

CURRICULUM VITAE

Name: Robin Ellen STONECASH

Address:

Australian Graduate School of
Management
University of New South Wales
UNSW SYDNEY, NSW 2052
Australia

Contact numbers:

(02) 9931-9562	(work)
(02) 9931-9326	(fax)
(02) 9953-7443	(home)
0412007347	(mobile)
robins@agsm.edu.au	(email)

Nationality: USA (Australian permanent resident)

Academic Background:

Ph.D. (International trade theory)	University of New South Wales Kensington, NSW	1992
M.S. (Trade and development)	University of Wisconsin, Madison	1983
B.A. (with Honours) (Economics & political science)	Swarthmore College Swarthmore, Pennsylvania, USA	1978

Primary research interests:

Contract design and outsourcing
Competition policy and market structure
Regulation of public sector enterprises
The economics of the provision of health and community services

Work History:

1997 to present

Senior lecturer, Australian Graduate School of Management, University of New South Wales.

1997

Assistant Professor, Bond University, Gold Coast, Queensland.

1996

Research Associate, Centre for International Economics, Sydney. Major consultancies included analysis of pricing of local and bulk water in NSW, analysis of water and waste water charges for Gold Coast City Council, analysis of restructuring of effluent charges by the EPA in NSW, effects of competition policy on services for older people and people with disabilities, analysis of anti-competitive aspects of copyrights, and of mergers in various industries, analysis of employment impacts of several proposed major industrial developments.

Consulting Economist, Unisearch, UNSW. Conducted economic and financial analysis, and social, cultural and gender impact studies of several power projects in China for DIFF scheme.

1994-1996

Adjunct Lecturer, Australian Graduate School of Management, University of New South Wales.

1996

Adjunct Lecturer, Executive MBA program, Bond University.

1990-1996

Lecturer, Department of Economics, University of New South Wales.

1990-1993

Department of Economics representative in charge of Economics courses taught in Fast-track Masters Program in conjunction with University of Hong Kong. Responsible for writing and monitoring syllabus and exams, as well as teaching introductory week of lectures in Hong Kong.

1986-1989

Senior Tutor, Department of Economics, University of New South Wales.

Tutored in Microeconomics I, II and III and Macroeconomics I and II. Lectured in General Studies economics. Tutor-in-charge of Macroeconomics I (approx. 1000 students), Macroeconomics II (approx. 450 students) and Microeconomics III (approx. 100 students)

1985

Tutor, Department of Economics, University of New South Wales.

Tutored in Microeconomics I and Macroeconomics I.

1984

Research Assistant, School of Economics and Financial Studies, Macquarie University. Project title: "The Dimensions of Automobile Demand", directed by Associate Professor David Hensher. My contributions included the exposition of the microeconomic demand theory underlying discrete choice models, assisting with the specification of polychotomous and continuous choice models and FORTRAN programming.

January/February, 1984

Special consultant, Institute for Research on Poverty, University of Wisconsin, Madison. Project title: "Income Maintenance Programs, State of Wisconsin", directed by Professors Sheldon Danziger and Maurice MacDonald. I designed a follow-up survey of welfare recipients.

1982-1983

Teaching Assistant, University of Wisconsin, Madison. Teaching assistant for Intermediate Macroeconomics and Introductory Economics. I received commendations for excellent teaching in both sessions.

1980-1982

Research Assistant, Department of Economics, University of Wisconsin, Madison. Project title: "An analysis of the effects of mandatory retirement on faculty members in universities and colleges" directed by Professor W. Lee Hansen and Dr. Karen Holden.

1979-1980

Senior Research Assistant, Research Department, Federal Reserve Bank of Philadelphia, Philadelphia, Pennsylvania, USA. My duties included data analysis, monthly analysis of money supply growth rates using the MPS macroeconomic model, monthly writing of local business report, proofreading and editing.

1977-1979

Research Assistant, Council on Wage and Price Stability, Washington, DC. My work included economic analysis of the automobile and steel industries, forecasting of price and demand, calculation of steel trigger prices for analysis of dumping charges and construction of a model calculating direct costs of steel production, particularly Japanese steel production. My responsibilities also included writing reports on labour negotiations in various industries.

Research:

My research has been focused around the importance of market structure in achieving competitive outcomes. In the past 6 years, I have analysed market structure and its impact on research and development, market structure and the provision of government services and competition policy. My current work is looking at the impact of outsourcing and privatisation on the cost of activities previously performed or provided by government. As part of this work, I am examining contract design to determine if contract design affects efficiency of service provision. This work is being undertaken as part of an ARC SPIRT Grant that I was awarded in 2000.

Teaching

Full-time MBA subjects taught:

Industrial Organisation

Incentives and Contracts (formerly Economics of Organisation & Management)

Microeconomic Analysis

Macroeconomics for Managers.

EMBA EY *Rivalry and Negotiation Strategies.*

Executive Programs

Thinking Strategically

Optus customised program

Strategic Decision-Making (1/2 day, 3 cohorts), Decision-Making under Uncertainty (1/2 day, 3 cohorts)

SMDP:

2000: Strategic Contracting, 1/2 day, to be expanded to full day in 2001

1999: Negotiation Strategy with Professor Jeremy Davis on the Development Program for Managers (now the Senior Manager Development Program).

ADMINISTRATION

Committees: Higher Degree Committee; Dean's Advisory Committee; Strategic Review Committee/ Pathfinders' Group; the MBA Review Committee; several selection committees: Associate Professor of Finance; Senior Lecturer in Accounting; Senior Lecturer in Statistics; Associate Professor of Statistics. I have also been on the selection committee for overseas exchange students.

Speaking on behalf of the School: Advisory Council presentations, presentations to various Alumni Day programs, presentations at Open Day and at various marketing functions, organising guest speakers such as Ian McFarlane and Allan Fels and speaking to the media on behalf of the School.

PAPERS

Domberger, SD, PH Jensen, RE Stonecash (2000) "Examining the magnitude and sources of cost savings associated with outsourcing", submitted to the *Journal of Economic Behaviour and Organisation*.

Domberger, SD, PH Jensen, RE Stonecash (2000) "Contracting Out Supply and Equipment Support Services in the New Zealand Army", AGSM Working Paper 00-010.

Gans, J.S. and R.E. Stonecash (2000) "Innovation and Market Structure in General Equilibrium", accepted for publication in *Economic Theory and International Trade: Essays on Honour of Murray Kemp*, (edited by Professor Alan Woodland, to be published by Edward Elgar Publishing Ltd, Cheltenham UK).

Skilbeck, M. and R.E. Stonecash (2000) "The sale and reform of ports in Victoria: a case study of the benefits of privatisation", Revise and resubmit to the *Economics and Labour Relations Review*.

Stonecash, R.E. (1999) "Whither the clever country: Australia's R&D policy", *Policy* Autumn, 1999.

Stonecash, R.E. (1998) "The National Electricity Market: Will it be a Competitive Market?", *ASX Perspective*, 4th Quarter, 1998.

Freedman, C. and R.E. Stonecash (1997) "A Survey of Manufacturing Industry Policy: From the Tariff Board to the Productivity Commission", *Economic Record*, Vol. 73, No. 221.

Mitchell, S.K. and R.E. Stonecash (1996) "The Role of Economies of Scale in Australian R&D", *Prometheus*, Vol. 14, No. 2.

Gans, J.S. and R.E. Stonecash (1996) "Innovation and Market Structure in General Equilibrium: The Homogeneous Products Case" in *Queensland, Australia and the Asia-Pacific Economy: Papers from Third International Conference on Economics in Business and Government*, ed. D.T. Nguyen, The Economic Society of Australia (Queensland), Inc., Brisbane.

Stonecash, R.E. (1993) "Imperfectly Competitive General Equilibria and the Choice of Price Normalization", School of Economics Discussion Paper, no. 95/29.

Major consultancies

2001

- Half-day course for JBWere on industry analysis
- Analysis of VisionCare contract for administration of spectacles program for the disadvantaged
- Member of Expert Reference Group for Department of Ageing and Disability, NSW State Government, review of Monitoring of ADD Contracts

2000

- Negotiation strategy sessions for the Executive Development Program for Primary Producers organised by Rabo Bank
- Business case for Department of Community Services for restructuring of foster care payments
- Two-day course for JBWere on industry analysis
- 2 ½-day courses on contracting for the NSW State Treasury, in conjunction with the Centre for International Economics, delivered 6 times.

1999

- Analysis of costs of service provision and development of business case for Department of Community Services, NSW
- The Science of Negotiation Skills, presentation to the Delta Group of Steel Companies

1997

- Analysis of impact of the application of competition policy in the community services sector for the NSW Department of Ageing and Disability
- Member of Reference Group for Department of Ageing and Disability, NSW State Government.

1996

- Conducted economic and financial analysis, and social, cultural and gender impact analysis of projects which are part of the Rural Electrification Scheme in China which were under consideration for concessional finance by AUSAid.
- Participation in presentation of Trade Policy Course to group of international policy makers in conjunction with Centre for International Economics. (Two courses: February and August) I led the sessions on basic trade theory and policy. Course participants were from several countries in the Asia-Pacific region, as well as Eastern Europe.
- Analysis of impact of the application of competition policy in the market for accommodation for older people and people with disabilities.
- Analysis of pricing of local and bulk water in NSW, analysis of water and waste water charges for Gold Coast City Council, analysis of restructuring of effluent charges by the EPA in NSW, analysis of anti-competitive aspects of copyrights, and of mergers in various industries, analysis of employment impacts of several proposed major industrial developments.
- Design and teaching of course for MBA students at AGSM on the economics of the internal organisation of firms. Subject included design and analysis of incentive contracts, design of executive pay packages, monitoring of employee performance, and analysis of principal-agent problems in organisations and design of methods for overcoming them.

MEDIA ACTIVITIES

Quoted in *Australian Financial Review* (19-20 August, 2000) on the effects of microeconomic reform on outsourcing and the effect on safety.

Interviewed by CNBC on the effects of the Referendum for an Australian Republic on the Australian economy and economic relations with Australia's Asian neighbours.

Quoted in *Australian Financial Review* (17 February, 2000) on equivalent costs for millionaire at the turn of the century.

PAPERS FOR CONSULTANCIES

Stonecash, R.E. (1997) *Improving Accountability and Transparency in the Provision of Community Services: Issues and Answers*, paper commissioned by the Department of Ageing and Disability.

Stonecash, R.E. (1996) *Changing roles for providers under Competition Policy*, paper commissioned by the Department of Ageing and Disability for the New South Wales Accommodation TaskForce.

CONFERENCE AND SEMINAR PRESENTATIONS

Stonecash, R.E. (1999) "Australia's R&D performance", presented at the 1999 National Australian Forest Industries Conference, Sydney.

Stonecash, R.E. (1999) "A general theory of privatisation", presented to Chukyo University, Nagoya, Japan and Kobe University, Kobe, Japan.

Stonecash, R.E. (1997) "Strategic pricing in the UK electricity market: Lessons for Australia", presented to Department of Electrical Engineering, University of New South Wales, June, 1997.

Mitchell, S.K. and R.E. Stonecash (1996) "The Role of Economies of Scale in Australian R&D", presented at AGSM, University of New South Wales, June, 1996.

Gans, J.S. and R.E. Stonecash (1995) "Innovation and Market Structure in General Equilibrium: The Homogeneous Products Case" presented at the Economic Theory Workshop, LaTrobe University, February, 1996. Invited presentation for the session in honour of Professor Murray Kemp at the Third International Conference on Economics in Business and Government, Griffith University, July, 1996.

Gans, J.S. and R.E. Stonecash (1995) "Sectoral Complementarities, Market Structure and Innovative Activity", presented at University of New South Wales, November, 1995.

Stonecash, R.E. and V. Howarth (1994), "Strategic Behaviour in the UK Electricity Pool", presented at seminars at Australian National University, June, 1994 and Flinders University, October, 1994.

Stonecash, R.E. (1993) "Imperfectly Competitive General Equilibria and the Choice of Price Normalization", presented at the Economic Theory Workshop, University of Tasmania, February, 1994.

Stonecash, R.E. (1989) "International Trade with Labour Union Determination of Minimum Wages", presented Third Postgraduate Conference, University of Western Australia, Perth, 1989.

BOOKS

Stonecash, R.E., J. Gans, S. King and N.G. Mankiw (1999) *Principles of Macroeconomics*, Harcourt.

Gans, J., S. King, R.E. Stonecash, and N.G. Mankiw (2000) *Principles of Economics*, Harcourt.

PHD STUDENTS

Paul Jensen, researching efficiency gains from outsourcing of government services

I have served on PhD proposal committees for two other students, one in Economics, one in Finance.

RESEARCH GRANTS

2001, 3 year SPIRT Grant, with Serco Asia-Pacific to study the effects of contract design on the efficiency and effectiveness of outsourcing by government.

2000, named Chief Investigator on Collaborative Grant with Serco Asia-Pacific to study source of gains from outsourcing

1995, Special Research Grant, Faculty of Commerce and Economics, "Competition in Electricity Generation in the UK and Australia".

COURSE MATERIALS

Freedman, C. and R.E. Stonecash (1994), *Managers, Markets and Prices*, Australian Open Learning Program, AGSM, UNSW. (Revised 1995, by R.E. Stonecash).

REFEREEING ACTIVITIES

The Economic Record
The Economic and Labour Relations Review
ARC Grants
Australian Journal of Management