

# *CURRICULUM VITAE*

**David Alan HENSHER**

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The Australian Key Centre of Teaching and Research in Transport Management,  
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**Date of Birth:**

31 July, 1947

**Place of Birth:**

Bromley, Kent, England

**Marital Status:**

Married to Johanna, two children (born 1981 (Andrew), 1983 (Danielle))

David Hensher is Professor of Management, and Founding Director of the Institute of Transport and Logistics Studies (ITLS): The Australian Key Centre of Teaching and Research in Transport Management in The Business School at The University of Sydney. David is a Fellow of the Academy of Social Sciences in Australia (FASSA), Recipient of the 2009 IATBR (*International Association of Travel Behaviour Research*) *Lifetime Achievement Award* in recognition for his long-standing and exceptional contribution to IATBR as well as to the wider travel behaviour community, Recipient of the 2006 *Engineers Australia Transport Medal* for lifelong contribution to transportation, and Recipient of the 2009 *Bus NSW (Bus and Coach Association) Outstanding Contribution to Industry Award*. Partner in the Volvo Educational and Research Foundation Centre of Excellence in Bus Rapid Transit (2010 onwards), Past Member of the Singapore Land Transport Authority International Advisory Panel (Chaired by Minister of Transport), Honorary Fellow Singapore Land Transport Authority Academy, Past President of the International Association of Travel Behaviour Research and a Vice-Chair of the International Scientific Committee of the World Conference of Transport Research. David is the Executive Chair and Co-Founder of The International Conference in Competition and Ownership of Land Passenger Transport (the Thredbo Series), now in its 22<sup>nd</sup> year. David is on the editorial boards of 10 of the leading transport journals and Area Editor of *Transport Reviews*. David was appointed in 1999 by one of the worlds most prestigious academic publishing houses - Elsevier Science press - as series and volume editor of a handbook series *Handbooks in Transport*. In 2010 he was appointed by Routledge Publishers (UK) as Editor of a four-volume major works in *Transport Economics* as well as Edward Elgar Publishers as Series Editor for volumes on *Transport and the Environment*. He has published extensively (over 475 papers) in the leading international transport and economics journals (such as *The Economic Journal*,

Review of Economics and Statistics, Journal of Econometrics, Journal of Applied Econometrics) as well as 12 books and is Australia's most cited transport academic and number three academic economist. His books include the Demand for Automobiles, published by North-Holland, the Bus and Coach Business (with Ann Brewer published - Allen and Unwin), Transport: An Economics and Management Perspective (With Ann Brewer – Oxford University Press), Stated Choice Methods (with Jordan Louviere and Joffre Swait – Cambridge University Press), Applied Choice Analysis - a Primer (with John Rose and Bill Greene – Cambridge University Press) and Ordered Choice Models (with Bill Greene – Cambridge University Press). His particular interests are transport economics, transport strategy, sustainable transport, productivity measurement, traveller behaviour analysis, choice analysis, stated choice experiments, and institutional reform (PPPs, privatisation tendering and contracting). David has advised numerous government and private sector organisations on matters related to transportation, especially matters related to forecasting demand for existing and new transportation services; for example the Speedrail project, the Liverpool-Parramatta Transitway, the North-West Rail project, the Sydney Metro, and numerous tollroad projects throughout Australia and internationally. David is regarded as Australia's most eminent expert on matters relating to travel demand and valuation and transport reform. Appointments over recent years include: a member of the executive committee that reviewed bus transport bids for the Olympic Games, the NSW Government's Peer Review Committee for the Sydney Strategic Transport Plan, Peer reviewer for Transfund (NZ) of the New Zealand project evaluation program, Peer reviewer of the NZ Land Passenger Transport Procurement Strategy for Land Transport NZ, member of the executive committee of ATEC, a consortium promoting a freight rail system between Melbourne and Darwin; economic adviser to Gilbert+Tobin Lawyers on valuation methods in IP context; panel member of Transport NSW benchmarking program; specialist toll road project adviser to Thiess and member of Infrastructure Australia's reference panel on public transport.

#### **AREAS OF COMPETENCE:**

- Survey sampling and data design
- Project evaluation and benefit-cost analysis
- Transport economics
- Logistics economics
- Transport policy and strategy
- Applied econometric modelling
- Consumer preference, choice and demand analysis
- Stated choice methods
- Market share forecasting
- Privatisation and market performance
- Impact and monitoring analysis
- Travel demand modelling
- Land use-transport interaction
- Sustainable transport

#### ***PROFESSIONAL EXPERIENCE:***

##### **The University of Sydney:**

Founding Director, The Institute of Transport Studies (December 1990 to present) and Head/Chair of Transport, Logistics and Supply Chain Discipline (ITS name changed January 2005 to Institute of Transport and Logistics Studies - ITLS)

Professor of Management, The University of Sydney Business School (January 2011 to present)

Professor of Management, Faculty of Economics and Business (January 2000 to December 2010)

Associate Dean (Graduate Coursework Program), Faculty of Economics and Business (April 2002 to January 2009)

Acting Dean, Faculty of Economics and Business (2002 to 2010 as required)

Chair, Graduate Studies Board, Faculty of Economics and Business (April 2002 to January 2009)

Project Sponsor, Faculty Web (2003 to January 2009)

Project Sponsor, Faculty Peer Mentoring Program (2003 to December 2008)

Member, Graduate Studies Committee of the University (April 2002 to December 2006)

Professor of Management, Faculty of Economics (January 1998 to December 1999)

Professor of Management, Graduate School Business (July 1990 to December 1997)

Director, The Management Research Centre, Graduate School of Business (July 1990 to May 1993)  
Inaugural Head, Department of Transport Management, Graduate School of Business (August 1995 to Dec 1997)  
Founder and Architect of Graduate Program in Transport Management (MTM, GradDipTM, GradCTM)  
Founder and Architect of Graduate Program in Logistics Management (MLM, GradDipLM, GradCLM)  
Executive Committee of the Graduate School of Business (July 1990 to December 1997).  
Faculty of Economics Management Advisory Committee (January 1998 to 1999).  
Faculty of Economics and Business Executive (April 2002 to December 2008)  
Faculty of Economics and Business Core Committee member for Promotion to Full Professor (Level E 1999 to present) and occasional Chair of Level D Promotion Committee  
Faculty of Economics Board of Postgraduate Studies (January 1998 to 2000)  
Faculty of Economics Research Committee (January 1998 to 2000)  
Faculty of Economics Journal Ranking Committee (2008 onwards)  
Member, Executive of School of Business, Faculty of Economics and Business (January 2000 to December 2006)  
Inaugural Chair, Faculty of Economics and Business Environment Committee (August 2000 to April 2002)  
Member, University Environment Advisory Committee (February 1999 to December 2008)  
Member, University Academic Board/Forum  
Member, University Graduate Studies Committee (September 1990 - February 1993)  
Member, Council of the Foundation of the Graduate School of Business (1990 to December 1997)  
Director, PhD Program, Graduate School of Business (February 1993 to June 1995)

**National Survey Research Pty Ltd:** Director (1989 to November 1994)

**The Hensher Group Pty Ltd:** Joint Director (November 1994 to present)

**Econometric Software (Australia):** Director (1990 to present)

**Transport Insights:** Director (1993 to present)

**Macquarie University (Sydney):**

School of Economic & Financial Studies:

Lecturer (offer of Appointment made at December 1975 Meeting) (Sept 1976 - Dec 1977).

Senior Lecturer (January 1978 - September 1980).

Associate Professor (September 1980 - 1989).

Graduate School of Management:

Professor of Management, (1989 to July 13, 1990).

Director, Transport Research Group (1985 - 1988).

Director, Transport Research Centre (1989 to July 1990).

Member - Senate Committee on Urban and Regional Studies (Nov 1976 - Sept 1981).

Member - Senate Committee on Environmental & Urban Studies (Sept 1981 to 1989).

Convenor - Postgraduate Studies Committee Economics Discipline (Jan 1977 - Feb 1980).

Convenor - Seminars in Transport (March 1977 to July 1990).

School Research Committee (1978, 1986).

School Postgraduate Studies Committee (Jan 1977 - Dec 1980).

Convenor of Transportation Program at Macquarie University (March 1982 to July 1990).

Founder of Master's Degree in Transport Economics (MTEc), 1988.

**The University of Oxford:**

Fellow - St. Cross College (1975-76).

Post Doctoral Fellow - Transport Studies Unit (1975-1976).

**The University of Melbourne:**

Department of Economics, part-time Staff Member (March 1973 - Nov 1974).

Queen's College - Resident Tutor in Economics and Economic Statistics (Oct 1972 - Dec 1974).

President (High Table) Queen's College 1974.

**Hensher & Associates (Melbourne):**

Freelance Consultant (Oct 1972 - July 1974).

### **Commonwealth Bureau of Roads (Melbourne):**

Consultant on Economic Evaluation and Travel Demand (Dec 1969 - July 1974).

Principal Transport Planner, sometime Acting Deputy Chief (Evaluation) (July 1974 - Sept 1976).

### **University of New South Wales (Sydney):**

Department of Economics - Postgraduate Research Scholar (Jan 1969 - Oct 1972).

Department of Town Planning (Part-time), Lecturer in Land and Housing Economics (July 1970 - Oct 1972).

## **A statement on my most significant research contributions**

The three most important contributions I have made to the general field of economics and the specific field of transportation and economics are (i) the development of a new theoretical method to value travel time savings, (ii) the development of choice experiments as a most general representation of stated preference methods and (iii) the development of interactive agency choice experiments (IACE) as a recognition of the interactions between decision makers in choice experiments.

### **Valuation of Travel Time Savings and the Hensher Formula**

**Contribution:** The value of travel time savings research led to a formula that incorporates not only the production elements of time allocation and savings but also the marginal disutility aspects associated with spending equivalent amounts of time in alternative activities. Prior to this research the focus was on either a utility-based approach or a marginal productivity approach. *The Hensher formula* (as it has become known) generalised previous methods enabling one to select appropriate inputs according to whether travel is traded with work or non-work activities, the nature of compensation if non-work time is being foregone and the productivity effect of travel relative to other activities.

**Impact:** The Hensher Formula is widely used in many transport project applications throughout the world (most notably in Sweden, Norway, The Netherlands, The United Kingdom, USA, Chile, New Zealand and Australia) and most recently by Boeing Corp in their sub-sonic aircraft program. It has become part of the accepted official guidelines on VTTS in Sweden and the UK with a recent UK government report having a whole chapter devoted to 'The Hensher Formula'. It has become the reference source for ongoing research seeking new ways of refining the essential elements of the formula. While new empirical research has improved on the measurement of the components of the formula, it has essentially remained unchanged which in itself is a mark of its intrinsic strength. All value of travel time savings parameters used in Australia by State Road Authorities and Public Transport Planning Agencies are derivatives of research undertaken by Hensher since the early 1970s. (and many empirical estimates in other countries use Hensher's work as a benchmark). Given the dominant influence of travel time savings in the definition of user benefits of transport projects, the work of Hensher has played a major role in prioritising investment in the transport sector.

### **Stated Choice Methods**

**Contribution:** In the early 1980s seminal research was completed by Hensher that introduced how choice experiments can be linked to choice theory (set within a random utility theoretic framework). It demonstrated how traditional conjoint (or preference) experimental designs can be modified and implemented within a framework consistent with random utility theory. This contribution laid the foundations for integrating revealed preference and stated choice data into a coherent data enrichment framework. A specific contribution was the recognition that the underlying variance structure associated with the utility expressions defining each alternative in the revealed preference and stated preference choice sets must account for both between and within-data set variance differences rather than focus on between-data variance differences as is standard practice.

**Impact:** Combining stated choice and revealed preference data as an enrichment strategy is now widely implemented in both research and practice in many literatures (including transportation, logistics, economics, geography, marketing and environmental science). The methods that Hensher developed are especially popular in evaluating the demand for new products, services and technologies, because the stated choice element is a scientifically rigorous way of enriching the decision and choice space beyond the confines of the opportunities available in current markets. The impact and relevance of these new methods is so significant that Hensher is asked almost daily to participate in the design and implementation of SP experiments in many countries.

### **Interactive Agency Choice Experiments (IACE)**

**Contribution:** I have recently introduced a major advance in stated choice methods that recognises and accounts for the *interaction* between agents in decision making. The method, known as the Interactive Agency Choice

Experiment (IACE) enables researchers and practitioners to take into account the interdependencies between individuals in households and organizations in the way that choice outcomes evolve. It recognises the role of cooperation and non-cooperation in arriving at a choice outcome. Most importantly it identifies the barriers that exist and ways that one might break down such barriers when there is non-cooperation. The methods enable us to incorporate IACE perspectives into discrete choice models, something that is very new.

**Impact:** The IACE research was published for the first time in 2000 and has had an immediate impact. For example a paper presented at the World Conference on Transport Research in Korea in July 2001 (The Long-term Effects of Multi-modal Transportation Networks by Professor Harry Timmermans and his colleagues) describes Hensher's IACE work as pioneering. In addition, two current PhD students in The Netherlands have recently taken up the approach (described by one author as 'path breaking') and are applying it to location choice studies and environmental valuation. The IACE method in both its theoretical and empirical contributions is at the centre of major developments in approaches to the understanding and the prediction of traveller behaviour responses in the transport sector. An ARC-DP grant (2002-2006) was awarded to Hensher to continue research in this area in the context of freight transport and supply chains.

### **Attribute Processing and Heuristics in Choice Analysis**

During the period from 2001 onwards, Hensher has introduced the notion of attribute processing as a precursor to choice models, both revealed preference and choice experiments. The growing evidence suggests that choice modellers should condition their outcome choice models on the processing strategies adopted by respondents. This can be done by the use of additional information from self-stated process questions (e.g., attributes were ignored, added up, parameter transferred where there is a common metric), and thresholds imposed on the way that specific attributes are eligible in the trade amongst packages of attributes defining labelled or unlabelled alternatives. The papers by Hensher and colleagues have redefined the importance of this area of research and the role it should play in ongoing choice studies.

### **Other Contributions**

Another important area of research by Hensher is his contribution to the literature on the dynamics of discrete choice, best represented by the contribution to the literature on dynamics of choice and automobile demand. Reviews of Hensher's 1992 book on Dimensions of Automobile Demand (North-Holland) demonstrate the substantive nature of the contribution:

' This book constitutes the cutting edge of empirical research on automobile demand....It is rare that a book comes along that induces so much rethinking of one's own field' (in Transportation Research , 28A(4), 363-371, 1994: Ken Train, Economics, University of California, Berkeley).

'Overall this is the most exhaustive and comprehensive automobile-demand book published to date....this is an important book....its approach reflects the most advanced thinking in the field...[it] addresses key issues encountered using panel data...[and] the description of forecasting methods should have considerable appeal to many researchers and practitioners that forecast with disaggregate models. ...It is certainly a must-read for automobile demand researchers' (in Transportation Science, 28 (1), 80-81, 1994: Fred Mannering, Civil Engineering, University of Washington).

'...the book provides the reader with a well argued, technically detailed and in some important respect path-breaking microeconomic approach to automobile demand and associated fuel use forecasting....The strength of the text rests in its rigorous and detailed technical development of a tractable analytical method....It seems certain to be regarded as an important addition to this literature....The work demonstrates both the need and the technical challenges associated with the use of longitudinal travel survey data. Here the book's availability is most timely.' (Transportation Research Forum, 1995, 137-138: Frank Southworth, Oak Ridge National Laboratory, Tennessee)

My standing internationally is seen most recently through the publication in 2000 and 2001 of two major books - one on stated choice methods (Cambridge University Press) and the other on Transport Economics and Management (Oxford University Press). The latter book has been described in a review by Professor Chris Nash (Director of Institute for Transport Studies, University of Leeds) as 'This is an excellent book. It brings together in one volume everything a transport manager needs to know about economics and management....No other book covers this ground, and even in the specific transport economics area no book is so up-to-date or thorough'.

In a paper dated 2004 and titled 'Evaluating the research output of Australian universities' economics departments' by Richard Pomfret and Liang Choon Wang it is stated that "David Hensher ranks third if self-citations are excluded."

## **MAJOR RESEARCH AND CONTRACT PROJECTS**

## Active

### **Valuation of service reliability and crowding under risk and uncertainty: neglected drivers of demand for public transport**

ARC-DP grant 2012-2014. The reliability of public transport services, and the amount of crowding at stations and also on trains and on buses, have come under strong criticism. This study identifies the role that improved service reliability and reduced crowding play in influencing the switch from car to public transport for the commute.

### **Assessment of the Commuter's Willingness to Pay a Congestion Charge under Alternative Pricing Regimes and Revenue Disbursement Plans**

ARC-DP grant 2011-2013. Congestion charging is a pivotal element of road pricing reform. What is critical in establishing the extent of economic benefits is knowing which congestion charging scheme (defined by price level, charging regime and revenue stream allocation) will gain the greatest support, and hence the maximum potential benefit stream. This comparative assessment has not been undertaken to date, making commentary on the likely impacts speculative at best. This project has the specific objective of identifying the willingness to pay of commuters for each component of a charging scheme using new survey data from choice experiments and advanced discrete choice models.

### **Volvo Educational and Research Foundation Centre of Excellence in Bus Rapid Transit**

Together with the Pontificia de Catolica de Chile, MIT, IST Portugal, EMBARQ Washington, Brasil and Mexico, ITLS and the other four partners have won a competitive Volvo Centre of Excellence in Bus Rapid Transport (2010-2014) to develop a new framework for the planning, design, financing, implementation and operation of BRT in different urban areas, giving clear guidelines to decision makers on when and how BRT projects can effectively enhance mobility and meet accessibility needs. These guidelines will be a major milestone to change the way decision makers address investment and design decisions in configuring urban mobility systems. An essential goal is to make the knowledge developed through the CoE widely available to support more successful BRT deployment, and in particular to identify elements which are transferable between existing and prospective BRT systems and elements that are project site specific. Our focus will not only be at the BRT project level, but also on how BRT projects interact with other elements of the urban system so that the total urban mobility system is transformed and the city becomes a more attractive place to live, work and visit. The proposed approach recognizes that, while integrated networks and not just corridors must be the focus, corridors are a structural element to the connectivity and effectiveness of hierarchical networks.

### **Does the Choice Model Method and/or the Data Matter? – with John Rose and Zheng Li**

The opportunity to have seven data sets associated with a stated choice experiment that are very similar in content and design is rare, and provides an opportunity to look in detail at the empirical evidence within and between each data set in the context of a range of discrete choice estimation methods, from multinomial logit to latent class to scale multinomial logit to mixed logit, and the most general model, generalized mixed multinomial logit that accounts for preference and scale heterogeneity. Given the problems associated with data from different countries and time periods, we estimate separate models for each data set, obtaining values of travel time savings that are then updated post estimation to a common dollar for comparative purposes. We also pooled all data sets for a scaled MNL model, treating each data set as a set of three separate utility expressions, but linked to the other data sets through scale heterogeneity. This is not behaviourally appropriate with MNL, latent class or mixed logit. The main question investigated is whether there exists greater synergy in the willingness to pay evidence within model form across data sets compared to across model forms within data sets. The evidence suggests that there is a relatively greater convergence of evidence across the choice models, with the exception of generalized mixed logit, after controlling for data set differences; and there is strong evidence to suggest that differences between data sets do matter.

### ***The impact of strategic management and fleet planning on airline efficiency – A random effects Tobit model based on DEA efficiency scores – with Rico Merkert***

As a result of the liberalisation of airline markets, the strong growth of low cost carriers, the high volatility in fuel prices and the recent global financial crisis, the cost pressure that airlines face is very substantial. In order to survive in these very competitive environments, airline managers need to make the right strategic and operational decisions. To evaluate key determinants of airlines efficiency, this research applies a two stage data envelope analysis (DEA) approach, with random effect Tobit regressions in the second stage based on the partially bootstrapped first stage DEA efficiency scores. Our initial results suggest that the effects of route optimisation, in the sense of average stage length of the fleet, are limited to airline technical efficiency. We show that airline size and key fleet mix characteristics such as the average aircraft size and the average number of different types/families

of aircraft in the fleet are more relevant to successful cost management of airlines since they have significant impacts on all three types of airlines efficiency - technical, allocative and ultimately cost efficiency.

### **Accounting for endogeneity of attribute non-attendance in willingness to pay: a note and a warning for stated choice experiment design – with John Rose and William Greene**

There is a growing interest in exploring alternative processing strategies adopted by individuals when assessing packages of attributes describing alternatives in a choice set and making a choice. One popular processing rule relates to attributes not being considered, for all manner of reason, or what is referred to in the literature as attribute non-attendance. Researchers have used a mix of methods to study the role of attribute non-attendance, including supplementary questions on whether each attribute is ignored or not, and methods in which the functional form of the utility expressions defining an alternative can recognise the possibility, up to a probability, of an attribute being ignored. Although supplementary questions are worthy of further consideration, despite the controversy as to the reliability of the response, recent interest has focused on ways to establish the incidence of attribute non-attendance without recourse to such supplementary evidence. In this research we evaluate the role that mixtures of attribute non-attendance play as a  $2^K$  matrix of possible attendance circumstances, where  $K$  is the number of offered attributes. We use an existing data set of choice amongst four attributes describing alternative car non-commuting trips, to illustrate the method, and to contrast values of travel time savings under each non-attendance schema and relative to a model in which all attributes are assumed to be fully attended to. The research is designed to reveal a major concern with the way that attribute levels and ranges are selected in the design of choice experiments, that can induce non-attendance situations where willingness to pay estimates cannot be obtained.

### **The Relationship between Bus Contract Costs, User Perceived Service Quality and Performance Assessment**

In contract tendering or negotiation there is a growing interest in identifying and integrating user perceptions of service quality into the determination of contract costs; be they total cost or cost per service vehicle kilometre. Despite the progress in measuring service quality, there appears to be an absence of any structured mechanism for determining the relationship between costs and user perceptions of service quality after accounting for other influences on costs, and in determining what elements of service quality are under the control of the operator, and those that are influenced by factors outside the operator's control. Furthermore, having identified the relationship between costs and service quality elements under the control of the operator, a mechanism is needed to identify the extent of cost inefficiency associated with service quality performance that is below an agreed set of performance standards. This research develops a framework within which a cost-service quality relationship is quantified, and then implemented to identify benchmark targets for cost efficiency improvements required to achieve a pre-defined service quality performance target. We use data from metropolitan and non-metropolitan bus operators in New South Wales to demonstrate the way the method can be used in contract negotiation and ex-post monitoring of performance leading up to contract renegotiation or tendering.

### **The Influence of Choice Response Certainty, Alternative Acceptability, and Attribute Thresholds on Automobile Purchase Preferences - with John Rose**

Choice studies can be characterised by attributes, alternatives, and choice responses. In recent years, an increasing number of analysts have highlighted a concern with the assumption that all attributes are traded in a fully compensatory manner and are by implication all relevant, and that each attribute and its trade is treated by the individual decision maker as totally certain. Two issues that reflect much of how individuals make choices in real settings are the relevance of attribute levels, especially the perceptual thresholds that individuals use to define whether an attribute is in or out of an acceptance (or consideration) range, the consequent reported overall acceptability of an alternative as described by a package of attribute levels, and the extent to which the respondent is certain of actually choosing the alternative that they indicated was their preferred alternative. This research studies the influence of choice response certainty, acceptability of each alternative, and attribute thresholds, on automobile purchase preferences, beginning with the standard MNL and mixed models, then moving on to choice certainty weighted MNL and mixed logit, and finishing with heteroscedastic MNL (H-MNL) and the extension to heteroscedastic Gumbel scale MNL (HG-SMNL). A comparison of the models shows the significant improvement in predictive power of H-MNL and HG-SMNL, due in large measure to the 'scaling' of the standard utility expression by a function that accounts for binary acceptability of each alternative and perceived attribute thresholds, as well as accounting for scale heterogeneity. The inferred direct elasticities are also substantially different. The evidence to date suggests that alternative acceptance is far more influential than response certainty in improving the predictive performance of a choice model.

### **Understanding Mode Choice Decisions: A Study of Australian Freight Shippers – with Mary Brookes and Sean Puckett**

This research examines the Australian domestic freight transport market, focusing on the decision-making process by which cargo interests and their agents make mode choice allocation decisions between land-based transport and sea. It evaluates the willingness to pay for various attributes of modal options on specific transport corridors. Such understanding lays the groundwork for being able to assess the likely impact of changes to transport prices arising

from the introduction of carbon pricing or other regulatory factors. This research reports the results of a stated choice experiment and its subsequent analysis. The experiment is administered to managers in charge of shipping goods between Australian cities in three corridors. It is designed to gauge managers' preferred allocations of their cargo across modal alternatives, including road freight, rail freight and short sea shipping (both domestic and foreign carrier). The study identifies and quantifies freight shippers' preferences for components of services offered by freight transport providers across modes with distinct characteristics (i.e., mixes of speed (transit time), frequency of departure, reliability (two measures) and cost) in three corridors where there is or could be competition between the modes. This will help to identify corridors over which more environmentally-friendly modes (i.e., rail and sea) may be competitive with road freight, informing transport policy and investment decisions that currently lack this information.

### **Cost thresholds, cut-offs and sensitivities in stated choice analysis: identification and implications - with Danny Campbell and Riccardo Scarpa**

Within the discrete choice literature, there is growing recognition that some respondents do not process all attributes when evaluating their choice outcomes. Worryingly, the cost attribute is often among those attributes that are likely to be ignored by respondents. We use probabilistic decision process models (similar in form to latent class models, but where we define the classes to describe specific heuristics) to facilitate situations where respondents adopt cost thresholds and cut-offs. We further develop this model to address the potential confounding between preference heterogeneity and processing heterogeneity by simultaneously allowing for a segmentation of respondents based on their sensitivities to cost. Results, based on an empirical dataset on the existence value of rare fish species in Ireland, provide further confirmation that a share of respondents did not attend to cost. Importantly, however, when heterogeneity to cost levels is accounted for the inferred incidence of complete non-attendance is markedly lower, to the extent that when cost thresholds and cut-offs are also accommodated it almost disappears. This modelling approach leads to significant gains in model fit and has important implications for welfare analysis.

### **Is there a simplified generic payment formula for bus contracts – with Corinne Mulley**

The burgeoning commitment to contracting the delivery of bus services through competitive tendering or negotiated performance-based contracts has been accompanied by as many contract payments schemes as there are contracts. With the accumulation of experiences throughout the world, are we in a position to identify a few key features of the diverse suit of payment formulae to establish a simplified and generic payment formula that can capture the great majority of 'desirable' characteristics? This research documents the range of payment formulae as a basis of seeing in there are some common elements, and also looks at the myriad of caveats and variations that are set out in existing contracts that dilute the efforts to implement a simplified contract. We draw on contract experience from a number of countries regardless of whether the contracts were provided through competitive tendering or negotiation.

### **Monitoring community views on transport confidence over time: the quarterly Transport Opinion Survey (TOPS) – with Rhonda Daniels**

Consumer confidence and sentiment studies have an important role in forecasting and planning economic activity, with well-established regular surveys about community confidence about the economy. The paper reports results from the first 6 quarters of the Institute of Transport and Logistics Studies-Interfleet Transport Opinion Survey (TOPS), which is a quarterly survey of 1,000 Australians to monitor changes in the community's transport opinions, and transport confidence and sentiment over time. Key indicators include transport as a national priority, highest priority issues in transport, transport in the local area, transport in Australia, government responsibility for transport, and private sector involvement in public transport. Based on responses on whether transport is getting better or worse, the TOPS index of transport confidence is reported. The research analyses how consumer confidence towards transport getting better or worse changes over time, and analyses variations by location and demographic characteristics.

### **Crowding and public transport: A review of willingness to pay evidence – with Zheng Li**

This research reviews public transport crowding valuation research, using a number of primary studies conducted in the UK, USA, Australia and Israel. We identify three measures used to value crowding (a time multiplier, a monetary value per time unit, and a monetary value per trip), and associated ways of representing crowding in stated preference experiments. Although a number of different types of crowding in terms of location are identified, namely in-vehicle, access-way, entrance and platform/station, the majority of reviewed studies investigate only in-vehicle crowding. Despite the different characteristics of the reviewed studies, they all report that crowding would increase the value of travel time savings, which can be viewed as an additional component of generalised time. This research also suggests some important avenues for future public transport crowding valuation research.

**A comparative investigation of the effects of the design dimensions of choice experiments on car commuters' route choice behaviour and valuation of time in Taiwan and Australia – with Rong-Chang Jou, John M. Rose, Zheng Li, Gui-Lang Huang**

This research uses an attribute-based stated choice experiment with a design adopted from Hensher's Design of Designs study, originally implemented in Australia, to investigate the role, in Taiwan, of the numbers of alternatives, choice sets, attributes, attribute levels, and the range of attribute levels, on choice response and implied willingness to pay for specific attributes in the context of car commuter choice of route. Computer-assisted personal interviews were conducted in Taichung City, Taiwan, to solicit data on commuter route choices. A series of multinomial logit models were estimated to investigate the effects of design dimensions on car commuters' willingness to pay (WTP) for travel time savings and reduced time variability. A comparison is also made between the findings from Taichung, Taiwan and Sydney, Australia, providing insights into differences in the role of each design dimension and consequent WTP estimates between Taichung City and Sydney.

**Freight transport distance and weight as utility conditioning effects on a stated choice experiment – with Lorenzo Masiero**

Within a freight transport context, the origin-destination distance and the weight of the shipment play an important role in the decision of the most preferred transport service and in the way logistics managers evaluate the transport service's attributes. In particular, the attributes commonly used in order to describe a freight transport service in a stated choice framework are cost, time, punctuality and risk of damages, respectively. This research investigates the role of origin-destination distance and weight of freight transport services introducing a conditioning effect, where the standard utility function is conditioned on the freight transport distance. The particular model proposed is a heteroskedastic panel multinomial logit (panel H-MNL) model where the heteroskedastic influence that conditions each 'traditional' utility expression is captured through a dummy variable distinguishing between short-distance and long-distance freight transport services. Results show that the heteroskedastic effect conditioned on long-distance transports has a negative impact on the marginal utility for a hypothetical alternative describing a freight transport service. The reduction in the marginal utility experienced for long-distance transport is moderated by the weight of the transported goods as well as by the interaction of the conditioning effect with time, punctuality and damages attributes. The two models proposed outperform the underlying basic model.

**Random Regret Minimisation or Random Utility Maximisation: An Exploratory Analysis in the Context of Automobile Choice – with William H. Greene and Caspar Chorus**

Interest in alternative behavioural paradigms to random utility maximisation (RUM) has existed ever since the dominance of the RUM formulation. One appealing alternative is known as random regret minimisation (RRM), which suggests that when choosing between alternatives, decision-makers aim to minimise anticipated regret. Although the idea of regret is not new, its incorporation into the same discrete choice framework of RUM is recent. This research uses the RUM and RRM models to obtain direct elasticities from multinomial logit models in a stated choice context of choosing amongst petrol, diesel and hybrid fuelled vehicles (associated with specific levels of fuel efficiency and engine capacity) when faced with a mix of vehicle prices, fuel prices, fixed annual registration fees, annual emission surcharge and vehicle kilometre emission surcharges. We assess the elasticity estimates of the majority of direct elasticities for RRM compared with RUM models. The behavioural response associated with choosing or not a particular alternative, given an attribute's contribution to utility, is not the same as that associated with the potential contribution of an attribute to the regret associated with an alternative. Clearly, these are two different elasticity measures, with challenges on how the regret elasticities might be used in practical applications.

**Measuring and Valuing Reliability and Trip Time Variability – with Zheng Li and John Rose**

This research program is designed to investigate the role of travel time reliability in a car travel context in comparison to travel time savings. We review the existing literature in the context of random utility and expected utility theory, and develop extensions within expected utility theory as well as prospect and cumulative prospect theory (and rank dependent utility theory) to take into account risk and uncertainty as well as the perceptual process used to integrate the probability of an event or attribute level occurring. The evidence will be used to construct a number of preferred ways of incorporating trip time reliability as well as travel time savings. We postulate that the two measures of willingness to pay (WTP) can be extracted from a single analysis of the distribution of WTP that recognises the incidence of travel being on-time, early and late.

**Impacts of travel time reliability on the design of a congestion pricing policy – with Alejandro Tirachini**

A road pricing scheme (RPS) is constituted by three elements: the regime implemented (e.g., cordon, area based, link based, flat or time-dependent, static or dynamic), the actual charge level, and the revenue allocation policy (within or outside the transport sector). This paper will focus on the allocation of the revenue raised by pricing congestion using a social welfare maximisation framework with elastic demand over a corridor with multiple modes, periods and categories of users (personal income groups). The use of revenue is crucial when setting up a RPS as it affects the success or failure of the scheme in terms of the acceptability of the policy, the economic efficiency gained through its application, and the equity outcome. Revenue allocation policies to be analysed include (i) fare reduction for public transport (buses and/or trains), (ii) increase in frequency (buses and/or trains), (iii) infrastructure provision (new traffic lanes, railways, busways), and (iv) tax reduction (income and/or fuel tax). This research will

consider the impact of improved travel time reliability on the value of travel time savings in the presence of a specific RPS, and hence on the determination of optimal charge levels, revenue allocation policies and estimation of benefits from a RPS.

### **Attribute Processing, Heuristics, and Preference Construction in Choice Analysis**

It has long been recognized that humans draw from a large pool of processing aids to help manage the everyday challenges of life. It is not uncommon to observe individual's adopting simplifying strategies when faced with ever increasing amounts of information to process, and especially for decisions where the chosen outcome will have a very marginal impact on their well being. The transactions costs associated with processing all new information often exceed the benefits from such a comprehensive review. The accumulating life experiences of individuals are also often brought to bear as reference points to assist in selectively evaluating information placed in front of them. These features of human processing and cognition are not new to the broad literature on judgment and decision making, where heuristics are offered up as deliberative analytic procedures intentionally designed to simplify choice. What is surprising is the limited recognition of heuristics that individuals use to process the attributes in stated choice experiments. In this research we present a case for a utility-based framework within which some appealing processing strategies are embedded (without the aid of supplementary self-stated intentions), as well as models conditioned on self-stated intentions represented as single items of process advice, and illustrate the implications on willingness to pay for travel time savings of embedding each heuristic in the choice process. Given the controversy surrounding the reliability of self-stated intentions, we introduce a framework in which mixtures of process advice embedded within a belief function might be used in future empirical studies to condition choice, as a way of increasingly judging the strength of the evidence.

### **ARC-DP grant 2007-09: Development of a behavioural system of stated choice models: modelling behavioural, pricing and technological opportunities to reduce automobile energy levels - with John Rose and Matthew Beck**

Automobile use is attributed with over 70% of CO<sub>2</sub> emissions from the transport sector. This project delivers a new framework to assess the impact of policies to reduce CO<sub>2</sub> and other energy sources associated with existing ICE fuel sources and a range of scenarios that involve futures with alternative fuels. The proposed framework will radically change the approach used by practitioners in prediction, and provide a way of capturing behavioural responses of car users to new environmental futures, in which price, performance, distribution and maintenance play a crucial role in adopting environmentally friendly fuels and vehicle designs. Australia lacks this behavioural capability. The focus is on vehicle type choice and use, implementing ideas in discrete-continuous choice modelling, attribute processing, group decision making and prospect theory.

### **R-Tresis: Developing a Demand and Supply Modelling Capability for an Integrated Transport and Land Use Model System for Regional New South Wales - with Stuart Bain and Zheng Li**

This research sets out a demand modeling framework for the development of a regional transport and land use model system (R-Tresis), to be implemented for New South Wales (Australia). Traditionally, the focus of such a model system has been major metropolitan areas such as Sydney, where we have developed Tresis (Hensher 2002). Given the growing concern about regional accessibility to many service classes, there is a need for a modeling capability that can be used to prioritise and guide policy decisions in regions that are often described as remote, rural, low density and small town. In developing a framework that is capable of integrating both demand and supply elements of transportation and land use activity, we recognized the challenges in developing primary data sources, and the high likelihood of a reliance on secondary data sources. This suggested an alternative approach to demand modelling that was not dependent on choice models; namely a suite of continuous choice models in which we capture the actual activities undertaken by each mode on both the demand and supply side.

### **Congestion and Variable User Charging as an Effective Travel Demand Management Instrument**

Interest at the political level in congestion charging is gaining pace as cities struggle with ways to reduce the effects of growing traffic congestion on the liveability of cities. Despite a long history of promotion of a wide array of travel demand management (TDM) initiatives, very few have had a noticeable impact on the levels of traffic on the road networks of metropolitan areas. TDM success in this context has almost become 'band-aid' in the absence of a pricing strategy that not only promotes efficient use of the system but also hypothecates revenues to support essential complementary infrastructure and services such as public transport. This research takes a look at the stream of pricing consciousness that is surfacing around the world. Although very few jurisdictions have implemented congestion charging, or any form of efficient variable car and truck user charging, the winds of change are well in place. The adage "it is not a matter of if but of when" seems to be the prevailing view.

### **Assessing sources of variation in travel demand elasticities: a Meta analysis – with Zheng Li**

Ongoing since 2003, this project is documenting studies that have established empirical estimates of direct and cross elasticities for public transport service and cost, and freight. The aim is to explain differences in the estimates as way of understanding the influence on methods, data paradigms and context in influencing variations in estimates.

# Completed

## **Direct Price Elasticities of Freight Demand: A Meta-Analysis – with Zheng Li and John Rose**

Freight demand elasticity studies vary significantly in terms of the demand measure, data type, estimation method, commodity type, etc. This wide variation makes it difficult to compare empirical estimates when the differences may arise in part from the methods and data used. This research involves a meta-analysis to identify systematic sources of influence on elasticity estimates in the context of freight transport, distinguishing between road transport and all transport (i.e., road, rail, sea) using published direct price elasticities from elasticity-derivative studies that report elasticity values. Systematic sources that explain differences in direct price elasticities investigated will include mode type, data type, demand measure, estimation method, and commodity type. Analysts can utilise the meta analytic findings to adjust the empirical evidence from specific studies to control for differences that impact on the behavioural implications of the evidence.

## **Sources of Preference Heterogeneity in Random Parameter Latent Class Models – with Bill Greene**

Latent class models offer an alternative perspective to the popular mixed logit form, replacing the continuous distribution with a discrete distribution in which preference heterogeneity is captured by membership on distinct classes of utility description. Within each class, preference homogeneity is usually assumed (i.e., fixed parameters), although interactions with observed contextual effects are permissible. A natural extension of the fixed parameter latent class model is a random parameter latent class model which allows for another layer of preference heterogeneity within a class. This research sets out the random parameter latent class model (RPLCM), building on the fixed parameter latent class model (FPLCM). We show formally the conditions under which the model is identified and illustrate its applications using an unlabelled stated choice data set on alternative car trip attribute packages pivoted around a recent trip in Australia.

## **Accounting for scale heterogeneity within and between pooled data sets**

A popular practice in joint estimation of discrete choice models that use stated preference (SP) and revealed preference (RP) data is the nested logit ‘trick’ presented in Bradley and Daly (1992, 1997) and Hensher and Bradley (1993). It has been widely used to accommodate scale differences associated with the IID condition for two data sets. This modelling strategy has always assumed that the observations are independent, a condition which is not valid within an SP experiment with repeated choice sets. In response, some authors (e.g., Bhat and Castelar 2002, and Hensher et al. 2008) have allowed for the non-independence of observations as well as state dependence in recognition of the role the RP choice plays, within a random parameter framework. This research builds on the state of the art by incorporating scale heterogeneity across a number of pooled data sets as well as accounting for the data-set specific scale heterogeneity. An example of choice amongst three fuel types for cars (petrol, diesel and hybrid) is used to illustrate the empirical difference in model fit and direct elasticity estimates for vehicle price, fuel price, an annual emissions surcharge, a variable emissions surcharge, fuel efficiency, registration charges and seating capacity.

## **Valuation of Travel Time Savings in WTP and Preference Space in the Presence of Taste and Scale Heterogeneity**

A major concern with the empirical derivation of willingness to pay (WTP) distributions from mixed logit models is the incidence of values over a range that are deemed ‘behaviourally questionable’, with respect to the sign and magnitude. Recent research in redefining the ‘space’ within which a choice model is estimated as WTP space, instead of preference-space, has offered encouraging evidence in reducing the range of behavioural implausibility, without having to impose constraints on the analytical distribution selected for each random parameter. Recent extensions of choice analysis to establish the role of heterogeneity aligned with preferences as well as scale, offers further insights into the possible sources of empirical divergence between the two approaches to estimating WTP distributions and associated moments. This research develops three models to compare the empirical evidence when a mixed logit model is estimated with unconstrained distributions on random parameters in WTP and preference space, taking into account the correlation between the attributes. The main finding supports previous evidence that estimates of WTP in WTP space have behaviourally more plausible ranges; however new evidence suggests that the gap between the evidence in WTP and preference space narrows significantly when both scale and preference heterogeneity are identified. This suggests that failure to account for scale heterogeneity may have contributed to the divergence, to some extent, between the two sources of evidence. Furthermore, we find a strong equivalence between the evidence when imposing a constrained distribution (e.g., constrained triangular) in preference space and that obtained in WTP space with an unconstrained distribution. Is this a coincidence, or does it suggest that an appropriate constraining of distributions in preference space may be a sensible approximation in line with the behaviourally appealing evidence in WTP space?

### **Social Exclusion and the Value of Mobility – with John Stanley, Janet Stanley and Graham Currie**

This research investigates factors likely to increase an adult person's risk of social exclusion, drawing on a detailed household survey in Melbourne, Australia, and uses the findings to impute the value of additional trips. The survey included questions related to personal well-being, travel patterns, household income, social capital and community strength, as well as various indicators of risk of social exclusion. We use a generalised ordered logit (GOL) model that accounts for observed and unobserved heterogeneity through the random parameterisation of thresholds, and derive the marginal effects for each influencing attribute, taking into account the various ways in which each influence contributes to the likelihood of a person being at risk of social exclusion. The major finding is that people are less likely to be at risk of social exclusion if they have regular contact with significant others, have a sense of community, are not poor, are mobile. The research implies that the value of an additional trip in Melbourne is just under \$20 for a household at the average income level, implying considerable benefit for mobility enhancing initiatives. Values are higher for people from lower income households, supporting initiatives to reduce exclusion.

### **Toll Roads in Australia – with Zheng Li**

This research provides key information (e.g., length, toll rates, year opened, operator(s) and payment alternatives) on the fully interoperable toll roads in Australia that are present in Sydney (e.g., the M2, M4, M5, etc.), Melbourne (CityLink and EastLink) and Brisbane (the Gateway Bridge, the Logan Motorway and the Gateway Extension). A primary motivation of this paper is to draw together, in one source, information on the nature, extent and performance of Australia's evolving toll road network which is currently spread across many disparate published and unpublished sources. Where available, we compare and discuss actual traffic levels and forecasts, revealing the sizeable gap or 'error' in forecasts, especially during the first year of operation. Ordinary regression and panel random effects regression models are developed to identify potential sources of explanation of differences in error forecasts between the Australian toll roads at various points post the opening date. The evidence suggest that the capacity of a toll road, the elapsed time that the toll road has been in place, the specific period of time in which a tolled road is introduced into the network (which influences the complexity of route options including multiple tolled routes and hence toll saturation), the length of the tolled route, the presence of cash payment, and the charging regime (i.e., fixed vs. distance-based or variable user tolls) are key influences on errors in forecasts

### **Incompleteness in Bus Contracts: Identifying the Nature of the *Ex ante* and *Ex post* Perceptual Divide**

In the transport sector, many types of contracts exist. Some are very precise, and strive for completeness; others are very 'light-weight' and are incomplete. Bus and coach contracts, won through competitive tendering or negotiation, are typically incomplete in the sense of an inability to verify all the relevant obligations, as articulated through a set of deliverables. This research draws on recent experiences in contract negotiation, and subsequent commitment, to identify what elements of the contracting regime have exposed ambiguity and significant gaps in what the principal expected, and what the agent believed they were obliged to deliver. Using a generalized ordered choice model, in which the order defines agent perceptions of the extent of discrepancy between the principal and the agents 'understanding' of contract obligations, we identify the extent of perceived incompleteness across a sample of bus contracts.

### **Dimensionality of Stated Choice Designs – with John Rose and Zheng Li**

Stated choice (SC) methods are now a widely accepted data paradigm in the study of behavioural response of agents (be they individuals, households, or other organizations). Their popularity since the pioneering contributions of Louviere and Woodworth (1983) and Louviere and Hensher (1983) has spawned an industry of applications in fields as diverse as transportation, environmental science, health economics and policy, marketing, political science and econometrics. With rare exception, empirical studies have used a single SC design, in which the numbers of attributes, alternatives, choice sets, attribute levels and ranges have been fixed across the entire design. As a consequence the opportunity to investigate the influence of design dimensionality on behavioural response has been denied. Accumulated wisdom has promoted a large number of positions on what design features are specifically challenging for respondents (e.g., the number of choice sets to evaluate); and although a number of studies have assessed the influence of subsets of design dimensions (e.g., varying the range of attribute levels), there exists no single study (that we are aware of) that has systematically varied all of the main dimensions of SC experiments. This research uses a Design of Designs (DoD) SC experiment in which the 'attributes' of the design are the design dimensions themselves including the attributes of each alternative in a choice set. The design dimensions that are varied are the number of choice sets presented, the number of alternatives in each choice set, the number of attributes per alternative, the number of levels of each attribute and the range of attribute levels. We investigate how different designs impact on willingness to pay (i.e., attribute valuation), using a sample of respondents in Sydney choosing amongst trip attribute bundles for their commuting trip.

### **Shift of reference point and implications on behavioral reaction to gains and losses – with Lorenzo Masiero**

It is widely recognized that individual decision making is subject to the evaluation of gains and losses around a reference point. The estimation of discrete choice models increasingly use data from stated choice experiments

which are pivoted around a reference alternative. However, to date, the specification of a reference alternative in transport studies is fixed, whereas it is common to observe individuals adjusting their preferences according to a change in their reference point. This research focuses on individual reactions, in a freight choice context, to a negative change in the reference alternative values, identifying the behavioural implications in terms of loss aversion and diminishing sensitivity. The results show a significant adjustment in the valuation of gains and losses around a shifted reference alternative. In particular, we find an average increase in loss aversion for cost and time attributes, and a substantial decrease for punctuality. These findings are translated to significant differences in the willingness to pay and willingness to accept measures, providing supporting evidence of respondents' behavioural reaction.

**ARC-DP grant 2007-09: Integrating Accident and Travel Delay Externalities in an Urban Speed Reduction Context.**

The recognition that accident externalities are not independent of travel delays, and hence travel time savings and losses will promote a serious policy rethink about strategies designed to reduce the risk of exposure to accidents. The evidence is designed to identify that additional externality that has to be factored into the accident costs to recognise the other sources of externality typically ignored in accident costing and speed restriction studies. The implication on the development of a national program of road safety is likely to be profound. New surveys using stated choice methods are being developed and data collected to identify the willingness to pay to avoid fatalities and severe injuries.

**Road Transport and Climate Change: Stepping off the Greenhouse Gas - with John Stanley**

Transport is Australia's third largest and second fastest growing source of greenhouse gas (GHG) emissions. The road transport sector makes up 88 percent of total transport emissions and the projected emissions increase from 1990 to 2020 is 64 percent. Achieving prospective emission reduction targets will pose major challenges for the road transport sector. This research investigates two targets for reducing Australian road transport greenhouse gas emissions, and what they might mean for the sector: emissions in 2020 being 20 percent below 2000 levels; and emissions in 2050 being 80 percent below 2000 levels. Six ways in which emissions might be reduced to achieve these targets are considered. The analysis suggests that major behavioural and technological changes will be required to deliver significant emission reductions, with very substantial reductions in vehicle emission intensity being absolutely vital to making major inroads in road transport GHG emissions.

### **Examining regional transport policy instruments in the context of an aging population – with Stuart Bain and Corinne Mulley**

Many countries now find that they are facing a demographic shift towards a higher percentage of older persons. This demographic shift is particularly noticeable in rural and regional areas. In the case of Australia, new migrants exhibit a tendency to settle in major metropolitan areas, although this phenomenon is not limited to Australia. Furthermore, youth in rural and regional areas often find that it is necessary to relocate to metropolitan centres in order to obtain employment. The end result of these and other factors is the aging of the rural/regional demographic and moreover, an increased rate of aging of the rural/regional demographic with respect to metropolitan centres. In order to assess the impact of transport policy decisions, particularly as to how such decisions affect the accessibility of transportation, we have developed R-TRESIS - a Regional Transport & Environment Strategy Impact Simulator. R-TRESIS has been developed for New South Wales and the Australian Capital Territory, an area covering some 810,000 square kilometers. The geography used in R-TRESIS considers 119 separate zones and four long-distance transportation modes: private vehicle, long distance coach, air and train. R-TRESIS permits the evaluation of a wide variety of transport policy instruments, such as service availability and pricing, taxes and subsidies. As a model, the advantage of R-TRESIS is that it also incorporates extensive demographic and supply-, and demand-side information about the zones that compose the R-TRESIS network. This permits an extensive evaluation of the impact of transport policy decisions on rural and regional areas in light of an aging population demographic. This research begins with a description of the R-TRESIS model system. A detailed evaluation of a range of policy instruments is then undertaken using R-TRESIS. The impact of these policy alternatives are then compared, both with reference to the *status quo* and also the considered policy alternatives.

### **Infrastructure Asset Reporting Options: A Stated Preference Experiment - with Stewart Jones and John Rose**

This research develops a stated preference experiment conducted on representatives from government trading enterprises, general government entities (such as government departments) and local councils in Australia. The experiment was administered via a CAPI (computer aided personal interview). Using a Bayesian D-error efficient experimental design and a generalized mixed ordered logit model for estimation, the aim is to identify a number of statistically significant influences on infrastructure asset reporting alternatives. These include prevailing government attitudes to the funding of public infrastructure; the physical condition of public infrastructure; the total value or investment of public infrastructure under the agency's control (as a percentage of total assets); and the amount of annual budget expenditure required to maintain public infrastructure (as a percentage of total own-source expenditure). The findings are designed to test the contention that accounting reports should be supplemented by additional information about the condition of existing infrastructure.

### **ARC-Linkage Grant 2007-09 with AAMI: Approved Exploring Behavioural Responses of Motorists to Exposure-Based Charging Mechanisms – with Stephen Greaves and Peter Stopher**

Our continued reliance on cars is estimated to cost the Australian economy around \$50 billion per year in accidents, congestion and air pollution. This project delivers a new approach to reduce these externalities, in which charges are levied on drivers based on their accident history, the kilometres driven and the circumstances under which these kilometres are driven. In addition to the safety and congestion benefits, the outcomes of the project will be of importance to those charged with raising revenue to support infrastructure maintenance and development, and the insurance industry as a basis for reducing risks in driving and making premiums more equitable.

### **What does it cost to travel in Sydney? Spatial and Equity contrasts across the metropolitan region – with Xiaofen Chen**

There is a strong belief, often perceptual, that residents in the outer suburbs of Sydney are at a transport disadvantage in terms of the generalised cost of daily travel in absolute terms, and in relation to the percentage of income, personal and household, spent each day on travel. This research investigates this claim using the Sydney Household Travel Survey, an annual survey of randomly selected individuals, from June 1997 to June 2008, a total of 92,413 respondents. We pool the entire data set, adjusting costs for different years, and undertake a spatial interrogation of the data, initially for 13 sub-regions, and then drill down to postcodes to identify sources of systematic variation in the daily generalised cost of travel for individuals and households. In assessing the evidence, we compare public transport outlays with car outlays, where the latter is defined in terms of marginal outlays (i.e., fuel and parking) and all costs (i.e., marginal outlay plus car ownership costs). Given the cost of using public transport (i.e., fares) we speculate that the provision of improved public transport services (and switching from car to some extent) is likely to result in a lower monetary cost of travel, but only if individuals and/or households dispose of vehicles. This seems to apply even where public transport offers a lower travel time, which is not sufficient to compensate for retention of the car. If they retain their cars, then given the lower marginal cost of car use compared to public transport, the contribution of improve public transport translated into a switch of usage from car to public transport may have little impact on accessibility and equity. Hence the entire argument hinges on what response will be made to car ownership in the presence of a non-marginal injection of investment in public transport.

### **Contracting regimes for bus services: what have we learnt after 20 years? – with John Stanley**

This research reviews a number of themes that have played a crucial role in the debate on alternative contracting regimes for the provision of urban bus services. We have selected four crucial issues to reflect on: (i) contractual regimes (in particular competitive tendering as compared to negotiated performance based contracts, as means to award the rights to provide service); (ii) contract completeness (focussing on *ex ante* and *ex post* elements); (iii) building trust through partnership; and (iv) tactical or system level planning for bus services. Experience in these areas suggests that competitive tendering has frequently not lived up to expectations and that negotiation is likely in many circumstances to deliver better value for money.

### **An analytical framework for joint vs. separate decisions by couple in choice experiments - with Nesha Barry and Ric Scarpa**

As part of ongoing research into group decision making, this research develops an analytical framework for analyzing joint and separate decisions by couples in the context of choice experiments for nonmarket valuation. It reports results from an attribute-based stated preference study in which members of couples are asked to conduct a choice-experiment, first individually and then jointly. The choice context was the selection of which beach to visit while on vacation in Tobago. Available alternatives differed in attributes related to coastal water and beach quality such as level of coastal development and fish abundance. Tests of preference equality are reported and structured so as to identify the intra-couple decision-making patterns under taste heterogeneity with both finite and continuous mixed logit. Results from the latter suggest that women's preferences are found to be predominant in the joint choice-experiment. Results suggest caution in using individual choice rather than joint couple choice when valuing quality changes impacting on couple activities, such as water and beach quality in Tobago, and call for further research on the topic.

### **Road pricing acceptance: analysis of survey results for Kyoto and Taichung -with Rong-Chang JouPing-Hwa Wu and Satoshi Fujii**

Road pricing is being introduced in a number of countries to mitigate traffic congestion. It is suggested in the literature that a contributing influence to the success of road pricing is the attitudes of road users to that strategy before it is implemented. Given a general absence of evidence in an Asian setting, we undertook attitudinal surveys in Taichung (Taiwan) and Kyoto (Japan), and estimate a Bivariate ordered probit model to explore the influences on respondents' attitude towards road pricing (Attitude) and their willingness to vote for road pricing in a fictitious election (Vote). The results confirm that there is a complementary relationship between road pricing acceptance attitudes and voting attitudes before implementation. A seemingly uncorrelated regression model is also developed for the respondents' intentions to reduce car use (Self) and expectations of others' car use reduction (Others) in response to the introduction of road user pricing. The evidence suggests that there is a complementary relationship between one's own usage expectations and that of others after implementation.

### **Non-Attendance and Dual Processing of Common-Metric Attributes in Choice Analysis: A Latent Class Specification - with Bill Greene**

There is a growing literature that promotes the presence of process heterogeneity in the way that individuals evaluate packages of attributes in real or hypothetical markets and make choices. A centerpiece of current research is the identification of rules that individuals invoke when processing information in stated choice experiments. These rules may be heuristics used in everyday choice making as well as manifestations of ways of coping with the amount of information shown in choice experiment scenarios. In this research, using the latent class framework, we define classes based on rules that recognise the non-attendance of one or more attributes, as well as on the addition and the parameter transfer of common-metric attributes. These processing strategies are postulated to be used in real markets as a form of cognitive rationalization. We use a stated choice data set, where car driving individuals choose between tolled and non-tolled routes, to translate this new evidence into a willingness to pay (WTP) for travel time savings, and contrast it with the results from a model specification in which all attributes are assumed to be attended to and are not added up with parameter preservation. We find that the WTP is significantly higher, on average, than the estimate obtained from the commonly used full relevance and attribute preservation specification.

### **Toward the Betterment of Risk Allocation: Investigating Risk Perceptions of Australian Stakeholder Groups to Public-Private-Partnership Tollroad Projects - with Demi Chung**

This research presents a qualitative assessment of the risk perceptions of key stakeholder groups in the context of tollroads operated under the Public Private Partnerships (PPPs) model. This study is the first phase of ongoing research that examines quantitatively, in the context of road infrastructure, the multidimensional nature of risk and the experiences in recent years that can guide an appropriate strategy to 'optimise' risk sharing amongst the relevant parties. The knowledge acquired through in-depth interviews with stakeholders engaged in PPP tollroads has enabled a deeper understanding of the contexts in which risks are negotiated and assigned before the financial close. Contracting parties share a common view that equitable risk-sharing is the vital ingredient of value for money. The arguments support the position that the private sector is better equipped to manage commercial risks involving economic decision, while risks that have embedded unquantifiable social and public values and those in the

governance domain are best left with government. Public perception is a malleable concept and should be managed by both sectors.

### **Regional Airports and Opportunities for Low Cost Carriers in Australia - with Andrew Collins and Zheng Li**

Australia is vitally dependent on aviation services for delivering passenger accessibility to many rural and remote locations. The majority of airports in Australia are regional airports. There are real opportunities for a number of regional airports to improve their services for the region through the introduction of low cost carriers (LCCs). The aim of this research is to investigate this potential, through a formal model system of the entire aviation network in Australia, focusing on identifying influences on passenger demand and flights offered, and the role of air fares and number of competitors on each route.

### **What if Petrol increased to \$10 per litre? Implications on Travel Behaviour and Public Transport Demand - with John Stanley and Zheng Li**

Petrol prices are increasing at a formidable rate. In July 2007 unleaded regular petrol in the typical Australian capital city was about \$A1.20/litre and 12 months later the price was over \$A1.60/litre. Pundits predict that the price will be \$A2/litre by the end of 2008, and long-term forecasts by the CSIRO<sup>1</sup> suggest a price as high as \$A8/litre in 2020. Given these recent hikes in petrol prices, we are seeing almost daily commentary on what this will mean for the future of mobility and accessibility. Commentary ranges from fear mongering using analogues from theology, such as 'the war on mobility has finally arrived' and 'the end of western life styles as we know them', through to views that we must not allow this to happen and government must act by reducing fuel excise. Others express elation that finally we have pricing signals that might encourage earlier investment in substitutes that include public transport, more fuel efficient cars as well as lower polluting vehicles. This research uses TRESIS, an integrated transport, land use and environmental strategy impact simulation program, to assess the influence of higher fuel prices on short run and long run passenger travel activity in Melbourne. We evaluate petrol prices in the range \$A2 to \$A10 over the period 2009-2017, to establish likely impacts on car use, modal share, greenhouse gas emissions, public transport revenue, and consumer surplus.

### **Assessing willingness to pay for urban water, wastewater, gas and electricity delivery service standards**

This ARC-Linkage project (with ANU and ActewAGL) over 2006-2009 aims to develop understanding of the nature of willingness to pay (WTP) for utility services standards and the appropriate role of WTP in regulating prices and service quality. Given the current prevalence of service failure in Australia and the pressure on governments and utilities to invest in maintaining and improving infrastructure, this research is necessary to assess the level of investment required and the extent to which customers should pay. The research will be directly applicable to all gas, electricity, water and wastewater utilities and regulators in Australia. Results will also be crucial in developing regulation policy relating to the use of S-factors and regulation of service quality in Australia.

### **Hypothetical Bias, Stated Choice Studies and Willingness to Pay**

There is growing interest in establishing the extent of differences in willingness to pay (WTP) for attributes, such as travel time savings, that are derived from real choice settings and hypothetical (to varying degrees) settings. Non-experiment external validity tests involving observation of choice activity in a natural environment where the individuals do not know they are in an experiment are rare. In contrast the majority of tests are a test of external validity between hypothetical and actual experiments. Deviation from real market evidence is referred to in the literature broadly as hypothetical bias. The challenge is to identify such bias, and to the extent to which it exists, establishing possible ways to minimise it. This research reviews the efforts to date to identify and 'calibrate' WTP derived from one or more methods that involve assessment of hypothetical settings, be they (i) contingent valuation methods, (ii) choice experiments involving trading attributes between multiple alternatives, with or without referencing, or (iii) methods involving salient or non-salient incentives linked to actual behaviour. Despite progress in identifying possible contributions to differences in marginal WTP, there is no solid evidence, although plenty of speculation, to explain the differences between all manner of hypothetical experiments and non-experimental evidence. The absence of non-experimental evidence from natural field experiments remains a major barrier to confirmation of under or over-estimation. Initial findings suggest, however, that the role of referencing of an experiment relative to a real experience, in the design of choice experiments, appears to offer great promise in the derivation of estimates of WTP that have a meaningful link to real market activity.

### **Ordered Choices and Heterogeneity in Attribute Processing - with William H. Greene**

A growing number of empirical studies involve the assessment of influences on a choice amongst ordered discrete alternatives. Ordered logit and probit models are well known, including extensions to accommodate random parameters and heteroscedasticity in unobserved variance. This research extends the ordered choice random parameter model to permit random parameterization of thresholds and decomposition to establish observed sources

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<sup>1</sup> Commonwealth Scientific Research Organisation

of systematic variation in the threshold parameter distribution. We will illustrate the empirical gains of this model in the context of an individual's choice amongst unlabelled attribute packages of alternative tolled and non-tolled routes for the commuting trip, and the role that each attribute plays, in the sense of being ignored or not. The ordering represents the number of attributes attended to from the full fixed set. Preliminary evidence suggests that there is significant heterogeneity associated with the thresholds that can be connected to systematic sources associated with the respondent (i.e., gender) and the choice experiment (i.e., aggregation treatment of components of travel time).

### **Climate Change, Enhanced Greenhouse Gas Emissions and Passenger Transport – What can we do to make a difference?**

Climate change, global warming and enhanced greenhouse gas emissions (GGEs) are hot topics for many reasons, including scientific and speculative. The transportation sector, led by the automobile, has been cited constantly as a major contributor through human intervention to climate change. The media and lobby groups have, for many years escalated the case for finding ways to reduce the impact that people movement has on enhanced GGEs. Governments have ramped up the rhetoric to gain political support. Short of banning car use, the challenge remains one of understanding better what mix of actions might contribute in non-marginal ways to reducing the growth of GGEs (primarily CO<sub>2</sub>) and even reduce the absolute amount of CO<sub>2</sub> produced by automobility. This research evaluates potentially effective instruments that are aimed at a number of policy objectives linked to the triple bottom line – efficiency, sustainability and equity – focussing on social surplus gains in addition to cost effectiveness; but in particular the ability to reduce CO<sub>2</sub>. We use TRESIS, an integrated transport, land use and environmental strategy impact simulation program, developed by the author, to assess the influence on CO<sub>2</sub> of a number of 'at source' and 'mitigation' instruments such as improvements in fuel efficiency, a carbon tax, congestion charging, variable user charges, and improvements in public transit. We apply TRESIS to the Sydney metropolitan area with instruments enacted in 2010 up to 2015. There are some instruments that can reduce CO<sub>2</sub> in the passenger transport sector by 5 percent over the next 8 years, with some more politically palatable, although requiring a greater amount of investment outlay by government. A mix of technological improvement linked to fuel efficiency and pricing of car use offer the most balanced way forward in terms of impacts on all stakeholders, especially in preserving government revenue sources and the opportunity to re-invest back into the transport sector through improved multi-modal infrastructure.

### **Asymmetrical Preference Formation in Willingness to Pay Estimates in Discrete Choice Models - with S.Hess and J. Rose**

Individuals when faced with choices amongst a number of alternatives often adopt a variety of processing rules, ranging from simple linear to complex non-linear treatment of each attribute defining the offer of each alternative. In recent years, there has been a growing interest in the choice process as a basis of understanding how best to represent attributes in choice outcome models. In this paper, in the context of choice amongst tolled and non-tolled routes, we investigate the presence of asymmetry in preferences, drawing on ideas from prospect theory to test for framing effects and differential willingness to pay according to whether we are valuing gains or losses. The findings offer clear evidence of an asymmetrical response to increases and decreases in attributes when compared to the corresponding values for a reference alternative. The degree of asymmetry varies across attributes and population segments, but crucially is independent of the inclusion or otherwise of an additional constant for the reference alternative, contrary to earlier findings.

### **Sustainable Public Transport Systems: Moving Towards a Value for Money and Network-Based Approach and away from Blind Commitment**

Growing public transport patronage in the presence of a strong demand for car ownership and use remains a high agenda challenge for many developed and developing economies. While some countries are losing public transport modal share, other nations are gearing up for a loss, as the wealth profile makes the car a more affordable means of transport as well as conferring elements of status and imagery of "success". Some countries however have begun successfully to reverse the decline in market share, primarily through infrastructure-based investment in bus systems, commonly referred to as bus rapid transit (BRT). BRT gives affordable public transport greater visibility and independence from other modes of transport, enabling it to deliver levels of service that compete sufficiently well with the car to attract and retain a market segmented clientele. BRT is growing in popularity throughout the world, notably in Asia, Europe and South America, in contrast to other forms of mass transit (such as light and heavy rail). This is in large measure due to its value for money, service capacity, affordability, relative flexibility, and network coverage. This paper takes stock of its performance and success as an attractive system supporting the ideals of sustainable transport.

### **Route choice behaviour of freeway travellers under real-time traffic information provision—application of the best route and the habitual route choice mechanisms – with Rong-Chang Jou**

The route choice behaviour on freeways between Taipei and Taichung in Taiwan under the provision of real-time traffic information is investigated. Two types of route choice selection rules (the best-route and habitual-route) are

analysed using ordered probit models to identify the major influences on freeway travellers' route choice behaviour. The level of service associated with each route is defined as a generalized cost saving and specified non-linearly with a threshold inherent to travellers. The marginal (dis)utility thresholds in the 'best' and 'habitual' behaviour models are identified through a goodness of fit grid. The results to date confirm that the thresholds for changing the inertia behaviour of drivers should be larger than the ones for choosing the best routes. In addition, the drivers are more likely to choose either the best or the habitual routes once the generalized cost savings are greater than threshold values.

#### **Valuation of car passenger's travel time savings: treatment of passengers in cars using tollroads**

All studies that develop estimates of the value of travel time savings (VTTS) for car travel, assume that the VTTS of the driver is the only relevant measure of the worth of time savings. If a car has multiple occupants, the passengers are typically excluded in the valuation. The literature has singularly failed to address this important issue other than with rare exception, to establish VTTS for the driver given the number of passengers. This research investigates the role that the passenger plays in the VTTS of the vehicle trip, identifying the extent to which time-cost trade-offs is a driver or a group decision. The implications on travel time benefits ignored in previous studies and hence impact on infrastructure justification, may be profound.

#### **Valuation of travel time savings – practical lessons in estimation and application – with J. Rose**

Recent developments in willingness to pay (WTP) methods have focussed extensively on accounting for preference heterogeneity through judicious selection of analytical distributions in random parameter logit models. In the context of valuing travel time savings, there is now an accumulated body of evidence and experience on what happens to the WTP distribution when we impose specific distributional assumptions in unconstrained and constrained forms. The evaluation of various distributions has in large part been motivated by the desire to avoid long tails and sign changes on WTP that are often deemed behaviourally implausible. Recent research has raised a more fundamental concern about the focus on alternative distributions which may be looking in the wrong place for resolving some empirically identified behavioural inconsistencies. In this research we take a close look at a range of issues that we believe will support greater behavioural realism without having to exercise analytical gymnastics to establish behavioural compliance. The issues investigated include the heterogeneity of attribute processing strategies adopted by individuals; a two-stage estimation method that first identifies anomalies in choice outcomes and then re-estimates on the remaining data set; and specific treatments of the numerator and denominator in WTP calculations.

#### **Selective Developments in Choice Analysis – with J. Rose**

Developments in data and modelling paradigms in choice analysis are developing at a fast pace. This research takes a selective view of some of these developments, especially four broad themes – information processing strategies, especially in the context of stated choice studies; agency interdependency (with a strong applied focus), developments in the design of choice experiments, and a smorgasbord of themes centred on expanding the behavioural capabilities (and longer term forecasting accuracy) of discrete choice models.

#### **Establishing Signals of Firm Distress: A Stated Perception Assessment of Firm Profiles – with S. Jones, J. Rose, A. Collins.**

Recent developments in data paradigms designed to assess preferences for packages of attributes that may or may not exist in real markets opens up opportunities to identify the signals that experts believe are being sent about the distress level of a firm with that condition. Although revealed preference data itself has inherent merit in the sense of defining a current distress state, the ability to develop a model to predict the distress outcome relies on the pooling of observations to create between-firm variability. An alternative methodology within the discrete outcome model setting involves a data paradigm centred on experimental design in which we design future firm profiles described by packages of financial factors. By varying these profiles and offering CFO's at least two of the packages to assess and indicate the ranking of them on a scale (from best to worse) that can be mapped into a distress index, we provide a new capability in the accounting and finance literature to predict the likelihood of a firm's profile being perceived by CFO's as a candidate for a specific distress classification. Specifically, given a list of financial factors identified through in depth interviews with CFO's and evidence sourced from the published literature, we can design a stated perception experiment based on combinations of levels of each financial attribute. We use state of the art D- and S-optimal designs with priors on attribute parameters (in contrast to sub-optimal orthogonal designs- except when we have no priors) to design an experiment used to reveal CFO's ranking of attribute profiles. If we assume a ranking of three constructed profiles, pivoted around each CFO's current firm's profile on these same attributes, we can use the rank order (1,2,3,4) together with the attribute levels across the four ordered alternatives to estimate an ordered mixed logit model. This model (see Jones and Hensher 2004) can be used to identify the probability of a specific distress level for each CFO, given their mapping of each rank against a distress level scale. The estimated model can be validated with a hold out sample, drawn from the surveyed sample of CFO's. In addition to financial factors, we recognise the influence that macroeconomic variables have on the assessment of financial performance. We propose, in the stated perception ranking design, to overlay an additional experimental design in which we vary the levels of a

set of macroeconomic variables (e.g., interest rate increases, volatility in exchange rates), pivoted around levels reported by each CFO as current exposure. The survey will also collect contextual data on firm specific characteristics, financial systems in place within the CFO's firm, the quality of management, corporate governance conditions and other factors.

### **Variable Road User Charging: Future Regimes**

Charging users of the roads for the costs they impose on the system is not new. Economists have been promoting its virtues for as long as arguments about economic efficiency have been in print. What is different today is that a growing number (but by no means all) of decision makers are showing a greater interest and commitment to finding ways to improve the efficiency of the road system, be it through infrastructure expansion and/or other means. Of special interest is the growing level of traffic congestion, and a feeling of almost helplessness, that we seem to have failed in finding a way forward to maintain traffic congestion at levels that are acceptable to the public, and are consistent with principles of good economic practice. The literature abounds with suggestions on how this might be achieved, focused primarily on various pricing regimes that say as much as about levels of charges as they do about the role of the revenue raised, the latter as controversial as the former. The current state of technology provides a capability to introduce sophisticated charging mechanisms. We are at a stage in the evolution of 'solutions' to dealing with inefficient road use and provision of road funds that offers real prospects of delivering outcomes that can align with political, social and user demands and expectations. This research provides a global perspective on the road to efficiency.

### **Integrating Accident and Travel Delay Externalities in an Urban Context**

Accident externality costs remain controversial in terms of their costing and valuation and in terms of their extent. Public policy in many countries adopts an accident elasticity of zero which implies that no significant accident externality exists. This is questionable and research in economics in particular has argued since William Vickrey's pioneering research published in 1968 that this elasticity is likely to be in the range 0.25 (Newbury 1988) to 1.5 (Vickrey 1968). Much of the literature on externalities treats each source as mutually exclusive and additive, yet commonsense suggests that interdependencies prevail. One example of this is the recognition that accident externalities are not independent of travel delays and hence travel time savings and losses are influenced by policy designed to reduce the risk of exposure to accidents. Reduced maximum speed limit restrictions designed to reduce such risk add costs in terms of travel time (and increased speed limits produce travel time benefits). This project takes a close look at the relationship between accident externalities and travel delay externalities in an urban setting, accounting for the risk compensating behaviour (i.e. more careful or defensive driving) under conditions of greater accident risk. Recognising that levels of risk in an urban setting are a function of traffic densities and that the latter can be approximated by the mix of free flow and non-free flow travel time (for a given total travel time), we derive the aggregate marginal externality cost function and empirically quantify the elements in the context of a driver's choice between a free and a tolled route in Sydney. This discrete choice context is sufficient, given an externally established relationship between speed and traffic density (Truong and Hensher 2004), to empirically quantify the marginal externality accident and travel time delay costs together with the quality bonus effect delivered by a tolled route. We show what additional externality has to be factored into the accident costs to recognise the other sources of externality typically ignored in accident costing studies.

### **Spatial Alliances of Public Transit Operators:**

#### **Establishing operator preferences for area management contracts with Government – with Louise Knowles**

Scheduled transit services in many countries are provided by operators within geographical jurisdictions protected from competition with other public transit operators, although unprotected from the competition by other modes, especially the car. This increased competition in many developed economies has led to a loss of market share of urban transit and contributed to the growing crisis in escalating costs of service provision (leading to pressure for increasing subsidy support). The response to this throughout the 1990s has seen governments progressively introducing market reforms centred on competitive tendering and economic deregulation. In more recent years, performance-based contracts have become popular variants, with an increasing number of incentive payment criteria introduced to not only promote cost efficiency but also aimed at growing patronage. Where such reform has involved area wide contracts, the boundaries of the contract areas have been essentially preserved. In recognition of the growing support for bus-based transit systems (variously referred to as bus rapid transit, busways and transitways), which offer increasing promise in growing public transit patronage, the NSW government in Australia has introduced reforms that require existing operators in the Sydney metropolitan area each currently holding an area contract (87 contracts) to work together under fifteen new spatial contracts. These new contracts overlay the existing contract areas and give incumbent operators the first option to participate. In this project we assess ways in which operators might coalesce to deliver ongoing and new 'regional' services. Operator business preferences and potential barriers to cooperation are identified through stated preference experiments.

### **Reducing Sign Violation for VTTS Distributions through Recognition of an Individual's Attribute Processing Strategy**

A number of authors have recently argued that the selection of the distributional assumptions in mixed logit models used in deriving distributions of valuation of travel time savings (VTTS) to capture taste heterogeneity has a significant impact on the empirical evidence. A recent paper by Hess *et al.* (2005) points out that constraining a specific distribution by some bounding rule to ensure that the 'wrong' sign is not permissible is problematic in that it ignores the impact of data or model imperfections. The stream of research by Hensher and his colleagues on accounting for the attribute processing strategy in stated choice studies (the main data source of VTTS) suggest that the existence of intuitively implausible signs for a subset of the sampled population is due, to some extent, to the manner in which the information in the stated choice experiment is actually input into the estimation of the choice model, and that searching for analytical distributions that appear to deliver more acceptable VTTS across the specific distribution may be looking substantively in the wrong place for the explanation. In this research we show evidence of what happens when we take into account the attribute processing strategy in contrast to assuming, as is common practice, that all attributes are relevant as presented. The findings produce the remarkable result of significantly reducing the incidence of intuitively implausible VTTS, even with unconstrained distributions.

### **Carrots and Sticks: Finding Ways to Grow Public Transport Use and Investment in Outer Metropolitan Areas in Sydney**

New housing in the outer urban areas of Sydney is being constructed at a rapid pace, with housing approvals exceeding 100 per week. At the same time the investment in new public transport infrastructure and service levels is occurring at a snails pace, if at all. Meanwhile new residents are settling in, adapting to their car-dependent environment and enjoying the accessibility delivered by automobility as they seek out new networks of activity locations spread throughout the Sydney network in a growing circumferential style. The new tollroads have added to the accessibility gain with impressive time savings out of peaks. In the peaks the story is different with a road network straining to cope (e.g. Windsor Road in the North-West) and increasing delays in accessing local amenities. What can be done? Government appears to be short of funds for public transport, the private sector has limited interest unless there is a road involved and/or substantial government subsidy support and meanwhile the system ultimate customer is suffering (so we are told). But are they? It may appear bad but is it? This research takes a closer look at the main issues that have been raised to support more investment in public transport infrastructure and services before new housing is occupied and residents adapt to the lack of public transportability.

### **Buying speed: A reassessment of the characterisation of congestion on an urban road network – some theoretical suggestions and illustrative experiments - with Truong Truong**

An investment or pricing decision affecting a particular link of a network is expected to have repercussions throughout the network. It is thus important to consider the issue of 'capacity' and 'congestion' in a network as a matter of interconnections between substitutable and/or complementary links within the network. To do this, we must clarify the important concepts of capacity and congestion in the context of a general economic equilibrium between the interconnected links. Once these concepts are properly defined, we can then consider the issues of supply and demand for transport activities conducted through these links and analyse the problem of congestion as a process of balancing the forces of supply and demand. The short run issue of inter-connected tolls or congestion pricing for the network as a whole to relieve congestion at specific points in the network can then be considered as well as the long term investment to increase capacity at specific links (or nodes) in the transport network. We show how the theoretical approach can be applied within the Sydney transport network. Importantly the approach promotes the emergence of speed - or its inverse, travel time - as the overriding determinant of a congestion index and its role in establishing optimal congestion charges.

### **The Mobility and Accessibility Expectations of Seniors in an Aging Population**

Populations of post-industrial nations are aging. With a growing number of people living well into their 80's and maintaining active lives, the transportation system will have to start focussing more closely on understanding their mobility and accessibility needs, so as to ensure that specific requirements of this large segment are not being ignored through the promotion of traditional 'solutions' and historical assumptions. This research takes a close look at the evidence on the mobility needs and travel patterns of individuals over 64, distinguishing between the "young" elderly (aged 65 to 75 years) and the "old" elderly (over 75 years). This distinction is particularly useful in recognising the threshold of health change that impacts in a non-marginal way on mobility needs. This distinction also focuses transport planning and policy on a commitment to understanding the different needs of these subgroups of the population, identifying services and facilities that better cater for these groups. We review the evidence, in particular, on the mobility characteristics of the over 75 age group, including how they secure support through migration and settlement patterns. We use the empirical evidence from a number of western nations to identify the role of conventional and specialised public transport as an alternative to the automobile in meeting mobility and accessibility needs. In addition to the review study above, I have a three year project (2004-06) funded by the ARC Discovery Program.

Seniors in an ageing population (SAPS) are a significant and growing segment of the population. As (relatively) cash rich and time poor, they have very high expectations in respect of levels of accessibility and mobility required from the transport system, as well as from other supporting networks. We currently lack policy-rich travel demand models to assist in understanding the complex dynamics that influence the travel activities of SAPS. Using ideas from stated choice methods, interactive agency choice experiments, panel econometrics and behavioural discrete choice models we propose a research program designed to understand these demands. Special focus is given to support networks and the ways in which these impact on the demand for car and public transport use, as well as meeting the access needs to health-support and leisure facilities and to supporting networks of family and friends.

#### **Predicting Financial Distress Using Reported Cash Flows: an Ordered Mixed (Random Parameter) Logit Model – initially 2004 with Stewart Jones**

Previous research examining the incremental information content of operating cash flows (CFO) and traditional accrual measures in financial distress prediction has been inconclusive. Many studies have employed some estimate of CFO, rather than reported CFO of firms. In most cases modelling has been confined to a simple binary logistic analysis, discriminant analysis or a rudimentary multinomial approach. Using a more robust four-state random parameter (ordered) logit design, ratios based on reported CFO were found to have higher predictive value than estimated CFO, including a cohort of traditional accrual ratio measures. The advantages of using advanced discrete choice models by researchers in this field, including their econometric implications, are discussed.

#### **Taking advantage of priors in estimation and posteriors in application to reveal individual-specific parameter estimates – with William Greene and John Rose**

A number of papers have recently contrasted classical inference estimation methods for logit models with Bayesian methods and suggested that the latter are more appealing on grounds of relative simplicity in estimation and in producing individual observation parameter estimates instead of population distributions. It is argued that one particularly appealing feature of the Bayesian approach is the ability to derive individual-specific willingness to pay measures that are claimed to be less problematic than the classical approaches in terms of extreme values and signs. This research takes a close look at this claim by deriving both population derived WTP measures and individual-specific values based on the classical 'mixed logit' model. We show that the population approach may undervalue the willingness to pay substantially; however individual parameters derived using conditional distributions can be obtained from classical inference methods, offering the same posterior information associated with the Bayesian view. The technique is no more difficult to apply than the Bayesian approach – indeed the individual specific estimates are a by-product of the parameter estimation process. Our results suggest that while extreme values and unexpected signs cannot be ruled out (nor can they in the Bayesian framework), the overall superiority of the Bayesian method is overstated.

#### **Contract Areas and Service Quality Issues in Public Transit**

The introduction of contract regimes for the provision of bus services such as competitive tendering and performance-based contracts is usually premised on a prior assumption that the size of the physical contract area is given and that any policies related to interactions between contract areas such as integrated ticketing and fares are agreed to. This research reviews the evolving arguments that promote a review of contract area sizes before re-contracting and the positions supporting the benefits of service quality-related issues such as an integrated fares policy. Given that a number of analysts (in Sydney) are promoting the appeal of increasing physical contract area size to facilitate, amongst other reasons, an integrated fare regime, it is timely to set out the pros and cons for such reform to ensure that they are not counter-productive to the desired outcomes of the reform process. The arguments herein caution the support for too small a number of large contract areas on grounds of internal efficiency losses and limited gains in network economies (but support amalgamating very small contract areas). The existing empirical evidence tends to support contract areas currently services by fleet sizes in the range 30-100 regardless of urban development profile. Alternative ways of delivering cross-regional and broad-based network benefits are proposed.

#### **Applied Discrete Choice Analysis – a Primer - with John Rose and William Greene**

Over the last 30 years (at least) there has been a steadily growing interest in the development and application of quantitative statistical methods to study choices made by individuals (and to a lesser extent, groups of individuals). With an emphasis on both understanding how choices are made and forecasting future choice responses, a healthy literature has evolved. Recent reference works by Louviere, Hensher and Swait (2000) and Train (2003) synthesise the contributions. However while these two sources represent the state of the art (and practice), they are technically advanced and often a challenge for the beginner. Discussions with colleagues over the last few years have revealed a gap in the literature of choice analysis – a book that assumes very little background and offers an entry point for individuals interested in the study of choice regardless of their background. It is often more difficult to explain complex ideas in very simple language than to protect ones knowledge-base with complicated deliberations. This project is such a book, to be published by Cambridge University Press in February 2005.

#### **Urban Freight Models: Establishing Supply Chain Models –with Sean Puckett and ongoing**

As part of a five-year ARC Discovery Program (2002-06), the aim is to develop new approach to modelling the key travel choices associated with the movement of urban freight. A central focus is on understanding the interactive agency aspect of the supply chain within which freight movement decisions are made. Thus the decision on choice of supply chain alliance and structure precedes the specification and modelling on trip decisions such a routing and chaining. The long term goal is to have a suite of choice models that can be used to evaluate the impact of transport policies such as congestion pricing on freight movements.

### **Urban Public Transport Delivery in Australia: Issues and Challenges in Retaining and Growing Patronage - 2004**

Urban public transport continues to be a high priority social obligation of governments throughout the world. In some jurisdictions it is the prime responsibility of national governments, while in other localities it is a state or local responsibility. To varying degrees, public and private organizations deliver the services within a regulatory framework that has responsibility for the performance of suppliers in a wide range of market settings. Increasingly government subsidy support is being aligned to the patronage levels and market share of public transport. This research focuses on the challenges involved in retaining and growing patronage in the presence of the dominant automobile. We focus primarily on bus and rail services but recognise the valuable role of ferries and taxis in the delivery of public transport.

### **A Latent Class Model for Discrete Choice Analysis: Contrasts with Mixed Logit**

The multinomial logit model (MNL) has for many years provided the fundamental platform for the analysis of discrete choice. The basic model's several shortcomings, most notably its inherent assumption of independence from irrelevant alternatives (IIA) have motivated researchers to develop a variety of alternative formulations. The mixed logit model stands as one of the most significant of these extensions. This research proposes a semi-parametric extension of the MNL, based on the latent class formulation, which resembles the mixed logit model but which relaxes its requirement that the analyst makes specific assumptions about the distributions of parameters across individuals. An application of the model to the choice of long distance travel by three road types (2-lane, 4-lane without a median and 4-lane with a median) by car in New Zealand is used to compare the MNL latent class model with mixed logit.

### **Models of Organisational and Agency Choices for Passenger and Freight-Related Travel Choices: Notions of Inter-Activity and Influence**

The study of traveller behaviour has in the main treated each agent in a decision-network as an independent decision maker conditioned typically (and exogenously) on the socio-economic and demographic characteristics of other agents and at best on a set of exogenous variables representing the (perceived 'equilibrium') influence of other agents. In many literatures it has long been recognised that agency interaction plays a (potentially) significant role in the actions of individuals. Examples at the household, community and business level abound. McFadden (2001a,b) recently stated that a high priority research agenda for choice modellers is the recognition of the role of social and psychological interactions between decision makers in the formation of preferences. Manski (2000) came to a similar conclusion and offered a plea for better data to assist in understanding the role of interactions between social agents (promoting the role of experimental choice data). While the interest in (endogenous) interactions between agents involved in passenger travel activity is generally neglected, the absence is particularly notable and of greater concern with the renewed interest in the study of (urban) freight travel activity where a supply chain of decision-makers have varying degrees of influence and power over the freight distribution task. This research reviews the broad literature on interactive decision making with a specific focus on choices made by interactive agents and the role of individuals in networks. A number of modelling perspectives are presented that use well established discrete choice paradigms. We highlight the challenges in designing data collection paradigms that are comprehensive, relevant and comprehensible by participating agents and suggest an agenda for ongoing research.

### **Congestion Pricing and the Optimal Provision of Public Infrastructure Goods: With Reference to Toll Roads**

The research provides a theoretical framework for analysing the effects of public infrastructure provision on private sector productivity using the example of a transport network. Public infrastructure such as a transport network is assumed to be a (congested) public good. When the provision of this good is at the long run equilibrium level, consumers pay a price which reflects the (individually-determined) marginal productivity of the good and the supplier is also recovering all its opportunity costs. In practice, the determination of the optimal level of provision of a public infrastructure good is not always an easy matter because of the (semi) public good nature of the infrastructure good. The set of 'Lindahl prices' which are supposed to be levied on each individual user to reflect the individualised marginal productivity of the public good are not easily determined or observed. Fortunately, in the case of a 'congested' public good such as a tolled road, it can be shown that congestion can act as though a kind of implicit tax, or 'Lindahl prices' which will help to reveal the individual user's true willingness-to-pay for the public good. If we can estimate the level of these implicit taxes from the level of congestion and the aggregate level of demand associated with this level of congestion, then we can use these to estimate the (*aggregated*) Lindahl prices which will help in determining the optimal level of provision of the public good. Congestion thus can act as though

a kind of 'invisible hand' which helps to restore equilibrium in the case of a congested public good. We illustrate this with an empirical calculation for an actual road network.

### **Respondent Burden in Choice Experiments: Does Temporal Burden-Spreading Help?**

A feature of choice experiments that continues to concern many analysts is the impact of the choice task itself on choice responses. As we show the behavioural merits of increasingly more demanding choice tasks to evaluate, we impose additional burdens on respondents. While in reality individuals seem able to make decisions by evaluating alternatives in complex (often sub-conscious) ways, we still struggle with how best to replicate that process in a way that captures the data necessary to formally model the choice process. This research investigates the variability in choice response when we offer choice experiments under a number of alternative data collection paradigms. The alternatives are based on the number of choice experiments and the elapsed time between requests for data response. Holding the actual design alternatives and attributes fixed, we compare a 32 choice set in which we offer all 32 at one time, 16 sets over two sittings, and 8 sets over four sittings. We space the sequenced interviews apart by 7, 14 and 21 days. The main hypothesis is the impact on variability of choice response and a range of valuation outputs of exposure to a specific number of choice sets over a period of time ranging from all at once to a spread of 21 days. We use a convenience sample of 90 respondents (yielding 960 observations per setting or 2880 in total) and a toll vs free road trade off on toll cost, travel time, and travel time variability (ie reliability) for three unlabelled alternatives.

### **Performance-Based Quality Contracts for the Bus Sector: Delivering Social and Commercial Value for Money**

Reform of the bus sector has been occurring in many countries. One matter central to these reform initiatives is the establishment of a value for money (VM) regime to ensure that operators deliver to the market the best possible service levels consistent with stakeholder needs and especially the objectives of government. A key underlying feature of 'value for money' (VM) is identifying the benefit to society associated with each dollar of subsidy support from government. This research reviews the elements of a VM regime within the setting of an incentive-based performance contract and develops a formal framework for establishing optimum subsidy based on system-wide maximisation of social surplus. The maximisation of social surplus is subject to a number of constraints including the commercial imperative of the operator, minimum service levels under community service obligations and a fare and subsidy budget cap. An important feature of the performance-based contract (PBC) regime is a passenger trip-based incentive payment scheme linked to user and environmental externality benefits incorporating a subsidy per additional passenger trip above the patronage delivered under minimum service and fare levels. In this way, rewards to operators are revealed through the fare box, through increased consumer surplus and through reductions in negative externalities associated with car use. PBCs can be designed to accommodate both transition from an existing regime and post-transition growth strategies. The implementation of performance-based contracts is illustrated using data from private operators in the Sydney Metropolitan Area

### **Performance-Based Quality Contracts in Bus Service Provision**

Institutional reform of the bus sector in Australia is a topical discussion item at present. A specific focus is on ensuring a value for money (VM) regime to identify the benefit to society associated with each dollar of subsidy support from government. This research argues that a Performance Based Contracting (PBC) regime offers the best prospects of achieving a systemwide value for money outcome. It proposes a reward system for bus operators that combines payment for delivering a minimum level of service (MSL), that meets government community service obligations, plus an incentive regime that rewards operators for patronage increases (above MSL patronage levels). The patronage incentive is based on expected user and environmental benefits deriving from service improvements and patronage increases. Cost benchmarking at relevant best practice levels is proposed to ensure remuneration is based on efficient cost levels. The research argues that a PBC approach is consistent with maximising social surplus from public transport provision across a geographic area, for any given budget constraint. The main alternative, Competitive Tendering, is argued to be less efficient than PBC's in terms of securing the maximum social surplus to the community given the total amount of subsidy support available.

### **Mixed Logit Models: the State of Practice**

The mixed logit model is considered to be the most promising state of the art discrete choice model currently available. Increasingly researchers and a few practitioners are estimating mixed logit models of various degrees of sophistication with mixtures of revealed preference and stated preference data. It is timely to review progress in model estimation since the learning curve is steep and the unwary are likely to fall into a chasm if not careful. These chasms are very deep indeed given the complexity of the mixed logit model. Although the theory is relatively clear, estimation and data issues are far from clear and indeed there is a great deal of potential mis-inference consequent on trying to extract increased behavioural realism from data that is often not able to comply with the demands of mixed logit models. Possibly for the first time we now have an estimation method that requires extremely high quality data *if* the analyst wishes to take advantage of the extended behavioural capabilities of such models. This research focuses on the new opportunities offered by mixed logit models and some issues to be aware of to avoid misuse of such advanced discrete choice methods by the practitioner

### **Valuation of Travel Time Savings: A New Sydney Study**

The valuation of travel time savings estimates used in Sydney have been updated for many years from relatively old data sources and methods. Commissioned by Transfield, we developed a state of the art laptop based stated choice experiment in which a sample of car commuters, car non-commuters, and organizations using light commercial and heavy vehicles for goods and services distribution were interviewed to identify willingness to pay for various toll charges and collection/payment mechanisms. The setting is the current and future tollroads in Sydney.

### **SQI: A Service Quality Indicator for Urban Bus Operations – Development Phase**

Building on the 1999 pilot study that identified the potential for a new service quality index for urban bus operations, this development phase involved the State Transit Authority of NSW and Busways in further detailed refinement of the SQI measure. We divided each operator into a number of route-based segments and surveyed a sample of passengers in each segment using a stratified random sample. As a benchmarking exercise we developed a joint discrete choice model (using a nested logit trick) with the capability of scaling each segments parameter estimates in recognition of the data being drawn from different sampled populations. Ignoring such scaling leads to a notable reordering of the SQI performance of each segment. Suggested mechanisms for introducing SQI into contract specification are presented.

### **TRESIS: Transport and Environment Strategy Impact Simulator**

The Institute of Transport Studies has recently released Transportation and Environment Strategy Impact Simulator (TRESIS) as a decision support system to assist planners to predict the impact of transport strategies and to make recommendations based on those predictions. A key focus of the simulator is the richness of policy instruments such as new public transport, new toll roads, congestion pricing, gas guzzler taxes, changing residential densities, introducing designated bus lanes, implementing fare changes, altering parking policy, introducing more flexible work practices, and the introduction of more fuel efficient vehicles. The appropriateness of mixtures of policy instruments is gauged in terms of a series of performance indicators such as impacts on greenhouse gas emissions, accessibility, equity, air quality and household consumer surplus.

TRESIS Version 1.0 is provided exclusively to the Bureau of Transport Economics. This version is the 1995 ITS-BTCE source code, extensively edited and restructured to increase the performance of the code. The software can be applied on six capital cities in Australia (Sydney, Brisbane, Melbourne, Canberra, Perth and Adelaide). A user friendly input and output interface has also been added using the latest map objects and Boolean tools. In 1995 a typical run for one policy instrument for the years 1993-2017 took up to 12 hours. The combination of a streamlined code and faster computers has reduced this time to minutes. For example, a single policy evaluation for Canberra for 1993-2017 on a Pentium III with 128 MB of ram and 32 bit virtual memory (under Windows 98) takes about 9 minutes. TRESIS version 1.4, a major upgrade of version 1.0 (with intermediate test versions 1.2, 1.3) was released in early 2003 and updated base year to 1998 as well as adding new features to select the number of synthetic households and a new joint departure-mode choice model for commuters and is specialised at this stage to Sydney. TRESIS version 2 is in progress and is a major overhaul including extensive new networks for highway and public transport modes (bus, ferry, rail, busways, light rail). It replaces the 14-zone system of version 1.4 with 904 zones and has placed the entire architecture on a built-in GIS platform. No additional support software is required.

### **Tolled Cross City Tunnel in Sydney**

Transfield, Multiplex and a major Warburg Dillon commissioned me to provide expert advise in the preparation of a bid to build, finance and operate a proposed tolled tunnel under the central business district of Sydney. The main focus was on appointment of sub-consultants and directing the travel demand research.

### **Evaluating the Value of Four Lane Roads in New Zealand**

For Transit New Zealand, we developed a stated choice experiment in which car and truck drivers were asked to trade-off various attributes of three alternative road specifications (one lane each way and no median, 2 lanes each way and no median and two lanes each way with a grass median). Particular focus is on the benefits to users in respect of minimising tail gating and reducing subjective risk.

### **Evaluation of an Inland Freight Rail way between Melbourne and Brisbane**

The Australian Transport Energy Corridor (ATEC) Pty Ltd engaged me to provide expert advice and sit on the executive board as part of a pre-feasibility study into the commercial base for an inland rail freight system. I had the additional road of advising the Deputy Prime Minister and Federal Minister of Transport on the merits of the infrastructure project. Advice was provided to Maunsell McIntyre, Macquarie Bank and Access Economics.

### **Commuter Coping Strategies during the Sydney Olympics**

The Olympics Road and Traffic Authority has provided partial funding for a four-wave survey of Sydney commuters, designed to monitor their intentions leading up to the Olympics and to observe actual plans during the

Olympics in respect of how they will cope with the increased traffic and disruption. Through a four wave panel we can identify how reliable stated intentions are prior to the Olympics. We specifically focus on the range of coping strategies of commuters, the support they get from their employers as well as employer constraints that limit the options. As well we have investigated how effective the marketing campaigns have been in reducing the amount of commuting travel during the Olympics.

### **Freight Strategy 2010 for NSW**

The Road and Traffic Authority commissioned me to design and facilitate a consultative workshop on the NSW Freight Strategy 2010, held on 25 February 2000. A report was prepared following the workshop that integrated all of the discussion. Key themes developed included the broadening of the freight task to recognise the complexities of the entire logistics chain, the growing emphasis on a multi modal perspective and the move away from the unproductive debate on road vs. rail, the need for more research to gain a better understanding of the industry and opportunities for change, and the major constraints on the freight task due to badly located or inefficient terminals and hubs. Follow on work integrating this workshop information into the Freight Strategy document was also undertaken.

### **Developing a Parking Demand Capability for Parramatta City Council**

Parramatta City Council engaged ITS to undertake a Stated preference and revealed preference survey of commuters and non-commuters travelling to/from Parramatta city centre by car and public transport. A series of SP-RP surveys were undertaken and the data used in the estimation of nested logit models that produce utility expressions for parking off-street, on-street and using bus and train.

### **Modelling of induced demand**

Prepared for the Roads and Traffic Authority of NSW (Traffic Technology Division), the objective of this study was to identify an appropriate mechanism for empirically estimating the magnitude of induced traffic demand in the presence of new road infrastructure. There were three key elements to the review process: 1. the establishment of an appropriate functional form for a generative model of travel demand that explicitly accounts for changes in levels of service (typically represented by an index of generalised cost), 2. the nature of data required to estimate such a model to reveal appropriate elasticities of demand, and 3. in the absence of an ability to estimate the generative model locally, to source elasticities from the extant literature that represent the range over which local evidence is most likely to reside.

### **Determining the demand for regional air services in Samoa**

The Government of Samoa and the Samoa Airport Authority (SAA) have received an infrastructure related loan from the World Bank to undertake a study titled 'Minor Airports Economic, Financial and Policy Study'. As part of this larger study, a passenger market survey is to be undertaken. The Institute of Transport Studies (ITS) was engaged by Aviation and Tourism Management Pty Ltd to develop a series of survey questions and a survey instrument for implementation at the key airports in Samoa. Discrete choice models were estimated to obtain estimates of values of travel time savings for used in a benefit-cost study to evaluate the closure on the airport at Fagalii.

### **Identifying Passenger Flows at a City-Pair level for a Regional Airlines New Hub**

For the ACT Government and Canberra Airport, developed a route choice model at a city pair level based on existing service connectivity and applied the model to a new hubbing configuration to establish potential gains in passengers.

### **Design and Implementation of a Vehicle Replacement System**

To enable bus and coach operators to optimise on their fleet replacement, we developed a software capability to plan the replacement of vehicles subject to cost minimisation and constraints on budget available, maximum average fleet age, compliance with accessible transport (DDA) codes. Operators can use the software to undertake vehicle replacement over a s many years as required, with options to select the amount of money to spend each year.

### **Development of a Quality of Service Indicator for Urban Bus Services**

As part of a review of the proposed amendments to the NSW 1990 Passenger Transport Act that will require a greater focus on performance assessment, ITS undertook a major survey of 32 bus operators in Sydney seeking data on their financial position as well as data from a sample of passengers. A Stated choice experiment was developed based on attributes of importance to users of bus services, and used to obtain a customer-based indicator of service satisfaction. This indicator was used in a cost model to identify the incremental cost to an operator of improving service levels in accordance with compliance with a performance assessment regime based on benchmarking best practice.

### **Valuation of Travel Time Savings for Car Drivers in New Zealand**

For Transfund New Zealand in conjunction with Booz Allen, developed a computerised stated choice experiment to evaluate the trade-offs in travel time decomposed into free flow, congested circumstances, uncertainty of arrival time, operating costs and other road user charges. The data collected we used to estimate a series of discrete choice models to obtain new estimates of values of time for each trip purpose for urban and long distance settings, distinguishing mean estimates and variances due to the distribution of reliability and congestion.

#### **Review of the Proposed Amendments to Parking Policy in Sydney CBD**

For Secure Parking and World Square, reviewed the proposed Amendment No 9 Public Car Parking documents of Sydney City Council and identified the weakness of inverse pricing as a generic policy. We identified the benefits of a pricing scheme that allowed for the time of day that parking commenced in order to minimise the impact of parkers on traffic during periods of high congestion.

#### **Estimation of the Sydney Travel Model System –Stages 1 and 2**

In partnership with Hague Consulting Group (HCG) estimated the new suite of travel demand models for commuting behaviour as input into the updated STM system, being implemented for the Transport Data Centre of the NSW Department of Transport.

#### **Evaluating the Impact of Alternative Pricing and Curfew Strategies on the Demand for Casual Parking in the Sydney CBD**

For Secure Parking, a major supplier of parking in Sydney, designed a stated choice experiment and administered it to individuals parking in the CBD as well as accessing the CBD by public transport. The experiment was defined as a combination parking tariffs, curfew hours and location. Direct and cross price and curfew elasticities were identified as well as scenarios of parking prices and curfew hours to identify changes in modal shares.

#### **Forecasting the Demand for a Transit Way between Liverpool and Parramatta and on to Rouse Hill in Sydney**

For the NSW Roads and Traffic Authority, undertook a pre-feasibility evaluation of the potential patronage and revenue from the introduction of a dedicated transitway. Applied a joint departure time and mode choice model estimated on revealed and stated preference data, capable of handling the new alternative 'busway' system.

#### **Evaluation of the Attorney General's Draft Regulator Impact Statement on Accessable Transport**

Reviewed the cost and revenue estimates associated with the requirements for full compliance by the bus sector with the Disability Discrimination Act. Specific issue is the additional costs and possible revenue associated with compliance over the time frame permitted.

#### **Scoping Study for the Prioratising of Energy/Emissions and Waste Management Projects for the Bus and Coach Sector**

For the Greenhouse Challenge Unit, ITS was engaged to consult with the key stakeholders in the bus and coach sector (operators, body builders, chassis manufacturers, regulators and industry associations) to identify a series of demonstration projects which might assist in reducing greenhouse gas emissions at one of more phases in the supply chain.

#### **M2 Motorway Patronage Study**

For The Hills Motorway Company and TollAust, ITS undertook a very large survey of current and potential users of the M2 tollroad to identify current origin-destination patterns and in particular what marketing strategy should be put in place to attract more heavy vehicle usage.

#### **The 1997 ABCA Fact Sheet**

The bus and coach industry requests ITS to update its fact sheet from time to time which is used as an information and marketing tool to highlight the contribution and importance of the bus and coach industry to the transport task.

#### **Distributed Work and the Prospects or Telecommuting to Reduce Traffic**

ITS has commenced a major study of the role that alternative work practices might have in contributing to reductions in vehicle use and hence traffic congestion as well as the impacts on global warming and air quality. Together with Ann Brewer, I am developing a number of new analytical tools centred on game theory and interactive choice experiments, to gain a better understanding of the constraints associated with employer's and employee's support or otherwise for alternative work practices

#### **Development of Marketing Flyer for the Opening of the M2 Tollroad in Sydney**

As part of the overall promotion of the M2 Tollroad, developed a marketing brochure to highlight the potential time savings for trips between various origin as and destinations by the M2 compared to the existing road system in the presence of the M2, which opens on May 19. We undertook a time trial study to obtain accurate travel times on

existing routes.

### **Redesign of the Sydney Travel Model System**

For the Transport Data Centre/NSW Department of Transport, together with Hague Consulting Group, redesign of the urban passenger model system which has been in place in its current form since 1981. The major tasks are stakeholder workshops to establish the policy and application agenda to ensure that the new model system is policy useful, to review the existing model system and data requirements, to review world practice and to develop a detailed set of specifications for a new model system.

### **Industry Inputs into the Freight Transport Strategy for NSW**

For the Roads and Traffic Authority of NSW, discussion sessions and telephone survey with key industry organisations involved in logistics, freight forwarder activities, manufacturing, haulage etc; to establish their specific concerns about existing road and rail infrastructure, and to comment on future infrastructure plans. A key feature was the identification of the strategic plans of industry in respect of consolidation, decentralisation etc.

### **High-Speed Rail between Sydney and Canberra**

For the Speedrail Joint Venture, a market feasibility study to evaluate the revenue and passenger potential from diverted, induced and growth sources within the corridor up to the year 2000. Switching mode choice models were estimated using data collected on the choice between a current mode and high speed rail, distinguishing fare classes for air and high speed rail. Ongoing advice over period 1994 to current.

### **Roads in the Urban Community**

For Austroads, a review of the broader role of roads in the urban context, emphasising urban design, multi-modal provision and institutional environment. Roads provide the major infrastructure for moving passengers and freight in urban areas, yet are constantly subject to criticism from various communities of interest. This study is designed to provide a more balanced set of arguments in the debate on the role that roads have played and are likely to play in the future, beyond their role as means for enhancing movement. Performance criteria are developed as a way of measuring success in achieving the main outcomes of growth, equity and sustainability.

### **Review of Empirical Evidence on Public Transport Fare Cross Elasticities**

For the NSW Government Pricing Tribunal, undertook a review of the empirical evidence associated with fare levels and fare structures for bus, rail and ferry modes. The study is a precursor to a formal empirical study to obtain Sydney-specific elasticities associated with alternative regimes of fare structures and levels. In addition GPT subsequently hired ITS to develop a new set of direct and cross fare elasticities for commuters and non-commuters for train, bus, ferry, jet cat and car for Sydney. The fares were distinguished by ticket type to generate a rich 15 by 15 elasticity matrix. The study was repeated to evaluate the role of timed fares for Newcastle Buses.

### **Development of a Three Year Strategic Travel Model for Sydney**

For the Transport Study Group NSW and The Department of Transport, to review international best practice and the state of the art in travel demand modelling, network analysis and land use - transport model systems within a framework which provides outputs relevant to the client base. The project proposed a strategic implementation plan for the TSG NSW.

### **Urban Crash Rates and Road Stereotypes**

For the NSW Road Safety Bureau, using a rich data set on location-specific characteristics of intersections and mid-blocks, to develop a statistical procedure to identify the influences of crash rates, and to classify roads on a number of criteria so that indicative crash rates can be identified under particular road geometry, adjacent land use and other characteristics of a particular road location.

### **Identification of Traffic Switching to a Tolled Tunnel and Determination of Behavioural Values of Travel Time Savings**

For the Roads and Traffic Authority (NSW), to identify the diversion of traffic in the presence of a proposed tunnel at Taylor Square (Sydney), as part of a study of private financing of public infrastructure. A stated choice experiment was designed to establish trade-offs amongst alternative toll and travel time levels. Probabilistic diversion curves for 5 trip purposes were developed.

### **Greenhouse Gas Emissions and Urban Passenger Transport**

A two-year research study commissioned by the Bureau of Transport and Communications Economics, designed to develop a strategic simulator to evaluate the impact of a large number of transport strategies on greenhouse gas emissions. Technological, behavioural and locational strategies will be investigated, using a new data base collected for each of Australia's capital cities.

### **Air Quality and the Demand for Alternative Fuelled Passenger Vehicles**

Working with the Institute of Transportation Studies at the University of California (Irvine), I participated in an advisory role in the specification of the vehicle choice modelling system. This project is designed to identify the potential market for electric vehicles, and the take up rate.

### **The Proposed New Passenger Transport Act in Queensland**

For the Passenger Transport Review of Queensland Transport, a critique of the proposed new policy was undertaken, giving particular attention to the minimum levels of service proposed, the predicted patronage take up, and the financial implications for commercial operations. The report was used in the finalisation of the new policy.

### **Identifying the Social Value of the Sydney Passenger Rail System**

For Cityrail, developed and implemented a procedure to evaluate the social value of the Sydney passenger rail system. The key emphasis was on the impact that a substantial fare increase would have on the saving in subsidy and the change in social surplus. The evaluation of complete closure of the system was investigated. Software was developed to evaluate the options.

### **Performance Measurement in the Urban Bus Sector**

For the Industry Commission Inquiry into Urban Transport, a survey of a sample of private bus operators in Sydney, Melbourne and Brisbane and all Public Transit operators was undertaken to obtain data for identification of total factor productivity (TFP). The aim of the study is to establish benchmarks of relative performance and to identify the role of institutional and regulatory constraints on productivity

### **Aggregate Measures of Performance in the Road Sector**

The National Road Transport Commission (NRTC) has the function of providing assistance to road authorities in the development of indicators for assessing the performance of the road system, as well as the relative efficiency and effectiveness of the authorities in managing the road system. This study, commissioned by NRTC, overviews aggregate measures of performance, the alternative methods available for quantifying these measures, and the data required to empirically determine relative efficiency and effectiveness.

### **Monitoring of the Shellharbour Demand-Responsive Bus System**

For the Shellharbour Shire Council, an 18-month monitoring program has been developed to evaluate the benefits and costs of a demand-responsive local bus service which incorporates phone-booked route-deviation services in the context of conventional route services. The German IBIS system is used to provide real time communication with the driver to enable immediate advice to the person requesting a pick up as to the expected arrival time. The project involves monitoring patronage and revenue, undertaking on-board bus surveys and non-user surveys, a financial assessment, a formal cost-benefit analysis, and in documenting the experiences from the overall approach adopted to execute a demonstration program.

### **Competitive Tendering of Service Contracts in the Public and Private Sectors**

As an activity under an ARC grant jointly with Simon Domberger, this study was concerned with measuring the performance of service contracts in the public and private sectors. The project builds on research concerned with establishing the efficiency gains from competitive tendering. An important issue is the identification and control of quality in contract execution. Detailed surveys of organisations in NSW, with reference to cleaning and waste management contracts have enabled us to identify the conditions under which contract performance is improved.

### **PIMMS - Pricing and Investment Multi-Modal Urban Transport System**

ARC grant. This study is a long-term inquiry into the development and application of an improved way of evaluating transport infrastructure investments in major urban areas. Particular features of the study include the valuation of a wider range of environmental and social impacts, a set of alternative travel choice decisions driving travel demand and hence aggregate flows, more detail on the composition of locations in order to evaluate a wider set of urban spatial scenarios associated with density, form and service provision. The major output will be enhanced evaluation software to link in with general transport planning tools such as EMME/2.

### **Development of a Strategic Framework for Bus Priority Systems**

For the NSW Department of Transport, a strategy paper was prepared to assess the role of bus priority systems in urban areas. The debate on the role of light rail in contrast to bus priority is assessed, and guidelines developed to assist in establishing the context in which bus priority systems are an appropriate public transport strategy.

### **Development of a User Route Evaluation Kit for the M4 Tollroad**

Undertaken for Statewide Roads Pty Ltd, this project involved the design of a route choice evaluation kit to enable

potential users of the Tollroad to compare the times and costs with the existing non-tolled route. An important feature of this study was the establishment of vehicle operating costs for particular road sections as well as travel times. Time trials were undertaken using a carefully designed sampling strategy to measure peak and off-peak directional travel times and costs. Brochures for car and truck users was designed and marketed.

### **Evaluating Alternative Strategies to Improve the Fuel Efficiency of Passenger Vehicles in Australia: 1988 - 2005**

Nelson English, Loxton and Andrews, and Ecologically Sustainable Development Transport Working Group. The central focus of this project was on forecasting household automobile energy demand. The objective was to outline the way in which the household based automobile demand modelling system can be used to evaluate the fuel consumption and energy demand implications of technology possibilities and a number of policy instruments including higher sales tax for fuel inefficient vehicles and higher fuel taxes overall.

### **Productivity of Australian Railway Systems**

ARC Grant. A database on Australia's railway systems has been developed to calculate productivity measures to determine performance of the systems over a 20 year period from 1971/72 to 1990/91.

### **Review of Sleeper, Motorail and Dining Car Services to Northern NSW**

NSW Department of Transport. Development of a market study for the demand for sleeper, motorail and dining car services in order to establish the role of prices and quality of service attributes in determining the market for alternative service levels.

### **Determination of Commercial and Non-Commercial Bus Route Services**

South and West Division of the State Transit Authority of NSW. The implementation of a study to identify which existing route services recover full costs of service provision and which route services require subsidy. Models were developed using data from an Onboard survey as well as existing STA data sources to identify economically viable routes.

### **Externality Benefits of Public Transport Subsidies**

NSW Ministry of Transport. Developed the methodology, the frame of the software, compiled the data base and undertook the analysis to establish the benefits of eliminating the bus and ferry subsidy in NSW. This project has been extended to rail systems in 1993.

### **Attitudes and Preferences Towards Buses in New South Wales**

NSW State Transit Authority. Designed the stated preference experiment and questionnaire format, developed a set of econometric and marketing attitudinal models to predict the impact on image of service improvements.

### **The Very Fast Train Passenger Market and Feasibility Study**

VFT Joint Venture. Overall coordination for the management team and the joint venture, designed the entire approach to survey design, data collection, base and forecast model systems and analysis. On behalf of the joint venture, also made the formal presentations to the Government bodies coordinating advice to government in NSW, Victoria and the ACT.

### **An Analysis of the Economic Conditions of the Long Distance Trucking Industry**

Federal Office of Road Safety. Designed and implemented a study to investigate the economic conditions in the long distance trucking industry in Australia and to analyse the links with those conditions and road safety.

### **Greenhouse Emissions and Transport Fuels: Fuel Price Effects**

Bureau of Transport and Communications Economics. Using available time series data a number of econometric models were developed to obtain Australian estimates of fuel price elasticities of energy demand for all major transport fuels (e.g. aviation turbine fuel).

### **The F5 Freeway Study: The Feasibility of an Urban Tollway in Sydney**

For the State Bank of NSW, we designed and executed an empirical study of potential user demand for an urban tollway, data analysis and forecasting.

### **Economic Evaluation of Airports in Remote Communities with reference to the Pilbara Region of Western Australia**

Federal Department of Aviation joint with McDonald Wagner. Developed the economic methodology for the overall

study, advised on data needs, analysis procedures and forecasts.

#### **The Value of Travel Time Savings for Air Travel**

Federal Department of Aviation. Specialist adviser reviewing the overall design, conduct, analysis and resulting values of travel time savings.

#### **The Dimensions of Automobile Demand**

National Energy Research Development and Demonstration Program. Designed the methodology, the panel data set, the econometric procedures, the data collection approach and the analysis process.

#### **The Private Bus and Coach Industry in Australia: Its Performance and Role**

Bus and Coach Association of Australia. Designed the overall approach, the survey instrument, coordinated data collection, undertook analysis and modelling.

#### **Forecasting Attendance at a Proposed Bicentennial Exposition**

Australian Bicentennial Authority. Designed methodology, stated choice experiment, coordinated data collection, data analysis, modelling and forecasting.

#### **Residential Location of Students**

Polding College of Advanced Education. Designed survey instrument, estimated residential location choice models, developed policy outputs to aid in planning assistance.

#### **The Royal Commission of Inquiry in the Kyeemagh-Chullora Road Plan**

The Commission. Economic adviser to the Commissioner, commentary of the public submissions and the Government documentation.

#### **Development of a Framework within which Traffic Forecasts can be Developed for the Oresund Road Bridge Between Denmark and Sweden**

National Road Administration of Sweden. Designed the methodology and advised on its implementation.

#### **Evaluating the Impact of a 20% Fare Reduction on Rail Services in Sydney**

Commonwealth Bureau of Roads. Designed the approach, coordinated data collection, modelling and analysis.

#### **Determining the Influences on Radio Station Revenues in Australia**

Mintel. Econometric modelling, data reformatting, forecasting revenues.

#### **Review of Individual Choice Modelling**

Department of Housing. Assessed the literature and proposed guidelines for implementation of the methods in the context of housing choice.

#### **Small Business Systems in Telecommunications**

Telecom Australia joint with Logica. Designed the survey instrument and modelling strategy, undertook the econometric analysis and results interpretation.

#### **The Demand for PABX Telecommunication Facilities**

Telecom Australia joint with IMG. Designed the approach to the topic, assisted in survey design and data analysis.

#### **Behavioural Choice Approach to Market Segmentation for Forecasting Future Telecommunication Products**

Telecom Australia joint with MSJ Keys Young. Adviser on overall approach and data analysis.

#### **Effect of Re-opening the Tasman Bridge on Mode and Route of Travel**

Department of Public Works, Tasmania. Adviser on monitoring procedure, design of survey instruments, analysis of data.

## **ACTIVITIES:**

Series and Volume Editor (jointly with Prof Ken Button) of Pergamon/Elsevier *Handbooks in Transport*, 1999 to present (6 volumes completed up to end of 2005 and a revised volume 1 in 2006-07).

Series and Volume Editor of Edward Elgar Books on Transport and Valuation Studies, 2011-2012.

## **Editorial Boards:**

Area Editor, *Transport Reviews*, Taylor and Francis Ltd., London (Jan 1985 to present).

Associate Editor, *Journal of Tourism Studies* (May 1989 to 1993).

Editorial Advisory Board of *Transportation* - Elsevier Publishers (September 1975 to present).

Editorial Advisory Board of *Journal of Asian and Pacific Transport* (November 1994 to present).

Editorial Advisory Board, *Transportation Research A* - Pergamon Press (June 1978 to present).

Editorial Advisory Board, *Transport Policy and Decision Making* - Martinus Nijhoff Publishers, The Hague (August 1978 to 1987, journal discontinued). Guest Editor of Two Issues on "Future of the Automobile" (1981 - 82).

Editorial Advisory Board, *International Journal of Transport Economics* (July 1982 to present).

Editorial Board, *Logistics and Transportation Reviews*- Universities of British Columbia and California at Berkeley (Nov 1985 to present, 1997 became *Transportation Research PartE*).

Editorial Board Member, *Journal of Transport Economics and Policy* (Feb 1988 to present).

Editorial Board, *Transport Policy*, Butterworths (new journal in 1993)

Editorial Board, *Journal of Transport Planning and Technology* (1989 to present)

Editorial Board, *Journal of Retailing and Consumer Behaviour* (new journal in 1994)

Editorial Board, *Journal of Transport and Statistics* (new journal 1997 to 2006 from the US Department of Transportation and the Bureau of Transportation Statistics, journal revived 2011 onwards)

Editorial Board, *Perspective's on Transport: The Journal of the World Conference of Transport Research Society* (new journal commencing in 1999).

Editorial Board, *Cooperative Transportation Dynamics* (new online journal, (December 2001 to present)

Editorial Advisory Board *Journal of Choice Modelling* (online peer reviewed journal commenced 2007)

Editorial Advisory Board *Journal of Transport and Land Use* (online peer reviewed journal commenced 2007)

Editorial Advisory Board of *Journal of Transport and Supply Chain Management* (2008 to present)

Editorial Advisory Board of the *European Journal of Transport and Infrastructure Research* (2011 to present)

U.S.A. National Academy of Sciences, *Transportation Research Board Committee on Traveller Behaviour and Values* (November 1971 to present) (Founding Member).

Member U.S.A. National Academy of Sciences, *Transportation Research Board Committee on Travel Forecasting* (January 1985 to present).

Guest Editor of Special Issue of *Transportation Research on Longitudinal Data Analysis Methods* (1985).

Guest Editor of Special Issue of *Transportation Planning and Technology on Competition and Ownership of Public Transit* (1990).

Guest Editor of Special Issue of *Transportation Research on Productivity and Performance* (1992), Vol. 26A(6).

Guest Editor of a Special Issue of *Transportation on the Practice of Stated Preference Modelling and Analysis* (1994).

Guest Editor of a Special Issue of *Transportation Research B on Behavioural Insights into Freight Distribution* (2006-07).

Guest Editor of a Special Issue of *Transportation Research A on Public Transport Reform* (2007-08).

Guest Editor of a Special Issue of *Transportation on Global Public Transport Reform* (2007-08).

Guest Editor of a Special Issue of *Journal of Transport Geography on Planning and Patronage* (2007-08).

Series and Volume editor for *Transport and the Environment*, Edward Elgar publishers (2011-2013).

Volume editor for *Transport Economics*, Routledge (2011-2012).

## **Professional Committees:**

Chairman of Advisory Committee of Victorian Institute of Colleges set up to establish Bachelor of Business (Transport Economics) at Royal Melbourne Institute of Technology, 1973 - February 1977

Member of Australian Science and Technology Council Sub-committee on Transport Research and Development in Australia, 1978

Member of Road Transport Technical Committee, Australian Road Research Board, January 1980 - January 1983  
 Committee Member, PTRC (U.K.) Transport Planning Committee, 1988 - 1991  
 Member of Steering Committee to advise Commissioners of Main Roads, Australian Road Research Board, September 1983 to 1989  
 External Member of Queensland Institute of Technology Course Assessment Committee for Graduate Diploma in Business Administration, January 1983 to 1988  
 External Member of South Australian College of Advanced Education Course Assessment Committee for Bachelor of Business (Transport), 1986 to 1988  
 Member, Advisory Committee of Transport Research Centre, Melbourne University, 1991 to present  
 Nomination of Federal Minister of Land Transport for Part-time Commissioner of National Road Transport Commission  
 Foundation Treasurer, Australasian Transport Research Forum Council, 1991 to 1996.  
 President, International Association of Travel Behaviour Research, 1994 to 1997.  
 Vice-Chairman, International Steering Committee of the World Conference on Transport Research Society, 1994 to present.  
 Member, Australian Capital Territory Transport Reform Advisory Group, July 1995 to May 1996.  
 Member, NSW Dept of Transport Technical Advisory Committee, 1996 to present.  
 Member, Peer Review Committee for the NSW Strategic Transport Plan, 1998.  
 Member, Standards Committee on Logistics, Australia, 2007-present.  
 Board Member, ITLS (Africa) Board of Advice, 2008-present

### **Conference Committees:**

Chairman of one of eight workshops of Second International Conference on Behavioural Travel Demand Modelling, Asheville, North Carolina, U.S.A. (May 1975).  
 Chairman - Third International Conference on Behavioural Travel Modelling, Tanunda, South Australia (April 1977).  
 Committee Member - Fourth International Conference on Behavioural Travel Modelling, Munich, West Germany (July 1979).  
 Committee Member - Fifth International Conference on Behavioural Travel Modelling, Maryland, U.S.A. (October 1982).  
 Co-Chairman (and Organiser) of 4th Conference of Australian Institutes of Transport Research (held at Macquarie University, December 8 - 10, 1982).  
 Chairman, International Conference on Competition and Ownership of Bus and Coach Services, Thredbo (N.S.W.), May 1989.  
 Chairman, the 15th Australasian Transport Research Forum, 1990.  
 Co-Chairman and Member of Executive Committee, Second International Conference on Privatisation and Deregulation in Transport, Finland, June 1991.  
 Scientific Committee Member - 7th International Conference on Travel Behaviour, Canada, 1991.  
 Chairman, 15th Conference of Australian Institute of Transport Research, December 1992.  
 Chairman, Scientific Program Committee, 7th World Conference on Transport Research, to be held in Sydney in July 1995.  
 Scientific Committee Member - 8th International Conf on Travel Behaviour, Chile, March 1993.  
 Co-Chairman and Member of Executive Committee, Third International Conference on Privatisation and Deregulation in Transport, Canada, September 1993.  
 Chairman, Fourth International Conference on Competition and Ownership of Land Passenger Transport, New Zealand, July 1995.  
 Special Adviser, Fifth International Conference on Competition and Ownership of Land Passenger Transport, Leeds, UK, May 1997.  
 Scientific Committee Member - 9th International Conference on Travel Behaviour Research, Texas, September 1997.  
 Member, Steering Committee of the 21st Australasian Transportation Research Forum, Adelaide September 1997.  
 Member, Steering Committee of the 22nd Australasian Transportation Research Forum, Sydney, September 1998.  
 Executive Chairman, Sixth International Conference on Competition and Ownership of Land Passenger Transport, Cape Town, September 1999.  
 Chairman, 11th International Conference of the International Association of Travel Behaviour Research, Gold Coast, June 2000.  
 Executive Chairman, Seventh International Conference on Competition and Ownership of Land

Passenger Transport, Molde, Norway, June 2001.  
Member, Steering and Scientific Committees of the 25th Australasian Transportation Research Forum, Canberra, October 2002.  
Executive Chairman, Eighth International Conference on Competition and Ownership of Land Passenger Transport, Rio de Janeiro, Brasil, September 2003.  
Executive Chairman, Ninth International Conference on Competition and Ownership of Land Passenger Transport, Lisbon, Portugal, September 2005.  
Executive Chairman, 10<sup>th</sup> International Conference on Competition and Ownership of Land Passenger Transport, Hamilton Island, Australia, August 2007.  
Executive Chairman, 11<sup>th</sup> International Conference on Competition and Ownership of Land Passenger Transport, Delft, Holland, September 2009.  
Member of Board of International Conference "The Capacity of Transport Systems: arcs, nodes, services and technologies", Italy 2009.  
Executive Chairman, 12<sup>th</sup> International Conference on Competition and Ownership of Land Passenger Transport, Durban, South Africa, September 2011.

### **Professional Associations:**

Economic Society of Australia  
Transportation Research Board (U.S.A.).  
Australasian Transport Research Forum (Founding Member).  
American Transportation Research Forum.  
Chartered Institute of Transport (U.K.).  
World Conference of Transport Research Society (Scientific Chair 1995, Vice-Chair, 1996-2000)  
International Association of Travel Behaviour (President 1993 to 1997)  
American Planning Association  
Australian Institute of Traffic and Planning Management  
Australian Institution of Engineers (Engineers Australia).

### **Adviser To:**

Swedish National Road Administration, Stockholm (July - September 1975).  
Bureau of Transport Economics, Canberra (September 1976 to Dec 1983).  
M.S.J. Keys Young Planners, Sydney (1977 - Dec 1979, 1986 to 1989).  
Implementation and Management Group, Sydney (1977 - November 1981).  
Logica Pty. Ltd (November 1981 to December 1982).  
New South Wales State Transport Study Group, Sydney (Sept 1976-Dec 1979).  
John Paterson Urban Systems, Melbourne (1973-74; Sept 1976- Dec 1977).  
McDonald Wagner and Priddle (and ACCA), (June 1983 to July 1986).  
Planning Workshop Pty. Ltd (August 1984 to January 1985).  
GHD Transmark (British Rail Consultancy), (1986 to 1988).  
Very Fast Train (VFT) Joint Venture (August 1986 to present).  
The Commissioner of Inquiry into the Kyeemagh-Chullora Road Plan (September 1979 - February 1980).  
The Urban Transit Authority of N.S.W. Committee on the Reform of Transit Legislation, 1988.  
The State Bank of New South Wales [Merchant Banking Division], private financing of transport infrastructure (1987-1988).  
N.S.W. Ministry of Transport [Tendering, private financing] (1988 to 1990).  
Member of the International Advisory Board of EURONETT, a project on transport futures in Europe (1989).  
National Survey Research Pty. Ltd (1988 to 1990).  
Nunawading, Ringwood and Box Hill Councils, Melbourne (1991).  
Bureau of Transport Economics (1990 to present).  
Australian Airlines  
Statewide Roads Pty Ltd (1992)  
Roads and Traffic Authority of NSW (1991 to present)  
Auckland Regional Council (1992)  
Travers Morgan Consultants (1986-1995)  
Industry Commission (1993)  
Federal Airports Corporation (1993 - 1995)  
Queensland Transport (1993)  
Dennis Johnston and Associates (1993)

Institute of Transportation Studies, University of California at Irvine (1993 to 1998)  
 Bureau of Tourism Research (1993 to present)  
 Government Prices Tribunal of NSW (1994 to 1998)  
 ACT Government (1998)  
 SKM Economics (1997 to present)  
 Secure Parking (1998-99)  
 Allen Consulting (1999)  
 ATEC (Inland freight railway) - member of Executive Directorate (1999 to present)  
 TRC Africa (2001)  
 Transfund New Zealand (1999 to present)  
 Transfield (2000 to present)  
 NSW Treasury (2002)  
 ABN Amro Bank (2002)  
 Price Waterhouse Coopers (2002 to present)  
 National Economic Research Associates (2002 to present)  
 Parsons Brinckerhoff (2003 to present)  
 Macquarie Bank (Infrastructure Projects, 2003 onwards)  
 Theiss Construction (2002 onwards)  
 AAMI Insurance (on the crash index) 2005  
 Transit NZ (toll road projects, 2005-06)  
 Land Transport New Zealand (Passenger Transport Reform, 2005-06)  
 Saha International (2006)  
 Rand Europe (2006)  
 Frontier Economics (2007)  
 UK Department for Transport (2007)  
 Ministry of Transport (NSW) (2007 to present)  
 Appointed (2007 to present) by the Singapore Minister of Transport (Raymond Lam) to the Land Transport Authority six member International Advisory Panel. The Panel will advise on international best practices and trends in transport policies, planning and development strategies of cities around the world; evaluate and provide feedback on the Land Transport Review and provide expert advice and recommendations on land transport issues in Singapore.  
 CBD Metro Study 2009  
 Gilbert and Tobin, expert adviser on willingness to pay for music in nightclubs, gyms and restaurants, 2006-209.  
 GHD Meyrick (2010)  
 NERA (2010)  
 Victorian Government Taxi Inquiry (2011-12)  
 NSW Govt Long Term Master Plan 2011-2012.

### **Occasional Visiting Lecturer:**

Northwestern University, Cornell University, Leeds University, University of Newcastle-Upon-Tyne, University of Oxford, University of London, University of California at Santa Barbara and Irvine, Penn State University, London Business School, University of Montreal, University of British Columbia, UWIST, Groningen Universiteit, Kyoto University, Universidad de Chile, Pontificia Universidad de Chile, Royal Institute of Technology (Sweden), Massey University (NZ), many Australian and NZ Universities.

### **Media and Meetings**

A full list of media and meeting activity is given in the Annual Reports of the Institute of Transport and Logistics Studies. [http://www.itls.usyd.edu.au/about\\_itls/annual\\_reports.asp](http://www.itls.usyd.edu.au/about_itls/annual_reports.asp)

### **ADDITIONAL ACTIVITIES:**

Regular examiner of Theses in Economics and Civil Engineering (Transport).  
 Regular reviewer of articles on transport and discrete choice models submitted to Economics, Urban and Transport Journals (especially Economic Journal, Review of Economics and Statistics, Journal of Applied Econometrics, Network and Spatial Economics, all Transport Journals).  
 Regular Referee on Academic Promotions (other Universities).

Founder (with two others) of Conference of Australian Institutes of Transport Research (1979).  
 Founding Member of International Committee of Association of Travel Behaviour (October 1982 to present).  
 Regular Session Chairman to Transport-related Conferences in Australia and Overseas.  
 External member of the N.S.W. Ministry of Transport's technical evaluation committee for competitive tendering of bus services.  
 Member of Inaugural Advisory Committee, State Transit Authority of NSW (South-West Division, 1990-91).  
 Member, Olympics Road and Transport Authority Bus Tendering Review Executive Committee, 1998.

## **MAJOR EXTERNAL FUNDS (SINCE 1980):**

Australian Bicentennial Authority (1980), \$26,000  
 Australian Research Grants System (1981-2), \$50,000  
 National Energy, Research, Development and Demonstration Program Grant (1982-90), \$550,000  
 Very Fast Train Joint Venture (1986) \$15,000  
 Volvo Research Grant (Australian Bus and Coach Association) (1987-88) \$20,000  
 State Bank of New South Wales (1987) \$25,000  
 Very Fast Train Joint Venture (1987-88) \$395,000 (1989): \$5,000  
 Urban Transit Authority of N.S.W. (1988-89) (\$65,000)  
 Director-General of Transport (West Australia) (1987-88) \$13,000  
 Australian Research Council (1989) \$16,500  
 Roads and Traffic Authority of N.S.W. (1989) \$30,000  
 State Bank of New South Wales (1989) \$8,000  
 Pfizer Pty Ltd (1989) \$58,000  
 Willoughby Council (1989) \$20,000  
 Federal Office of Road Safety (1989) \$10,000  
 Federal Office of Road Safety (1990) \$115,000  
 Roads and Traffic Authority of N.S.W. (1990) \$15,000  
 Australian Research Council (1990) \$33,835  
 Defence House Authority (1989) \$17,214  
 State Transit Authority of N.S.W. (1990)(\$67,150)  
 Very Fast Train Joint Venture (1990) \$220,000  
 Australian Research Council (1991) \$36,600  
 State Transit Authority of NSW (1991) \$15,000  
 Australian Research Council (1992-94) \$220,000  
 State Transit Authority of NSW (1992) \$75,000  
 Roads and Traffic Authority of N.S.W. (1992) \$60,000  
 Shellharbour Transport Project (1992-93) \$114,000  
 NSW Department of Transport (1992) \$14,000  
 Statewide Roads Pty Ltd. (1992) \$20,000  
 Industry Commission (1993) \$15,000  
 NSW Department of Transport/Countrylink (1993) \$15,000  
 Bureau of Transport and Communication Economics (1993-1994) \$345,000  
 Bureau of Tourism Research (1993) \$20,000  
 Cityrail (1993) \$26,400  
 Road Safety Bureau (NSW) (1994) \$5,600  
 Transport Study Group NSW (1994) \$79,800  
 Commonwealth Key Centre of Teaching and Research in Transport Management (\$1.66m over 5 years)  
 Roads and Traffic Authority of NSW (1996) \$28,000  
 Transport Data Centre (1997) \$45,000  
 Abigroup/M2 (1997) \$30,000  
 GEC-Alsthom (1997) \$10,500  
 Western Australia Department of Transport (1997-98) \$94,500  
 Bus Industry Confederation (1997) \$7,500  
 Speedrail Joint Venture (1997-98) \$60,000  
 Hills Motorway/TollAust (1998) \$54,000  
 Greenhouse Challenge Unit (1998) \$13,250  
 Secure Parking (1998) \$55,000  
 ACT Government (1999) \$30,000  
 NSW Department of Transport (1999) \$30,000  
 ARC small and Faculty grant (1999) \$23,000

Parramatta City Council Parking study (1999) \$34,950  
 Bureau of Transport Economics (2000-2002) \$95,000  
 Bus and Coach Association (NSW) under a Quality Partnership (2000-2004) \$250,000  
 ARC Large Grant (2001-2003) \$205,000  
 ARC Sesqui Grants (2000) \$34,000  
 Transfield (Value of Travel Time Savings Project) (2001) \$121,000.  
 ARC Discovery Program (2002-2006) \$425,000  
 Bureau of Transport and Regional Economics (2002) \$67,000  
 Roads and Traffic Authority of NSW Quality Partnership (2003 onwards) \$85,000 per annum  
 University Sesqui Research Grant (2003) \$23,500  
 Transport NSW (North West Transport Sector Patronage Demand Study (2003) \$45,000  
 Macquarie Bank (2003-2004) \$40,000  
 ARC Discovery Program (2004-2006) \$255,000  
 ARC Sesqui Grants (2004) \$10,000  
 School of Business Research Grant (2004) \$27,000  
 ABN Amro and Thiess Value of travel time savings update study (2004) \$207,000.  
 Macquarie Bank and Thiess Brisbane Gateway Bridge TollRoad study (2005) \$180,000  
 Transit New Zealand Road Infrastructure study (2005-06) \$155,000.  
 University of Sydney R and D Grant 2006 (\$20,000).  
 School of Business Research Grants (2003-06) (\$75,000)  
 ARC Linkage with ANU and ACTeWGL on Assessing WTP for urban water, wastewater, gas and electricity distribution (2006-2009) \$190,000.  
 ARC-DP grant on stated choice system for auto demand and use 2007-09 (\$264,394).  
 ARC-DP grant on accident externalities 2007-09 (\$239,394).  
 ARC-Linkage on exposure-based charging mechanisms, partnered with AAMI 2007-09 (\$230,000).  
 Roads and Traffic Authority of NSW Safety Research 2007 (\$97,000).  
 Secured Chair in Public Transport in ITLS, funded by NSW Government 2009-2013 (\$1m)  
 ARC-DP grant on buy in to road pricing reform schemes 2011-2013 (\$426,000)  
 ARC-DP on Reliability and crowding in public transport 2012-2014 (\$215,000)

“The following colleagues have been awarded three or more ARC grants over the period 2002-07, accounting for 35 of our 63 ARC grants awarded over that period. Please join with me in warmly congratulating not only these outstanding scholars, but all have contributed to the Faculty's impressively rising performance in winning ARC grants.

#### SEVEN GRANTS

*Professor David Hensher, Associate Dean (Postgraduate) and Director ITLS: ARC Large Grant, 4 ARC Discovery, 2 ARC Linkage*

#### SIX GRANTS

Professor Alan Woodland, Econometrics, ARC Small Grant, 2 ARC Discovery, 2 ARC Linkage, ARC/NHMRC

#### FOUR GRANTS

Professor Russell Lansbury: Associate Dean (Research), ARC Large Grant, 3 ARC Discovery

Professor Rod Tiffen: Government and International Relations, ARC Large Grant, 2 ARC LIEF, ARC Discovery

#### THREE GRANTS

Professor Alex Frino, Finance: ARC SPIRT, ARC Linkage, ARC Discovery

Professor Graeme Gill, Government and International Relations: ARC Large, 2 ARC Discovery

Professor Stewart Jones, Accounting: 2 ARC Discovery, ARC Linkage

Dr Gabrielle Meagher, Political Economy: ARC Linkage, 2 ARC Discovery

Professor Peter Stopher, ITLS: 2 ARC Discovery, ARC Linkage”

## EDUCATION:

Ph.D School of Economics, University of New South Wales, 1973 (First mainstream Doctoral Thesis in Economics at UNSW. Supervisors: Prof Nanak Kakwani and William Hotchkiss)

BCom (Economics Honours Class I), School of Economics, University of New South Wales, 1969.

Post-Doctoral Fellow (Nuffield and St Cross Colleges; Transport Studies Unit), University of Oxford, 1975-76.

Pre-University education: England (4 years, Lindfield), Kenya (6 years, Parklands Primary, Delamere High) and Australia (2 years).

## AWARDS and CITATIONS:

Australian Citizen Military Forces - Tolnay Trophy - for Commissioned Rank (Lt.), Australian Army 1971.

1989 Chartered Institute of Transport Qantas (Inaugural) Award for Excellence in Transport (as a major individual contribution to the Transport Industry).

Elected as a Fellow of the Academy of Social Sciences of Australia (FASSA), 1995.

Business/Higher Education Round Table 1999 Award for Outstanding Achievement in Collaboration in Education/Training, 18 November 1999 (joint with Bus and Coach Association of NSW).

Inducted into Beta Gamma Sigma Honours Society of AACSB, Tuesday June 29, 2004.

The Third Edition of Mark Blaug's *Who's Who in Economics* has recently been published by Edward Elgar in the UK (1999). Blaug identifies the 25 economists living in Australia who are most highly ranked by their peers in terms of citations in major economics and finance journals. The largest group is at the University of Sydney (6), followed by Melbourne (4), Adelaide (3), ANU (3), Monash (3), Queensland (2), Western Australia (2), Macquarie (1) and University of NSW (1). These findings would suggest that in terms of leading economists, the University of Sydney in NSW and Melbourne in Victoria have been most successful in terms of providing the right environment to attract world-class scholars: "University of Sydney, Faculty of Economics and Business: Elie Appelbaum, Robert H. Bartels, David A. Hensher, Peter L. Swan, Alan D. Woodland"

Nominated by Faculty of Economics and Business and College of Humanities and Social Sciences for a Federation Fellowship (2002-2006), 25 made available by the Prime Minister to recognise research excellence.

Cited in Pomfret and Wang (2002) Evaluating the research output of Australian Universities' Economic Departments. It states that 'David Hensher ranks first if self-citations are included and third if they are excluded' of academic economists in Australia.

School of Business (Faculty of Economics and Business, The University of Sydney) Inaugural *Award for Achievement in Research* for 2003.

*Postgraduate Peer Mentoring Program Recognition in 2005:*

"It is with great pleasure that I inform you that you have been selected as Runner-up in the 2005 Vice-Chancellor's Award for Support of the Student Experience. The Panel felt that your program was research-led and integrated, which not only provided benefits to those that are mentored but also to the mentees. It was felt that your Program was a model for other faculties and student groups in that it provided a transition to academic and social life of the University for both International students and students that had little recent experience of structured learning."

Recipient of the 2006 *Engineers Australia Transport Medal* for lifelong contribution to transportation.

Fourth most cited author of articles in *Journal of Transport Economics and Policy*, 1975-2006. (108 citations)

August 2008: The Faculty wishes to acknowledge good teaching and good teachers and the importance of teaching in our Faculty mission. Based on the information available from the Unit of Study evaluations, it is with enormous pleasure that I inform you of the following Unit of Study Coordinators, and their teaching teams, who will receive the Dean's Citation for Teaching.

Geoff Gallop	Policy in Practice: Delivering Value
David Hensher	Transport & Logistics Economics
Sabine Ludewig	Communication and Critical Analysis
Stephen Mills	Public Sector Leadership
Wu Zhan	International Business Strategy

Recipient of the 2009 Bus NSW (Bus and Coach Association) *Outstanding Contribution to Industry Award*. (Criteria for award - extensive involvement and major/outstanding contributions. Achievements, particularly those most special to the bus industry include: quality partnership, international status, set up of CTM, set up BOAS course, overview ITLS role for Australia. production of quality students and believers in public transport (PT) influence on benchmarking, SQI, Margins, contracts, social issues, public debate to enhance knowledge on PT- set up PT chair, champion for planning and partnerships, expert on special projects, and

being able to relate to the bus industry)

It is with extreme pleasure that I am writing to inform you that you have been selected to be the recipient of the 2009 International Association of Travel Behaviour Research (IATBR) Lifetime Achievement Award. Everyone involved in this decision is very excited and energized by this choice. Given your long-standing and exceptional contributions to both IATBR and to the travel behaviour field, it is a very natural and clearly a very right outcome. It is a great honour to our organization to be able to count such outstanding people as yourself amongst our ranks, and the Executive Board is pleased to be able to recognize your many accomplishments with this award.

Professor Eric J. Miller, Ph.D.  
IATBR Chair

Announcement: It is with great pleasure that I email to inform you that David Hensher is the recent recipient of the 2009 IATBR (International Association of Travel Behaviour Research) Lifetime Achievement Award. This award was given to David in recognition for his long-standing and exceptional contribution to both IATBR as well as to the wider travel behaviour community. As was noted at the time of the presentation of the award, David's contribution to the field is phenomenal, with David consistently being at the very edge of the research frontier where he can only be described as both a leader and pioneer. To understand fully the meaning of this award, one need look no further than the names of the only other previous recipients, Frank Koppelman (Northwestern) , Moshe Ben Akiva (MIT) and Ryuichi Kitamura (Kyoto). As one who has been lucky enough to work closely with David over the past few years, I can truly say that he is one of the most inspirational individuals and well deserving of this award. So please join me in congratulating David on this most prestigious award. John Rose December 21 2009.

Honorary Fellow Singapore Land Transport Authority Academy, April 2011 to present

Received best paper prize sponsored by *Maritime Economics and Logistics* at *International Association of Maritime Economists (IAME)* Conference, Santiago, Chile, 25-28 October 2011,

## **MAJOR OVERSEAS TRAVEL ACTIVITY:**

**August - December 1971:** Europe, England, Africa and the U.S.A. discussing research into Behavioural Demand Modelling and Travel Time Valuation (in capacity of consultant to the Commonwealth Bureau of Roads).

**January 1973 - February 1973:** U.S.A. and England holding discussions on various transport economics issues and presentation of an invited paper at U.S.A. Transportation Research Board Annual Meeting (Washington).

**July 1973:** U.S.A. to present invited paper at First International Conference on Travel Demand Modelling, South Berwick, Maine.

**May 1975 - February 1976:** U.S.A and Europe as a Visiting Fellow, St. Cross College and Transport Studies Unit, University of Oxford.

**June 1979:** Europe and the U.K. to present invited position paper at Fourth International Conference on Behavioural Travel Modelling (West Germany) and hold discussions in the U.K. on research interests.

**July 1980 - December 1980:** Sabbatical leave visitor at the Public Sector Management Unit, London Business School.

**October 1982:** U.S.A. to attend Fifth International Conference on Travel Analysis Methods, Easton, Maryland.

**March - May 1985:** Holland to present a paper to International Conference on Travel Behaviour, to U.K. on a British Council Travel Grant (Academic Links) - University of Bristol, Oxford University and London Business School, and to U.S.A. (Penn State University, Universities of California at Irvine and Santa Barbara).

**October - November 1987:** France to present a paper to the 5th International Conference on Behavioural Travel Modelling, and to U.K. to give seminars at UWIST, Leeds University, University of Newcastle Upon-Tyne, and to have discussions on deregulation of bus operations at London Regional Transport and London Business School.

**July 1989:** Japan to present papers at the World Conference on Transport Research (Yokohama), and an International Conference on Dynamic Travel Behaviour Analysis (Kyoto).

**January 1990:** Washington D.C. to present a paper at the 3rd International Conference on New Survey Methods in Transport, and to attend the Transportation Research Board Annual Meeting. To London Business School to discuss joint research project with Professor Michael Beesley.

**June - July 1991:** Finland to present a paper at the Second International Conference on Privatisation and Deregulation of Passenger Transport, University of Tampere, Tampere, 16-21 June, and UK/Netherlands to undertake research on Monopoly rents and corporatisation.

**February 1992:** Papua New Guinea to address the World Bank project on transport infrastructure evaluation and to hold meetings at the Department of Transport and the University of Papua New Guinea.

**June - July 1992:** Lyon, France to present a paper at the World Conference on Transport Research.

**September 1992:** Auckland (NZ) to give a series of lectures on discrete choice modelling and stated response methods, and to advise on the Auckland transport study. Wellington (NZ) to participate in a workshop on the value of travel time savings.

**October 1992:** California, UCLA Conference Center, and University of California, Irvine, to present a paper to the first USA invitational conference on panels in transport planning.

**July 1993:** North Carolina, Duke University to attend the Second International Invitational Conference on Consumer Choice Theory and Applications

**September 1993:** Mississauga, Canada, to Chair and present a paper at the 3rd International Conference on Competition and Ownership in Passenger Transport. Seminars at University of Montreal, and University of British Columbia. Discussions at University of Washington (Seattle).

**December 1993 - February 1994:** Visiting Professor, Department of Economics and Institute of Transportation Studies, University of California at Irvine.

**June 1994:** Santiago, Chile to present a paper at 7th International Conference on Travel Behaviour, and then to Paris to attend The Scientific Committee Meeting of the World Conference of Transport Research (in capacity of International Vice Chairman and Chairman of Local Scientific Committee of the 7th WCTR).

**August 1994:** Fort Worth Texas, to attend the Invitational Conference on Travel Model Improvement Methods, hosted by the Texas Transportation Institute, 13-17 August.

**December 1994:** Portland (Oregon) and University of California at Irvine, to present a short course on stated preference methods and to hold discussions on the development of travel choice model system for predicting impact of transport policies on greenhouse gas emissions.

**July - August 1995:** University of California at Irvine invited paper at Conference on Social Benefit-Cost Analysis, Beckmann Center, Sponsored by US Bureau of Transportation Statistics; Rotarua, New Zealand to present a paper and Chair 4th International Conference on Competition and Ownership of Land Passenger Transport, then to Korea to Launch a book on Transport Economics and present paper at Workshop on Issues in Transport Economics hosted by Korean Institute of Transport Research and Korean Airlines.

**December 1995:** To Vietnam to present a paper of Infrastructure needs in Regional Economic Planning, Hanoi, and then to Singapore to give seminars and hold talks on our teaching program at The National University of Singapore and Nanyang Technological University - hosted by Singapore Chartered Institute of Transport.

**June 1996:** To USA to participate in the International Choice Symposium held at Arden House, Columbia University, visit to ITS-Irvine and to Portland (Oregon) to present a 4 day course on Stated Choice Methods.

**July-August 1996:** To UK to present a paper at Brunel University conference on teleworking; and to Stockholm to present invited paper at the International Conference on the Theoretical Foundations of Travel Choice.

**August 1996:** To Auckland to present a paper at the 20th Australasian Transport Research Forum.

**November 1996:** To Hong Kong to present keynote address on roads in the urban community to a conference on Highways into the 21st Century.

**May-June 1997:** To Norway (Value of time workshop), UK (Pergamon Major Ref Work in Transport meeting), 5th International conference on competition and ownership of land passenger transport, Sweden for stated choice workshop.

**September 1997:** To New Zealand to deliver series of lectures at Massey University; to USA to Chair workshop on telecommuting at 8<sup>th</sup> IATBR conference and deliver a paper, then to University of California at Irvine to continue research with Prof Tom Golob.

**July 1998:** To France for Choice Symposium, to Belgium for 8th WCTR, to present 3 papers and Chair 7 sessions and to University of Oxford to give invited occasional address at Hertford College.

**September 1999:** To South Africa to present a paper at 6th International conference on competition and ownership of land passenger transport, and to Chair a workshop, 23-27<sup>th</sup>.

**June-July 2001** - To Invitational Choice Symposium, University of California (Berkeley), to Molde, Norway (Executive Chair, Thredbo 7, 23-26 June), New York (to deliver Discrete Choice Modelling Course), Seoul Korea (World Conference of Transport Research)

**September 2001** – Invitation by Director General, Institute for Transportation Science and Technology, Ministry of Transport, Hanoi, Vietnam to discuss graduate training.

**April 2003** – To Queenstown, NZ to present paper at Bus Industry Confederation Annual Conference, (5-10 April).

**August 2003** – To Switzerland, to present invited resource papers to 10<sup>th</sup> IATBR Conference (10-15 August) and London for Conference on Congestion Pricing, Imperial College, London 18-20 August..

**September 2003** – To Rio de Janeiro present a paper at 8th International conference on competition and ownership of land passenger transport, to Chair a workshop, and undertake duties as Executive Chairman on the Conference Series, (15-18 Sept) and Seminars at Catolica de Pontifica de Universida, Santiago and Sectra in Chile (19-14 September).

**June 2004** - To Invitational Choice Symposium, University of Colorado at Boulding, and University of California at Irvine (Institute of Transportation Studies).

**August – September 2005** – To Hong Kong and Shanghai on Faculty promotions and then to 9<sup>th</sup> International Conference on Competition and Ownership of Land Passenger Transport (Thredbo 9), Lisbon, 2-8 September (Exec Chair, Plenary paper and workshop paper).

**August 2006** – To Santiago (Chile) to give an invitational talk at The University of Chile on Transportation and Sustainable Cities as part of Millennium nucleus on complex engineering systems; then to Kyoto (Japan) for IATBR Conference to give invitation resource paper.

**March 2007** – To Oslo, Norway to give an invitational paper on new methods to value externalities and a seminar on public transport service quality (Institute of Transport Economics).

**July 2007** – To Singapore to deliver a series of public addresses on public transport reform, choice analysis and its relevance to the Civil Service College, Land Transport Authority, National University of Singapore and meetings with Minister of Transport on Land Transport Policy

**November 2007** - member of Singapore Land Transport Authority International Advisory Panel (Chaired by Minister of Transport), First meeting.

**February 2008** – visit to University of Johannesburg in South Africa to launch ITLS (Africa) and to give lectures at the University.

**September 2008** – Deliver choice analysis short course, University of Johannesburg.

**October 2008** - European Transport Conference (ETC), invited keynote presentations, seminars at the Tinbergen Institute and Free University, and Significance, the Netherlands

**November 2008** - member of Singapore Land Transport Authority International Advisory Panel (Chaired by Minister of Transport), Second meeting.

**March-April 2009** - to present invitational paper on attribute processing and choice analysis at 1<sup>st</sup> International Conference on Choice Modelling, Harrogate, UK., seminars at ITS-Leeds and at TSU-University of Oxford.

**June 2009** - to Ryuichi Kitamura Memorial Symposium, University of California at Davis, USA

**September 2009** - to 11<sup>th</sup> International Conference on Competition and Ownership of Land Passenger Transport (Thredbo 11), Delft Holland 21-26 September (Exec Chair, Plenary paper and workshop paper). Also ITLS (Africa) and two public seminars in Johannesburg on Road Pricing and Bus Contracting.

**November 2009** – Delivery paper at 2<sup>nd</sup> Workshop on Choice Modelling, Christchurch, New Zealand.

**December 2009** – Delivery Plenary address at opening of the International Association of Traveller Behavior Research (IATBR), Jaipur, India.

**June 2010** – Deliver the John McMillan Memorial Lecture at New Zealand Association of Economists Annual Conference, Auckland.

**December 2010** – Guest speaker at launch of the Institute of Business Research (IBR) Waikato University, New Zealand.

**February 2011** – Keynote speaker at South Africa Bus Association (SABOA), Johannesburg, and invited lectures on Transport Reform at the University of Johannesburg.

**September 2011** – to 12<sup>th</sup> International Conference on Competition and Ownership of Land Passenger Transport (Thredbo 11), Durban, South Africa 11-15 September (Exec Chair, Plenary paper and workshop paper).

**July 2012** – Invited keynote address to Twelfth International Conference on Advanced Systems for Public Transport ([www.caspt.org](http://www.caspt.org)), Santiago, Chile, July 23 to July 27

## **TEACHING EXPERIENCE:**

### ***Undergraduate:***

Principles of Microeconomics (year 1)  
Cost-Benefit Analysis (year 3)  
Discrete-Choice Modelling (Honours)  
Urban Economics (year 3)  
Transport Economics (year 3)  
Housing Economics (year 3)  
Telecommunication Economics (year 3)  
Industrial Economics (year 3, Honours)  
Advanced Microeconomics (Honours)

### ***Postgraduate:***

Survey and Sampling Methods  
Transport Systems Management  
Cost-Benefit Analysis  
Transport Modelling  
Transport Policy  
Discrete-Choice Modelling  
Stated Choice Methods

Transport Administration  
Transport Planning Methods  
Urban Economics  
Business Strategy  
Transport Economics and Management  
Transport and Logistics Economics  
Market Research Methods  
Housing Economics\*  
Consumer Research and Policy  
Spatial Economics  
Management Decision Making  
Industrial Economics  
Applied Welfare Economics  
Advanced Microeconomics  
Economic Impact Analysis  
PhD Workshop on Research Strategies

***Supervision of Honours, Masters and Ph.D. Students:***

1979 - 7 students  
1980 - 7 students  
1981 - 4 students  
1982 - 3 new and 1 continuing students  
1983 - 7 new and 3 continuing students  
1984 - 10 continuing students  
1985 - 6 students  
1986 - 6 students  
1987 - 5 students (+ 4 research projects)  
1988 - 5 new and 4 continuing students  
1989 - 3 new and 5 continuing students  
1990 - 4 continuing students (+ 5 research projects)  
1991 - 4 students  
1992 - 10 students  
1993 - 9 students  
1994 - 7 students  
1995 - 6 students  
1996 - 4 students  
1997 - 3 students  
1998 - 3 students, 1 postdoc  
1999 - 4 students, 1 postdoc  
2000 - 5 students  
2001 - 4 PhDs, 1 postdoc  
2002 - 4 PhDs (Rose, Dabbas, Efron, Cheng)  
2003 - 6 PhDs (Rose, Puckett, Dabbas, Cheng, Efron, Clifton)  
2004 - 6 PhDs (Rose, Puckett, Dabbas, Efron, Clifton, Knowles)  
2005 - 7 PhDs (Rose, Puckett, Dabbas, Efron, Clifton, Knowles, Hsiao), MPhil (Alsnih)  
2006 - 6 PhDs (Puckett\*, Dabbas, Efron, Clifton, Knowles, Hsiao), MPhil (Alsnih)

- 2007 - 4 PhDs (Clifton, Knowles, Collins, Beck, Dabbas), 1 MPhil (Zheng Li,  
 2008 - 6 PhDs (Clifton, Knowles, Collins, Beck, Chung, Zheng Li, Dabbas), 1 external (Ben McNair ANU)  
 2009 - 9 PhDs (Clifton, Knowles (deferred), Zhang (deferred), Collins, Beck, Chung, Zheng Li, Tirachini Hernández, Dabbas (submitted and awarded 2010)), 1 external (Ben McNair ANU)  
 2010 - 10 PhDs (Clifton (submitted and awarded May 2011), Knowles (deferred), Zhang, Collins, Beck, Chung, Zheng Li, Alejandro Tirachini Hernández, WaiYan Leong), 1 external (Ben McNair ANU, submitted)  
 2011 - 9 PhDs (Knowles (deferred), Zeyan Zhang, Andrew Collins, Matthew Beck, Demi Chung, Zheng Li, Alejandro Tirachini Hernández, WaiYan Leong, Richard Ellison)  
 2012 - 8 PhDs (Zeyan Zhang, Andrew Collins, Matthew Beck, Demi Chung (submitted March), Zheng Li (submitted March), Alejandro Tirachini Hernández (submitted March), WaiYan Leong, Richard Ellison)

\* Sean Puckett received the IATBR Eric Pas prize (first place) in 2006 and was presented with this prestigious award at TRB in January 2007 in Washington DC.

## Key Note Addresses and Conference Presentations

A full list of addresses and presentations is given in the Annual Reports of Institute of Transport and Logistics Studies. [http://www.itls.usyd.edu.au/about\\_itls/annual\\_reports.asp](http://www.itls.usyd.edu.au/about_itls/annual_reports.asp)

Papers: 547	Cites/paper: 17.35	h-index: 49	AWCR: 1525.01
Citations: 14,647	Cites/author: 7535.19	g-index: 105	AW-index: 39.05
Years: 41	Papers/author: 488.88	hc-index: 35	AWCRpA: 757.10
Cites/year: 357.24	Authors/paper: 2.20	hI-index: 20.18	e-index: 82.70
hI,norm: 36	hm-index: 37.08		

## MATERIAL WRITTEN:

### (A) *Formal Publications (in refereed sources)*

\* = *Most Significant Contributions*

- A1 Hensher, D.A. (1974) "A Probabilistic Disaggregate Model of Binary Mode Choice" in D.A. Hensher (Ed.), *Urban Travel Choice and Demand Modelling*, Special Report No. 12, Melbourne, *Australian Road Research Board*, August; 61-99.
- A2 Hensher, D.A. (1974) "Problem of Aggregation in Disaggregate Behavioural Travel Choice Models with Emphasis on Data Requirements", *Demand Modelling and Valuation of Travel Time*, *Transportation Research Board Special Report 149*, Washington D.C., Transportation Research Board, August; 85-100.
- A3 Hensher, D.A. (1974) Discussion on Fovvy's Paper - 'A Money Value of Travel Time Savings: Fact or Fiction?', *Proceedings of Australian Road Research Board Conference*, Vol. 7, Part 2, August; 55-59.
- A4 Hensher, D.A. and Hotchkiss, W.E. (1975) "Choice of Mode and Value of Travel Time Savings for the Journey to Work", *Economic Record*, Vol. 50, No. 129, March ; 94-112. (Reprinted in *Readings in Australian Transport Economics*, McMaster and Webb (Eds.), Sydney, Australian and New Zealand Book Company, 1975).
- A5 Hensher, D.A. (1975) "Perception and Commuter Mode Choice: An Hypothesis", *Urban Studies*, Vol. 12, February; 101-104.
- A6 Hensher, D.A. (1975) "Incremental Planning and Uncertainty", in Ogden, K. and Hicks, S.K. (Eds.), *Urban Goods and Vehicle Movement*, *Proceedings of a Workshop on Urban Goods Transport*, Melbourne, Commonwealth Bureau of Roads, March; 101-105.
- A7 Hensher, D.A., McLeod P.B. and Stanley, J.K. (1975) "Usefulness of Attitudinal Measures in Investigating the Choice of Travel Mode", *International Journal of Transport Economics*, Vol. 11, No. 1, 51-78.

- A8 Hensher, D.A. and Daly, A.J., Dalvi, M.Q. & Department of the Environment (U.K.)(1975) Valuation of Travel Time, Report on a Conference held in London, August 8-13. (Contributions mainly from Hensher, Daly and Dalvi, 52pp.).
- A9 Hensher, D.A. and Currell, A.H. (1975) "Mode Choice and Shopping Trips", Metropolitan Transport Planning: The Way Ahead, Proceedings of a Conference, Australian Institute of Engineers, November; 134-143.
- A10 Hensher, D.A., Hooper, P.G. and Ravallion, J.M. (1975) "An Approach to Incremental Planning for Urban Transport Improvements", Metropolitan Transport Planning: The Way Ahead, Proceedings of a Conference, Australian Institution of Engineers, November; 105-111.
- A11 Hensher, D.A. (1975) "Value of Travel Attributes: The Relationship Between Behavioural, 'Resource' and 'Equity' Values", International Journal of Transport Economics, Vol. II, No. 4, December; 227-232.
- A12\* Hensher, D.A. and Carruthers, R.C. (1976) "Resource Value of Business Air Travel Time", in Heggie, I.G. (Ed.), Modal Choice and Value of Travel Time, Oxford, Oxford University Press, April; 164-185.
- A13\* Hensher, D.A. (1976) "Valuation of Commuter Travel Time Savings: An Alternative Procedure", in Heggie, I.G. (Ed.), Modal Choice and Value of Travel Time, Oxford, Oxford University Press, April; 108-131.
- A14 Hensher, D.A. and McLeod, P.B (1976) "Approaches to Modelling Consumer Preferences and Demand in Transportation", Proceedings of First Australian Transportation Research Forum, Sydney, April; 307-354.
- A15 Hensher, D.A. (1976) "Review of Studies Leading to Existing Values of Travel Time", Valuation of Travel Time, Transportation Research Record No. 587, Washington D.C., Transportation Research Board, October; 30-41.
- A16 Hensher, D.A. (1976) "Market Segmentation as a Mechanism in Allowing for Variability of Traveller Behaviour", presented at the British Universities Transport Studies Group Annual Conference, University College, London, January 1976, published in Transportation, Vol. 5, No. 3, October; 257-284.
- A17 Hensher, D.A., Smith, R.A. and Hooper, P.G. (1978) An Approach to Developing Transport Improvement Proposals, Occasional Paper No. 2, Commonwealth Bureau of Road, Melbourne, September, 128 pp. (Reprinted as Bureau of Transport Economics, Occasional Paper No. 24, December 1978).
- A18 Hensher, D.A. (1976) "Use and Application of Market Segmentation" in Stopher, P.R. and Meyburg, A.H. (Eds.), Behavioural Travel-Demand Models, Lexington Books, D.C. Heath and Company, Lexington, November; 271-279. (Proceedings of Second International Conference on Behavioural Travel Demand Modelling, Asheville, North Carolina, May 1975).
- A19\* Hensher, D.A. (1975) "The Value of Commuter Travel Time Savings: Empirical Estimation Using an Alternative Valuation Model", Transport Studies Unit Working Paper No. 8, University of Oxford, August. (Published in Journal of Transport Economics and Policy, Vol. X, No. 2, May 1976, pp. 167-176). (Translated in Japanese Journal, Kosoku Doro Chosaki, Tokyo, August 1977). (A rejoinder to further comments, Journal of Transport Economics and Policy, Vol. XVIII, No. 2, May 1984, pp. 201-203).
- A20 Hensher, D.A. (1977) "The Role of Systematic Segmentation in Studies of Traveller Behaviour", Australian Road Research Board Conference Proceedings, Vol. 8, Part 2, August, pp. 23-30. (Presented at Bi-Annual Meeting, University of Western Australia, July 1976).
- A21 Hensher, D.A. (1975) "Multi-Trip and Multi-Purpose Journeys: Some Micro-Behavioural Aspects", Transport Studies Unit Working Paper No. 15, University of Oxford, December 1975. (Resource Paper for First Nuffield Conference on Transport, Mansfield College, University of Oxford, December 1975). (Published in Environment and Planning A as The Structure of Journeys and Nature of Travel Patterns, Vol. 8, October 1976, pp. 655-672). (Also reported in Human Behaviour - The News Magazine of the Social Sciences).
- A22\* Hensher, D.A. and McLeod, P.B. (1975) "Towards an Integrated Approach to the Identification and Evaluation of the Transport Determinants of Travel Choices", Transport Studies Unit Working Paper No. 10, University of Oxford, November 1975. (Published in Transportation Research, Vol. II, No. 2, 1977, pp. 77-93).

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- A24 Hensher, D.A. (1977) *Demand for Urban Passenger Transport*, in Hensher, D.A. (Ed.), *Urban Transport Economics*, Cambridge, Cambridge University Press, August; 72-99.
- A25\* Hensher, D.A. (1977) *Valuation of Business Travel Time*, Oxford, Pergamon Press, 159pp.
- A26 Hensher, D.A. (1977) In Defence of Attitudinal Research: A Transport Example, *Socioeconomic Planning Sciences*, Vol. II, No. 2, March; 109-110.
- A27 Hensher, D.A. (1977) "Letter to the Editor - Nature of Travel", *Environment and Planning A*, Vol. 9, No. 2; 174-176.
- A28 Hensher, D.A. (1977) "Valuation of Interurban Travel Time Savings: A Study in Choice of Route", *International Journal of Transport Economics*, Vol. IV, No. 1, April; 69-80.
- A29 Hensher, D.A. and Stopher, P. R. (1977) "Behavioural Travel Modelling", *Traffic Engineering and Control*, May 1977; 319-322. (Reprinted in *Australian Road Research Journal*, Vol. 7, No. 3, September; 40-46).
- A30 Hensher, D.A. and Johnson, L.W. (1977) "A Two-Period Analysis of Commuter Mode Choice: The Predictive Capability of Individual Choice Models", *Logistics and Transportation Review*, Vol. 12, No. 4, December; 361-374.
- A31 Hensher, D.A. (1978) "The Origins and Recent History of Disaggregate Demand Analysis"; Hensher, D.A. "The Theory of Direct Demand Methods"; Hensher, D.A. "Some Applications - Mode Split, Valuation of Travel Time, Special Context Applications, System-Wide Applications"; in Wigan, M. (Ed.), *New Techniques for Transport System Analysis*, Australian Road Research Board Special Report 10, Melbourne, Australian Road Research Board; 35-44, 69-73, 97-109.
- A32 Hensher, D.A. (1978) "Studies of the Valuation of Travel Time Savings", *Journal of Transport Economics and Policy*, Vol. XII, No. 1; 90-97.
- A33 Hensher, D.A. and Goodwin, P.B. (1978) "The Transport Determinants of Travel Choices: An Overview" in Hensher, D.A. and Dalvi, M.Q. (Eds.), *The Determinants of Travel Choices*, Farnborough, England, Teakfield Saxon House Studies, March; 1-65.
- A34\* Hensher, D.A. (1978) "The Valuation of Journey Attributes: Existing Empirical Evidence" in Hensher, D.A. and Dalvi, M.Q. (Eds.), *The Determinants of Travel Choices*, Farnborough, England, Teakfield Saxon House Studies, March; 203-265.
- A35 Hensher, D.A. (1978) "Thoughts on the Merits of Transport Planning Packages", presented to Workshop on Urban Transport Planning Systems, Sydney, February 1978 - Jointly sponsored by Australian and U.S.A. Department of Transport. (Published in *Environment and Planning A*, Vol. 10; 1155-1169).
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- A37 Hensher, D.A. (1979) "Urban Transport Planning: The Changing Emphasis", *Socioeconomic Planning Sciences*, Vol. 13, 1979; 95-104. (A shortened version appeared in *Search*, Vol. 10, No. 1-2, January; 42-48).
- A38 Hensher, D.A., Stobart, A.W. and Souther, H.S. (1979) "An Application of Individual Choice Models to Airport Access Using Aggregate Data", *Bureau of Transport Economics*, Canberra, 101.
- A39\* Hensher, D.A. (1979) "Individual Choice Modelling with Discrete Commodities: Theory and Application to the Tasman Bridge Re-Opening", *Economic Record*, Vol. 53, No. 150, September; 243-260.
- A40 Hensher, D.A. (1979) "Formulating an Urban Passenger Transport Policy: A Re-appraisal of Some Elements", *Australian Economic Papers*, Vol. 18, No. 32, June; 119-130. (Reproduced in 2001 in *Classics in Transport Analysis*, Volume on Urban Transport edited by Rietveld, P., Button, K. and Nijkamp, P. Edward

Elgar Publishing, UK)

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- A43 Hensher, D.A. and Louviere, J. (1979) "Behavioural Intentions as Predictors of Very Specific Behaviour", *Transportation*, Vol. 8, No. 2, June; 167-182.
- A44 Hensher, D.A. and Johnson, L.W. (1979) "A Random Coefficient Model of the Determinants of Frequency of Shopping Trips", *Australian Economic Papers*, Vol. 18, No. 33, December; 322-336.
- A45 Hensher, D.A. and Johnson, L.W. (1979) "External Structure of Variables in Individual Choice Models of Travel Demand", *International Journal of Transport Economics*, Vol. VI, No. 1, April; 51-61.
- A46 Hensher, D.A. (1979) "Airports - An Economic Survey - A Comment on A.A. Walters", *Journal of Transport Economics and Policy*, Vol. XIII, No. 2; 230-231.
- A47 Hensher, D.A. and Stokes, L. (1980) "Transport Congestion Pricing: A Disaggregate Approach", *International Journal of Transport Economics*, Vol. VI, No. 1, April; 51-64.
- A48 Hensher, D.A. (1981) "Two Contentions Related to Conceptual Context in Behavioural Travel Modelling", in P.R. Stopher, A.H. Meyburg and W. Brog, (Eds.), *New Horizons in Behavioural Travel Research*, Lexington Books, Lexington, D.C. Heath; 509-514.
- A49 Hensher, D.A. and Louviere, J.J. (1981) *Demand for International Air Travel: A Conceptual and Operational Framework*, Bureau of Transport Economics, Occasional Paper No. 46, Australian Government Publishing Service, Canberra; 48.
- A50 Hensher, D.A. (1980) *Housing Demand and Tenure Choice: Data Emphasis and an Annotated Bibliography*, Vance Bibliographies, Public Administration Series P - 395, Monticello, Illinois, February; 77.
- A51 Hensher, D.A. (1980) "The Demand for Location and Accommodation - A Qualitative Choice Approach in a Policy Formulating Environment in Housing Economics", Australian Government Publishing Service, Canberra, 1980; 188-211. (Prepared for Conference on Housing Economics, Sydney, August 1978).
- A52\* Hensher, D.A. and Johnson, L.W. (1982) "Application of Multinomial Probit to a Two-Period Panel Data Set", paper presented at International Conference on Disaggregate Travel Demand Models, Leeds University, Leeds, England, July 1980, published in *Transportation Research*, Vol. 16A, No's 5-6, September; 457-464.
- A53 Hensher, D.A. (1981) "A Practical Concern about the Relevance of Alternative-Specific Constants for New Alternatives in Simple Logit Models", *Transportation Research*, Vol. 15B, No. 6; 407-410.
- A54\* Hensher, D.A. and Johnson, L.W. (1981) *Applied Discrete-Choice Modelling*, London, Croom Helm: and New York, John Wiley and Sons.
- A55\* Hensher, D.A. (1981) "Towards a Design of Consumer Durables", *Journal of Economic Psychology*, Vol. I, No. 2; 135-164.
- A56\* Hensher, D.A. (with Johnson, L.W. (1981) "Behavioural Response and Form of the Representative Component of the Indirect Utility Function in Travel Choice Models", *Regional Science and Urban Economics*, Vol. II; 559-572.
- A57\* Hensher, D.A. (with Galbraith, R.A.) (1982) "Intra-Metropolitan Transferability of Mode-Choice Models", *Journal of Transport Economics and Policy*, Vol. XVI, No. 1, January; 1-31.
- A58 Hensher, D.A. (with Manefield, T.) (1982) "A Structured Logit Model of Automobile Acquisition and Type Choice", *Proceedings of 7th Australian Transport Research Forum*, Hobart, March, 625-654.

- A59 Hensher, D.A. (1982) *The Automobile and the Future: Some Issues, Transport Policy and Decision Making*, Special Issue on the Automobile and the Future, Guest Edited by D.A. Hensher Vol. 2, No. 1; 93-128.
- A60 Hensher, D.A., Kirby, D.A. and Beesley, M.E.(1983) *The Appraisal Process in Transportation: An Australian Experience*, invited paper for book edited by K. Button and A. Pearman on *Case Studies in Transport Project Appraisal*, Gower Press, London; 108-132.
- A61 Hensher, D.A. (1982) "Transport Economics and Urban Transport Planning: A Reply and Comment", *Australian Economic Papers*, Vol. 22, June; 138-147.
- A62 Hensher, D.A. (with Louviere, J.J.) (1982) "On the Design and Analysis of Simulated Choice or Allocation Experiments in Travel Choice Modelling", Presented at Annual Meeting of the Transportation Research Board, Washington D.C., January. *Transportation Research Record No. 890*; 11-17.
- A63 Hensher, D.A.(1983) "On the Equivalence of Modified Logit Models - Compressed/Saturated Logit and Binary Dogit", *Transportation*, 11, No. 1; 87-90.
- A64 Hensher, D.A. (with Taylor, A.K.) (1983) "Intra-Urban Residential Relocation Choices for Students: An Empirical Inquiry", *Environment and Planning A*, 15; 815-830.
- A65 Hensher, D.A. (1982) "Functional Measurement, Individual Preference and Discrete-Choice Modelling: Theory and Application", *Journal of Economic Psychology*, Vol. II, No. 3, December; 323-335.
- A66 Hensher, D.A. (with Le Plastrier, V.) (1985) "Towards A Dynamic Discrete-Choice Model of Household Automobile Fleet Size and Composition", *Transportation Research*, Vol. 19B, No. 6; 481-496.
- A67\* Hensher, D.A. (1984) "Achieving Representativeness of the Observable Component of the Indirect Utility Function in Logit Choice Models: An Empirical Revelation", *Journal of Business*, Vol. 57, No. 2; 265-280.
- A68 Hensher, D.A. (1983) "A Sequential Attribute Dominance Model of Probabilistic Choice", *Transportation Research A*, Vol. 17A, No. 3; 215-218.
- A69 Hensher, D.A. (1984) "Accounting for Curvilinearity in Explanatory Variables: A Simplified Alternative", *International Journal of Transport Economics*, Vol. XI, No. 1, April; 43-51.
- A70\* Hensher, D.A. (with Louviere, J.J.) (1983) "Identifying Individual Preferences for Alternative International Air Fares: An Application of Functional Measurement Theory", *Journal of Transport Economics and Policy*, Vol. XVII, No. 2, May; 225-245.
- A71 Hensher, D.A. (with Johnson, L.W.) (1983) "A Comparison of Alternative Modelling Procedures in Studies of Travel Mode Choice", *Transportation Planning and Technology*, Vol. 8; 203-216.
- A72 Hensher, D.A.(1985) "Longitudinal Surveys in Transport: An Assessment", invited keynote paper, 2nd International Conference on New Survey Methods in Transport, Hungerford Hill, N.S.W., September 1983 in E. Ampt, A.J. Richardson and W. Brog (Eds.) *New Survey Methods in Transport*, VNU Science Press, Utrecht; 77-98.
- A73\* Hensher, D.A. (with Louviere, J.J.) (1983) "Using Discrete Choice Models with Experimental Design Data to Forecast Consumer Demand for a Unique Cultural Event", *Journal of Consumer Research*, Vol. 10, No. 3, December; 348-361.
- A74 Hensher, D.A. (with Smith, N.C.) (1984) "Automobile Classification for Choice and Demand Modelling", *Transport Reviews*, Vol. 4, No. 3, July; 245-271.
- A75 Hensher, D.A. (with Smith, N.C.) (1986) "Longitudinal Surveys - A Workshop Report", in E. Ampt, W. Brog and A.J. Richardson (Eds.), *New Survey Methods in Transport*, VNU Science Press, Utrecht.
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- A77\* Hensher, D.A. (with Truong, T.P.) (1985) Measurement of Travel Times Values and Opportunity Cost from a Discrete-Choice Model, *Economic Journal*, Vol. 95, No. 378; 438-451.
- A78\* Hensher, D.A. (1985) "An Econometric Model of Vehicle Use in the Household Sector", *Transportation Research*, (Special Issue on Demand for Automobiles), Vol. 19B, No. 4; 303-313.
- A79 Hensher, D.A. (1985) "Discrete Choice: Issues, Date and Application, in R. Stimson (Ed.), *Assessing the Economic Impact of Retail Centres*", Australian Institute of Urban Studies, Canberra, May; 143-158.
- A80 Hensher, D.A. (1986) "Automobile Type-Choice: A Note on Alternative Specifications for Discrete-Choice Modelling", *Transportation Research*, 20B, No. 5; 429-433.
- A81\* Hensher, D.A. (with Truong, T.P.) (1986) Valuation of Travel Time Savings from a Direct Experimental Approach, *Journal of Transport Economic and Policy*, XIX, No. 3, September; 237-261.
- A82 Hensher, D.A. (with Smith, N.C.) (1986) "A Structural Model of the Use of Automobiles by Households: A Case Study of Urban Australia", *Transport Reviews*, Vol. 6, No. 1, January - March; 87-112.
- A83\* Hensher, D.A. and Wrigley, N. (1986) "Statistical Modelling of Discrete Choices in Discrete Time with Panel Data", *Behavioural Research for Transport Policy*, VNU Science Press BV, Utrecht; 97-118.
- A84\* Hensher, D.A. (1988) "Model Specification for a Dynamic Discrete-Continuous Choice Automobile Demand System in Discrete Time", in Golledge, R. and Timmermans, H. (Eds.), *Behavioural Modelling in Geography and Planning*, Croom Helm, London, Chapter 21; 451-476.
- A85 Hensher, D.A. (1985) "Predicting Automobile Fuel Consumption in the Household Sector: A Disaggregate Approach", in *Proceedings of Conference on Transport in the 1980's*, Institution of Engineers (Australia).
- A86 Hensher, D.A.(1985) "Empirical Vehicle Choice and Usage Models in the Household Sector: A Review", *International Journal of Transport Economics*, Vol. XII, No. 3, October; 231-259.
- A87\* Hensher, D.A. (1986) "Sequential and Full Information Maximum Likelihood Estimation of a Nested-Logit Model", *Review of Economics and Statistics*, Vol. LXVIII, No. 4, November; 657-667.
- A88\* Hensher, D.A. (1986) "Dimensions of Automobile Demand Project: An Overview of an Australian Research Project", *Environment and Planning A*, Vol. 18; 1339-1374.
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- A93 Hensher, D.A. (with Mannering, F.L.) (1987) "Discrete/Continuous Econometric Models and their Application to Transport Analysis", *Transport Reviews*, Vol. 7, No. 3; 1 227-244.
- A94 Hensher, D.A. (1987) "Productive Efficiency and Contracting of Transport Services", in Abelson, P.W. (ed.) *Privatisation: The Australian Experience*, Australian Professional Publications, Sydney; 154-167.
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- A97\* Hensher, D.A. (with Beesley, M.E.) (1987) The Consistency of Choice Using Experimental Design, Journal of Economic Psychology, Vol. 8; 445-456.
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- A99\* Hensher, D.A. (1986) "Privatisation: An Interpretative Essay", March. (Revised June 1986) Australian Economic Papers, Vol. 25, December; 147-174.
- A100 Hensher, D.A.(1987) "Automobile Loss Rates and the Expected Capital Cost of Vehicles", Economic Record, Vol. 53, No. 182, September; 247-254.
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- A457 Li, Z., Tirachini, A. and Hensher, D.A. Embedding Risk Attitudes in a Scheduling Model: Application to the Study of Commuting Departure Time, accepted for presentation at the *4th International Symposium on Transportation Network Reliability*, July 22-23, 2010, at the University of Minnesota, McNamara Center, Minneapolis, submitted to *Transportation Science*, 29 July 2010, inquired 5 January 2011, 11 March 2011, 5 May 2011, referees reports 16 May 2011, revised May 31, 2011, further referees reports 14 July 2011, revised 21 July 2011, accepted 18 August 2011, proofs 7 December 2012.
- A458 Li, Z., Hensher, D.A. and Rose, J.M. Accommodating Perceptual Conditioning in the Valuation of Expected Travel Time Savings for Cars and Public Transport, paper presented at the 12<sup>th</sup> International Conference on Competition and Ownership of Land Passenger Transport (*Thredbo 12*), Durban, South Africa September 2011, submitted to *Research in Transportation Economics*, September 213, 2011, referees reports 8 January 2012, accepted 15 February 2012.

- A459 McNair, B., Hensher, D.A. and Bennett, J. Modelling heterogeneity in response behaviour towards a sequence of discrete choice questions: a probabilistic decision process model, submitted to *Environment and Resource Economics*, June 14 2010, referees reports 12 October 2010, revised 3 February 2011, inquired 16 May 2011, further revisions, accepted 14 September 2011.
- A460 Hensher, D.A., Truong, T.P., Mulley, C. and Ellison, R. Assessing the wider economy impacts of transport infrastructure investment with an illustrative application to the North-West Sydney rail project (full draft completed July 2011), submitted to *Journal of Transport Geography*, October 26 2011, referees reports 5 February 2012, revised 21 February 2012, accepted 10 March 2012, proofs 26 March 2012.
- A461 Greene, W.H. and Hensher, D.A. Revealing additional dimensions of preference heterogeneity in a latent class mixed multinomial logit model, submitted to *Applied Economics*, 16 September 2010, inquired 5 and 28 January 2011, inquired 4 May 2011, referees reports 9 May 2011, revised 12 May 2011, follow up inquiry September 23 2011, accepted 25 September 2011, proofs 28 December 2011 DOI:10.1080/00036846.2011.650325.
- A462 Washington, S., Ravulaparthi, S., Rose, J., Hensher, D.A., Pendyala, R. and Konduri, K. Bayesian Imputation of Non-Chosen Attribute Values in Revealed Preference Surveys, presented at *Transportation Research Board Annual Meeting* Washington DC January 2009, submitted to *Journal of Advanced Transportation*, 14 May 2011, referees report 24 August 2011, further review comments 12 September 2011, accepted 27 September 2011 with minor revisions.
- A463 \*Hensher, D.A., Li, Z., and Rose, J.M. Accommodating Risk in the Valuation of Expected Travel Time Savings. *Journal of Advanced Transportation*, 5 July 2010, referees report 30 August 2010, revised 31 August 2010, further referees reports 20 October 2010, revised 22 October 2010, accepted 16 November 2010, proofs 7 December 2010, online 16 January 2011, DOI: 10.1002/atr.160
- A464 Thiene, M., Scarpa, R. and Hensher, D.A. An empirical investigation of individual WTPs within couples under scale and taste heterogeneity: the case of household water, presented at *World Congress of Environmental Resource Economics* in Montreal in July 2010 <http://www.wcere2010.org/>. Submitted to *Water Research Journal* as Riccardo Scarpa, Mara Thiene & David A. Hensher - Preferences for tap water attributes within couples: An exploration of alternative mixed logit parameterizations 22 October 2010, referees reports 10 February 2011, revised 22 July 2011, inquired 7 October 2011, revised 21 November 2011, accepted 6 December 2011, proofs 29 December 2011. doi:10.1029/2010WR010148, in press.
- A465 Leong, W. and Hensher, D.A. Embedding decision heuristics in choice models: a review, submitted to *Transport Reviews*, 28 August 2011, referees reports 23 November 2011, revised 10 February 2012, accepted 27 February 2012.
- A466 Hensher, D.A., Mulley, C., and Smith, N. A., simplified bus contract payment formula, presented at the 12<sup>th</sup> International Conference on Competition and Ownership of Land Passenger Transport (*Thredbo 12*), Durban, South Africa September 2011. Latest version: 20 March 2011, submitted as 'Towards a simplified performance-linked value for money model as a reference point for bus contract payments' to *Research in Transportation Economics*, September 213, 2011, referees reports December 2011, accepted 4 February 2012.
- A467 Hensher, D.A., Rose, J.M. and Beck, M. J. Are there specific design elements of choice experiments and types of people that influence choice response certainty? Presented at the *Second International Choice Modelling Conference*, Leeds, UK July 2011, referees reports 14 March 2011, accepted 21 March 2011, submitted to *Journal of Choice Modelling*, September 18 2011, inquired 9 January 2012, further referee report 10 January 2012, revised 11 January 2012, accepted 13 January 2012.
- A468 Rose, J., Hensher, D., Greene, W. and Washington, S. Attribute Exclusion Strategies in Airline Choice: Accounting for Exogenous Information on Decision Maker Processing Strategies in Models of Discrete Choice, submitted to *Transportmetrica*, July 20, 2009. Inquired 12 November, 2009, referee reports 19 December 2009, revised and re-submitted April 7 2010, further reports 29 June 2010, revised 2 July 2010, accepted 5 July 2010, proofs 21 July 2010.  
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- A469 Jones, S., Hensher, D.A., Rose, J., and Walker, R., Infrastructure Asset Reporting Options: A Stated Preference Experiment, January 2009, Presented as *American Accounting Association Annual Conference*, New York and submitted to *Accounting Horizons* May 2011, inquired 7 October 2011, further minor edits January 4 2012, accepted 13 January 2012.
- A470 Masiero, L. and Hensher, D.A. Freight transport distance and weight as utility conditioning effects on a stated choice experiment, presented at *Second International Choice Modelling Conference*, Leeds, UK July 2011, referees reports 7 April 2011, revised 14 June 2011, submitted to *Journal of Choice Modelling*, September 18 2011, referees report 2 December 2011, revised 12 December 2011, inquired 9 January 2012, accepted 19 January 2012.
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- A472 Hensher, D.A. and Rose, J.M. The Influence of Alternative Acceptability, Attribute Thresholds and Choice Response Certainty on Automobile Purchase Preferences, submitted to *Journal of Transport Economics and Policy*, 6 January 2011, inquired 20 April 2011, 30 June 2011, referees reports 12 July 2011, revised 14 July 2011, inquired 7 October 2011, accepted 18 October 2011.
- A473 Chung, D., Hensher, D.A. and Rose, J.M. Risk Assessment in PPP Concessions: Intuitive Hunch over Rationality? presented at the 12<sup>th</sup> International Conference on Competition and Ownership of Land Passenger Transport (*Thredbo 12*), Durban, South Africa September 2011, submitted to *Research in Transportation Economics*, September 213, 2011, revised and accepted 5 February 2012.
- A474 Brooks, M., Puckett, S., Hensher, D.A., and Sammons, A. Understanding Mode Choice Decisions: A Study of Australian Freight Shippers, accepted for *International Association of Maritime Economists (IAME) Conference*, Santiago, Chile, 25-28 October 2011, received best paper prize sponsored by *Maritime Economics and Logistics*, to appear in the *Journal of Maritime Economics and Logistics*.
- A475 Hensher, D.A., Greene, W.H. and Chorus, C. Random Regret Minimisation or Random Utility Maximisation: An Exploratory Analysis in the Context of Automobile Fuel Choice, submitted to *Journal of Advanced Transportation*, 26 March 2011, referees reports 7 May 2011, revised 9 May 2011, accepted 16 June 2011.
- A476 Chorus, C., Rose, J.M. and Hensher, D.A. Regret minimization or utility maximization: It depends on the attribute, submitted to *Environment and Planning B*, referees reports 12 October 2011, revised 15 October 2011, 28 January 2012, accepted 28 March 2012.

## ***(B) Papers under editorial consideration for formal publication***

### *Books*

#### *Book Chapters*

- B1 Hensher, D.A. and Li, Z. Urban freight: freight strategy, transport movements and the urban spatial economy, in *An International Handbook on Transport and Development*, Co-Editors: Robin Hickman, David Bonilla, Moshe Givoni, and David Banister, Edward Elgar Publishers, UK submitted June 2011.
- B2 Hensher, D.A., Mulley, C. and Li, Z. High quality public transport: gaining acceptance of bus rapid transit systems, in *Handbook of Sustainable Travel: People, Society and Transportation Systems*, edited by Garling, T., Ettema, D. and Friman, M., Springer, Berlin, submitted March 2012.
- B3 Hensher, D.A. Attribute processing, in Hess, S. and Daly, A.J. (eds.), *Handbook of Discrete Choice Modelling*, Edward Elgar, UK, submitted February 2012.

#### *Journal Articles*

- B4 Hess, S. and Hensher, D. A. Making use of respondent reported processing information to understand attribute importance: a latent variable scaling approach, accepted for presentation at 2012 *Transportation Research Board Annual Conference*, Washington DC and submitted to *Transportation*, 15 November 2011, referees reports 27 March 2012, accepted April 4 2012.
- B5 Truong, T.P. and Hensher, D.A. Linking discrete choice to continuous demand models within a computable general equilibrium framework, submitted to *Transportation Research Part B*, 3 November 2011, referees reports 8 February 2012, revised 14 March 2012.
- B6 Hensher, D.A., Li, Z., Leung, W. and Rose, J.M. Choosing public transport – some behavioural challenges, Paper for *Twelfth International Conference on Advanced Systems for Public Transport* ([www.caspt.org](http://www.caspt.org)), Santiago, Chile, July 23 to July 27, 2012 (Drafted November 14 2011).
- B7 Merkert, R. and Hensher, D.A. Regulation, trust and contractual incentives around transport contracts - Is there anything bus operators can learn from public air service contracts? , presented at the 12<sup>th</sup> International Conference on Competition and Ownership of Land Passenger Transport (*Thredbo 12*), Durban, South Africa September 2011, submitted to *Research in Transportation Economics*, September 213, 2011, referees reports 12 February 2011, revised 26 March 2012.
- B8 Li, Z. and Hensher, D.A. Estimating values of travel time savings for toll roads: Avoiding a common error (Transferability of estimates of VETTS when risk attitude is accounted for), submitted to *Transport Policy*, September 28 2011, referees reports 10 January 2012, revised 14 January 2012.
- B9 Campbell, D., Hensher, D.A. and Scarpa, R. Cost thresholds, cut-offs and sensitivities in stated choice analysis: identification and implications, presented at *Second International Choice Modelling Conference*, Leeds, UK July 2011, referees reports 4 April 2011. Submitted to *Resource and Energy Economics*, 11 March 2011, referees reports 18 August 2011, inquired to Danny 24 November 2011, 25 January 2012, revised 10 February 2012.
- B10 Li, Z. and Hensher, D.A. Behavioural implications of preferences, risk attitudes and beliefs in modelling risky travel choice with travel time variability, paper to be presented at for IATBR Toronto July 13-15 2012, submitted to *Transportation*, 22 February 2012.
- B11 Rose, J.M., Hess, S., Greene, W.H. and Hensher, D.A. The Generalised Multinomial Logit model: Misinterpreting scale and preference heterogeneity in discrete choice models or untangling the untangleable? Submitted to *Transportation*, January 2012.
- B12 Beck, M.J., Rose, J. M. and Hensher, D.A. Environmental Attitudes and Emissions Charging: Policy Implications for Vehicle Choice submitted to *Transportation Research Board Annual Meeting*, Washington DC January 2011, referees reports received 5 October, accepted for presentation, submitted to *Transportation Research Part A*, 2 March 2012.
- B13 Jou, Rong-Chang and Hensher, D.A. The Influence of New Road Infrastructure on Tourism Behavior in Taiwan: the Sun Moon Lake Experience, submitted to *International Journal of Sustainable Transportation*, 26 March 2012.
- B14 Rose, J.M., Beck, M. and Hensher, D.A. Joint estimation of respondent reported certainty and acceptability with choice, accepted for presentation at the 2012 *Transportation Research Board Annual Conference*, Washington DC., submitted to *Transportation Research Part A*, 28 February 2012.
- B15 Tirachini, A., Hensher, D.A. and Rose, J.M. Multimodal pricing and optimal design of public transport services: the interplay between traffic congestion and bus crowding, Paper accepted for *Twelfth International Conference on Advanced Systems for Public Transport* ([www.caspt.org](http://www.caspt.org)), Santiago, Chile, July 23 to July 27, 2012 and then to be submitted to *Journal of Urban Economics*.
- B16 Stanley, J.K., Hensher, D.A. and Stanley, J. Mobility, social capital and sense of community: what value?, presented at the 12<sup>th</sup> International Conference on Competition and Ownership of Land Passenger Transport (*Thredbo 12*), Durban, South Africa September 2011, submitted to *Urban Studies* September 213, 2011, referees reports 16 December 2011, revised 23 December 2011, inquired 28 March 2012, revisions 2 April 2012.

- B17 Merkert, R. and Hensher, D.A. The importance of completeness and clarity in air transport contracts: An international comparison, presented at the 15th Air Transport Research Society (ATRS) World Conference, Sydney, June 30 to July 3 2011, submitted to *Journal of Aviation Management*, September 12, 2011.
- B18 Leong, W. and Hensher, D.A. Embedding multiple heuristics into choice models: an alternative approach, presented at *Second International Choice Modelling Conference*, Leeds, UK July 2011 drafted 17 February 2011, referee reports 5 April 2011, revised 20 June 2011, submitted to *Journal of Choice Modelling*, September 18 2011, inquired 9 January 2012, minor revisions 30 March 2012.
- B19 Li, Z. and Hensher, D.A. The role of source preference and subjective probability in valuing expected travel time savings, submitted to *Transportmetrica*, 15 February 2012.
- B20 Hensher, D.A., Li, Z., and Mulley C. Impact of HSR on land values – a review of the evidence, submitted to *Roads and Transport Research*, 23 February 2012.
- B21 Beck, M.J., Rose, J.M. and Hensher, D.A. Consistently Inconsistent: The Role of Certainty, Acceptability and Scale in Automobile Choice. Submitted to *Transportation Research Part E: Logistics and Transportation Review* on 27<sup>th</sup> of February 2012.

*Conference Papers (Refereed)*

(C) *Material in progress*

- C1 Hensher, D.A., Train, K. and McNair, B. Willingness to pay for residential electricity supply quality and reliability, inquired with Ben 24 February 2012.
- C2 Ellison, R., Greaves, S. and Hensher, D.A. Capturing Freight Operators' Behavioural Responses to Government Policies Using an Adaptive-Dynamic Simulation Method, paper prepared for IATBR Toronto July 13-15 2012, abstract submitted 28 November 2011 and accepted March 3 2012.
- C3 Hensher, D.A., Rose, J.M. and Collins, A. Understanding Buy in for Uncertain Prospects: Incorporating Degree of Belief into the *ex ante* Assessment of Support for Alternative Road Pricing Schemes.
- C4 Merkert, R., Hensher, D.A. and Rose, J.M. Choice of governance structure in railways
- C5 Collins, A., Rose, J.M. and Hensher, D.A. A method for simultaneously accommodating continuous preference heterogeneity and attribute non-attendance in discrete choice models, paper prepared for IATBR Toronto July 13-15 2012, abstract submitted 1 December 2011 and accepted March 3 2012.
- C6 Hensher, D.A., Rose, J.M. and Greene, W.H, *Applied Choice Analysis*, Second Edition, Cambridge University Press, Cambridge.
- C7 Ellison, R., Greaves, S. and Hensher, D.A. Medium Term Effects of London's Low Emission Zone.
- C8 Hensher, D.A., Greene, W.H. and Collins, A. T. Accounting for Attribute Non-attendance and Common-metric Aggregation in a Latent Class Mixed Multinomial Logit Model: A Warning on Potential Confoundment.
- C9 Montou, C. and Hensher, D.A. Is the media influencing the mode of transport agenda? A content analysis of newspaper articles in Australia, 2000-2010.
- C10 Hensher, D.A. and Li, Z. A review of elasticities associated with the demand for taxis
- C11 Li, Z. and Hensher, D.A. Crowding – Alternative specifications in public transport systems (linked to ARC-DP 2012-2014)
- C12 Clifton, G., Hensher, D.A. and Mulley, C. Evaluation of Travel Times and Fares – North West Rail Link: A Note, abstract submitted to ATRF, January 2012 and accepted March 3 2012.

- C13 Hensher, D.A., Ellison, R., Mulley, C., Graham, D. and Melo, P. Assessing the Wider Economy and Social Impacts of High Speed Rail, report prepared for Australasian Rail Association, March 2012.
- C14 Leung, W. and Hensher, D.A. Is Route Choice a Matter of Regret Minimisation or Relative Advantage Maximisation or a Mixture of Both?, paper prepared for IATBR Toronto July 13-15 2012, abstract submitted 7 November 2011 and accepted March 3 2012.
- C15 Hensher, D.A., Greene, W.H. and Hess, S. Latent attitudes.
- C16 Jou, Rong-Chang, Hensher, D.A., Chen, Tzu-Ying and Chao Ming-Che, Hospitalization costs and duration of elderly motorcyclists' accidents in Taiwan

## **(D) Consultants reports**

*(Only those in which I was a main contributor)*

- D1 Hensher, D.A. and Hotchkiss, W.E. (1971) The Value of Time Spent in Travelling: An Australian Case Study, Consultant's Report prepared for the Commonwealth Bureau of Roads, January.
- D2 Hensher, D.A. (1971) The Value of Commuter Travel Time Savings: A Study of Land Modes, Consultant's Report prepared for The Commonwealth Bureau of Roads, May.
- D3 Hensher, D.A. (1971) The Application of Private Time Savings Valuation, Consultant's Report prepared for the Commonwealth Bureau of Roads, December.
- D4 Hensher, D.A. and Paterson, J. (1972) Elasticity of Demand for Urban Public Transport, Melbourne, John Paterson Urban Systems, July.
- D5 Hensher, D.A. (1972) Consumer Preferences in Urban Trip-Making, Commonwealth Bureau of Roads Working Paper No. 1 Melbourne, December (Prepared as a Consultant's Report).
- D6 Hensher, D.A. (1973) Financing of Public Transportation Facilities for the Private Sector, Consultant's Report for a Consortium of Entrepreneurs in Sydney, May.
- D7 Hensher, D.A. (1973) Urban and Suburban Passenger Transport Policy Options - Suggestions for Efficiently Altering the Modal Split, Consultant's Report prepared for Commonwealth Bureau of Roads, October.
- D8 Hensher, D.A. (1974) Consumer Preferences in Urban Trip-Making, Consultant's Report prepared for the Commonwealth Bureau of Roads, July (5 volumes).
- D9 Hensher, D.A. (1975) Development of a Framework within which Traffic Forecasts can be Developed for the Oresund Road Bridge Study, Consultant's Report prepared for the National Road Administration of Sweden, Stockholm, July.
- D10 Hensher, D.A. and Skinner, R. (1976) Sydney Fare Reduction Study, Melbourne, John Paterson Urban Systems. (Consultant's Report prepared for the Commonwealth Bureau of Roads, October).
- D11 Hensher, D.A. and Skinner, R. (1977) Sydney Downtown Commuter Parking Study, Melbourne, John Paterson Urban Systems. Consultant's Report prepared for the Commonwealth Bureau of Roads, January).
- D12 Hensher, D.A. (1977) Individual Choice Models, Report prepared for Urban Transport Study Group of New South Wales, Sydney, May.
- D13 Hensher, D.A. (1977) Individual Choice Models: Level of Aggregation and Transferability Potential - Development of a Methodology, Testing and Application, Report prepared for Urban Transport Study Group of New South Wales, Sydney, August.
- D14 Hensher, D.A. (1978) Review of Individual Choice Modelling (and Housing Demand), Report prepared for the Australian Department of the Environment, Housing and Community Development under a Housing Research Grant, Project - 73, Sydney, March; 189pp.

- D15 Hensher, D.A. (1979) Individual Choice Models, Accessibility Measures and the Metropolitan Adelaide Data base Study - A Review of Disaggregate Mode and Destination Choice Models, Report prepared for the Office of the Director-General of Transport, South Adelaide, May, 30 pp.
- D16 Hensher, D.A. (1979) Individual Travel Choice Models and the 1981 Transport Study, Phase 1, Report prepared for Urban Transport Study Group of New South Wales, Sydney, September, 40 pp.
- D17 Hensher, D.A. and Logica (1981) Small Business Systems in Telecommunications, Report prepared for Telecom (Australia) , November.
- D18 Hensher, D.A. (with Louviere, J.J.) (1980) Forecasting Attendances at a Possible 1988 Exposition in Sydney or Melbourne, Study Report prepared for the Australian Bicentennial Authority, Sydney, March.
- D19 Hensher, D.A. and Truong, T.P. (1983) A Critique of Report on Value of Time of Airport Users, Report prepared for Commonwealth Department of Aviation, Canberra, June.
- D20 Hensher, D.A. (1981) An Economic Evaluation Method and Instruction Manual for Airport Development in Pilbara Region, Airport Consulting and Construction Australia Pty Ltd, Sydney, November.
- D21 Hensher, D.A. (1983) An Economic Evaluation Method and Instruction Manual for Airport Development in the Pilbara Region, Airport Consulting and Construction Australia Pty Ltd, Sydney, November.
- D22 Hensher, D.A. (1986) The Passenger Market for the Very Fast Train, report prepared jointly with GHD Transmark for The VFT Joint Venture, Canberra, November.
- D23 Hensher, D.A., Barnard, P.O., Milthorpe, F.W. and Smith, N.C. (1987) F5 Freeway Study Report, Report prepared for the Merchant Banking Division of the State Bank of New South Wales, May.
- D24 Hensher, D.A., Barnard, P.O., Milthorpe, F.W. and Smith, N.C. (1987-88) Very Fast Train Passenger Feasibility Study, A series of reports prepared from the VFT Joint Venture, November 1987 - June 1988.
- D25 Hensher, D.A., Smith, N.C. Young, J, and Ampt, E. (1989) Attitudes and Preferences Towards Buses in New South Wales, Report prepared for the Urban Transit Authority of New South Wales, February.
- D26 Hensher, D.A. and Milthorpe, F.W. (1989) The Externality Benefits of Public Transport Subsidies, Report prepared for the Ministry of Transport and the State Transit Authority of New South Wales, February.
- D27 Smith, N.C., Hensher, D.A. and Young, J. (1989) Property Cost, Access and Amenity Trade-Off Options for Defence Service Personnel in Sydney, report prepared for the Defence Housing Authority, August.
- D28 Hensher, D.A., Battellino, H.C. and Young, J. (1989) Sub-Arterial Traffic Management A Study of Community Attitudes in the Willoughby Municipality, Report prepared for the Willoughby Municipal Council, August.
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- D31 Hensher, D.A., Battellino, H.C., and Young, J. (1989) Long Distance Truck Drivers: A Pilot Survey of On-road Performance and Economic Reward, report prepared for the Federal Office of Road Safety under a Seeding Grant, November.
- D32 Hensher, D.A. (1989) Private Financing of Transport Infrastructure: A Discussion paper, paper prepared for the NSW Ministry of Transport, November.
- D33 Hensher, D.A. and Young, J.L. (1990) Fuel Demand Forecasts and Long Term Price Elasticities of Demand, report prepared for the Federal Bureau of Transport and Communication Economics, Canberra, April.

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- D35 Hensher, D.A., Smith, N.C., Milthorpe, F.W. and Young, J.L. (1990) A Route Service Revenue and Cost Model System, prepared for the State Transit Authority of NSW (South and West Division), August.
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- D38 Hensher, D.A., Hooper, P.G. and Daniels, R.F. (1991) Evaluating Alternative Strategies Designed to Improve the Fuel Economy of Passenger Vehicles: 1988-2005, report prepared for Nelson English, Loxton and Andrews, and Ecologically Sustainable Development Transport Working Group.
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- D49 Hensher, D.A. (1995) Review of Urban Public Transport Fares, Service Levels and Subsidy/Community Service Obligation: Development of an Approach to the Total Study - Task 1 Report, Government Pricing Tribunal of NSW, Sydney, March.
- D50 Hensher, D.A. and Raimond, T. (1995) Evaluation of Fare Elasticities for the Sydney Region, report prepared for the Government Pricing Tribunal of NSW, Sydney, December.
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- D56 Louviere, J.J., Hensher, D.A., Anderson, D.A., Raimond, T. and Battellino, H. (1994) *Greenhouse Gas Emissions and the Demand for Urban Passenger Transport: Design of the Stated Preference Experiments*, Report 3, Institute of Transport Studies, The University of Sydney, March.
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- D58 Hensher, D.A., Milthorpe, F.W. and McCarthy, M. (1995) *Greenhouse Gas Emissions and the Demand for Urban Passenger Transport: Behavioural Model Estimation and Inputs into the ITS/BTCE Strategy Simulator*, Report 5, Institute of Transport Studies, The University of Sydney, November
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- D61 Hensher, D.A., Milthorpe, F.W. and Lowe, M. (1995) *Greenhouse Gas Emissions and the Demand for Urban Passenger Transport: Final Report: Summary of Approach and Selective Results from Application of the ITS/BTCE Simulator*, Report 8, Institute of Transport Studies, The University of Sydney, November.
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- D64 Hensher, D.A., Daly, A. and Gunn, H. (1997) A series of Five Working Papers for the Redesign of the Sydney Travel Model System, for the Transport Data Centre, NSW Department of Transport, Sydney.
- D65 Hensher, D.A., King, J. and Hooper, P.G. (1997) Speedrail: Review and Update of Patronage and Revenue Market Potentials, Report for GEC-Alsthom (UK), April.
- D66 King, J. and Hensher, D.A. (1997) Marketing the M2 Tollroad in Sydney, Marketing Flyers on Time savings prepared for Abigroup and TollAust, Sydney, April.
- D67 Gipps, P., Brotchie, J., Hensher, D.A. (1997) The Journey to Work, 1971-1991, report prepared for the Federal Department of Housing, Canberra, June.
- D68 Hensher, D.A. (1998) Cost of Compliance of Private Sector Buses with the Standards as Set out in the Regulatory Impact Statement on Draft Disability Standards for Accessible Transport: An Assessment, Report prepared by The Institute of Transport Studies for the Australian Bus and Coach Association, August.
- D69 Hensher, D.A. (1999) Estimation and Application of Discrete Choice Models Using Combined Stated and Revealed Preference Data: Comments and Advice on the Mode Choice Study of Train Services, for CIS Asociados, Santiago, Chile, January.

- D70 Hensher, D.A. (2000) Summary Report of the 15<sup>th</sup> February Consultative Workshop on the NSW Freight Strategy 2010, for NSW Roads and Traffic Authority and Department of Transport, February.
- D71 Hensher, D.A. (2000) Freight 2010: An Integrated Freight Plan for New South Wales: An Assessment in the light of the 15 February Workshop, for NSW Roads and Traffic Authority and Department of Transport, March.
- D72 Hensher, D.A. (2001) The Valuation of Travel Time Savings for Car Drivers: Establishing a Distribution for Sydney for Commuting and Non-Commuting Travel, Report prepared for Transfield Project Development, April.
- D73 Hensher (2001) Fuel Consumption and Non-Commercial Contracts, Report prepared for the NSW Bus and Coach Association, April.
- D74 Hensher D.A. and Bullock, P. (2001) Survey of Views on Environmental Issues: Report for the Environment Committee of the Faculty of Economics and Business, Institute of Transport studies, August.
- D75 Hensher, D.A.(2001) Valuation of Travel Time Savings for Car Commuter, Car Non-Commuter, Light Commercial and Heavy Vehicles in the Sydney Metropolitan Area, Report prepared for Transfield, Sydney, August.
- D76 Hensher, D.A. (2003) Value of Travel Time Savings for the Mitcham-Frankston Freeway Proposal: Implementing Sydney VTTS in Melbourne, For the East Connect (Macquarie Bank and Thiess) Consortium, November.
- D77 Hensher, D.A. (2004) Comments on the Barrie Unsworth Draft Report and Suggestions to Move Forward, Prepared for BCA (NSW), January.
- D78 Hensher, D.A. and Rose, J. (2004) The M4 East and F3 Extension Project: Behavioural Valuation of Travel Time Savings: Car, Light Commercial and Heavy Vehicle Travel for Commuting, Non-Commuting and Business Trips, report prepared for ABN Amro and Thiess, December.
- D79 Hensher, D.A. (2005) Margins for Sydney Metropolitan Bus Operators, report prepared for NSW Bus and Coach Association (under a Quality Partnership with ITLS), January.
- D80 Hensher, D.A. and Rose, J. (2005) The NSBT Brisbane Project: Behavioural Valuation of Travel Time Savings: Car, Light Commercial and Heavy Vehicle Travel for Commuting, Non-Commuting and Business Trips, report prepared for Macquarie Bank, John Holland and Thiess, June.
- D81 Hensher, D.A. (2006) Peer Review Assessment of Stage 1 Report (Dated 20 December 2005) of the Procurement Review for Land Transport New Zealand prepared by L.E.K. Consulting, for Land Transport NZ, January.
- D82 Hensher, D.A. (2006) Peer Review Assessment of Report (Dated 10 March 2006) of the Procurement Review for Land Transport New Zealand prepared by L.E.K. Consulting for Land Transport NZ, March.
- D83 Hensher, D.A. (2006) Peer Review Assessment of Report (Dated 31 March 2006) of the Procurement Review for Land Transport New Zealand prepared by L.E.K. Consulting for Land Transport NZ, April.
- D83 Hensher, D.A. (2006) Greater Wellington Regional Council Fares Modelling: Fares Elasticities, report prepared for Saha International, New Zealand, April.
- D84 Hensher, D.A. and Rose, J. (2006) M2 Traffic and Toll Product Preference Survey, report prepared for Transurban, Sydney December.
- D85 Hensher, D.A. and Rose, J. (2006) The Brisbane Airport Link Project: Behavioural Valuation of Travel Time Savings: Car, Light Commercial and Heavy Vehicle Travel for Commuting, Non-Commuting and Business Trips, report prepared for Macquarie Bank and Thiess, December.

- D86 Hensher, D.A. and Rose, J. (2007) Estimating the Willingness-to-Pay for Road Safety Improvements, report prepared for the Roads and Traffic Authority of NSW, May.
- D87 Hensher, D.A. and Rose, J. (2007) Valuation of Travel Time Savings: Car, Light Commercial and Heavy Vehicle Travel for Commuting, Non-Commuting and Business Trips, report prepared for Transit New Zealand and BECA, December.
- D88 Hensher, D.A., Thurston, G and Arbuckle, T. (2007) Metropolitan and Outer-Metropolitan Bus System Contracts – Operator Benchmarking Exercise, report prepared for NSW Ministry of Transport, December.
- D89 Hensher, D.A. and Li, Zheng, (2008) Report for Forest CoachLines: Impact of Car Fuel Price Increases on Demand for Bus Travel, July 31.
- D90 Hensher, D.A., Rose, J.M. and Collins, A.T. (2009) Metro Study – Behavioural Research, report prepared for Parsons Brinckenhoff, Sydney June 15.
- D91 Hensher, D.A., Truong, T.P., Mulley, C. and Ellison, R. (2011) Assessing the Wider Economy Impacts of Transport Infrastructure Investment with an Illustrative Application to the North-West Rail Project, report prepared for the NSW Director-General of Transport, July.
- D92 Hensher, D. A. (2011) Assisted School Travel Program (ASTP): Considerations in Delivering Efficient and Equitable Value for Money Services, report prepared for NSW Department of Education and Training, August.

**(E) *Unpublished Papers***

- E1 Hensher, D.A. (1971) "Modal Choice and Modal Split: A Review of Modelling Procedures", School of Economics, University of New South Wales, March.
- E2 Hensher, D.A. (1975) "The Relevance of a Knowledge of the Nature of Urban Travel Demand in Urban Transport Planning", Commonwealth Bureau of Roads, Melbourne, March.
- E3 Hensher, D.A. (1975) "Consumer Choice, Product Differentiation and Policies for Market Segments", unpublished paper Commonwealth Bureau of Roads, Melbourne, March.
- E4 Hensher, D.A. (1977) "Incidence Analysis in Project Appraisal: The Rudiments of a Methodology", School of Economic and Financial Studies, Macquarie University, January.
- E5 Hensher, D.A. (1977) "Multi-dimensional Scaling and Intransitivity", School of Economic and Financial Studies, Macquarie University, January.
- E6 Hensher, D.A. (1977) "An Economic Interpretation of the Parking problem", School of Economic and Financial Studies, Macquarie University, February.
- E7 Hensher, D.A. (1977) "The Issue of Reported Perception and the Relationship to Actual Levels of Fares: An Empirical Note", School of Economic and Financial Studies Macquarie University, May.
- E8 Hensher, D.A. (1981) "Translation of Road Pricing Measures into Generalised Cost Parameters", School of Economic and Financial Studies Macquarie University, February.
- E9 Hensher, D.A. (1981) "Research in Transportation at Macquarie University", paper presented at 3rd Conference of Australian Institute of Transport Research, University of Melbourne, December 9 - 11.
- E10 Hensher, D.A. (1982) "Research in Transportation at Macquarie University", paper presented at 4th Conference of Australian Institute of Transport Research, Macquarie University, December 8 - 10.
- E11 Hensher, D.A. (with Smith, N.C. and Wrigley, N.) (1989) "Modelling Discrete Choice Sequences: An Application to Automobile Transactions", March.

- E12 Louviere, J.J., Hensher, D.A. and Stopher, P.R. ((2000) An Empirical Analysis of the Effect of Numbers of Choice Sets in Designed Choice Experiments
- E13 Hansen, D. and Hensher, D.A. (2000) Forecasting Organisational Decisions: Obtaining Better Estimates of Management Decisions by Combining Market and Experimental Decision Data Presented annual INFORMS Marketing Science Conference at INSEAD, Fontainebleau, France, July 13 1998.
- E14 Troung, T.P. and Hensher, D.A. Free-Riding and the Invisible Hand In the Optimal Provision of Public Infrastructure Goods: With Reference To Toll Roads
- E15 Hensher, D.A. Congestion Charging: Lessons from the first 6 months of the London Experience and its Scalability to Sydney, September 2003. (Summary in Sydney Morning Herald, September 10, 2003).
- E16 Hensher, D.A. Taking Service Quality and Ongoing Support Seriously in the Delivery of Electricity, Gas and Water, An opinion piece prepared on the invitation of ActewAGL, Canberra, November 7, 2003.
- E17 Kwang, K., Hensher, D.A. and Ton, Review of TRESIS as a policy advisory tool for evaluating land use and transport interaction, presented at 8<sup>th</sup> International Conference on Computers in Urban planning and Urban Management, Sendai Japan 27-29 May 2003
- E18 Hensher, D.A., Shore, N. and Train, K. Willingness to pay for residential electricity supply quality and reliability, October 18, 2007 (cannot be released for confidential reasons).
- E19 Rose, J., Hensher, D.A. and Hess, S. Examination of the Respondent Reported Attribute Processing Strategies in Stated Choice Experiments Constructed from Revealed Preference Data, presented at Transportation Research Board Annual Meeting, Washington D.C. January 2007.
- E20 Hess, S. Rose, J.M. and Hensher, D.A. (2007) Asymmetrical Preference Formation in Willingness to Pay Estimates in Discrete Choice Models, 11<sup>th</sup> World Conference on Transport Research, June 24-28, San Francisco.
- E21 Rose, J.M., Hensher, D.A., Caussade, S., Ortúzar, JdeD. and Jou, R. (2007) Identifying differences in willingness to pay due to dimensionality in stated choice experiments: a cross cultural analysis, *European Transport Conference*, Leeuwenhorst, October.
- E22 Hensher, D.A., Bain, S., Stanley J.K. and Borowski, D. (2008) Assessing the Role of Selective Transport Policies in Reducing Congestion and CO<sub>2</sub>: An Empirical Application of TRESIS, December.
- E23 Haase, K. and Hensher, D.A. (2009) Discrete location planning.

### **(F) Theses**

- F1 Hensher, D.A. (1968) The Economics of City Parking Policies, unpublished B. Com (Economics Honours I) Thesis, School of Economics, University of New South Wales, November.
- F2 Hensher, D.A. (1972) The Consumer's Choice Function: A Study of Traveller Behaviour and Values, unpublished Ph.D. Thesis, School of Economics, University of New South Wales, October.

### **(G) Internal papers or reports**

- G1 Hensher, D.A. (1973) "Issues in Behavioural Travel Demand Modelling and the Valuation of Travel Time", detailed notes on a conference held at Berwick Academy, South Berwick, Maine.
- G2 Hensher, D.A. (1975) "Shopping Travel - An Exploratory Analysis of the Development of a Destination Choice Model," Transport Studies Unit Research Note, University of Oxford, June.

- G3 Hensher, D.A. (1975) "Time as a scarce Resource: Extensions of the Neoclassical Model of Consumer Behaviour", Transport Studies Unit Research Note, University of Oxford, June.
- G4 Hensher, D.A. and Stanley, J.K. (1975) "Expectancy Value Theories and Attitudes in Utility Measurement", Transport Studies Unit Research Note, No. 3, University of Oxford, August.
- G5 Hensher, D.A. (1977) "Effect of Re-opening the Tasman Bridge on Mode and Route of Travel", Research Paper No. 144, School of Economic and Financial Studies, Macquarie University, July, 56 pp.
- G6 Hensher, D.A. (1977) "Some Comments on Identification of Magnitude of Travel Times", Research Paper No. 145, School of Economic and Financial Studies, Macquarie University, February, 19pp.
- G7 Hensher, D.A. (1978) "Economic Theory of the Allocation of Time - State of the Art", School of Economic and Financial Studies, Macquarie University, February.
- G8 Hensher, D.A. (1978) "Relation Between Travel Demand and Economic Evaluation", School of Economic and Financial Studies, Macquarie University, June.
- G9 Hensher, D.A. (with M.S.J. Keys Young and Implementation and Management Group) (1977) " Behavioural Choice Approach to Market Segmentation for Forecasting Future Telecommunication Products", August.
- G10 Hensher, D.A. (1978) "Telecommunications Demands in the Future: A Preliminary Outline of the Analytical Approach", Working Paper No. 1, School of Economic and Financial Studies, Macquarie University, February.
- G11 Hensher, D.A. (1978) "Choice of Private Automatic Branch Exchanges (PABXs): Data Definition and Mode Specification", Working Paper No. 2, School of Economic and Financial Studies, Macquarie University, July.
- G12 Hensher, D.A. (1979) "Telecommunications Attribute Modelling: The Determinants of Organisation Communication Requirements", Report prepared as part of a study on Telecommunications Needs for Organisations, Communications Research (Australia), Sydney, January, 120 pp.
- G13 Hensher, D.A. (1978) "Interdependencies of Travel Decisions, Other Activities ad household Members in the Frequency, Timing and Mode of Travel to shops", Research Paper No. 168, School of Economic ad Financial Studies, Macquarie University, May, 26 pp.
- G14 Hensher, D.A. (1978) "Discrete Alternatives and Dichotomous Logit Analysis Using the Maximum Likelihood Method", Research Paper No. 165, School of Economic and Financial Studies, Macquarie University, May, 15 pp.
- G15 Hensher, D.A. (1979) "Behavioural Demand Modelling - Some recent Issues ad Possible New Directions", Paper presented as a resource paper at regional transport Research Workshop on methods and Concepts on Transportation Modelling, C.S.I.R.O. Melbourne, February 1979, Working paper No. 21, School of Economic and Financial Studies, Macquarie University, July, 87pp.
- G16 Hensher, D.A. (1987) The Australian Economy, Bus and Coach Association (NSW) Bulletin, April, pp. 34 - 30.
- G17 Hensher, D.A. (1993) The Issue of Reported Perception and its Relationship to Actual Fare Levels: An Empirical Note, March, 5pp.

**(H) *Unpublished papers presented at seminars and conferences***

- H1 Hensher, D.A.. (with Hotchkiss, W.E.) (1971) "The Value of Time spent in Travelling: Some Theoretical issues and an Australian Datum Point", Australian and New Zealand Association for the Advancement of Science (A.N.Z.A.A.S.) Congress, 32nd Congress, University of Queensland, May 24 - 28.
- H2 Hensher, D.A. (1971) "Some Theoretical and Empirical Issues in Travel Demand Analysis", Department of Environmental Engineering Transportation Seminar 1, Cornell University, U.S.A. November.
- H3 Hensher, D.A. (1973) "Critique of Urban Transport Planning Practices, Economic Society of Australia and

- New Zealand", (N.S.W. Branch), March.
- H4 Hensher, D.A. (1973) "Valuation of Travel Time: An Alternative Procedure", paper presented to Third Australasian Conference of Economists, University of Adelaide, South Australia, May.
- H5 Hensher, D.A. (1976) "Recent Developments in Disaggregate Travel Choice Modelling, Theory and Application", Seminar Paper prepared for the Building Research Group Seminar Series, C.S.I.R.O . Melbourne, June 1976. Re-presented at Bureau of Transport Economics Seminar, Canberra, July.
- H6 Hensher, D.A. (1977) "Urban Transport and Energy: Some Thoughts", paper presented at Institute of Transport Meeting, Hobart, January 13, 1977. Re-presented at Canberra Annual Meeting of Action for Public Transport, July 27.
- H7 Hensher, D.A. (1978) "Future of the Car in Urban Transport", Paper presented at the New South Wales Universities Interdepartmental Geography Forum, June.
- H8 Hensher, D.A. (1979) "Five Contentions Related to Conceptual Context in Behavioural Travel Modelling", Invited Position paper prepared for the Fourth International Conference on Behavioural Travel Modelling, Garmisch-Partenkirchen, West Germany, July.
- H9 Hensher, D.A. (1987) "Discrete Choice: Issues, Data and Application", prepared for Australian Institute of Urban Studies Workshop on 'Assessing Economic Impact of Retail Centres Development: Issues, Methods and Implications for Government Policy'.
- H10 Hensher, D.A. (1988) "Tolling Urban Roads: The Role of the Private Sector", presented at a seminar on Sydney's Strategy, Macquarie University, June.
- H11 Hensher, D.A. (1992) "Urban Rail: The Wider View", presented at the Urban Rail Workshop organised by The Australian Rail Industry Advisory Committee, Melbourne, November.
- H12 Zhu, W. and Hensher, D.A. "Optimal Traffic Flow Sampling for Estimation of an Origin-Destination Trip Matrix from Link Traffic Counts for Large Networks".
- H13 Brewer, A. and Hensher, D.A. (1996) "The Relationship between Organisational Structure, Work Organisation and Flexible Work Arrangements and their Impact on Travel Behaviour: Identifying Key Linkages and Establishing a Research Agenda" early version of paper presented at a workshop on New International Perspectives on Telework: From Telecommuting to the Virtual Organisation?, Brunel University, London, UK. July 31 to August 2, 1996.
- H14 Wang, B., Hensher, D.A. and Ton, T. Modelling Road Safety Trends and Predicting Road Fatalities in Australia, December 1998. (Early version presented at the 1998 Conference of Australian Institutes of Transport Research, Sancta Sophie College, The University of Sydney, December 14).
- H15 Hensher, D.A. (2001) The Valuation of Non-Commuting Travel Time Savings for Urban Car Drivers, presented at World Conference of Transport Research, Seoul, July.
- H16 Hensher, D.A. (2001) Service Quality as a Package: What does it mean to Heterogeneous Consumers?, presented at World Conference of Transport Research, Seoul, July.
- H17 Rose, J. and Hensher, D.A. Modelling Agent Interdependency in Group Decision Making: Methodological Approaches to Interactive Agent Choice Experiments
- H18 Efron, A. , Brewer, A. and Hensher, D. International Travelling Art Exhibitions: A negotiated value process.
- H19 Kwang, K. , Hensher, D.A. and Ton, T. Examining the applicability of the TRESIS model system to Seoul, Korea
- H20 Dabbas, W. and Hensher, D. A. Measures for Modelling Automobile Emissions: using Classification and Regression Trees (CART)
- H21 Hensher, D.A. and Jones, S. "Modeling Corporate Failure: A Multinomial Nested Logit Analysis for

Unordered Outcomes". Paper presented at 2005 Annual Conference of American Association of Accounting in New York.

## Referee of Papers

Regular referee of papers for major journals in transportation and economics. These include Transportation Research (A,B,E), Transportation, Journal of Transport Economics and Policy, Journal of Transportation and Statistics, Environment and Resource Economics, Journal of Applied Econometrics, Energy and Resource Economics, Review of Economics and Statistics, Environment and Planning A, Transport Reviews, Transportation Research Board Journal, Journal of Transport Geography, Transport Policy, Transportmetrica, Urban Studies, Regional Science and Urban Economics, Economic Record, and Applied Economics. Regular reviewer of chapters for books in Elsevier Science Series.

## Comments on some of my contributions.....

Good morning David, I just thought I would drop you a note for the presentation that you made at the BusNSW conference yesterday. In my short term in this industry (8 months) this was by far-and-away the most articulated, visionary and practical presentation that I have seen and that goes directly to the transport issues of NSW and you offered a solution to address many of these issues. I could sense your passion and interest to these issues and I have not yet experienced this same holistic commitment in any other person associated within this transport (Bus) Industry in NSW. Though, clearly, you have many time restraints to that presentation, you presented a clear and concise picture.

*Regards, Livio Sartoretto, Financial Controller, Interline Bus Service 7 October 2011*

ARC Discovery Program 2011 Assessor's Reports" Hensher is a world leader and admirably placed to undertake the research."

The revised paper makes a very strong contribution to the literature on the optimal design of mass transit systems, and will likely remain the definitive treatment of the optimal design of a dedicated bus corridor for many years to come. The exposition, the analysis, and the review of relevant literature are all first rate. I am happy to accept it for publication in *Transportation Research B*. I am confident that your paper will become a modern classic in the economics of mass transit. I shall certainly draw on it in the work I am doing on downtown parking and traffic congestion with mass transit. (Tirachini, A. and Hensher, D.A. Bus congestion, optimal infrastructure investment and the choice of a fare collection system in dedicated bus corridors, *Transportation Research B*), Richard Arnott, 4 February 2011.

David, your paper on Mixed Logit (2003), Bus Rapid Transit (2008) and Stated Preference Methods (1994) are in the top 10 as numbers 1,2 and 8 for downloads of *Transportation*. Martin Richards, Editor-in-Chief, *Transportation* (Springer).

David, thanks very much for coming over to NZ and doing all the talks you did. It was excellent to have you here. I heard lots of positive feedback from your keynote address at the conference of economists, and Arthur Grimes was obviously pleased with your presentations to the Ministry of Transport and at the public meeting. Dr Bill Kaye-Blake, organiser of NZ Economics Society Annual Conference, July 2010

ARC Discovery Program 2010 Assessor's Reports: "Hensher is the leading researcher in transport economics in Australia. His research output places him at the forefront of the field internationally. Most of his career-best journal articles are in ERA A\*-ranked journals. He is a prominent contributor to transport policy debates in Australia." "An outstanding track record and a world leader in the area. A significant number of high quality research publications." "Hensher is an established international researcher with outstanding track record."

Dear David, Congratulations! You have been successful in the University's Scholarship Index funding, reference year 2007. The Scholarship Index rewards faculties whose staff contributes to teaching quality through the scholarship of university teaching. Qualifications in university teaching, teaching awards, textbooks, journal articles and conference and seminar presentations about university teaching have all been eligible up until 2007. You have received \$ 3,738, November 2009.

Hi David, Great meeting this afternoon, too - though one tinged with real personal sadness, I have to say. You have been a real role model for me, as well as a trusted friend and confidant. I look forward to saying a few words about you and your influence on GSB at the appropriate point in time.

*John, JOHN SHIELDS | Associate Professor, Faculty of Economics and Business, December 5, 2008.*

Dear David

Indeed the GSB is in great shape because it has enjoyed the benefit of your leadership. You have been a tremendous source of encouragement and inspiration to those who have had the privilege of serving on the GSB with you. Janice,  
*Janice Loftus, Accounting discipline, December 2008.*

“Thank you also for your help with the *Journal of Transportation and Statistics*. We have completed our first year and, thanks to contributions from outstanding researchers such as yourself, successfully, I think. Of course, we’d welcome further contributions from you and your colleagues down under at any time.”

*David L. Greene, Oak Ridge National Laboratory, US*

“...I really wish I could have a chance one day working with you - a world renowned expert for a joint transport-air pollution project.”

*Charles Xu, Environmental Protection Authority*

“On behalf of the Environment Advisory Committee may I thank you for the excellent report you prepared on the recent Survey of the University of Sydney’s Key Stakeholders’ Views on Environmental Issues. The comprehensive and lucid analysis of the results which you have undertaken provides the University with an effective foundation on which to build its Environment Policy and Implement Strategies and the Committee is most grateful for this.”

*Professor Ken Eltis, Deputy Vice Chancellor, University of Sydney*

“I would like to thank you for your presentation at the Institute Dinner on Wednesday, July 14, 1999. The points you covered certainly raised some interest amongst members. Indeed, the range of options in transport education was quite impressive, particularly in what the ITS has developed over time.”

*L. J. Harper, Immediate Past Chairman, Chartered Institute of Transport in Australia*

“A letter, at long last, to formally thank you for your presentation to our Bus Day seminar last month. We believe it was very well received and supported by local politicians, transport planners and the media, and your contribution has generated considerable interest.”

*John Collyns, Executive Director, Bus & Coach Association New Zealand*

“I am writing on behalf of the National President, Keith Todd to thank you for attending the National Conference in Cairns and for addressing our delegates. Your presence was an essential element in what was a very successful conference.”

*Ian MacDonald, Conference Director*

“The success of ITS is a matter of record and does not need to be recounted here. I am very proud of the small part that I played in providing a home for ITS and an environment which allowed you and your colleagues to get on with the important job of establishing ITS as a centre which is now recognised internationally... I have no doubt that ITS will go from strength to strength in its new home. Please pass on to everybody in ITS my thanks for their help and support in the past and my very best wishes for the future.”

“I was surprised and delighted to be made an Honorary Member of the ITS Alumni Association Inc. ITS now has some very distinguished alumni and, of course, it has always enjoyed strong support from the industry and from Government. I am sure that these connections will continue to provide ITS with the support and encouragement that is now essential for all university activities.”

*Murray Wells, Graduate School of Business*

“With my fairly sudden withdrawal from active involvement in University of Sydney affairs, I didn’t ever see you to congratulate you on your success in being named as a Commonwealth Key Centre. I became a great admirer of your Institute’s achievements and your whole approach..”

*Brian W. Scott, Management Frontiers Pty. Ltd.*

“If as a result of our association we have made people’s travel more pleasant, or the movement of the goods or services they require more efficient, I will be glad. Thanks a million for your part in making my job both enjoyable and rewarding.”

*Derek Scafton, Director-General of Transport, SA (retired)*

“Thank you for taking the time to introduce me to staff of the Institute last Friday and for your warm welcome. I found my visit to be most informative and encouraging. I see many opportunities for close cooperation between our organisations.”

*Stephen Hunter, Director, Bureau of Transport and Communications Economics*

“Just a brief note of congratulations for the award of a Key Centre. I was delighted to hear of your news...I know you and your team will do a great job and provide the University of Sydney with a further example of its ability to ‘deliver’ in research”

*Professor Bruce G. Thom, Vice-Chancellor, University of New England*

“In a country which is so reliant on efficient and safe transport systems, it is gratifying to know we now have a centre which will play such an integral role in research and lead the way in the development of excellence in Transport Management standards.”

*D. Geoff Stevenson, Director General, Queensland Department of Transport*

“The ITS is already recognised in Australia and Overseas for its leading role in teaching and research in transport. This recognition is the result of many years of hard work by the ITS staff and the leadership you have shown. I am privileged to participate in the ITS program and look forward to a continuing role.”

*Rodney T. Swan, Managing Director, Business Growth Projects*

“I am proud to be associated with ITS Sydney. Their publications have placed them at the forefront of international studies in transportation management.”

*Professor G.J. Fielding, University of California, Irvine*

"David, Well, it seemed to me that you were the hero of the meeting. They clearly had a lot of confidence in you. You sounded great on the phone, a deep, melodious voice, and you had good responses to their concerns. If NERA/Sydney wins this, it will be because of you. I'll have to remind them that it was me who put them into contact with you!"

*Professor Ken Train, University of California at Berkeley, September 2002*

"Dear David, This is not a frivolous question. I really want to know so that I can emulate your success. How come you are so prolific? What is your method/secret?"

*Gaye Wilson, Administrative Officer (Web and Publications), School of Business, February 2001.*

"Dear David, This is another Hensher record - you already hold at least one in the Transportation record book! A full review in less than a day of it being requested! Many thanks for giving it priority when you are very busy."

*Martin Richards, OBE, Managing Editor, Transportation, September 2001*

"David - just a brief note to say thanks for the presentation to the CST yesterday. It is an excellent message and you present it well. It does need to get out to the troops as widely as possible."

*Prof Les Field, Acting PVC (Research) University of Sydney.*

"Dear Peter, Ian Zimmer, Exec Dean in Mgt School at UQ called and wanted to know if I was interested in heading up the Mgt School. I told him I am very happy where I am running ITS and working under your DeanShip. David" June 2001.

Comments from Assessors' of a 2003 ARC-DP application:

Assessor 1: There is no doubt whatsoever, that the CI has a first class record in research and has a considerable international reputation. He is well known not only for being in the vanguard of important new methodological innovations in modelling but also for his ability to apply these innovations to practical issues and to communicate them to an international audience very effectively.

Assessor 2: Applicant is a leading world expert in travel demand modelling and choice modelling. Applicant's record is extremely impressive.

Dear David, I don't wish to sound obsequious, but I genuinely admire your whole approach to the job and draw a great deal of encouragement from your strong strategic focus, your inclusive approach to leadership, and the way in which you demonstrate trust and collegiality. I can tell you that these qualities are genuinely appreciated and respected." Kind regards,

Dr John Shields (senior Lecturer in Faculty of Economics and Business, Member of Graduate Studies Board).

"Brilliant lecture David, thanks for the opportunity. I loved your flair ... but also learned a couple of things I had never quite understood."

Professor Juan deDios Ortuzar, Pontificia Universidad Catolica de Chile

Dear David, Thank you so much for being on Radio National last week. We had some good feedback on the segment - one listener said you should be congratulated for "breathing some common sense into the emotional claptrap peddled by the NRMA." best wishes, Abbie Thomas

Radio National, September 2005

Dear David, I thought you would like to know that your paper *The Mixed Logit model: The state of practice* was the paper on our website that had the third highest number of downloads last year, and *Refocusing the Modelling of Freight Distribution: Development of an Economic-Based Framework to Evaluate Supply Chain Behaviour in Response to Congestion Charging* was ranked fifth. Thank you for allowing us to publish them

Martin Richards, Editor in Chief, *Transportation*. <http://www.springeronline.com/journal/11116> (March 5, 2006)

## What my Graduate Students say.....

Its perhaps my best day after leaving Sydney. My happiness knew no bounds when I received a merit certificate duly signed by my favorite teacher and the world class authority on transport. There are only a few persons in transport who can match your fund of knowledge and experience-perhaps none. This is what your 129 pages CV reflects but today I shall praise you as a man of highest discipline, committed & visionary leadership and above all caring attitude towards guest students at ITLS. There is hardly any doubt that institute will produce quality professionals under your untiring leadership. I pray and wish to serve this great institute in my humble capacity in any role. I always introduce ITLS as the world's best place for interactive learning in transport & logistics. Thank you again for your kind consideration and sending this valuable certificate which means a life-time achievement for me. Warmest Regards, Tariq (MTM/MLM October 13 2011)

Dear Prof. Hensher, How are you? My name is Yang(Kurt)Liu, I was a student at ITLS, and I had a fantastic experience there. I received the Sir Hudson Fysh award and had work experience with PwC via the Graduate Work Experience program. Because of the valuable experience I had at ITLS, I was accepted by University of Cambridge to continue my PhD studies. I joined the Centre for International Manufacturing at the Institute for Manufacturing (IfM), under the Department of Engineering (<http://www.ifm.eng.cam.ac.uk/default.html>). I started my PhD in early October, so far so good I feel. I will focus my doctoral research on sustainable supply chain design and configuration (specifically looking at automotive industry). The knowledge and

skills I have learnt from ITLS definitely give an advantage for doing my PhD at Cambridge. So I am very grateful for the experience I had at ITLS. I still remember the logistics and transport Economics class that you taught, and it probably is the best lecture I ever had. Well, I don't have anything else to say, just want to say thanks to you and hope I can revisit ITLS someday and meet you again (October 29 2010) ("Y. Liu" [yl415@cam.ac.uk](mailto:yl415@cam.ac.uk))

Respected David, Thank you very much for your encouragement and the guidance throughout the course. I have never seen such a beautiful blend of sound knowledge, practical background and above all a genuine desire to teach students and enable them to use these concepts in their job environment, in my entire student life. You had been always clear and sure about the mistakes made by us but kind enough to indicate in such a lively manner that was not discouraging rather initiating useful discussion. My final emotional comments might be quite out of place in the Australian cultural context, but I said what I felt very true about you as a marvellous person and an outstanding academician. Regards Tariq Sipra, Pakistan Railways, June 17 2010 at end of TPTM 6130 Transport and Logistics Management.

Respected David, It was truly a great lecture in many respects. The contents, discussion and real life scenarios covered almost everything. It was really amazing that difficult economic theories could be taught in such a lively way. I really feel happy to be the participant of this course and utilize this treasured learning experience. Thanks & Regards, Tariq Anwar, Pakistan Railways (March 2010)

Great course and I thought the teaching was fantastic ...some of the frameworks will prove useful and the topics were interesting. (June 2007)

Dear David, I just wanted to drop you a line and thank you and the staff at ITLS. I have finally finished my combined MURP/MTM (marks pending) after 5 long years. ITLS is very well run and all the staff there have been very approachable and I really enjoyed my time studying there. On a personal note I want to thank you again for the opportunity to study the Special Transportation subject in semester 1 this year. I really enjoyed working on the Brisbane BRT paper. Kate Golotta, (November 2008).

Dear David, How are you! I want to say that I'm very proud of being your student. You are the most knowledgeable professor I've ever met. What all I have learned in your class and from your books are very helpful for my future career. Expectantly, someday you would like to go to China to help us solve some traffic problem which is quite serious now. Thank you so much and wish you happy everyday and enjoy your work. By the way here is a picture taken on our wonderful presentation day. Your smart student Lauren (July 2007).



David, With the upcoming graduating ceremony in mind, I'm in the unfortunate position of not being able to attend given that I've been seconded to the UK. I thought I would take the opportunity to thank you for your efforts and others at ITLS in stimulating and advancing my interests in transport. Although at times I found it to be a frustrating experience (the group work!), one cannot fault the underlying drive of ITLS to prepare its graduates for the real world through a careful mix of pragmatism and practicality.

*Matt "Matthew Yi" <matthew\_yi@unwired.com.au>*

"Dear David, I would like to thank you for your wonderful lectures and your kind advices on my research. I have learnt a lot from you, not only the theories, but also a new way to think. Good luck for your future research and your life! Best wishes"

*Daisy (Zhan Liu), MLM student 2005*

"The MTM course offered a unique blend of practical Transport Management modules and core MBA modules in the one package. The modules were all well presented with good handouts, reading lists and stimulating assignments. Student participation in lectures was encouraged and, because many students were already in the workforce, their contributions enabled others to appreciate the practical implications of the subject being taught...The MTM lecturing staff are well connected within the public and private sectors of the Logistics/Transport Industry and thus the lectures have a practical focus rather than a heavy bias towards academic theory."

*Mel Hindson, Manager, Systems Projects, TNT (graduate)*

"I was just writing to say thanks for the transport economics lectures and to say that I look at a lot of the things at work quite differently because of them."

*Tim Dewey, Student*

"I have found that the courses I took at ITS are very helpful especially Contemporary Issues in Transport. The concept of cost efficiency, sustainable transportation and the VTTS is still echo in my head. Thank you very much and thanks also to all ITS staff. Best Regards"

*Wittawat Aroonsangsuree (SID: 9956293)*

"Thanks for such a wonderful class you made in Transport Economics. To tell you the truth, I didn't expect this much. I really enjoyed the way you teach and it changed my perspective about how boring Economics is. Best regards"

*Anawat Peng-udom, 2003*

"Just thought I would let you know that I really enjoyed the course. In a way it would have been nice if it was one of the first subjects I did and not one of the later ones."

*Philip Bullock, 2003*

"Dear David, Congratulations! I was told by one of your students in Master program that you are the brightest and best teacher he has come across. What more would a teacher want than that kind of true compliment! The student does not know I know you and he just commented on his learning experience. Wonderful teacher! Thank you for your good work to our younger generation. God bless!"

*Ada Chow 2003*

"Dear David, At this moment, I would like to say thank you very much for your excellent lecture which impressed every attendee as well as the specific instruction you gave us. Also, I'd like to let you know that I've really enjoyed my study for this unit, though I have to admit that I experienced a hard time with preparing the research paper. I think I've learnt a lot from you."

*Denny (Yibin Yang) 20/05/03*

"David, Thought you might find the following entertaining and maybe for reference for your current crop of students:- Am currently involved with Consolidated Broken Hill in overall supply / logistics matters relating to the acquisition from Pasmenco of the Elura mine at Cobar. Yesterday we had discussions with Pacific Rail - Richard Galbraith concerning contract novation and other matters. CBH will be raiing zinc concentrates to Carrington and lead concentrates to Port Pirie (paid for by CBH), with backload of black sands for disposal at Cobar from Cockle Creek (paid for by Pasmenco). Issues relating to pricing of shared assets (including containers) are central to the situation; also the allocation of residual liabilities in the event of CBH ceasing to rail/ship concentrates, or Pasmenco returning black sands. Richard then suggested something to the effect that the Avoidable Cost Concept would be the appropriate way to go in resolving the issue - at which point I (figuratively speaking) woke up and started taking real note of what was being said! After the meeting your name quickly crept into the conversation. Have since referred to my paper (Cost Concepts in Transport Economics) written in May 2001 as part of the Transport Economics module and have been able to brief all on the CBH team about definitions of Avoidable, Shared, Joint and Common costs - single capacity rules and alternative capacity rules (with the appropriate references, of course). This has probably left the team members somewhat bemused but helped to establish my credentials as a guru on the subject and thus (I hope) competence to take a lead role in the situation. Thought you might be entertained at the thought that at least one of your students had evidence of not only having absorbed something they were being taught but also very practical application - as you noted at the time as my preference in my choice of written submissions!"

*Kindest regards, Brian Smith (4/09/03)*

The CTM course was interesting, informative, intensive but thoroughly worthwhile. Each topic was presented by experienced tutors with a wealth of knowledge. Some delivered their topic in a business like manner and others were full of passion (Professor Hensher in particular). I thought he was inspirational!!! I'd like to thank senior management at Busways for giving me the opportunity to do the CTM - I loved it.

*Shirley, Busways (August 2005)*

From: "lee windy" <windy\_608@hotmail.com>

Dear David, I am writing to appreciate for your excellent lectures and kind guidance. Through one-year study, I found the courses provided by ITLS are closely linked to contemporary supply chain management issues and the lecturers are very helpful and give us wonderful guidance as well. I've learnt not only the comprehensive theoretical knowledge, but also critical thinking and research methods that are helpful in my future career and life. Thank you and all ITLS staff very much again. I will never forget your guidance and be proud of having been a student of ITLS forever.

Best regards, Yingying Li

Hello, Professor Hensher, I am Lu Jin from TPTM6130 this semester. I have finished my degree this year and am back in Shanghai looking for a job now. Thank you for giving us such a great experience in class and I am sure it will benefit my future career a lot. It's Christmas. Regards Lu Jin

## **What others Say .....**

Dear David, I want to thank you and all of ITLS staff for inviting me to the University of Sydney for a semester. I am extremely impressed with the range of activities going on at ITLS, the depth of industry support for the program, and the staff currently assembled in the program. I'm very excited about some of the research I began working on at ITLS and plan to continue and build upon this research over the coming months. I should also state that the collection of visiting scholars and academics that ITLS seems to attract is also far-ranging, impressive, and dynamic. I have not witnessed a program with such great potential for

the exchange of ideas, collaboration, and networking. I am fortunate to have been taken part in these activities for a short while, and have indeed become a 'champion' of ITLS Sydney.  
Simon Washington, Professor, Department of Civil & Environmental Engineering, Arizona State University, 10 July 2007

From: "Sebastián Caussade C." <scaussad@puc.cl>  
To: <davidh@its.usyd.edu.au>  
Subject: Acknowledgments  
Date: Tue, 24 Jun 2003 12:55:47 -0300  
X-Mailer: Microsoft Outlook Express 6.00.2800.1106  
X-TFF-CGPSA-Version: 1.0.6 (mail2.metropolis-inter.com)  
X-Spam-Checker-Version: SpamAssassin 2.54 (1.174.2.17-2003-05-11-exp)  
X-TFF-CGPSA-Filter: Scanned  
X-OriginalArrivalTime: 24 Jun 2003 16:59:06.0257 (UTC) FILETIME=[EC0E2010:01C33A71]

**Dear Professor Hensher**

My name is Sebastián Caussade, and I'm Juan de Dios' MSc student. First of all, I would like to apologize for my poor english level: I'll try to do my best. I write to you in order to thank you for all the support you've laid to us, even at theoretical and experimental aspects. I'm aware about how busy you should be by now teaching courses, writing papers, and so on... I've done a lot of reading of your latter papers concerning willingness to pay, DoD SC experiments and Mixed Logit models (with W.H. Greene). This is a very exciting stuff !!

We have already done a lot of modelling with data of the preliminary survey we've carried out between April and may, in the same way you propose in the first document you send to Juan de Dios (revealing differences in WTP...). I hope Juan de Dios had mailed you a couple of tables with some results, so that you can have an initial insight of our work here in Santiago. Now I'm doing some research concerning Mixed Logit in order to figure some ML models in the same way you propose us in the second paper you send us (Accounting for SC...). I promise to mail you (through Juan de Dios, of course) some results as soon as possible.

Thanks a lot again for your advices, I feel really grateful for everything.

Best regards....

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*Sebastián Caussade C.*  
*MSc Program Student*  
*Pontificia Universidad Católica de Chile*  
[scaussad@puc.cl](mailto:scaussad@puc.cl)

Prof. Hensher

I'm a PhD student in the area of mode choice modelling using mixed logit models. In my study I'm evaluating, among others, the weight that variables related to private car restrains (free and paid parking densities mainly) and public transport quality/accessibility (frequencies, perceived travel time, direct routes) can have in influencing mode choice. Since you are one of the world renowned experts in this field, I would like to ask if you have any knowledge of studies with this kind of variables to compare with my results?

Best regards

Jorge H. G. Gonçalves, Civil Eng., MSc., Department of Civil Engineering, University of Beira Interior, Calçada Fonte do Lameiro, 6200 Covilhã - Portugal

#### **Discrete choice modelling short course February 2006:**

Overall an excellent course. Great lecturers who are obviously world leaders in the field & are very motivating. Excellent course, applied content is outstanding! Undoubted expertise of teaching staff, probably very few places worldwide where you could get this knowledge. The Lab work/computer work, very practical hands-on experience was very worthwhile. It has helped me gain a greater understanding of the subject matter. The running of the models in the lab was very useful. Practical tips & ideas of what to do in practice were most important.

RE ARC Linkage Application Assessor March 2006-03-07Research Team Track Record

This is an ideal team to undertake this project. The theoretical design aspects are very well covered by Hensher,....Hensher is internationally reputed for his contributions to choice modelling, and these contributions are directly relevant to the utility industries studied here. He has had a large amount of experience in carrying out this type of study successfully. He can be counted upon to provide a sound theoretical base for the research, and can be expected to provide valuable insights as the research proceeds. While he is prolific, his work is always of the highest standards.

Hi David

Congratulations on your paper with Ken Train and Nina Shore that came out in the latest Economic Record. It's good to have economists like yourself in the Faculty! Jeffrey Sheen, Associate Professor, Discipline of Economics, School of Economics and Political Science April 4, 2006.

"...thank you very much for your amazing book: "Applied Choice Analysis", I have learnt many things from it, especially the mixed logit model." Nghia T Nguyen, PhD student at University of Wales, Bangor.

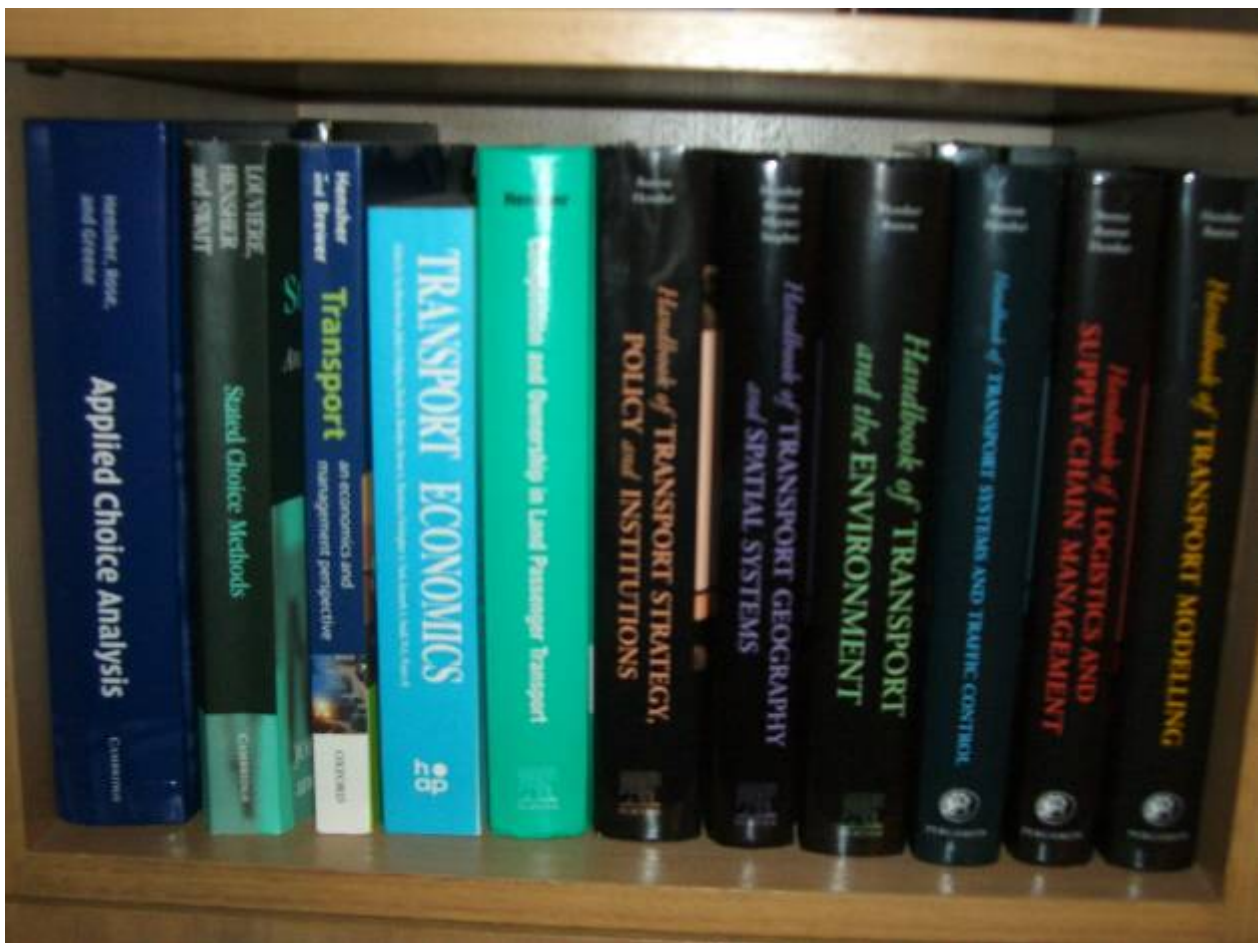
"I recently purchased your book *Applied Choice Analysis: A Primer* and started working through it today. I really enjoy the lay out and simplicity. I am going to try it out on my 15 year old son." Gary Kitchen, Corporate economist, Utah.

“I was recently privileged to attend the Choice Analysis course offered by ITLS at the University of Sydney. What a fantastic course !!! The course structure comprised introductory and advanced modules with theory immediately complemented by hands on lab sessions. We were all very impressed with every aspect of both course content and delivery. Prof. Hensher and his team (Drs Rose and Bliemer) went out of their way to ensure this complex and fast developing area was demystified with their attention to detail and clear and precise expositions of theory and practice. Highly detailed models such as Mixed Logit and advanced experimental designs were delivered with clinical precision enabling an immediate appreciation of these fickle methods. I would highly recommend this course to anyone who wishes to understand the analysis of choice modeling and experimental design in an intuitive, methodical and sequential manner”. .Constantinos Menictas, 26 February 2007

## **The Twenty One (21) Most Significant Publications**

1. Hensher, D.A. (1977) *Valuation of Business Travel Time*, Oxford, Pergamon Press, 159pp
2. Hensher, D.A. (1986) Sequential and Full Information Maximum Likelihood Estimation of a Nested-Logit Model, *Review of Economics and Statistics*, Vol. LXVIII, No. 4, November; 657-667.
3. Hensher, D.A. (1984) Achieving Representativeness of the Observable Component of the Indirect Utility Function in Logit Choice Models: An Empirical Revelation, *Journal of Business*, Vol. 57, No. 2; 265-280.
4. Hensher, D.A. and Louviere, J.J. (1983) Using Discrete Choice Models with Experimental Design Data to Forecast Consumer Demand for a Unique Cultural Event, *Journal of Consumer Research*, Vol. 10, No. 3, December; 348-361. (149 citations as of December 2011)
5. Truong, T.P. and Hensher, D.A. (1985) Measurement of Travel Times Values and Opportunity Cost from a Discrete-Choice Model, *Economic Journal*, Vol. 95, No. 378; 438-451. (146 citations as of December 2011)
6. Hensher, D.A. (1992) *Dimensions of Automobile Demand: A Longitudinal Study of Household Automobile Ownership and Use*, North-Holland, Amsterdam, 281 pp.
7. Hensher, D.A. (1994) Stated Preference Analysis of Travel Choices: The State of Practice, A special issue of *Transportation* on The Practice of Stated Preference Analysis, 21 (2), 106-134. (346 citations as of December 2011)
8. Hensher, D.A. and Waters, W.G. II (1994) Light Rail and Bus Priority Systems: Choice or Blind Commitment? in *Research in Transportation Economics*, Vol. III (ed. B. Starr Macmullen), JAI Press, Greenwich, Connecticut, 139-162.
9. Hensher, D.A., Daniels, R. D and De Mellow, I. (1995) A Comparative Assessment of the Productivity of Australia's Railway Systems, 1970/71-1991/92, *Journal of Productivity Analysis*, 6(3), September, 201-224
10. Hensher, D.A., Louviere, J.J. and Swait, J. (1999) Combining Sources of Preference Data, *Journal of Econometrics*, 89, 197-221. (248 citations as of December 2011)
11. Hensher, D.A. (1998) The Timing of Change for Automobile Transactions: A Competing Risk Multispell Specification .in Ortuzar, J.D., Hensher, D.A. and Jara-Diaz, S. (eds) *Travel Behaviour Research: Updating the State of Play*, Pergamon Press, Oxford, 487-506.
12. Hensher, D.A. (1998) Establishing a Fare Elasticity Regime for Urban Passenger Transport *Journal of Transport Economics and Policy*, 32 (2), 221-246.
13. Brewer, A. and Hensher, D. A. (2000) Distributed Work and Travel Behaviour: The Dynamics of Interactive Agency Choices between Employers and Employees, *Transportation*, 27 (1), 117-148
14. Louviere, J.J., Hensher, D.A. and Swait, J. (2000) *Stated Choice Methods: Analysis and Applications in Marketing, Transportation and Environmental Valuation*, Cambridge University Press, Cambridge. (2613 citations as of December 2011)

15. Hensher, D.A. and Greene, W.H. (2002) Specification and Estimation of the Nested Logit Model: Alternative Normalisations, *Transportation Research B – Methodological*, 36, pp 1-17.
16. Hensher, D.A. and Greene, W.H. (2003) The Mixed Logit Model: The State of Practice, *Transportation*, 30 (2), May 133-176. (579 citations as of December 2011) (Bill, David Your paper "The mixed logit model" continues to be one of top downloads - including being No 1 over the first nine months of 2011 and No 5 over the last 90 days! And David's and Tom Golob's 2008 BRT paper was No 8 for the first nine months of 2011 Great! Martin Richards, Editor-in-Chief *Transportation*, 9 February 2012)
17. Hensher, D.A. and Houghton, E. (2004) Performance-based quality contracts for the bus sector: delivering social and commercial value for money, *Transportation Research B - Methodological*, 38 (2), February 123-146.
18. Jones, S. and Hensher, D.A. (2004) Predicting Firm Financial Distress: a Mixed Logit Model, *The Accounting Review* (American Accounting Association), Vol. 79, No. 4, October, 1011-1038.
19. Hensher, D.A. (2006) How do Respondents Process Stated Choice Experiments? – Attribute consideration under varying information load, *Journal of Applied Econometrics*, 21, 861-878.
20. Hensher, D.A. (2008) Joint estimation of process and outcome in choice experiments and implications for willingness to pay, *Journal of Transport Economics and Policy*, 42 (2), May, 297-322
21. Hensher, D.A., Greene, W.H. and Li, Z. (2011) Embedding Risk Attitude and Decisions Weights in Non-linear Logit to accommodate Time Variability in the Value of Expected Travel Time Savings, *Transportation Research Part B* 45, 954-972.



Books by David Hensher: 2000-2005

"I hope you don't mind my contacting you out of the blue, but I am the commissioning editor for economics with the publishers Routledge. I am writing to enquire about your 2000 book published by Oxford University Press,

*Transport: an Economics and Management Perspective*. I have visited over 150 economics departments over the past six years and have come across the book being used on courses in a number of places and I am therefore a little surprised that Oxford University Press has never persuaded you to write a new edition – if indeed it is interested in doing so. The fact that the book is still prominent is a testament to how highly it is regarded. If Oxford is not interested for one reason or another, I can assure you that Routledge would be only too happy to consider stepping in” Rob Langham, Senior Publisher - Economics and Finance, Routledge

