

## VICTOR GLASS, Ph. D.

Professor of Practice  
Department of Finance and Economics  
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### EDUCATION

Ph.D., Columbia University, New York, NY  
MBA, Columbia University, New York, NY

### PREVIOUS POSITIONS

**National Exchange Carrier Association, Inc.**  
*Director, Demand Forecasting and Rate Development*

**Pace University**  
*Adjunct Associate Professor of Management*

**City College of New York**  
*Assistant Professor of Economics and Department Chairman, Evening Division*

**Columbia University**  
*Preceptor*

### PUBLICATIONS

- “An Analysis of Pacific Basin Trade Utilizing the Taste Similarity Hypothesis,” with Susanna Cahn and Mitchel Kellman, *Journal of International Economic Integration*, Vol. 1, No. 1, Spring 1986, pp. 32-42
- “Energy Prices and Investment over the Business Cycle,” with Susanna Cahn, *Energy Economics*, Vol. 9, No. 4, Oct. 1987, pp. 257-64
- “A Queuing Model of Organizational Structure,” *Journal of Business and Economic Studies*, 1997
- “Rate Banding: The Beginning of a New Pool Design,” *OPASTCO Advocate*, April 1998 (ghost written for Bruce Baldwin, President, NECA)
- Featured columnist in the quarterly journal, *Equity Research* published by Legg Mason
  - Summer 2000 Issue
  - Second Quarter 2000 Issue
  - Spring 2001 Issue
  - Winter 2001 Issue
  - Winter 2002 Issue
  - Spring 2003 Issue
- “Use of Proxy Models in Telecommunications: Implications for Rural America,” *Rural Policy Research Institute*, 1999

- “Evaluating Competing Data Series: A Telecommunications Case,” with Susanna Cahn, *American Economist*, 1999
- Major contributor to “White Paper #2, The Rural Difference,” Rural Task Force appointed by the Federal – State Board on Universal Service, January, 2000
- “NECA’s Rural Broadband Cost Study,” *NECA Publication*, 2000
- “The Digital Divide: A Reality Check,” Tennessee Telephone Association, December 4, 2000
- “Predicting Revenue Revisions of Local Networks in Telecommunication Industry,” *Journal of Business Forecasting*, with Maria Pethukova and Chris Babb, Winter 2001
- “Rate Banding: The Beginning of a New Pooling Design,” *OPASTCO Advocate*, 2001
- “NECA’s Middle Mile Broadband Cost Study,” *NECA Publication*, 2001
- “Les deployment de l’acces telephonique large bande dans l’Amerique rurale,” *Les Cahiers du namerique – Hermes*, BIPE, 2001
- “Rural Realities,” *America’s Network*, July 15, 2002
- “Waiting for the Big Line Sale,” *Rural Telecommunications*, January-February 2002
- “Trends in Telecommunications Cost Recovery: The Impact on Rural America,” *NECA publication*, October 2002.
- “Tough Times for Rural Telcos,” *XChange*, January 2003
- “Small Equipment Manufacturers Quietly Bridge the Digital Divide,” *America’s Network*, April 28, 2003
- “Cable in a Bundle Offers Revenue Relief for Rural Telcos,” *America’s Network*, April 28, 2003
- “Vendors Drive Improved Deployment Economics,” *America’s Network*, May 1,, 2003
- Technological Breakthroughs Lower the Cost of Broadband Services to Isolated Customers,” with Joe Chang, *Government Information Quarterly*, July 2003
- “Testing the Validity of NECA’s Middle Mile Study Using Survey Data,” with Chris Babb, *Government Information Quarterly*, July 2003
- “Cable TV is the Next Market for Rural Telcos,” with Sal Talluto, *Government Information Quarterly*, July 2003
- Rural Wireline: Update on Universal Service and Intercarrier Compensation,” *Equity Research*, Prudential Securities, October, 2003
- “NECA’s Commentary on VOIP — Much Ado about a Promise,” *Industry Analyses*, Legg Mason, February, 2004
- “Universal Service Reform in a Multimedia World,” presented at the Rutgers Western Advanced Workshop on Regulation and Competition, 17<sup>th</sup> Western Conference, San Diego, June 2004
- “The Packet Train Needs to Stop at Every Door,” *NECA Publication*, 2006
- “United States’ Broadband Goals: Managing “Spillover Effects” to Increase Availability, Adoption and Investment, A Discussion,” with Princeton Edge Lab, Princeton University, *NECA Publication*, June 2010
- “An Empirical Study of Broadband Diffusion in the United States,” with Stela Stefanova, *Journal of Regulatory Economics*, 2010
- “Teaching Business Ethics with Cases: The Effects of Personal Experience,” with Susanna Cahn, *Journal of Business Ethics Education*, 2011
- “Economies of Scale for Broadband in Rural America,” with Stela Stefanova, *Journal of Regulatory Economics*, 2012
- “Challenges in Predicting a Declining Product: Case Study of a Telecommunications Product,” with Yun Zheng, *Journal of Business Forecasting*, Summer, 2012
- “Zero-Based Budgeting: Does it make sense for Universal Service Reform?” with Joe Prinzivalli and Stela Stefanova, *Government Information Quarterly*, November, 2013

- “Pooling, a Missing Element in the Rate of Return and Price Cap Regulation Debate: A Comparison of Alternative Regulatory Regimes,” with Roman Sysuyev, *Information, Economics, and Policy*, Volume 25, Issue 1, 2013
- A Possible Pilot Collaboration between Rural Telecom Providers and the Postal Service  
*Source: Issue Brief prepared, February 8, 2013 by the U.S. Postal Service Office of Inspector General Report Number: RARC-IB-13-001* based on a presentation by Victor Glass
- “Persistence of the Middle Mile Problem for Rural Local Exchange Carriers,” with Joe Prinziavalli and Stela Stefanova, *Government Information Quarterly*, 2014
- “Estimating Price Elasticity of Demand for Bandwidth. Do “Data Hogs” Care About Price?” with Stela Stefanova, chapter in *Smart Data Pricing*, Edited by Sen, Joe-Wong, Ha, and Chiang, Wiley, forthcoming 2014

## WORKS IN PROCESS

- “Regulation for Rural Broadband Providers: a Network-Based Approach,” with Stela Stefanova and Roman Sysuyev
- “Comparing an asset based approach to cost of capital to the traditional approach,” with Stela Stefanova and Roman Sysuyev: presented at the Center for Research in Regulated Industries, will submit for publication shortly
- “A Seeming Paradox in Rate-of-Return Regulation: the authorized rate needs to be higher than the cost of capital,” revising
- “Improving Aggregate Forecast Performance by Identifying and Classifying Break Points at the end of a series using disaggregated data,” with Roman Sysuyev, will present shortly
- “Using Disaggregated Data to Develop Leading Demand Indicators,” by Victor Glass and Roman Sysuyev; presented at CRRI
- “Discontinuing Network Services: Policy Implications,” by Victor Glass and Roman Sysuyev; presented at CRRI
- *Ending the Ideological Wars without Selling Out: An Ecumenical Guide for the Frustrated Ideologue*, completed book, overview presented at CRRI, submitted for publication

## SELECTED SPEAKING ENGAGEMENTS

- ***Pricing Broadband Services***, Guest Lecturer Network20Q, You Tube, [http://www.youtube.com/watch?v=iFmgxd3\\_agE](http://www.youtube.com/watch?v=iFmgxd3_agE)
- ***How to Achieve Universal Broadband Service in America***, preview on You Tube <http://www.youtube.com/watch?v=RGoMNUl81nQ> Full set of lectures at <http://www.3nightsdone.org/>
- “The Rural Broadband Challenge Federal-State Joint Conference on Advanced Services,” May 22, 2000. On the agenda with Senator Kerry. Cited in Boston Globe article and interviewed by Media One
- “NECA’s Broadband Cost Study,” National Press Club
- “Broadband is Coming to Rural America,” Aspen Institute
- “NECA’s Middle Mile Broadband Cost Study,” National Press Club
- “Connecting with Rural America,” Museum of Television and Radio
- “Bridging the Digital Divide,” Florida Communications Policy Symposium
- “Universal Service: Getting it Right,” National Association of Regulatory Commissioners
- “Network Technology: Effects on Telcos,” Public Utility Research Center

- “Pricing Broadband Services,” IEEE, winter 2012
- “Smart Data Pricing: Does it Pass the Net Neutrality Test?” Smart Data Pricing Conference, Princeton University, 2015

## **RECENT MEDIA COVERAGE**

**Please Google “Victor Glass NECA” and “Victor Glass National Exchange Carrier Association” for additional references**

