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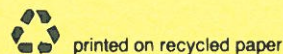
**1995-96
Guest Seminar Series**

**Western Michigan University
College of Arts and Sciences
Department of Economics
Kalamazoo, MI 49008-5023**

Telecommunications: Have Regulators Dialed the Wrong Number? is the thirty-second Annual Public Seminar Series organized by the Department of Economics at Western Michigan University. This year's series is directed by Professor Donald L. Alexander of the WMU Economics Department, and is co-sponsored by the W.E. Upjohn Institute for Employment Research. The public is cordially invited to attend the seminars and no admission is charged. For additional information, please contact Professor Alexander at (616) 387-5526 or at donald.alexander@wmich.edu, or the WMU Economics Department at (616) 387-5535.

The guest scholars also participate in a graduate/advanced undergraduate student seminar under the supervision of Professor Alexander, which is offered for academic credit to students enrolled at the University.

Directions: From I-94, take U.S. 131 north to Exit 36A (Stadium Drive). Travel east on Stadium Drive to the fourth traffic light at Howard Street. Turn left onto Howard and take the second right to the WMU campus. Follow the signs to the Miller Auditorium parking ramp. Knauss Hall is the dark brick building opposite the Waldo Library clock tower.



WESTERN MICHIGAN UNIVERSITY

College of Arts and Sciences
Department of Economics
1995-96 Guest Seminar Series

**Telecommunications: Have
Regulators Dialed the Wrong
Number?**

The public is cordially invited to attend the
Wednesday afternoon seminars.
3:30 P.M.
3760 Knauss Hall

Fall Semester

Robert W. Crandall
The Brookings Institution
September 13, 1995

Frederick Williams
The University of Texas at Austin
October 11, 1995

Thomas W. Hazlett
The University of California at Davis
November 8, 1995

Winter Semester

Barry Nalebuff
Yale University
January 24, 1996

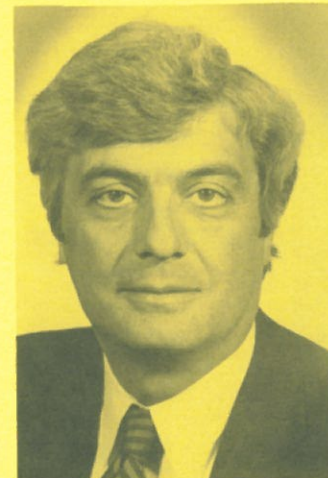
David L. Kaserman
Auburn University
February 14, 1996

Ronald R. Braeutigam
Northwestern University
March 27, 1996

The Department of Economics and the College of Arts and Sciences gratefully acknowledge the co-sponsorship of this series by the W.E. Upjohn Institute for Employment Research, Kalamazoo, Michigan.

This series is directed by Donald L. Alexander, Associate Professor, Department of Economics, Western Michigan University, with assistance from Phillip Caruso, Randall Eberts, and Donald Meyer.

**Is Total Deregulation of Telecommunications
Out of the Question?**



Robert W. Crandall
Senior Fellow
The Brookings Institution

Dr. Crandall received his Ph.D. in Economics from Northwestern University in 1968, and is currently a Senior Fellow at the Brookings Institution in Washington, D.C.. He has held academic positions at MIT, George Washington University, and the University of Maryland. He has also served as Deputy Director of the Council on Wage and Price Stability.

Dr. Crandall is nationally recognized for his many scholarly contributions to the field of applied microeconomic analysis and especially for his research on the economics of the telecommunications industry. He has written or edited nine books which include: *After the Breakup: The U.S. Telecommunications Industry in a More Competitive Era*; and *Changing the Rules: Technological Change, International Competition, and Regulation in Communications*. In addition, he has published over seventy articles which include: "Cable Television: Reinventing Regulation," *The Brookings Review*, Winter 1994; "Relaxing the Regulatory Stranglehold on Communications," *Regulation*, Summer 1992; "Regulating Communications: Creating Monopoly While Protecting Us From It," *The Brookings Review*, Summer 1992; "Liberalization Without Deregulation: Telecommunications Policy During the 1980s," *Contemporary Policy Issues*, October 1991; "Surprises from Telephone Deregulation and the AT&T Divestiture," *The American Economic Review*, May 1988; "Telecommunications Policy in the Reagan Era," *Regulation*, 1988; "Has the AT&T Breakup Raised Telephone Rates?," *The Brookings Review*, Winter 1987; "Regulation of Television Broadcasting: How Costly is the 'Public Interest'?", *Regulation*, January/February 1978; "The Profitability of Cable Television: An Analysis of Acquisition Prices," *The Journal of Business*, 1974; "A Reexamination of the Prophecy of Doom for Cable Television," *The Bell Journal of Economics*, Spring 1974; "FCC Regulation, Monopsony, and Network Television Costs," *The Bell Journal of Economics*, Autumn 1972; and "The Economic Effect of Television-Network Program 'Ownership'," *The Journal of Law and Economics*, October 1971.

Dr. Crandall is a member of Phi Beta Kappa and a former Johnson Research Fellow. He has been a consultant for the Federal Trade Commission, Environmental Protection Agency, and Treasury Department.

Wednesday
September 13, 1995
3:30 P.M.
3760 Knauss Hall
WMU

**Telecommunications and Economic
Development: A U.S. Perspective**



Frederick Williams
Professor & Mary Gibbs Jones Centennial Chair in
Communication &
Director, Center for Research on Communication Technology
and Society
The University of Texas at Austin

Professor Williams earned his Ph.D. in 1962 from the University of Southern California, and currently holds the Mary Gibbs Jones Centennial Chair in Communication at the University of Texas at Austin. He also serves as director of the Center for Research on Communication Technology and Society and is a Senior Research Fellow in the IC2 Institute at USC. Professor Williams was the Founding Dean of the Annenberg School of Communication at the University of Southern California. He served as an officer in the U.S. Navy before his academic career.

Professor Williams is the author, coauthor, or editor of forty-two books and sixty research articles that examine how changes in communication affect various aspects of society. His recently published books include: *The New Telecommunications: Infrastructure for the Information Age*; *Telecommunications and Rural Development: A Study of Business and Public Service Applications*; *The New Urban Infrastructure: Cities and Telecommunications*; and *Telecommunications Policy and Economic Development: The New State Role*. They examine how technological and regulatory changes have affected economic development in the United States. The breadth of his research is reflected in his published articles which include: "On the Prospects for Redefining Universal Service," in *Information and Behavior*, 1993; "Rural Telecommunications and Economic Development," *Connections*, August 1991; "The Information Infrastructure in Techopolis: The Intelligent Network," in *Attaining a Sustainable Global Economy*, 1991; and "A New Beginning for Information Services on the Public Network?," in *Thinkwork: New Business Applications in Technologies*, 1991. He is currently investigating U.S./Mexico telecommunication policies as part of NAFTA.

Professor Williams has received research grants from the Ford Foundation, the Gannett Foundation, the National Science Foundation, and the Markle Foundation. He has also been a consultant for Pacific Telephone, AT&T, and GTE on matters involving telecommunications policy and is past president of the International Communication Association.

Wednesday
October 11, 1995
3:30 P.M.
3760 Knauss Hall
WMU

95-96

Is 'Public Interest' Regulation in the Public Interest?



Wednesday
November 8, 1995
3:30 P.M.
3760 Knauss Hall
WMU

Thomas W. Hazlett
Associate Professor of Agricultural Economics &
Director, Program on Telecommunications Policy, Institute of
Governmental Affairs
The University of California at Davis

Professor Hazlett received his Ph.D. in Economics in 1984 from the University of California at Los Angeles, and is currently an Associate Professor of Agricultural Economics and Director for the Program on Telecommunications Policy at the University of California at Davis. He is the former Chief Economist at the Federal Communications Commission.

Professor Hazlett's scholarly research on the economics of the cable television industry and his insightful commentary on telecommunications policy in the *Wall Street Journal* are widely known. His forthcoming books include: *The Political Economy of Radio Spectrum Allocation*; and *Cable Television: Competition, Regulation and the First Amendment*. Much of his research examines the effects of regulation on the cable industry. His published articles include: "Cable Re-regulation: What You Didn't See on C-SPAN," *Regulation*, Spring 1993; "The Cost of Rent Seeking: Evidence from the Cellular Telephone License Lotteries," *Southern Economic Journal*, January 1993; "The Demand to Regulate Franchise Monopoly: Evidence from CATV Rate Deregulation in California," *Economic Inquiry*, April 1991; "Rent-Seeking in the Teleco/Cable Cross-Ownership Controversy," *Telecommunications Policy*, October 1990; "Should Telephone Companies Provide Cable TV?," *Regulation*, Winter 1990; "Competition Policy in Cable Television," *Regulatory Reform III*, May 1990; "The Rationality of U.S. Regulation of the Broadcast Spectrum," *The Journal of Law and Economics*, April 1990; "Duopolistic Competition in CATV: Implications for Public Policy," *The Yale Journal on Regulation*, Winter 1990; "Wiring the Constitution for Cable," *Regulation*, 1988; "Private Monopoly and the Public Interest: An Economic Analysis of the Cable Television Franchise," *University of Pennsylvania Law Review*, July 1986; "Public Policy and the Telecommunications Revolution," *Contemporary Policy Issues*, April 1986; and "Competition vs. Franchise Monopoly in Cable Television," *Contemporary Policy Issues*, April 1986.

Professor Hazlett has provided expert testimony at the federal and state levels regarding cable franchise legislation and competition issues in telecommunications markets.

The PCS Auction: Game Theory Meets Reality



Wednesday
January 24, 1996
3:30 P.M.
3760 Knauss Hall
WMU

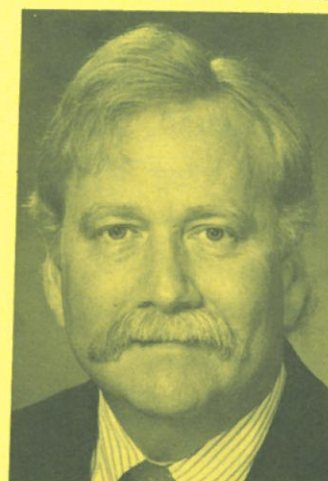
Barry Nalebuff
Professor of Economics and Management
Yale University

Professor Nalebuff earned his D. Phil. at Nuffield College, Oxford University in 1982, and is currently Professor of Economics and Management at Yale University. Before joining the faculty at Yale, he was a Junior Fellow in the Society of Fellows at Harvard University, and the Wesley Claire Mitchell Visiting Professor at Columbia University. He is an Associate Editor for several economic journals.

Professor Nalebuff is recognized for his many scholarly contributions in the area of game theory and the theory of incentives. He is coauthor of the well-known book *Thinking Strategically: A Competitive Edge in Business, Politics, and Everyday Life* and he has recently published a new book titled *Changing the Game*. His research interests and publications in professional economics journals span a wide range of topics and include: "Profiting from Game Theory," *The Harvard Business Review*, forthcoming; "To the Raider Goes the Surplus?: A Reexamination of the Free-Rider Problem," *The Journal of Economics and Management Strategy*, March 1992; "Individuals and Institutions," *The American Economic Review*, March 1992; "Aggregation and Imperfect Competition: On the Existence of Equilibrium," *Econometrica*, January 1991; "Aggregation and Social Choice: A Mean Voter Theorem," *Econometrica*, January 1991; "The Commitment to Seniority in Self-Governing Groups," *The Journal of Law, Economics, and Organization*, 1990; "The Devolution of Declining Industries," *The Quarterly Journal of Economics*, February 1990; "On 64%-Majority Rule," *Econometrica*, July 1988; "Credible Pre-Trial Negotiation," *The Rand Journal of Economics*, Summer 1987; "Self-Selection and Testing," *The Review of Economic Studies*, April 1987; "Exit," *The Rand Journal of Economics*, Summer 1985; "Dragon Slaying and Ballroom Dancing: The Private Supply of a Public Good," *The Journal of Public Economics*, 1984; "Prizes and Incentives: Towards a General Theory of Compensation and Competition," *The Bell Journal of Economics*, Spring 1983; and "Information, Competition, and Markets," *The American Economic Review*, May 1983.

Professor Nalebuff was a Rhodes Scholar at Oxford University and is a member of Phi Beta Kappa. He has been retained as an economic consultant by several private corporations and, recently, he assisted in the Federal Communication Commission's auction of PCS licenses.

Antitrust Policy Issues in the Changing Telecommunications Industry



Wednesday
February 14, 1996
3:30 P.M.
3760 Knauss Hall
WMU

David L. Kaserman
Torchmark Professor of Economics
Auburn University

Professor Kaserman received his Ph.D. in 1976 from the University of Florida, and is currently the Torchmark Professor of Economics at Auburn University. Before joining the faculty at Auburn, he was Professor of Economics at the University of Tennessee, and prior to that had served as a professional economist at the Federal Trade Commission and the Department of Housing and Urban Development.

Professor Kaserman is widely known for his many scholarly contributions in the field of Industrial Organization, Antitrust Economics, and Regulation. He is the author or coauthor of six books and seventy published articles. The several books related to the telecommunications industry include: *Long-Distance Telecommunications: Expectations and Realizations in the Post-Divestiture Period*; *Monopoly Leveraging Theory: Implications for Post-Divestiture Telecommunications Policy*; and *Deregulation and Market Power Criteria: An Evaluation of State Level Telecommunications Policy*. His many published articles on the telecommunications industry include: "Cross-Subsidies in Telecommunications: Roadblocks on 'The Road to More Intelligent Telephone Pricing'," *The Yale Journal on Regulation*, Winter 1994; "The Political Economy of Deregulation: The Case of Intrastate Long Distance," *Journal of Regulatory Economics*, March 1993; "Two Views of Applied Welfare Analysis: The Case of Local Telephone Service Pricing," *Southern Economic Journal*, April 1993; "Competition for 800 Service: An Economic Evaluation," *Telecommunications Policy*, October 1991; "Cross-Subsidization in Telecommunications: Beyond the Universal Service Fairy Tale," *Journal of Regulatory Economics*, September 1990; "Long Distance Telecommunications Policy: Rationality on Hold," *Public Utilities Fortnightly*, December 1988; "The Ghosts of Deregulated Telecommunications: An Essay by Exorcists," *The Journal of Policy Analysis and Management*, Fall 1986; and "Market Based Regulation of a Quasi-Monopoly: A Transition for Telecommunications," *Policy Studies Journal*, March 1987.

Professor Kaserman has provided expert testimony at the state and federal levels in matters involving regulatory and antitrust policy in the telecommunications industry. He has been awarded numerous research grants and has received the Outstanding Faculty Research Award at both the University of Tennessee and Auburn University.

Price Caps for Networked Industries: How Real Is Reform?



Wednesday
March 27, 1996
3:30 P.M.
3760 Knauss Hall
WMU

Ronald R. Braeutigam
Kapnick Professor of Business Institutions
Northwestern University

Professor Braeutigam earned his Ph.D. from Stanford University in 1976, and is currently the Kapnick Professor of Business Institutions at Northwestern University. Previously, he has held positions at the Office of Telecommunications Policy in the Executive Office of the President of the United States, Bell Laboratories, and the California Institute of Technology. He is a past member of the editorial boards of several economic journals.

Professor Braeutigam is widely recognized as one of the leading economists in the economics of regulation, and especially in the areas of pricing within networked industries and price cap regulation. He is the coauthor of two books: *Price Level Regulation for Diversified Public Utilities*; and *The Regulation Game: Strategic Use of the Administrative Process*. In addition he has written many scholarly articles including: "Effects of the Change from Rate of Return to Price Cap Regulation," *The American Economic Review*, March 1993; "A Regulatory Bargain for Diversified Enterprises," *International Journal of Industrial Organization*, 1993; "Diversification Incentives under 'Price-Based' and 'Cost-Based' Regulation," *The Rand Journal of Economics*, Autumn 1989; "Optimal Policies for Natural Monopolies," in the *Handbook of Industrial Organization*, 1989; "Socially Optimal Pricing with Rivalry and Economies of Scale," *The Rand Journal of Economics*, Spring 1984; "Demand Uncertainty and the Regulated Firm," *The International Economic Review*, February 1984; "An Economic Analysis of Alternative Fee Shifting Systems," *Law and Contemporary Problems*, Winter 1984; "The Regulation of Multiproduct Enterprises by Rate of Return, Markup, and Operating Ratio," *Research in Law and Economics*, 1981; "An Analysis of Fully Distributed Cost Pricing in Regulated Industries," *The Bell Journal of Economics*, Spring 1980; and "Optimal Pricing with Intermodal Competition," *The American Economic Review*, March 1979.

Professor Braeutigam has received the Northwestern University Alumni Association Excellence in Teaching Award, the Associated Student Government Faculty Honor Roll award for superior teaching, and was appointed to the Mortar Board Faculty Honor Roll in 1993. He is a member of the Board of Directors of the International Telecommunications Society.