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#### Book Chapters

1. William R. Gates and Mark E. Nissen, "Agent- and Web-based Employment Marketspaces in the U.S. Department of Defense," in: A. Gronlund (Ed.), Electronic Government: Design, Applications and Management, Hershey, PA: Idea Group Publishing (2002).
2. Terasawa, K.L. and Gates, W.R., "Better Government Versus Less Government: Relationships Between Government Size and Economic Growth in Japan and Other Nations," Advances in International Comparative Management, Supplement 3: International Perspectives on the New Public Management, L.R. Jones, K. Schedler, and S.W. Wade, eds., pp. 219-54, JAI Press, Greenwich CT, 1997.
3. Gates, W.R., "Federal Reserve System," The International Encyclopedia of Public Policy and Administration, J.M. Shafritz, ed., Boulder CO: Westview Press, 1997.
4. Gates, W.R., "Fiscal Policy," The International Encyclopedia of Public Policy and Administration, J.M. Shafritz, ed., Boulder CO: Westview Press, 1997.
5. Gates, W.R., "Monetary Policy," and The International Encyclopedia of Public Policy and Administration, J.M. Shafritz, ed., Boulder CO: Westview Press, 1997.
6. Gates, W.R., "Supply Side Economics," The International Encyclopedia of Public Policy and Administration, J.M. Shafritz, ed., Boulder CO: Westview Press, 1997.
7. Katsuaki L. Terasawa and William R. Gates, "Public Policies for Troubled Industries," in Troubled Industries in the United States and Japan, Hong Tan ed., Santa Monica: RAND Corp., 1993.
8. Katsuaki L. Terasawa and William R. Gates, "Public Policies for Troubled Industries: Multiproduct Firms and Labor Constraints," in Troubled Industries in the United States and Japan, Hong Tan ed., Santa Monica: RAND Corp., 1993.

#### Refereed Journal Papers

9. Gates, William R. and Mark E. Nissen, "Experimental Analysis of e-Employment Market Design," *Journal of Organizational Computing And Electronic Commerce*, forthcoming 2004.
10. William R. Gates and Katsuaki L. Terasawa, "Reconsidering Publicness in Alliance Defense Expenditures: NATO Expansion and Burden Sharing," *Journal of Defence and Peace Economics*, pp. 369-383, October 2003.
11. Gates, William R. and Mark E. Nissen, "Designing Agent-Based Electronic Employment Markets," *Electronic Commerce Research Journal (Vol. 1, No. 3): Special Issue on Theory and Application of Electronic Market Design*, 1(3), 2001: 239-263.
12. Katsuaki L. Terasawa and William R. Gates, "Relationships between Government Size and Economic Growth: Japan's Government Reforms and Evidence from OECD," International Public Management Journal, 1 (2), pp. 195-223, 1998.

13. William R. Gates and Katsuaki L. Terasawa, "Implementing Unit Costing: Efficiency in Translating Policy to Practice," Journal of Cost Analysis, 89-117, Spring 1996.
14. Katsuaki L. Terasawa and William R. Gates, "Burdensharing in the Persian Gulf: Lessons Learned and Implications for the Future," Defense Analysis, August 1993.
15. William R. Gates and Katsuaki Terasawa, "Commitment, Threat Perceptions, and Expenditures in a Defense Alliance," International Studies Quarterly (36) 101-118, March 1992.
16. William Gates, "Department of Defense Procurement Policy Reform: An Evolutionary Perspective," Journal of Cost Analysis, Fall 1989, 1-29.
17. William R. Gates, "Federally Supported Commercial Technology Development: Solar Thermal Technologies 1970-1982," Research Policy, 17 (1988), 27-42.
18. Katsuaki Terasawa and William Gates, "Solar Thermal Technologies: Potential Benefits to U.S. Utilities and Industry," Journal of Energy, July/August 1983.

#### Nonrefereed Journal Papers

19. M.E. Nissen, W.R. Gates, et al., "Web-Based Market for Improving Naval Personnel Detailing," *Research (11:2)*, Naval Postgraduate School, June 2001.
20. W.R. Gates, Y. Kwon, T. Anderson and A. Washburn, "Marine KC130 Requirements Study," *Research (10:1)*, Featured Research Project, Naval Postgraduate School, March 2000.
21. H. H. Mauz, Admiral (Retired) and W. R. Gates, "The Naval Postgraduate School: Value and Relevance," *Naval Institute Proceedings*, 126/8/1,170 (August 2000), pp. 60-63.

#### Technical Reports

22. Gates, William R. and Mark E. Nissen, "Two-Sided Matching Agents for Electronic Employment Market Design: Social Welfare Implications," NPS-GSBPP-02-005, Naval Postgraduate School, Monterey CA, December 2002.
23. Gates, W., and Washburn, A. "The Navy Operational Support Aircraft Fleet," NPS-OR-01-006-PR, Naval Postgraduate School, Monterey CA, March 2001.
24. W. Gates, Y. Kwon, T. Anderson and A. Washburn, "Marine KC130F/R Replacement Study," NPS-OR-00-002-PR, Naval Postgraduate School, Monterey CA, November 1999.
25. William R. Gates, Xavier K. Maruyama, John P. Powers, Richard E. Rosenthal, and Alfred W. M. Cooper, "A Bottom-Up Assessment of Navy Flagship Schools: The NPS Faculty Critique of CNA's Report," NPS-FC-98-001, Naval Postgraduate School, Monterey CA, November 1998.

#### Conference Proceedings

26. William R. Gates and Mark E. Nissen, "An Empirical Investigation of e-Employment Market Designs," in *Proceedings: The Fourth International Conference on Electronic Commerce Research (ICECR-4)*, Dallas, TX, Nov. 8 – 11, 2001: 93-115.
27. W. R. Gates and M.J. McCarthy, "United States Marine Corps Aerial Refueling Requirements," Worldwide Simulation Conference, Orlando, FL, December 13, 2000

### Invited Conference Papers

28. Katsuaki L. Terasawa and William R. Gates, "Public Policies for Troubled Industries: Multiproduct Firms and Labor Constraints," Invited Paper, RAND-JCER Conference on "Restructuring Troubled Industries," the RAND Corp., Santa Monica, CA, May 4-6, 1990.
29. William R. Gates and James Vernon, "The History of DOD's Procurement Policy Reform Efforts," Second RAND Defense Procurement Conference, RAND Corp., Santa Monica, CA, February 9-10, 1987.

### Presentations

30. Karsten P. Logemann, William R. Gates and Mark E. Nissen "Simulation Analysis for Distribution Incentive Pay in the USN Enlisted Personnel Assignment Process", INFORMS, Atlanta, Oct. 19-22, 2003
31. William R. Gates and Mark E. Nissen, Social Welfare Implications of Two-sided Matching Agents, Western Economics Association International Meetings, Denver, July 11 – 15, 2003.
32. William R. Gates, Mark E. Nissen, Joshua H. Ho and Eng Hwee Low, "Two-sided Matching for the US Navy's Enlisted Detailing Process: A Comparison of Deferred Acceptance and Linear Programming via Simulation," Navy Manpower Research and Analysis Conference, Center for Naval Analysis, Alexandria, VA, March 31- April 1, 2003.
33. William R. Gates and Mark E. Nissen, "The Navy Enlisted Detailing Process: An Empirical Analysis," Western Economics Association International Meetings, Seattle, June 29 –July 3, 2002.
34. Virginia Butler, Valerie Molina, Mark Nissen and William Gates, "Characterizing Sailor and Command Enlisted Assignment Preferences," Navy Manpower Research and Analysis Conference, Center for Naval Analysis, Alexandria, VA, Feb. 14-15, 2002.
35. Gerard Koh, Mark Nissen and William Gates, "A Redesign of the U.S. Navy's Enlisted Assignment Process," Navy Manpower Research and Analysis Conference, Center for Naval Analysis, Alexandria, VA, Feb. 14-15, 2002.
36. William R. Gates and Mark E. Nissen, "Designing Agent-Based Electronic Employment Markets," Western Economics Association International Meetings, San Francisco, July 7, 2001.
37. William R. Gates and Katsuaki L. Terasawa, "Reconsidering Publicness in Alliance Defense Expenditures: NATO Expansion and Burden Sharing," Western Economics Association International Meetings, San Francisco, July 7, 2001.
38. William R. Gates and Mark E. Nissen, "Intelligent Agents and Web-Based Markets for Detailing Naval Personnel," Military Personnel Research Science Workshop," Fogelman Executive Conference Center, University of Memphis, June 4, 2001.
39. William R. Gates and Mark E. Nissen, "Designing Agent-Based Electronic Employment Markets for U.S. Navy Enlisted Personnel," Navy Manpower Research and Analysis Conference, Center for Naval Analysis, Alexandria, VA, October 30, 2000.
40. W. R. Gates, "The Costs and Benefits of NPS Graduate Education," Naval Postgraduate School Alumni Association, Washington, D.C., February 14, 2000 and Patuxent River, MD, February 15, 2000.
41. W.R. Gates and K.L. Terasawa, "Commonality of Interest, Threat Perceptions and the Costs and Benefits of Defense Alliance Membership," presented at the Western Economic Association Meetings, San Diego, CA, July 10, 1999.

42. William R. Gates, "The Cost of Education at NPS: A Comparative Assessment," presented to the Vice Chief of Naval Operations (and posted NPS intranet), Washington, D.C., Nov. 16, 1998.
43. William R. Gates and Katsuaki L. Terasawa, "Implementing Unit Costing: Efficiency in Translating Policy to Practice," ORSA/TIMS Joint National Meeting, San Francisco, CA, Nov. 1-4, 1992.
44. Katsuaki Terasawa, John Hoag, and Bill Gates, "Consumer Choice Under Uncertainty," presented at the Western Economic Association Meetings, San Diego, CA, July, 3, 1990.
45. Katsuaki L. Terasawa and William R. Gates, "Public Policies for Troubled Industries: Multiproduct Firms and Labor Constraints," TIMS/ORSA Joint National Meetings, Las Vegas, NV, May 7-9, 1990.
46. William R. Gates, Department of Defense Procurement Policy: An Evolutionary Perspective," Invited Paper, ORSA/TIMS Joint National Meeting, New Orleans, LA, May. 4-6, 1987.
47. William Gates and Katsuaki Terasawa, "A Model of R&D Expenditures: To Diversify or Not to Diversify," International Association of Science and Technology Development (IASTED) Energy Symposia, San Francisco, CA, May 20-22, 1981. Published in the Conference Proceedings.

#### Book Reviews

48. The Political Economy of NATO: Past, Present and into the Future by Todd Sandler and Keith Hartley for the *Journal of Economic Literature*, 2002.
49. The Political Economy of NATO: Past, Present and into the Future by Todd Sandler and Keith Hartley for *Armed Forces and Society*, 26 (Spring 2000), pp. 668-70.
50. Small Wars, Big Defense: Paying for the Military After the Cold War by Murray Wiedenbaum for *Armed Forces and Society*, 19 (Spring 1993), pp. 455-458.

#### Working Papers

51. Katsuaki L. Terasawa and William R. Gates, "Allies, Adversaries and Commitment in Defense Alliances," Department of Administrative Sciences Working Paper No. 90-06, Naval Postgraduate School, Monterey, CA, Sept. 1990.