

## **Jeffrey M. Perloff**

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### **Education**

University of Chicago, B. A., 1972  
Massachusetts Institute of Technology, Ph. D. in Economics, 1976

### **Employment**

July 1976: Assistant Professor of Economics, University of Pennsylvania  
July 1980: Assistant Professor of Agricultural and Resource Economics,  
University of California at Berkeley  
July 1982: Associate Professor of Agricultural and Resource Economics,  
University of California at Berkeley  
July 1989: Professor of Agricultural and Resource Economics,  
University of California at Berkeley  
2022: Distinguished Professor of Agricultural and Resource Economics,  
University of California at Berkeley

### **Honors, Fellowships, Boards**

University of Chicago: Dean's List, Omicron Delta Epsilon, Phi Beta Kappa  
MIT: Hicks Fellowship in Industrial Relations (2 years), Manpower Administration Grant in support of  
a Doctoral Dissertation, NSF research grant  
Agricultural & Applied Economics Association: Fellow, 2003  
University of California, Berkeley: Presidential Chair Fellow, 2003-2004  
University of California, Berkeley, "Unsung Hero," 2006  
Member of National Bureau of Economic Research Board of Directors, 2003-2007  
Member, Executive Committee, Giannini Foundation, 2004-2007, 2009-2013, 2019-2022  
University of California, Berkeley, College of Natural Resources Distinguished Teaching Award, 2019

### **Journals**

*American Journal of Agricultural Economics*: Associate Editor 1987-1991.  
*Industrial Relations*: Editor 1994-1996.  
*Journal of Productivity Analysis*: Associate Editor 2002-2011.  
*Journal of Agricultural & Food Industrial Organization*, Advisory Board  
*Journal of Industrial Organization Education*, Editor 2006-2013.

## Economics Publications

### *Articles and Chapters*

- Jeffrey M. Perloff and Michael L. Wachter, "A Production Function-Nonaccelerating Inflation Approach to Potential Output: Is Measured Potential Output Too High?" Rochester-Carnegie Conference, *Journal of Monetary Economics*, 10 (supplement), January, 1979:113-63.
- Jeffrey M. Perloff and Michael L. Wachter, "Reply: A Production Function-Nonaccelerating Inflation Approach to Potential Output," Rochester-Carnegie Conference, *Journal of Monetary Economics*, 10 (supplement), January, 1979.
- Jeffrey M. Perloff and Michael L. Wachter, "Alternative Approaches to Forecasting Potential Output, 1978-1980," *American Statistical Association Proceedings*, 1978, 1979: 104-13.
- Jeffrey M. Perloff and Michael L. Wachter, "The New Jobs Tax Credit: An Evaluation of the 1977-78 Wage Subsidy Program," *American Economic Review*, 69(2), May, 1979: 173-9.
- Jeffrey M. Perloff, "Plumber and Electrician Licensing Laws," *Construction Review*, 25(9), September/ October, 1979: 4-11.
- Jeffrey M. Perloff and Michael L. Wachter, "The Productivity Slowdown: A Labor Problem?" *Boston Federal Reserve Bank Conference Series*, 22, June, 1980: 115-46.
- Jeffrey M. Perloff, "The Impact of Licensing Laws on the Wage Change Process in the Construction Industry," *Journal of Law and Economics*, XXIII(2), October, 1980: 409-28.
- Jeffrey M. Perloff, "Breach of Contract and the Foreseeability Doctrine of *Hadley vs. Baxendale*," *Journal of Legal Studies*, X(1), January, 1981: 39-63.
- Dennis W. Carlton and Jeffrey M. Perloff, "Price Discrimination, Vertical Integration, and Divestiture in Natural Resources Markets," *Resources and Energy*, 3(1), March, 1981: 1-10.
- Jeffrey M. Perloff, "The Duration of Unemployment in the Construction Industry," *Journal of Labor Research*, II(1), Spring, 1981: 111-31.
- Jeffrey M. Perloff, "Comments on the Effects of Taxes on Labor Supply," Laurence H. Meyer, ed., *The Supply Side Effects of Economic Policy*, Boston: Kluwer-Nijhoff Publishing, 1981: 231-6.
- Jeffrey M. Perloff, "The Effects of Breaches of Forward Contracts Due to Unanticipated Price Changes," *Journal of Legal Studies*, X(2), June, 1981: 221-35.
- Jeffrey M. Perloff, "Labor Market Adjustment in the Unionized Contract Construction Industry," *Journal of Labor Research*, IIs(2), Fall, 1981: 337-53.
- Jeffrey M. Perloff, "Comments on Burdett and Hool's 'Effects on the Inflation-Unemployment Trade-Off,'" in Robert H. Haveman and John L. Palmer, eds., *Jobs for Disadvantaged Workers: The Economics of Employment Subsidies*, The Brookings Institution, 1982.

- Jeffrey M. Perloff, "Micro and Macroeconomic Effects," in Robert H. Haveman and John L. Palmer, eds., *Jobs for Disadvantaged Workers: The Economics of Employment Subsidies*, The Brookings Institution, 1982.
- Jeffrey M. Perloff and Gordon C. Rausser, "The Effect of Asymmetrically Held Information and Market Power in Agricultural Markets," *American Journal of Agricultural Economics*, 65(2), May, 1983: 366-72.
- Peter Berck and Jeffrey M. Perloff, "An Open-Access Fishery with Rational Expectations," *Econometrica*, 52(2), March, 1984: 489-506.
- Jeffrey M. Perloff and Michael L. Wachter, "Wage Comparability in the U. S. Postal Service," *Industrial and Labor Relations Review*, 38(1), October, 1984: 26-35.
- Jeffrey M. Perloff and Michael L. Wachter, "Comment," *Industrial & Labor Relations Review*, 38(1), October, 1984: 37.
- Jeffrey M. Perloff and Steven C. Salop, "Equilibrium with Product Differentiation," *Review of Economic Studies*, LII(1), January, 1985: 107-20.
- Jeffrey M. Perloff, "Union and Demographic Wage, Hours, and Earnings Differentials Among Californian and Other U. S. Agricultural Workers," in Walter Fogel (ed.), *California Farm Labor Relations and Law*, Institute of Industrial Relations, University of California at Los Angeles, Monograph and Research Series 41, 1985.
- Marilyn J. Simon, Robert G. Wolf, and Jeffrey M. Perloff, "Product Safety, Liability Rules, and Retailer Bankruptcy," *Southern Economic Journal*, 51(4), April, 1985: 1130-41.
- Peter Berck and Jeffrey M. Perloff, "The Commons as a Natural Barrier to Entry: Why There Are So Few Fish Farms," *American Journal of Agricultural Economics*, 67(2), May, 1985: 360-63.
- Peter Berck and Jeffrey M. Perloff, "A Dynamic Analysis of Marketing Orders, Voting, and Welfare," *American Journal of Agricultural Economics*, 67(3), August, 1985: 487-96.
- Jeffrey M. Perloff and Steven C. Salop, "Firm-Specific Information, Product Differentiation, and Industry Equilibrium," *Oxford Economic Papers*, 38 (supplement), November, 1986: 184-202. Also in D. J. Morris, P. J. N. Sinclair, M. de Slater, and J. N. Vickers, eds. *Strategic Behaviour and Industrial Competition*, Oxford: Clarendon Press, 1986.
- Gordon C. Rausser, Jeffrey M. Perloff, and Pinhas Zusman, "The Food Marketing System: The Relevance of Economic Efficiency Measures," in Richard L. Kilmer and Walter J. Ambruster, eds., *Economic Efficiency in Agricultural and Food Marketing*, Iowa State University Press, 1987.
- Jeffrey M. Perloff and Robin C. Sickles, "Union Wage, Hours, and Earnings Differentials in the Construction Industry," *Journal of Labor Economics*, 5(2), April, 1987: 174-210.
- Jeffrey M. Perloff and Daniel L. Rubinfeld, "Settlements in Private Antitrust Litigation," Lawrence J. White, ed., *Private Antitrust Litigation: New Evidence, New Meaning*, Cambridge: MIT Press, 1988.

- George Frisvold, Richard Mines, and Jeffrey M. Perloff, "The Effects of Job Site Sanitation and Living Conditions on the Health and Welfare of Agricultural Workers," *American Journal of Agricultural Economics*, 70(4), November, 1988: 875-85.
- Peter Berck and Jeffrey M. Perloff, "The Dynamic Annihilation of a Rational Competitive Fringe by a Low-Cost Dominant Firm," *Journal of Economic Dynamics and Control*, 12(4), November, 1988: 659-78.
- André Fargeix and Jeffrey M. Perloff, "The Effects of Tariffs in Markets with Vertical Restraints," *Journal of International Economics*, 26 February 1989: 99-117.
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- Michael L. Wachter and Jeffrey M. Perloff, "A Comparative Analysis of Wage Premiums and Industrial Relations in the British Post Office and the United States Postal Service," in Michael A. Crew and Paul R. Kleindorfer, eds., *Competition and Innovation in Postal Services*, Norwell, MA: Kluwer Academic Publishers, 1991: 115-37.
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- David E. Buschena and Jeffrey M. Perloff, "The Creation of Dominant Firm Market Power in the Coconut Oil Export Market," *American Journal of Agricultural Economics*, 73(4), November, 1991: 1000-8.
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- Jeffrey M. Perloff, "Econometric Analysis of Imperfect Competition and Implications for Trade Research," in Ian M. Sheldon and Dennis R. Henderson, eds., *Industrial Organization and International Trade: Methodological Foundations for International Food and Agricultural Market Research*, NC-194 Research Monograph Number 1, July 1992.
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- Julie A. Caswell and Jeffrey M. Perloff, "Implications of New Industrial Organization and Demand Models for Marketing Research," in Daniel I. Padberg, ed., *Food and Agricultural Marketing Issues for the 21st Century*, Food and Agricultural Marketing Consortium, FAMC 93-1, College Station, Texas: Texas A&M University, 1993.
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- Jeffrey M. Perloff, Daniel L. Rubinfeld, and Paul Ruud, "Antitrust Settlements and Trial Outcomes," *Review of Economics and Statistics*, 78(3), August 1996:401-9.

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- Amos Golan, George Judge, Jeffrey M. Perloff, "Estimation and Inference with Censored and Ordered Multinomial Response Data," *Journal of Econometrics*, 79(1), July 1997:23-51.
- Sabrina J. Isé and Jeffrey M. Perloff, "Effects of FCC Regulations on Television Profits," *Information Economics and Policy*, 9(1), March 1997:37-49.
- Susan M. Gabbard and Jeffrey M. Perloff, "The Effects of Wages, Benefits, and Working Conditions on Farm Worker Retention," *Industrial Relations*, 36(4), October 1997:474-88.
- Jeffrey M. Perloff, Lori Lynch, Susan M. Gabbard, "Migration of Seasonal Agricultural Workers," *American Journal of Agricultural Economics*, 80(1), February 1998:154-64.
- Charles E. Hyde and Jeffrey M. Perloff, "Multimarket Market Power Estimation: The Australian Retail Meat Sector," *Applied Economics*, 30(9), September 1998:1169-76.
- Jeffrey M. Perloff, "Droit de Suite," Peter Newman, ed., *New Palgrave Dictionary of Economics and the Law*, Vol. 1, New York: Stockton Press, 1998:645-8. Reprinted in Ruth Towse and Rudi W. Holzhauser, eds., *The Economics of Intellectual Property* (in *The International Library of Critical Writings in Economics*, vol. 145. Cheltenham, U.K. and Northampton, Vt.: Elgar; distributed by American International Distribution Corporation, Williston, Vt., 2002; 569-72, Mark Blaug series editor).
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- Enrico Moretti and Jeffrey M. Perloff, "Use of Public Transfer Programs and Private Aid by Farm Workers," *Industrial Relations*, 39(1), January 2000:26-47.
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- Kathy Baylis and Jeffrey M. Perloff, "Price Dispersion on the Internet: Good Firms and Bad Firms," *Review of Industrial Organization*, 21(3), November 2002:305-24.
- Jesse C. Weiher, Robin C. Sickles, and Jeffrey M. Perloff, "Market Power in the US Airline Industry," Daniel J. Slottje, ed., *Measuring Market Power, Contributions to Economic Analysis*, Volume 255, Amsterdam: Elsevier 2002:309-23.
- Larry S. Karp and Jeffrey M. Perloff, "A Synthesis of Agricultural Trade Economics," in Bruce L. Gardner and Gordon C. Rausser, eds., *Handbook of Agricultural Economics*, Vol. 2, Amsterdam: Elsevier, 2002:1945-98.
- Amos Golan and Jeffrey M. Perloff, "Superior Forecasts of the U.S. Unemployment Rate Using a Nonparametric Method," *Review of Economics and Statistics*, 86(1), February 2004:433-438.
- Amos Golan, Enrico Moretti, Jeffrey M. Perloff, "A Small-Sample Estimator for the Sample-Selection Model," *Econometrics Review*, 23(1), 2004:71-91.
- Hayley Chouinard and Jeffrey M. Perloff, "Incidence of Federal and State Gasoline Taxes," *Economic Letters*, 83(1), April 2004:55-60.
- Larry S. Karp and Jeffrey M. Perloff, "When Promoters Like Scalpers," *Journal of Economics and Management Strategy*, 14(2), Summer 2005:477-508.
- Ximing Wu and Jeffrey M. Perloff, "China's Income Distribution, 1985-2001," *Review of Economics and Statistics*, 87(4), November 2005:763-775.
- Ximing Wu, Jeffrey M. Perloff, and Amos Golan, "Effects of Government Policies on Urban and Rural Income Inequality," *Review of Income and Wealth*, 52(2), June 2006:213-235.
- Rui Huang, Jeffrey M. Perloff, Sofia B. Villas-Boas, "Effects of Sales on Brand Loyalty," *Journal of Agricultural & Food Industrial Organization*, 4(1:5), 2006,  
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- Hayley H. Chouinard and Jeffrey M. Perloff, "Gasoline Price Differences: Taxes, Pollution Regulations, Mergers, Market Power, and Market Conditions," *The B.E. Journal of Economic Analysis & Policy*: 7(1:8) (Contributions), 2007, [www.bepress.com/bejeap/vol7/iss1/art8](http://www.bepress.com/bejeap/vol7/iss1/art8).
- Ximing Wu and Jeffrey M. Perloff, "GMM Estimation of Maximum Entropy Density with Grouped Data," *Journal of Econometrics*, 138(2), June 2007: 532-546
- Hayley H. Chouinard, David Davis, Jeffrey T. LaFrance, and Jeffrey M. Perloff, "Fat Taxes: Big Money for Small Change," *Forum for Health Economics & Policy*, 10(2, 2), June 2007, <http://www.bepress.com/fhep/10/2/2/>.
- Jeffrey M. Perloff and Ximing Wu, "Tax Incidence Varies Across the Price Distribution," *Economic Letters*, 96(1), July 2007:116-119.
- Jeffrey M. Perloff and Mark Denbaly, "Data Needs for Consumer and Retail Firm Studies," *American Journal of Agricultural Economics*, 89(5), December 2007:1282-1287.
- Peter Berck, Jennifer Brown, Jeffrey M. Perloff, Sofia Berto Villas-Boas, "Sales: Tests of Theories on Causality and Timing," *International Journal of Industrial Organization*, 26(6), November 2008:1257-1273, <http://dx.doi.org/10.1016/j.ijindorg.2007.12.007>.
- Kathy Baylis and Jeffrey M. Perloff, "Capacity-Constrained Monopoly," *Journal of Industrial Organization Education*, 2008, <http://www.bepress.com/jioe/vol3/iss1/art1/>.
- Hayley H. Chouinard, David E. Davis, Jeffrey T. LaFrance, and Jeffrey M. Perloff, "Milk Marketing Order Winners and Losers," *Applied Economic Perspectives and Policy*, 32(1), 2010:59-76.
- Kathy Baylis and Jeffrey M. Perloff, "Trade Diversion from Tomato Suspension Agreements," *Canadian Journal of Economics*, 43(1), February 2010:127-151.
- Jeffrey M. Perloff and Edward Z. Shen, "Collinearity in Linear Structural Models of Market Power," *Review of Industrial Organization*, 40(2), March 2012:131-138.
- Joshua S. Graff Zivin and Jeffrey M. Perloff, "An Overview of the Intended and Unintended Effects of U.S. Agricultural and Biotechnology Policies," in J. S. Graff Zivin and J. M. Perloff, eds, *The Intended & Unintended Effects of U.S. Agricultural & Biotechnology Policies*, National Bureau of Economic Research, Chicago: University of Chicago Press, 2012.
- Jeffrey M. Perloff, Jeffrey T. LaFrance, and Hayley H. Chouinard, "Brand Name and Private Label Price Setting by a Monopoly Store," *Economics Letters*, 116(3), September 2012:508-511.
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- Larry S. Karp and Jeffrey M. Perloff, "Vertical Contracts and Mandatory Universal Distribution," *The*

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Maoyong Fan, Susan Gabbard, Anita Alves Pena, and Jeffrey M. Perloff, "Why Do Fewer Agricultural Workers Migrate Now?" *American Journal of Agricultural Economics*, 97(3), April 2015:665–679.

Fangwen Lu, Jinan Zhang, and Jeffrey M. Perloff, "General and Specific Information in Deterring Traffic Violations: Evidence from a Randomized Experiment," *Journal of Economic Behavior & Organization*, 123, March 2016:97–107.

Guojun He, and Jeffrey M. Perloff, "Surface Water Quality and Infant Mortality in China," *Economic Development and Cultural Change*, 65(1), October 2016:119–139.

Maoyong Fan, Anita Alves Pena, and Jeffrey M. Perloff, "Effects of the Great Recession on the U.S. Agricultural Labor Market," *American Journal of Agricultural Economics*, 98(4), July 2016:1146–1157.

William C. Horrace, Rui Huang, and Jeffrey M. Perloff, "Effects of Increased Variety on Demand, Pricing, and Welfare," *Research in Economics*, 70(4), December 2016:569–587.

Jian Zhang, Jeffrey M. Perloff, and Fangwen, Lu, "Informing and Inquiring: Experimental Evidence on Reducing Traffic Violations," *Journal of Development Economics*, 147, November, 2020.

Amos Golan, William Greene, and Jeffrey M. Perloff, "Does the U. S. Navy's Reliance on Objective Standards Prevent Discrimination in Promotions and Retentions?" *PLOS ONE*, <https://doi.org/10.1371/journal.pone.0250630>, April 28, 2021.

Elisa Duran-Micco and Jeffrey M. Perloff, "How Large Are Double Markups?" *International Journal of Industrial Organization*, 85, 2022: 102885. <https://doi.org/10.1016/j.ijindorg.2022.102885>.

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## Books

### *Industrial Organization Textbooks*

Dennis W. Carlton and Jeffrey M. Perloff, *Modern Industrial Organization*, Glenview, Illinois: Scott, Foresman/Little, Brown, 1990.

Dennis W. Carlton and Jeffrey M. Perloff, *Modern Industrial Organization*, 2<sup>nd</sup> Ed., New York: HarperCollins, 1994.

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Dennis W. Carlton and Jeffrey M. Perloff, *Organizzazione Industriale*, Milano: McGraw-Hill, 1997 (translation of *Modern Industrial Organization*, a cura di Gianmaria Martini e Laura Solimene, Presentazione di Enzo Pontarollo).

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Dennis W. Carlton and Jeffrey M. Perloff, *Modern Industrial Organization*, 3<sup>rd</sup> Ed., Reading, MA: Addison-Wesley, 2000.

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### *Edited*

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### *Book Reviews*

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- Robert D. Boynton and Jeffrey M. Perloff, "The Short-and Long-Run Effects of the Vector Grocery Store Consumer Price Information Program," FTC Report, Contract No. 783, March, 1982.
- Howard R. Rosenberg and Jeffrey M. Perloff, "Initial Effects of the New Immigration Law on California Agriculture," *California Agriculture*, 42(3), May-June, 1988: 28-32.
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- Philip Martin and Jeffrey Perloff, "Hired Farm Labor," in Jerry Siebert, ed., *California Agriculture: Issues and Challenges*, University of California, Giannini Foundation, August 1997.
- Chouinard, Hayley H., David E. Davis, Jeffrey LaFrance, and Jeffrey M. Perloff, "Milk Marketing Orders: Who Wins and Who Loses," *Choices*, 25(2), 2<sup>nd</sup> Quarter, 2010, [www.farmdoc.illinois.edu/policy/choices/20102/2010207/2010207.html](http://www.farmdoc.illinois.edu/policy/choices/20102/2010207/2010207.html).
- Maoyong Fan, Susan Gabbard, Anita Alves Pena, and Jeffrey M. Perloff, "Are Migrant Farm Workers Disappearing?" *Oxford University Press Blog*, [blog.oup.com/2015/02/migrant-farm-workers-disappearing](http://blog.oup.com/2015/02/migrant-farm-workers-disappearing), February 26, 2015.
- Maoyong Fan and Jeffrey M. Perloff, "Where Did All the Migrant Farm Workers Go?" *ARE Update*, 19(6), July/August, 2016.
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- Jeffrey M. Perloff and Jacqueline B. Persons, "Biases Resulting from the Use of Indexes," *Psychological Bulletin*, 103(1), January, 1988: 95-104.
- Jacqueline B. Persons, David D. Burns, and Jeffrey M. Perloff, "Predictors of Dropout and Outcome in Cognitive Therapy for Depression in a Private Practice Setting," *Cognitive Therapy and Research*, 12(6), 1988: 557-75.
- Jacqueline B. Persons and Jeffrey M. Perloff, "The Relationship between Attributions and Depression Across Attributional Dimensions and Across Samples," *Journal of Psychopathology and Behavioral Assessment*, 11(1), 1989: 47-60.
- Jacqueline B. Persons, Jeanne Miranda, and Jeffrey M. Perloff, "The Relationship between Depressive Symptoms and Cognitive Vulnerabilities of Achievement and Dependency," *Cognitive Therapy and Research*, 15(3), March, 1991: 221-35.
- Jacqueline B. Persons, David D. Burns, Jeffrey M. Perloff, and Jeanne Miranda, "Relationship between Symptoms of Depression and Anxiety and Cognitive Vulnerabilities of Achievement and Dependency," *Journal of Abnormal Psychology*, 102(4), November 1993: 518-24.
- J. M. Ponzi (J. M. Perloff), "Sensitization Alternating Desensitization," *Behavioural and Cognitive Psychotherapy*, 26(2), 1998:173-5.

## Other Professional Activities

### Department

Vice Chair 1999-2004  
 Chair 2004-2007  
 Vice Chair 2018-2019  
 Chair 2019-2022

### Consulting for Nonprofit Organizations and Government Agencies

- Corporation for Public/Private Ventures and Research for Better Schools: Consultant. Helped design and evaluate two social experiments, "Youth Wage Subsidies: The Literature and New Experiments," February 28, 1978, and "Strategy Options for the VICI Experiment" (with David L. Crawford), 1978.
- U. S. Departments of Commerce and Labor: Wrote: "Approaches to Evaluating Local Public Works Programs," 1978.
- U. S. Department of Commerce: Consultant and expert on a dumping case concerning Japanese televisions.
- U. S. Department of Justice: Consultant on a merger case.
- U. S. Labor Department: Consultant. Wrote: "Work Sharing, Unemployment and the Rate of Economic Growth" (with Michael L. Wachter), 1978, National Commission for Manpower Policy. "An Evaluation of Unemployment Data Needs in Macro Models," (with Michael L. Wachter), 1978, National Commission on Employment and Unemployment Statistics. "Work Sharing, Unemployment and the Rate of Economic Growth" (with Michael L. Wachter), 1978, National Commission for Manpower Policy. "A Reevaluation on the New Jobs Tax Credit"

(with Michael L. Wachter), 1979. "The Micro and Macro Impact of the Targeted Jobs Tax Credit," 1980. Statistical advisor on the National Agricultural Workers Survey (with Aguirre International).

Federal Trade Commission: Consultant and Expert Witness: "An Economic Analysis of Proposed FTC Antacid Warning Rules," December, 1978 (based on a paper jointly authored by Eitan Muller) and "An Analysis of the Proposed FTC Rule on Standards and Certification," August 1979. Consultant to the Bureau of Economics, FTC (Fall, 1979): "Market Basket Consumer Information Programs," (January, 1980).

California Employment Development Department: Several reports on agricultural labor and created a computerized agricultural labor database. Co-principal investigator on farm labor contractors study.

U. S. Department of Agriculture, ERS: 2000- Joint research on private label products and other topics including a cooperative agreement to study milk pricing under marketing orders.

General Accounting Office: Advisor on market power and pricing in the cattle market.

California Attorney General: Consultant on drug/patent, energy, and labor cases.

U.S. Navy: Several projects involving labor issues.