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Erik Brynjolfsson is the George and Sandi Schussel Professor of Management [MIT Sloan School of Management](#), the Director of the [Center for eBusiness at MIT](#), and the Co-editor of the [Ecommerce Research Forum](#). His research and teaching focuses on how businesses can effectively use information technology (IT) in general and the Internet in particular.

Recent Papers and Books

- Nov-03** Brynjolfsson, Erik, [Michael D. Smith](#), and Yu (Jeffrey) Hu (November 2003) "Consumer Surplus in the Digital Economy: Estimating the Value of Increased Product Variety at Online Booksellers" *Management Science*, Vol. 49, No. 11 [[Click here for the Working Paper version](#)]
- Oct-03** Brynjolfsson, Erik, Astrid Andrea Dick and Michael D. Smith, (October, 2003) "Search and Product Differentiation at an Internet Shopbot". [[Click here for the abstract and Working Paper version](#)]
- July-03** Brynjolfsson, Erik, The IT Productivity Gap, "Optimize" magazine, July 2003, Issue 21. [[Click here for the article](#)]
- June-03** Brynjolfsson, Erik and [Hitt, Lorin](#) Computing Productivity: Firm-level Evidence, *Review of Economics and Statistics*, (In Press) [[Click here for the abstract and Working Paper version](#)]

- Sept-02** Brynjolfsson, Erik, Hitt, Lorin M. and Shinkyu Yang (2002) "Intangible Assets: Computers and Organizational Capital," *Brookings Papers on Economic Activity: Macroeconomics* (1): 137-199. [[Click here for the Working Paper version](#)]
- Feb-02** [Timothy F. Bresnahan](#), Erik Brynjolfsson, and Lorin M. Hitt (February 2002) "Information Technology, Workplace Organization, and the Demand for Skilled Labor: Firm-Level Evidence". *Quarterly Journal of Economics*, Vol. 117 pp. 339-376. [[Click here for the Working Paper version](#)][[Click here for the abstract](#)]
- Dec- 01** Michael D. Smith and Erik Brynjolfsson (December 2001) "Consumer Decision-making at an Internet Shopbot: Brand Still Matters". *Journal of Industrial Economics*, Vol. 49, No. 4 pp. 541-558. [[Click here for abstract and Working Paper version](#)]
- Nov -01** Brynjolfsson, Erik and [Urban, Glen](#) (eds)(November 2001) *Strategies for e-Business Success*, Jossey-Bass. ([Via Amazon](#)) [[Click here for a review](#)]
- May-01** [Yang, Shinkyu](#) and Brynjolfsson, Erik (Draft: May 2001) "Intangible Assets and Growth Accounting: Evidence from Computer Investments". [[Click here for the abstract](#)][[Acrobat pdf file 101MB](#)]
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