

Mike Tae, Class of 1997



I am currently a corporate executive at MicroStrategy, which is a publicly traded software company in the business analytics space. Prior to this I had a career both as an investment banker on Wall Street, and subsequently worked at the Department of Treasury during the financial crisis and managed the investments into the big banks, AIG, and auto companies (GM, Chrysler). The principles that I have learned during my economics studies at Williams are crucial to my current role: When we price our products and services, I consider supply/demand and price elasticity. When I develop partnerships with other companies, I consider game theory and the ramifications of non-cooperation and benefits of collusion. When I make investment decisions I consider incremental marginal cost/revenues as well as opportunity cost and discounting of any profits into the current time. Even though I took Econ 101 over 20 years ago, I have taken the learnings with me throughout my entire career.