, Academy of Management, Northwestern Law School (2), USC Law School (2), Caltech, University of Western Ontario, SMU, University of North Carolina, Duke University, President's Council of Economic Advisors, California Public Utilities Comm.

## 2004

UCLA, Massachusetts Institute of Technology, Harvard University, Wharton School of Business (2), University of Rochester, Washington University, American Law and Economics Association, Georgia Tech, American University, University of Michigan Law School, New York University Stern School, Harvard Law School, Columbia Business School.

## 2003

Harvard Business School (2), Harvard University (2), Cornell University, American Political Science Association, American Law and Economics Association, University of Southern California, Vanderbilt.



## 2002

California Institute of Technology, Carnegie Mellon, George Mason University, Harvard Kennedy School of Government, Harvard Law School, Harvard University, Massachusetts Institute of Technology (2), National Bureau of Economic Research (3), Northwestern University, Stanford University, University of California (Berkeley), University of Chicago, University of Southern California.

## 2001

Harvard University, Massachusetts Institute of Technology, University of California (Berkeley) (3), Georgetown Law School (2), University of Utah, Wharton School of Business, Columbia University, University of Texas, Academy of Management (3), Midwest Political Science Association

## 2000

Wharton School of Business (2), University of Texas, Federal Communications Commission, Massachusetts Institute of Technology (2), Brookings Institution, Telecommunications Policy Research Council (2), Academy of Management (2)

## 1999

Massachusetts Institute of Technology (2), University of California (Berkeley) (2), University of Pennsylvania Law School, Harvard University (2), National Bureau of Economic Research, University of Georgia, Telecommunications Policy Research Council, American Political Science Association (2), American Law and Economics Association

## **Teaching**

### Awards

- 2009 Professor of the Year (Citibank Award - awarded by Faculty – all programs)  
Anderson School of Management, UCLA
- 2008 Professor of the Year, Full-Time MBA Program (awarded by MBA students)  
Anderson School of Management, UCLA
- 2007 Professor of the Year, Evening MBA Program (awarded by FEMBA students)  
Anderson School of Management, UCLA
- 2006 Assistant Professor of the Year (Robbins Award - awarded by Faculty – all programs)  
Anderson School of Management, UCLA
- 2004 Professor of the Year, Runner-Up (awarded by MBA students)  
Sloan School of Management, MIT

### Stanford Business School

StratMgt 207 Strategic Leadership (MBA Core) (2017)

### Duke Law School

- Law 203 Business Strategy for Lawyers (2010-2016, 2018-2019)
- Law 302 Integrating Business, Political and Legal Strategy (2010)
- Law 319 Analytical Methods (2011, 2013-2016, 2018-2019)
- Law XYZ Economics and Statistics for Judicial Decision-Making (2012, 2014, 2016, 2019)
- Law 523 Strategies in Administrative Law (2009, 2010)

### Duke Fuqua School of Business

Strategy 841 Strategy Implementation (2013-2015, 2018-2019)

UCLA Anderson School (MBA)

MGMT 420 Strategic Management (MBA/FEMBA Core Class) (2006-2008)  
MGMT 298D Non-Market (Political and Legal) Strategy (MBA/FEMBA Elective Class) (2006-2009)  
MGMT 298X Research in Strategic Management (PhD) (2006-2008)  
MGMT 455E China in the Global Economy (2010)

UCLA Law School

Law 235 Business Strategy for Lawyers (2009, Spring and Fall)

Princeton Woodrow Wilson School (MPA)

WWS 516 Business, Politics and the Law (2005)

MIT Sloan School (MBA and PhD)

15.900 Strategic Management (MBA Core Class) (1997-2002, 2004)  
15.991 Nonmarket and Institutional Strategy (MBA Elective) (2002-2003)  
15.949 Doctoral Research in Strategic Management (1998-2001, 2003)  
15.967 Doctoral Seminar in Nonmarket and Integrated Strategy (2000)

**Service**

Duke Campus Level

Academic Programs Committee, 2018-2021  
Research Computing Advisory Committee, 2015-present  
Fellow, Institute for Innovation and Entrepreneurship, 2015-present  
Researcher, Social Science Research Institute, 2012 – present

Duke Law School

Alumni and Development, 2018-present, 2019-present (Chair)  
Library and Technology Committee, 2018-2019  
SJD Committee, 2013-2017, 2018-present (Chair)  
Law and Entrepreneurship Steering Committee, 2010-present  
Junior Faculty Mentorship Committee, 2010-2012, 2016-2019  
Lateral Appointments Committee, 2010-2012  
Visiting Assistant Professor Committee, 2015-2016 (Chair)

UCLA Campus Level

Anderson School Dean Reappointment Committee, 2009-2010

UCLA Anderson School of Management

Faculty Executive Committee (Elected), 2009-2012 (stepped down 2010)  
- Finance and Budget Subcommittee  
Fully-Employed MBA Expansion Ad Hoc Committee, 2007-2008  
Teaching Committee, 2006-2008  
Various Ad Hoc Appointment Committees, 2006-2010

UCLA Anderson School of Management and UCLA Law School

Faculty Co-Director, JD-MBA Program, 2007-2010  
Faculty Co-Head, Law, Economics, and Organization Seminar, 2006-2010  
Various Ad Hoc Law School Appointment Committees, 2007-2010

## **Expert Experience**

Technical advisor to the Court in economics and antitrust matters in *Intellectual Ventures I LLC, et al v. Capital One Financial Corp., et al*, Case NO: PWG-14-111, before Judge Paul W. Grimm in the United States District Court for the District of Maryland, Greenbelt Division, Summary Judgement Opinion on December 1, 2017.