

CURRICULUM VITA
(July 2024)

NEIL LONGLEY

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I. EDUCATION

1. **Ph.D (Economics):** Washington State University,
Dissertation Committee Chair: Dr. Rodney Fort
2. **Master of Arts (Economics):** University of Regina (Canada)
3. **Master of Business Administration:** University of Manitoba (Canada)
4. **Bachelor of Administration (Accounting):** University of Regina (Canada)

II. ACADEMIC EMPLOYMENT

1. **Nevada State University**
Department of Business
Director, and Full Professor, 2019-Present
2. **University of Massachusetts**
Isenberg School of Management
Professor Emeritus, 2019-Present
Full Professor, 2006-2019
Associate Professor, 2004-2006
3. **University of Regina (Regina, Saskatchewan)**
Faculty of Administration
Full Professor, 2003-04
Associate Professor, 2000-2003
Assistant Professor, 1997-2000
Lecturer, 1996-97

III. ACADEMIC RESEARCH

Articles in Refereed Journals

1. Fumarco, Luca, **Neil Longley**, Alberto Palermo, and Giambattista Rossi (2024, forthcoming), "Strategic Behaviours in a Labour Market with Mobility-Restricting Contractual Provisions: Evidence from the National Hockey League" Oxford Economic Papers
2. McKelvey, Steve and **Neil Longley** (2015), "Event-Specific Ambush Marketing Legislation for Mega-Sporting Events: An Economics Perspective" International Journal of Sport Marketing and Sponsorship 16(5): 20-35
3. Mongeon, Kevin, and **Neil Longley** (2015) "Testing for Ethnicity Discrimination Among NHL Referees: A Duration Model Approach" Eastern Economic Journal 41(1): 86-101
4. Wicker, Pamela, **Longley, Neil** and Christoph Breuer (2015) "Revenue Volatility in German Nonprofit Sports Clubs" Nonprofit and Voluntary Sector Quarterly 44(1):5-24
5. Kahane, Leo, **Longley, Neil** and Robert Simmons (2013) "The Effects of Coworker Heterogeneity on Firm-Level Output: Assessing the Impacts of Cultural and Language Diversity in the National Hockey League" Review of Economics and Statistics 95(1): 302-314
6. Mongeon, Kevin, and **Neil Longley** (2013) "A Methodology for Identifying the Impacted Groups in Referee Discrimination Studies" Applied Economic Letters 20(5): 416-419
7. **Longley, Neil** and Nelson Lacey (2012) "The 'Second' Season: The Effects of Playoff Tournaments on Competitive Balance Outcomes in the NHL and NBA" Journal of Sports Economics 13(5): 471-493
8. **Longley, Neil** (2012) "The Impact of International Competitions on Competitive Balance in Domestic Leagues: The Case of the National Hockey League's Participation in the Winter Olympics" International Journal of Sport Finance 7(3): 249-261
9. **Longley, Neil** (2011) "Congressional Complicity in the Baseball Antitrust Exemption: Analyzing Senate Voting Patterns" Applied Economics Letters 18(10): pp. 945-947
10. **Longley, Neil** and Glenn Wong (2011) "The Speed of Human Capital Formation in the Baseball Industry: The Information Value of Minor-League Performance in Predicting

Major-League Performance” Managerial and Decision Economics 32(2): pp. 193-204

11. **Longley, Neil**, Crosset, Todd, and Steve Jefferson (2008), “The Migration of African-Americans to the Canadian Football League During the 1950s: An Escape from Racism?” International Journal of the History of Sport 25(10): 1374-1397
12. **Longley, Neil** and Swaminathan Sankaran (2007), “The Incentive Effects of Overtime Rules in Professional Hockey: A Comment and Extension” Journal of Sports Economics 8(5): 546-554
13. **Longley, Neil** and Swaminathan Sankaran (2005) “The NHL’s Overtime-Loss Rule: Empirically Analyzing the Unintended Effects” Atlantic Economic Journal 33: 137-138
14. **Longley, Neil** (2005) “The Role of Performance Volatility in Pricing Human Assets: Adapting the ‘Capital Asset Pricing Model’ to Salary Determination in Professional Sports” Journal of Business and Economic Studies 11(1): 1-18
15. **Longley, Neil** (2003) “The Effects of Inter-League Competition on Labor Market Discrimination: Assessing the Impacts of the World Hockey Association” The Social Science Journal 40(4): 651-656
16. **Longley, Neil** (2003) “Measuring Employer-Based Discrimination Versus Customer-Based Discrimination: The Case of French Canadians in the National Hockey League” American Journal of Economics and Sociology 62(2): 365-381
17. Wu, Terry and **Neil Longley** (2003) “The Applicability of NAFTA to the Subsidization of US- Based NHL Teams: Legal and Economic Perspectives” Law and Business Review of the Americas 9(3): 571-592
18. **Longley, Neil** (2003) “The Variability of Management Expenses Across Canadian Mutual Funds: The Importance of Agency Problems”, Canadian Investment Review 16(4):30-34
19. **Longley, Neil** (2003) “Modeling the Legislator as an Agent for the Party: The Effects of Strict Party Discipline on Legislator Voting Behavior” Contemporary Economic Policy 21(4): 490-499
20. **Longley, Neil** (2000), “The Underrepresentation of French Canadians on English Canadian NHL Teams: Evidence From 1943 to 1998” Journal of Sports Economics 1(3):236-256
21. Wu, Terry, and **Neil Longley** (2000), “Negotiating Chile’s Entry to NAFTA: Trade and Investment Issues” International Journal of Public Administration 23(5-8): 1415-1442
22. **Longley, Neil** (1999), “Voting on Abortion in the House of Commons: A Test for Legislator Shirking” Canadian Public Policy 25(4): 501-519

23. **Longley, Neil** (1998), "Legislative Systems with Absolute Party Discipline: Implications for the Agency Theory Approach to the Constituent-Legislator Link" Public Choice 97(1): 121-140
24. **Longley, Neil** (1997), "Do English Canadian Hockey Teams Discriminate Against French Canadian Players?: A Reply" Canadian Public Policy 22(3): 217-220
25. **Longley, Neil**, and Terry Wu (1996), "Negotiating Chile's Accession to NAFTA: Antidumping and Countervailing Duty Issues" Journal of World Trade 30(1): 53-65
26. **Longley, Neil**, (1995) "Salary Discrimination in the National Hockey League: The Effects of Team Location" Canadian Public Policy 21(4): 413-422
27. **Longley, Neil**, and Terry Wu, (1992) "Mexican and U.S. Antidumping and Countervailing Duty Policies: Issues in the Free Trade Negotiations" Law and Policy in International Business 23(4): 891-912
28. Wu, Terry, and **Neil Longley** (1991) "The U.S.-Canada Free Trade Agreement: A Model for a U.S.-Mexico Free Trade Pact?" Columbia Journal of World Business 26(2): 60-71
29. Wu, Terry, and **Neil Longley** (1991) "A U.S.- Mexico Free Trade Agreement: U.S. Perspectives", Journal of World Trade 25(3): 5-14

Books

1. **Longley, Neil** (2024) A Whole New Game: Economics, Politics, and the Transformation of the Business of Hockey in Canada, Douglas & McIntyre: Madeira Park, BC, Canada
Note: Co-winner of the gold medal for best book in the 'Business Commentary' category of the 2024 Axiom Business Book Awards
2. **Longley, Neil** (2018) Personnel Economics in Sport (Editor), Elgar, Cheltenham, UK
3. **Longley, Neil** (2013) An Absence of Competition: The Sustained Competitive Advantage of the Monopoly Sports Leagues, Springer: New York, NY

Chapters in Scholarly Books

1. Kahane, Leo, **Neil Longley**, and Robert Simmons (2013) “Returns to Thuggery in the National Hockey League: The Effects of Increased Enforcement” in The Econometrics of Sport (eds. Placido Rodriguez, Stefan Kesenne, and Jaume Garcia), Edward Elgar: London (Chapter 5)
2. **Longley, Neil** (2012), “The Economics of Discrimination: Evidence from Hockey” in The Oxford Handbook of Sports Economics: Volume 2, Economics Through Sports (eds. Leo Kahane and Stephen Schmanske), Oxford University Press: New York (Chapter 4: pp. 55-72)
3. **Longley, Neil** (2011) “The Underrepresentation of French Canadians on English Canadian NHL Teams” in Recent Developments in the Economics of Sport: The International Library of Critical Writings in Economics Series (ed. Wladimir Andreff), Edward Elgar: London (Chapter 34) (Note: Reprint of August 2000 article that appeared in *Journal of Sports Economics*)
4. **Longley, Neil** (2006) “Racial Discrimination” in Handbook on the Economics of Sport (eds. Wladimir Andreff and Stefan Szymanski) Edward Elgar: Cheltenham, UK
5. **Longley, Neil** (2004) “The Professional Football Industry in Canada: Economic and Policy Issues” in International Sports Economics Comparisons (eds. Rodney Fort and John Fizel) Praeger Publishers: Westport, CT
6. **Longley, Neil** (2001) “Salary Discrimination in the National Hockey League: The Effects of Team Location” in The International Library of Critical Writings in Economics: The Economics of Sport (ed. Andrew Zimbalist), Edward Elgar: London, UK (Reprint of 1995 *Canadian Public Policy* article)

Chapters in Textbooks

1. **Longley, Neil** (2012), “Financial and Economic Principles Applied to Sport Management” in Principles and Practices of Sport Management (eds. Lisa P. Masteralexis, Carol A. Barr, and Mary A. Hums), Jones and Bartlett Learning: Sudbury, Mass.

Book Reviews

1. **Longley, Neil** (2008), Review of “Sports Economics after Fifty Years: Essays in Honour of Simon Rottenberg” (edited by Placido Rodriguez, Stefan Kesenne, and Jaume Garcia) for the Journal of Sport Management (by invitation of Book Review Editor of the journal) 22(5): 631-633
2. **Longley, Neil** (2000), Review of “Game Theory and Canadian Politics” (by Thomas Flanagan) for the journal Public Choice (by invitation of Book Review Editor of the journal) 103 (1/2)

PAPERS PRESENTED AT ACADEMIC CONFERENCE

1. “The Monopsonistic Exploitation of Major-Junior Hockey Players in North America” *German Institute for Economic Research -- Conference in Sport Economics and Sport Management*, Berlin, Germany: May 2019
2. “The Choice of Labor Inputs in ‘Secondary-Sport’ Leagues: The Impacts on Attendance of Foreign Versus Domestic Players” *Conference in Sport Economics and Sport Management*, Vienna, Austria: May 2018
3. “The Role of Comparative Advantage in Occupational Choice: Are Athletes Allocated to the Correct Playing Positions?” *German Institute for Economic Research -- Conference in Sport Economics and Sport Management*, Berlin, Germany: May 2017
4. “Team Ownership as a Consumption Good: The Regulating Effects of Debt Financing” *European Conference in Sports Economics*; Groningen, The Netherlands: September 2016
5. "Constraints on the Win-Maximizing Behavior of Team Owners: The Monitoring Role of Debt Holders" *German Institute for Economic Research -- Conference in Sport Economics and Sport Management*, Berlin, Germany: May 2016
6. “The Role of Comparative Advantage in Occupational Choice: Are Athletes Allocated to the “Correct” Playing Positions?” *European Conference in Sports Economics*; Antwerp, Belgium: September 2014
7. “Returns to Handedness” (with Dennis Coates, Sarah Fard, and Dan Mason) *Southern Economic Association* conference; New Orleans, Louisiana: November 2012
8. “A Test for Ethnicity Discrimination Amongst Referees in the NHL: Analyzing Extreme Micro-Level Data” (with Kevin Mongeon) *European Conference in Sports Economics*; London, England: September 2012
9. “Wages and Marginal Revenue Product in the NHL, Pre and Post Lockout” (with Leo Kahane and Rob Simmons) *Western Economic Association International* conference; San Francisco, California: June 2012
10. “Returns to Handedness in Professional Hockey” (with Dennis Coates and Dan Mason) *Western Economic Association International* conference; San Francisco, California: June 2012
11. “A Test for Ethnicity Discrimination Among NHL Referees” (with Kevin Mongeon and Georgina Mitchell) *Southern Economic Association* conference; Washington, DC: November 2011
12. “Returns to Thuggery in the NHL Pre- and Post-Lockout” (with Leo Kahane and Rob Simmons) *Western Economic Association International* conference; San Diego, California: July 2011

13. “Returns to Thuggery in the National Hockey League: The Effects of Increased Enforcement” (with Leo Kahane and Rob Simmons) *Sport and Econometrics* conference; Gijon, Spain: May, 2011
14. “The Impact of International Competitions on Competitive Balance in Domestic Leagues: The Case of the National Hockey League’s Participation in the Winter Olympics” *European Conference in Sports Economics*; Prague, Czech Republic: May 2011
15. “Congressional Attitudes Towards Baseball's Antitrust Exemption: A Public Choice Approach” *Eastern Economic Association* conference; New York, New York: February 2011
16. “An Alternative Dimension to Demand Analysis in Sport: Measuring ‘Systematic’ and ‘Unsystematic’ Revenue Volatility amongst English Football Clubs” *European Conference in Sports Economics*; Cologne, Germany: October, 2010
17. “The Effects on Team Output of Employing an Internationally-Diverse Workforce: The Case of Europeans in the National Hockey League” (with Leo Kahane and Robert Simmons) *European Conference in Sports Economics*; Paris, France: September, 2009
18. “The Impacts of Coworker Heterogeneity on Firm-Level Productivity” (with Leo Kahane and Robert Simmons) *Western Economics Association International* conference; Vancouver, BC: June 2009)
19. “The Effects of Coworker Heterogeneity on Firm-Level Output: Assessing the Impacts of Cultural and Language Diversity in the National Hockey League” (with Leo Kahane and Robert Simmons) *Midwest Economic Association* conference; Cleveland, Ohio: March 2009
20. “The Effects of Coworker Heterogeneity on Firm-Level Output: Assessing the Impacts of Cultural and Language Diversity in the National Hockey League” (with Leo Kahane and Robert Simmons) *Eastern Economic Association* conference: New York, NY: February 2009)
21. “Analyzing the Redistributive Impacts of Alternative Playoff Systems: A Tournament Design Approach” (with Nelson Lacey) *International Association of Sports Economists* conference; Gijon, Spain: May 2008
22. “The Pioneering Experiences of African Americans in the Mid-Century Canadian Football League: A Better World, or Just a Different World?” (with Todd Crosset and Steve Jefferson), *To Remember is to Resist: 40 Years of Sport and Social Change, 1968-2008* conference; Toronto, Ontario: May, 2008
23. “The Migration of African Americans to the Canadian Football League during the Mid-20th Century: An Escape from Racism?” (with Todd Crosset and Steve Jefferson), *International Association of Sports Economists* conference; Dayton, Ohio: May, 2007

24. “The Playoff Season in North American Sports Leagues: The Theoretical and Empirical Effects on Competitive Balance Outcomes”, *International Association of Sports Economists* conference; Bochum, Germany: May, 2006
25. “Assessing the Strength of the NHL’s Monopoly: Is a Rival League Viable?”, *International Association of Sports Economists* conference; Ottawa, Canada: June, 2005
26. “A Game Theoretic Analysis of the NHL’s “Overtime-Loss” Rule” (with S. Sankaran), *Western Economics Association International* conference; Vancouver, BC: July, 2004
27. “The Effect of a Game’s Payoff Structure on the Strategic Behavior of its Participants: Comparing the National Hockey League with European Football Leagues” (with S. Sankaran), *International Association of Sports Economists* conference; Athens, Greece: June, 2004
28. “The Market Power of the Canadian Hockey League: ‘Amateur’ Players, ‘Professional’ Leagues”, *International Association of Sports Economists* conference; Neuchatel, Switzerland: May, 2003
29. “Voting Abstentions in the Canadian House of Commons: An Agency Theory Approach to Analysing the Effects of Strict Party Discipline”, *Canadian Economics Association* conference; Calgary, Alberta: June, 2002
30. “The Role of Systematic Performance Volatility in Pricing Human Assets: Applying the Capital Asset Pricing Model to the Analysis of NHL Salaries”, *Canadian Economics Association* conference; Calgary, Alberta: May, 2002
31. “Agency Costs and the Ethical Investor: Examining the Management Expense Ratios of Ethical Mutual Funds”, *Administrative Sciences Association of Canada* conference (Finance Division), Winnipeg, Manitoba: May, 2002
32. “A Market Test for Discrimination in the National Hockey League” (with Stefan Szymanski), *European Labour Economics Association* conference; Jyvaskyla, Finland: September, 2001 (presented by my co-author)
33. “A Model to Partition Employee Performance-Volatility: Measuring the Risk Characteristics of NHL Players”, *Western Economic Association* conference; San Francisco, California: July, 2001
34. “Modelling the Legislator as an Agent for the Party: The Effects of Strict Party Discipline on Legislator Voting Behavior”, *Western Economic Association* conference; San Francisco, California: July, 2001
35. “Simultaneously Serving Two Principals: How Legislators Resolve Role Conflicts in Systems of Party Discipline”, *Public Choice Society* conference; San Antonio, Texas: March, 2001
36. “The Variability of Management Expenses Across Canadian Mutual Funds: Examining Alternative Explanations”, *Northern Finance Association* conference; Calgary, Alberta:

September, 1999

37. “The Role of Financial Markets in Regulating Corporate Behaviour Towards the Environment”, *Canadian Society for Ecological Economics* conference; Regina, Saskatchewan: August, 1999
38. “Management Expense Ratios in Mutual Funds Markets: An Agency Theory Approach”, *Administrative Sciences Association of Canada* conference (Finance Division); Saint John, New Brunswick: June, 1999
39. “A Test For Ideological Shirking in the Canadian Parliament”, *Public Choice Society* conference; New Orleans, Louisiana: March, 1999
40. “Negotiating Chile's Entry to NAFTA: Trade and Investment Issues”, *Academy of International Business* conference; Banff, Alberta: September, 1996 (with T. Wu)
41. “Extending NAFTA to Chile: Issues and Implications”, *Pan-Pacific* conference; Dunedin, New Zealand: May, 1995 (with T. Wu)
42. “The North American Free Trade Agreement: The Attainability of U.S. Objectives”, *Facing North/Facing South* conference; Kalamazoo, Michigan: May, 1994 (with T. Wu)
43. “Salary Discrimination in the National Hockey League: An Empirical Analysis”, *Western Economics Association* conference; Seattle, Washington: July, 1991
44. “The Canada-U.S. Free Trade Agreement: Economic and Political Issues for the Northwest”, *Pacific Northwest Regional Economic* conference; Bellingham, Washington: April, 1990 (with T. Lowinger)

INVITED ACADEMIC PRESENTATIONS (SELECTED)

1. University of California, Berkeley (Berkeley, California), Canadian Studies Program: March 2018
2. Arizona State University (Tempe, Arizona), W.P. Carey School of Business: February 2016
3. University College Dublin, (Dublin, Ireland), Centre for Sport Studies: October 2013
4. German Sport University (Cologne, Germany), Institute of Sport Economics and Sport Management: May 2011
5. Harvard University (Cambridge, Mass), Sport Analysis Collective: November 2010
6. Cornell University (Ithaca, NY), School of Industrial and Labor Relations: November 2010
7. University of Antwerp (Belgium), Department of Economics: October 2010
8. Lancaster University Management School (England), Department of Economics: June 2010