

# Curriculum Vitae

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## CURRENT AND PREVIOUS POSITIONS

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- 2014 – Present Full Professor for International Competition Policy (W3), Faculty of Law, Business and Economics, University of Bayreuth.
- 2011 – 2014 Assistant Professor for Microeconomics, Economics Department, University of Munich (LMU).
- 2009 – 2011 Postdoctoral researcher at the Chair of Economic Theory II, Economics Department, University of Bonn.

## EDUCATION

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- 2005 – 2009 Doctoral studies at the Bonn Graduate School of Economics, Dr. (Ph.D.) received in November 2009 (summa cum laude).  
Thesis: “Essays in Industrial Organization and Behavioral Economics,”  
Main advisor: Paul Heidhues, Ph.D.
- 2001 – 2005 Diploma in Economics (Dipl-Volksw.) at the University of Bonn, Germany in October 2005.

## RESEARCH VISITS

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- Visiting Scholar, University of Technology Sydney; Economics Discipline Group (Host: Antonio Rosato), Sep. 2015 – Dec. 2015.
- Visiting Scholar, University of Queensland, Brisbane; Economics Department (Host: Juan Carlos Carbajal), Aug. 2012 – Sep. 2012.
- Visiting Scholar (Postdoc), University of California, Berkeley; Economics Department (Host: Matthew Rabin), Aug. 2010 - Dec. 2010.

## MEMBERSHIP IN SCIENTIFIC ORGANIZATIONS

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- CESifo Fellow, Ausschuss für Industrieökonomik des VfS, Theoretischer Ausschuss des VfS, Organisationsökonomischer Ausschuss des VfS.
- 2021 – 2024 Mitglied des Auswahlausschusses für die Vergabe von Humboldt-Forschungsstipendien der Alexander von Humboldt Stiftung.

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**RESEARCH INTERESTS**

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Behavioral Economics, Industrial Organization, Contract Theory, (Applied) Microeconomics

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**PUBLICATIONS (PEER-REVIEWED)**

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- “Binary Payment Schemes: Moral Hazard and Loss Aversion,” with Daniel Müller and Philipp Weinschenk, *American Economic Review*, Vol. 100 (5), 2451-2477, 2010.
- “Performance of Procrastinators: On the Value of Deadlines,” with Daniel Müller, *Theory and Decision*, Vol. 70, 329-366, 2011.
- “Relaxing Competition Through Quality Differentiation and Price Discrimination,” *Journal of Economics*, Vol. 106 (1), 1-26, 2012.
- “Price Discrimination in Input Markets: Downstream Entry and Efficiency,” with Daniel Müller, *Journal of Economics & Management Strategy*, Vol. 21 (3), 773-799, 2012.
- “Uncertain Demand, Consumer Loss Aversion, and Flat-Rate Tariffs,” with Konrad Mierendorff, *Journal of the European Economic Association*, Vol. 11 (2), 399-432, 2013.
- "The Expectation-Based Loss-Averse Newsvendor," *Economics Letters*, Vol. 120 (3), 429-432, 2013.
- “Price Discrimination in Input Markets: Quantity Discounts and Private Information,” with Daniel Müller, *Economic Journal*, Vol. 124 (577), 776–804, 2014.
- “Loss Aversion and Inefficient Renegotiation,” with Klaus M. Schmidt, *Review of Economic Studies*, Vol. 82 (1), 297-332, 2015.
- “Overconfidence in the Market for Lemons,” with Daniel Müller, *Scandinavian Journal of Economics*, Vol. 118 (2), 354-371, 2016.
- “Discriminatory Nonlinear Pricing, Fixed Costs, and Welfare in Intermediate-Goods Markets,” with Daniel Müller, *International Journal of Industrial Organization*, Vol. 46, 107-136, 2016.
- “Fighting Collusion by Permitting Price Discrimination,” with Magdalena Helfrich, *Economics Letters*, Vol. 145, 148-151, 2016.
- “Salience, Competition, and Decoy Goods,” with Daniel Müller and Philipp Weinschenk, *Economics Letters*, Vol. 153, 28-31, 2017.
- “Auctions vs. Negotiations: The Effects of Inefficient Renegotiation,” with Klaus M. Schmidt, *RAND Journal of Economics*, Vol. 48 (3), 647-672, 2017.
- "Incomplete Contracting, Renegotiation, and Expectation-Based Loss Aversion," with Heiko Karle and Daniel Müller, *Journal of Economic Behavior and Organization*, Vol. 145, 176-201, 2018.
- “Optimal Cost Overruns: Procurement Auctions with Renegotiation,” with Marco A. Schwarz, *International Economic Review*, Vol. 59, 1995-2021, 2018.
- “Bait and Ditch: Consumer Naïveté and Salesforce Incentives,” with Antonio Rosato, *Journal of Economics & Management Strategy*, Vol. 29(1), 97-121, 2020.

- “Procurement with Unforeseen Contingencies,” with Klaus M. Schmidt, *Management Science*, Vol. 66, 1783-2290, 2020.
- “Bayesian Implementation and Rent Extraction in a Multi-Dimensional Procurement Problem,” with Klaus M. Schmidt, *International Journal of Industrial Organization (Conference Proceedings of EARIE 2018)*, Vol. 70, Art.-No. 102521, 2020.
- “Context-Dependent Preferences and Retailing: Vertical Restraints on Internet Sales,” with Magdalena Helfrich, *Journal of Behavioral and Experimental Economics*, Vol. 87, Art.-No. 101556, 2020.
- “Overlapping efforts in the EU Emissions Trading System,” *Economics Letters*, Vol. 193, Art.-No. 109323, 2020.
- “A Comparison of Regret Theory and Saliency Theory for Decisions under Risk,” with Daniel Müller, *Journal of Economic Theory*, Vol. 193, Art.-No. 105226, 2021.
- “Saliency Bias and Overwork,” with Fabio Römeis and Daniel Müller, *Games*, Vol. 13(1), Art. 15, 2022.
- “Multi-attribute Heuristics and Intertemporal Choices,” with Philipp Weinschenk, *Journal of Economic Behavior and Organization*, Vol. 200, 174–181, 2022.
- “How to Regulate Carbon Emissions with Climate-conscious Consumers,” with Klaus M. Schmidt, *Economic Journal*, Vol. 132 (648), 2992–3019, 2022.
- “Adoption of Green Technology with Financial Friction,” *Finance Research Letters*, Vol. 71, Art.-No. 106388, 2025.
- “Do Zombies Rise When Interest Rates Fall? A Relationship Banking Model,” with Maximilian Kähny, *European Economic Review*, Vol. 182, Art.-No. 105218, 2026.

#### PUBLICATIONS (NON-REFEREED)

- „Regulierungsmöglichkeiten der Verlegerbeteiligung aus ökonomischer Sicht,“ *ZUM - Zeitschrift für Urheber- und Medienrecht*, Heft 2, 2020.
- “Saliency in Markets,” with Daniel Müller and Philipp Weinschenk. Published in the “*Handbook of Behavioral Industrial Organization*,” edited by V.J. Trembley, E. Schroeder, and C. Horten Trembley, Edward Elgar Publishing, Cheltenham, UK, 2018.
- “Issue Advocacy and Mass Political Sophistication,” Comment on Hafer and Landa, *Journal of Institutional and Theoretical Economics (JITE)*, Vol. 169 (1), 153-156, 2013.
- Book review “Bounded Rationality and Industrial Organization. By Ran Spiegler,” with Daniel Müller, *Economica*, Vol. 80 (319), 614-615, 2013.

#### WORKING PAPERS / WORK IN PROGRESS

- “(Dis-)Appearance of Cyclical Choices: An Experimental Test of Intransitive Theories for Choice under Risk,” with Svenja Hippel and Daniel Müller, 2020.
- “Axiom Preferences and Choice Mistakes under Risk,” with Svenja Hippel, Daniel Müller, and Fabio Römeis, 2023.
- “Regret Theory and Decoy Effects,” with Daniel Müller, Asri Özgümüş, and Fabio Römeis, 2024.

- “Costly Discrimination? An Experimental Investigation of Racial Bias in Selection Decisions,” with Henrik Guhling, 2026.
- “Environmental Taxation under Credit Rationing,” with Joshua Greubel, 2026.

## REFEREE EXPERIENCE

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American Economic Review; B.E. Journal of Economic Analysis and Policy; B.E. Journal of Theoretical Economics; Bulletin of Economic Research; Canadian Journal of Economics; Econometrica; Economica; Economic Inquiry; Economic Journal; Economics Letters; Environmental and Resource Economics; Games and Economic Behavior; Geneva Risk and Insurance Review; German Economic Review; International Journal of Industrial Organization; International Review of Financial Analysis; Journal of Behavioral and Experimental Economics; Journal of Economic Behavior and Organization; Journal of Economic Psychology; Journal of Economics; Journal of Economics and Management Strategy; Journal of Economics and Statistics; Journal of Economic Theory, Journal of Industrial Economics; Journal of Institutional and Theoretical Economics; Journal of Law, Economics and Organization; Journal of Mathematical Economics; Journal of the European Economic Association; Kyklos; Management Science; Managerial and Decision Economics; Manchester School; Mathematical Social Sciences; RAND Journal of Economics; Review of Economic Studies; Review of Industrial Organization; Theoretical Economics.

European Commission (ERC grants); Deutsche Forschungsgemeinschaft (DFG); Schweizerischer Nationalfonds (SNF); Israel Science Foundation (ISF)

## SELECTED PRESENTATIONS

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2024	Universitat Barcelona; University of Freiburg; Behavioral and IO, Frankfurt School
2023	University of Hamburg; SAET, Paris
2022	Theoretischer Ausschuss, Berlin; Basel; U Portsmouth (virtual); Birthday Symposium (Schmidt-Schnitzer), Munich; Bavarian Micro Day (Nuernberg)
2021	University of Hamburg, University of Duisburg
2020	University of Ulm; CSEF, Naples (virtual); Global Procurement Conference (Rome - virtual)
2019	Behavioral Contract Workshop, Osaka; Waseda University, Tokyo; University of Innsbruck; Vfs Jahrestagung, Leipzig; Theoretischer Ausschuss, Berlin; Workshop on fixed book prices, Giessen; Organizational Economics, Berlin.
2018	Universidad de los Andes, Santiago de Chile; Universidad de Talca; HU Berlin; MaCCI Conference, Mannheim; EARIE Athens, CREST-ECODEC Paris, LMU Munich, University of Linz, Industrieökonomischer Ausschuss, Wien
2017	KU Leuven, CULouvain-la-Neuve, IFW Kiel, Berlin IO Day, EARIE Maastricht, Toulouse School of Economics, BMD Eichstätt-Ingolstadt, ZWABT Zurich.
2016	University of Mannheim, DICE, Düsseldorf; Universidad Carlos III, Madrid; EEA/ESEM Geneva; Frankfurt School, Theoretischer Ausschuss, Basel; CREST Paris, University of Bern.
2015	UNSW, Sydney; University of Technology Sydney; University of Queensland, Brisbane; University of Melbourne; DICE, University of Dusseldorf; ISNIE Conference, Cambridge; University of Bonn.
2014	FAU Erlangen-Nurnberg, University of Zurich, CESifo Area Conference, Munich; NCBEE, Aarhus; Vfs Hamburg; RWTH Aachen; Bavarian Micro Day, Bayreuth; Industrieökonomischer Ausschuss, Hamburg.

2013	Aarhus University; SFB Conference, Bonn; University of Cologne; Industrieökonomischer Ausschuss, Würzburg; ETH Zurich; CESifo Area Conference, Munich; IIOC Boston; University of Bayreuth; Goethe University Frankfurt; VfS Dusseldorf.
2012	University of Bamberg; University of Regensburg; Bavarian Micro Day, Regensburg; University of Heidelberg; Erasmus University Rotterdam; Queensland University of Technology; University of Queensland; MPI Bonn; Université Libre de Bruxelles; WHU Vallendar.
2011	ANR-DFG Workshop on Market Power in Vertically Related Markets, Paris; BBE Seminar Series, ESMT Berlin; University of Mannheim; University of Munich; University of Bonn; EARIE, Stockholm; HU Berlin.
2010	IMEBE, Bilbao; Biases in Markets, WZB Berlin; Psychology and Economics Seminar, UC Berkeley.
2009	Nordic Conference on Behavioral and Experimental Economics, Oslo; EARIE, Ljubljana; Workshop on Behavioral Models of Market Competition, Bad Homburg.
2008	Nordic Conference on Behavioral and Experimental Economics, Copenhagen; Workshop on Industrial Organization and Antitrust Policy, Berlin; IMEBE, Alicante.
2007	Workshop on Industrial Organization and Antitrust Policy, Berlin.
2006	EARIE, Amsterdam.

#### AWARDS & SCHOLARSHIPS

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2020-2022	DFG Research Grant “Context-Dependent Choice under Risk” (with Daniel Müller)
2015	Austin Robinson Memorial Prize of the Royal Economic Society (together with Daniel Müller) for the article “Price Discrimination in Input Markets: Quantity Discounts and Private Information”.
2014	Excellence in refereeing award of the Review of Economic Studies.
2011	EARIE Young Economists’ Essay Award (together with Konrad Mierendorff) for the paper “Uncertain Demand, Consumer Loss Aversion, and Flat-Rate Tariffs.”
2010	Postdoctoral Research Scholarship (4 Month), German Academic Exchange Service (DAAD).
2005 – 2009	Bonn Graduate School of Economics, Ph.D. Scholarship.

#### TEACHING EXPERIENCE

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- Behavioral Economics
- Industrial Organization / Competition Policy
- Intermediate Microeconomics
- Contract Theory
- Microeconomics of Banking

#### LANGUAGES

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German (native), English (fluent), basic level in French