

Universität Bonn  
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born: 1972  
in: Lauffen am Neckar, Germany

May 2023

## Positions

- 2011 - • Full Professor for Economics (W3), Department of Economics, Universität Bonn.
- Fall 2017 • Visiting Researcher, Department of Economics, University College London.
- Fall 2013 • Visiting Researcher, Department of Economics, Yale University.
- 2008-2011 • Associate Professor for Economics (W2), Department of Economics and Hausdorff-Center for Mathematics, Universität Bonn.
- 2004-2008 • Research fellow at the Institute for Microeconomic Theory, Freie Universität Berlin. (Research grant SFB-TR/15.)
- 2003-2004 • Postdoctoral fellow at ELSE, Department of Economics, University College London.
- 2001-2003 • Research fellow at Social Science Center Berlin (WZB), Research Unit: Market Processes and Governance.

## Academic Education

- 2003 • Promotion (PhD) in Economics, Freie Universität Berlin (magna cum laude).
  - Supervisor: Helmut Bester.
- 1999 • Master of Science in Economics, University College London (with distinction).
  - Supervisor: Tilman Börgers.
- 1998 • Diplom in Mathematics, Humboldt-Universität Berlin (with distinction).
  - Supervisor: Peter Imkeller.

## Publications

- 2023 • Biased Beliefs in Search Markets, with Tobit Gamp.  
*American Economic Journal: Microeconomics*, 15, 2023, 414-464.
- Optimal Non-linear Pricing with Data-sensitive Consumers, with Roland Strausz.  
*American Economic Journal: Microeconomics*, 15, 2023, 80-108.
- 2022 • Competition in Search Markets with Naïve Consumers, with Tobit Gamp.  
*Rand Journal of Economics*, 53, 2022, 356-385.
- 2021 • Information Design and Strategic Communication.  
*American Economic Review: Insights*, 3, 2021, 51-66.

- 2020
  - Information Disclosure and Full Surplus Extraction in Mechanism Design.  
*Journal of Economic Theory*, 107, 2020, 105020.
- 2017
  - Sequential versus Static Screening: An Equivalence Result, with Roland Strausz.  
*Games and Economic Behavior* 106, 2017, 317-328.
  - The Optimal Allocation of Decision and Exit Rights in Organizations, with Helmut Bester.  
*RAND Journal of Economics* 48, 2017, 309-334.
- 2016
  - Optimal Sequential Delegation, with Eugen Kovac.  
*Journal of Economic Theory* 163, 2016, 849-888.
  - Optimality of Sequential Screening with Multiple Units and ex post Participation Constraints, with Roland Strausz.  
*Economics Letters* 142, 2016, 64-68.
- 2015
  - Optimal Sales Contracts with Withdrawal Rights, with Roland Strausz.  
*Review of Economic Studies* 82, 2015, 762-790.
  - Ex post Information Rents in Sequential Screening, with Roland Strausz.  
*Games and Economic Behavior* 90, 2015, 257-273.
- 2013
  - When are Signals Substitutes or Complements?, with Tilman Börgers and Angel Hernando-Veciana.  
*Journal of Economic Theory* 148, 2013, 165-195.
  - Anticipated Regret as an Explanation for Uncertainty Aversion, with Rebecca Stone.  
*Economic Theory* 25, 2013, 709-728.
- 2012
  - Exit Options in Incomplete Contracts with Asymmetric Information, with Helmut Bester.  
*Journal of Economic Theory* 147, 2012, 1947-1968.
  - Optimal Auction Design with Endogenously Correlated Buyer Types.  
*Journal of Economic Theory* 147, 2012, 118-141.
- 2011
  - Public Procurement with Pre-Project Planning, with Roland Strausz.  
*Review of Economic Studies* 78, 2011, 1015-1041.
  - A Note on Correlated Information, Mechanism Design and Informational Rents, with Roland Strausz.  
*Journal of Economic Theory* 146, 2011, 2159-2164.
- 2008
  - Delegation and Incentives, with Helmut Bester.  
*RAND Journal of Economics* 39, 2008, 664-682.
  - Monopolistic Screening with Ex Post Information, with Roland Strausz.  
*B.E. Journal of Theoretical Economics* 8:1 (Topics), Article 25, 2008.
- 2007
  - Equilibrium Learning in Simple Contests.  
*Games and Economic Behavior* 59, 2007, 105-131.

- VCG Mechanisms and Efficient ex ante Investments with Externalities, with Roland Strausz.  
*Economics Letters* 94, 2007, 192-196.
- 2006 • Message-Contingent Delegation.  
*Journal of Economic Behavior and Organization* 60, 2006, 490-506.
- Advertising and Conspicuous Consumption.  
*Journal of Institutional and Theoretical Economics* 162, 2006, 661-682.
- 2003 • Entry and Experimentation in Oligopolistic Markets for Experience Goods.  
*International Journal of Industrial Organization* 21, 2003, 1201- 1213.

### Working Papers and Work in Progress

- Dynamic Screening with Verifiable Bankruptcy, with Roland Strausz.  
Working paper, Revise and Resubmit by *Journal of Economic Theory*.
- Unidirectional Incentive Compatibility, with Roland Strausz.  
Working paper.
- The Hold-Up Problem with Flexible Unobservable Investments.  
Working paper.

### Books and Reviews

- “Dynamic Mechanism Design”, with Roland Strausz.  
Chapter 11 in: Tilman Börgers: *An Introduction to the Theory of Mechanism Design*, Oxford University Press, 2015.
- Comment on “Standardization as a Solution to the Reading Costs of Form Contracts”  
*Journal of Institutional and Theoretical Economics* 167, 2011, 45-48.
- Book review of Bacharach, M., “Beyond Individual Choice. Teams and Frames in Game Theory”.  
*Journal of Economics* 91, 2007, 299-304.

### Teaching

- Undergraduate: Microeconomics, Game Theory, Contract Theory, Industrial Organisation, Mathematics, Behavioral Economics.
- Graduate: Advanced Microeconomics (PhD), Behavioral Economics (MA/PhD), Information Design (MA/PhD), Topics in Microeconomics (PhD).

### Grants and services

- since 2021 • Associate Editor *Journal of Economic Theory*

- 2019 • Chair of Program Committee for the Annual Conference of the Verein für Socialpolitik, Leipzig.
- since 2018 • Principal Investigator and Member of Steering Committee of the Excellence Cluster ECONtribute: Markets and Public Policy.
- since 2018 • Principal Investigator in Collaborative Research Centre SFB TR 224 on “Economic Perspectives on Societal Challenges: Equality of Opportunity; Market Regulation, and Financial Stability”.
- 2016-2020 • DFG-Fachkollegiat im Fachkollegium für Wirtschaftstheorie.
- 2012-2015 • Principal Investigator in Collaborative Research Centre SFB TR 15 on “Governance and the Efficiency of Economic Systems”.
- since 2012 • Mitglied des Theoretischen Ausschusses des Vereins für Socialpolitik.
- 2014-2018 • Scientific Program Member of the European Econometric Society Meeting.

### Refereeing

- American Economic Review, AER: Insights, American Economic Journal: Micro, B.E. Journal of Theoretical Economics, Econometrica, Economic Journal, Economic Theory, Games and Economic Behavior, International Economic Review, International Game Theory Review, International Journal of Industrial Organization, Journal of Economic Behavior and Organization, Journal of Economics, Journal of Economics and Business, Journal of Economics and Management Strategy, Journal of Economic Theory, Journal of the European Economic Association, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Mathematical Economics, Journal of Public Economics, Journal of Political Economy, RAND Journal of Economics, Review of Economic Studies, Theoretical Economics.

### Offers

- 2021 • Freie Universität Berlin (declined).
- 2018 • Universität Mannheim (declined).
- 2017 • Universität Bielefeld (declined).

### Seminar and Conference Presentations, and Participation in Workshops

- 2022 • Seminars: Universität Duisburg, Peking University, HKBU-NTU-Osaka-Kyoto-Sinica Theory Seminars
- Workshops: Fall Meeting SFB TR 224, Toronto-Berlin Theory Workshop
- 2021 • Seminars: Tel-Aviv/Jerusalem Theory Seminar, Singapore Management University
- Conferences: Theoretischer Ausschuss des Vereins für Socialpolitik
- Workshops: Spring Meeting SFB TR 224

- 2020
  - Workshops: Fall Meeting SFB TR 224
- 2019
  - Seminars: LMU München
  - Conferences: AEA Meetings (Atlanta)
  - Workshops: Spring Meeting SFB TR 224, Frontiers of Design (UCL)
- 2018
  - Seminars: HU Berlin, Universität Bern, University of East Anglia, Universität Konstanz
  - Conferences: Theoretischer Ausschuss des Vereins für Socialpolitik, ESEM Köln
  - Workshops: Spring and Fall Meeting SFB TR 224
- 2017
  - Seminars: Toulouse, UCL, LSE
  - Conferences: MACCI Summer Institute in Competition Policy
- 2016
  - Seminars: Universität Frankfurt, University Helsinki, Universität Tübingen, Universität Bielefeld, Universität Mannheim, Universität Düsseldorf.
  - Conferences: European Summer Meeting in Economic Theory (Gerzensee), Theoretischer Ausschuss des Vereins für Socialpolitik, Workshop on Competition and Incentives (Berlin).
- 2015
  - Seminars: Universität Düsseldorf, Bocconi University.
  - Conferences: European Summer Meeting in Economic Theory (Gerzensee), Theoretischer Ausschuss des Vereins für Socialpolitik, Workshop on Information and Incentives (Paris II).
  - Workshops: Conferences on Information Aggregation resp. Dynamic Incentives (Bonn), Spring and Fall Meetings of SFB-TR 15 (Bonn, München).
- 2014
  - Seminars: Universität Hamburg, UCL.
  - Conferences: ESEM (Toulouse).
  - Workshops: Conference on Mechanism Design (Mannheim), Spring and Fall Meetings of SFB-TR 15 (Mannheim, Caputh).
- 2013
  - Seminars: Universität Dortmund, EUI Florence, Yale University, University Pittsburgh.
  - Conferences: Cowles Conference on Dynamic Mechanism Design, Conference on Private Information, Interdependent Preference, and Robustness, MPI Bonn.
- 2012
  - Seminars: Universidad Carlos III Madrid, Paris School of Economics.
  - Conferences: Games (Istanbul), European Summer Meeting in Economic Theory (Gerzensee), Theoretischer Ausschuss des Vereins für Socialpolitik (Reisensburg).
  - Workshops: Spring Meeting of SFB-TR 15 (Mannheim).
- 2011
  - Seminars: Universität Augsburg, Universität Mannheim.
- 2010
  - Seminars: Universität Köln, Penn State University.
  - Conferences: European Summer Meeting in Economic Theory (Gerzensee), Annual Meeting of the German Economic Association (Kiel).

- Workshops: Spring Meeting of SFB-TR 15 (Caputh), JITE Conference Law and Economics (Budapest).
- 2009
- Seminars: University of Aarhus, Universität Heidelberg.
  - Conferences: “Spring of Incentives” (Toulouse), European Meeting of the Econometric Society (Barcelona), Annual Meeting of the German Economic Association (Magdeburg), Fall Meeting of SFB/TR 15 (Tutzing).
  - Workshops: “Brains, Genes and the Labor Market” (IZA, Bonn), Dynamic Mechanism Design (Bonn), Behavioral Industrial Organization (Bad Homburg), Spring Meeting of SFB-TR 15 (Caputh).
- 2008
- Seminars: Erasmus University Rotterdam, University Autònoma Barcelona, Social Science Centre Berlin, Universität Bonn, Universität Mannheim.
  - Conferences: Spring Meeting of SFB-TR 15 (Gummersbach), Annual Meeting of the Society of Economic Design (Michigan).
  - Workshops: Strategic Experimentation (München), Communication and Information (Berlin).
- 2007
- Seminars: University Birmingham, Oxford University, National University Kiev, Social Science Centre Berlin, LMU München.
  - Conferences: Spring Meeting of SFB/TR 15 (Mannheim), CEPR Conference on “Complementarity of Information” (Barcelona), Conference on Incentive (Bavarian Graduate School of Economics, Nürnberg).
- 2006
- Seminars: Universität Innsbruck, Universität Bonn, Stockholm School of Economics.
  - Conferences: European Meeting of the Econometric Society (Vienna), Annual Meeting of the German Economic Association (Bayreuth), Fall Meeting of SFB/TR 15 (Fraueninsel).
  - Workshops: Spring Meeting of SFB/TR 15 (Caputh), WZB-Conference on Contests in Economics and Biology (Berlin), WZB-Conference on Merger and Anti-Trust (Berlin).
- 2005
- Seminars: LMU München, Social Science Centre Berlin.
  - Conferences: ESRC-Workshop on Game Theory (University College London), Spring Meeting of SFB/TR 15 (Caputh), World Congress of the Econometric Society (London).
  - Workshops: Theoretischer Ausschuss des Vereins für Socialpolitik (Gerzensee), WZB-Workshop on Behavioral Industrial Organization (Berlin), Summer Institute on Economics and Psychology (Toulouse), WZB-Conference on Advances in Contest Theory (Berlin).
- 2004
- Seminars: Universität Wien.
  - Conferences: Annual Meeting of the Royal Economic Society (Swansea), Annual Meeting of the German Economic Association (Dresden).

- Workshops: ELSE-Workshops on Economics and Neuroscience, and on Imitation (London), ERSC-Workshops on Game Theory (London and Warwick), Summer School on Behavioral Economics (Hebrew University Jerusalem).
- 2003
  - Conferences: Annual Meeting of the German Economic Association (Zürich).
  - Workshops: WZB-Conference on Economics and Psychology (Berlin).
- 2002
  - Conferences: Spring Meeting of Young Economists (Paris), European Meeting of the Econometric Society (Venice), Annual Meeting of the German Economic Association (Innsbruck).
  - Workshops: Origins and Emergence of Social Norms (Wissenschaftskolleg Berlin).
- 2000
  - Summer School on Incomplete Contracts (Oberwesel).