

Chair of Economic Theory I  
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Nationality: Dutch  
Date of birth: 10 September 1970

## ACADEMIC APPOINTMENTS

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Humboldt-Universität Berlin	Full Professor, Chair of Institute for Economic Theory 1, since 2011
Yale University	Visiting Professor at Cowles Foundation, spring 2016, spring 2022
Humboldt-Universität Berlin	Heisenberg-Professor Microeconomic Theory, 2007–2011
Free University of Berlin	Heisenberg Fellowship, 2005–2007
Free University of Berlin	Assistant Professor (C1), 1999–2005
CESifo	CESifo Research Fellow, since 2002
CEPR	CEPR Research Fellow, since 2008

## EDUCATION

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Free University of Berlin	Habilitation in Economics, 2005
Free University of Berlin	Doctorate (PhD) in Economics, summa cum laude, 1995–1997
NAKE	Graduate Program of the Netherlands Network of Economics 1993–1995
Tilburg University	Bachelor/Masters in Econometrics, 1988–1993

## AWARDS

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EAERE Award for Outstanding Publication in ERE 2018  
Heisenberg-Professorship, DFG (German Science Foundation)  
Heisenberg Fellowship, DFG (German Science Foundation)  
Joachim-Tiburtius-Anerkennungs-Preis 1998 of the State of Berlin

## EXTERNALLY FUNDED RESEARCH

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PI of CRC/TR190 “Rationality and Competition” (DFG-funded)  
PI of “Leibniz-Wissenschaftscampus: Berlin Center for Consumer Policy (BCCP)” (Leibniz-funded)  
Director of the Research Training Group “Interdependencies in the Regulation of Markets” (DFG-funded)  
PI of CRC/TR15 “Efficiency and Governance of Economic Systems” (DFG-funded)  
PI of CRC649 “Economic Risk” (DFG-funded)  
PI of “Market Power in Vertically Related Markets” (DFG-ANR funded)  
PI of “Climate Policy in a Reluctant World (CRew)” (funded by German Government; BMBF)

## TEACHING EXPERIENCE

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Introductory Microeconomics (Bachelor), Intermediate Microeconomics (Master), Advanced Microeconomics (PhD), Game Theory, Information Economics, Incentive Theory, Organization Theory, Industrial Organization, Contract Theory, Mechanism Design, Regulation of Product Markets (PhD)

## SUPERVISED PHD STUDENTS

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Friederike Heiny, 2022; Tianchi Li, 2020; Colin von Negenborn, 2019; Slobodan Sudaric, 2019; Thomas Mettral-Schacherer, 2018; Jonas von Wangenheim, 2018; Lucien Frys, 2018; Philipp Dimakopoulos, 2018; Jano Costard, 2017; Ruzica Rakic, 2017; Juliane Fudickar, 2017; Andreas Asseyer, 2017; Philipp Heller, 2017; Alexander Nesterov, 2016; Martin Pollrich, 2015; Dongyu Guo, 2015; Paul Viefers, 2014; Luke Hu, 2013; Dirk Hofmann, 2012; Robert Schmidt, 2008; Lisa Bruttel, 2007; Kerstin Puschke, 2007

## MENTORED POSTDOCS

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Gyula Seres, 2020; Yangwei Song, 2019; Ran Weksler, 2019; Renaud Foucart, 2017; Cedric Wassser, 2016; Robert Schmidt, 2015; Matthias Lang, 2015; Fabio Antoniou, 2014; Raffaele Fiocco, 2013;

## PROFESSIONAL SERVICES

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Profession Services	Chairperson Board Berlin School of Economics (BSE); Board Member Berlin Economics Research Associate (BERA) Program; Founding Member Berlin Doctoral Program in Economics and Management Science (BDPEMS); Chairmain Committee for Economic Theory of the German Economic Association; Executive Council member responsible for career development (Nachwuchsbeauftragter) of the German Economic Association
Associate Editor	Journal of Economic Theory, Journal of the European Economic Association (2012-2018), Theoretical Economics, Review of Economic Design, Journal of Economics
Program Committee	EWMES2018, ESEM2018, EARIE2018, EWMES2017, ESEM2017, EEA2017, EARIE2017, EWMES2016, ESEM2016, EEA2016, WorldCongressES2015, EEA2015, Vfs2012, Vfs2011, ESEM2009, EFA2007, Vfs2006, Vfs2004, EARIE2004, Vfs2002, ESEM2002
Referee	Canadian Journal of Economics, Econometrica, Economic Theory, Economica, Economics Letters, Economics of Governance, European Economic Review, European Journal of Political Economy, Games and Economic Behaviour, German Economic Review, International Economic Review, International Journal of Industrial Organization, Journal of Economic Behavior & Organization, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of Economics, Journal of Institutional and Theoretical Economics (JITE), Journal of Law, Economics, & Organization, Journal of Public Economic Theory, Journal of Public Economics, Journal of the European Economic Association, Management Science, Review of Accounting Studies, Review of Economic Design, The Accounting Review, The American Economic Review, The Economic Journal, The RAND Journal of Economics, The Review of Economic Studies, The Scandinavian Journal of Economics, Theoretical Economics, Zeitschrift für Wirtschafts- und Sozialwissenschaften (ZWS)

## INVITED SEMINAR & CONFERENCE PRESENTATIONS

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- 2022: Yale University, Texas A&M (College Station), University of Toronto, State College (Penn State), ESSET (Gerzensee), Cambridge (UK)
- 2021: Annual Meeting Industrial Economics (Vfs) (online), CUHK-HKU-HKUST Joint Theory Seminar (Hong Kong), 12th Conference on Digital Economics (Paris), Mannheim Virtual IO Seminar Series, Workshop SFB-TR15 (Schwanenwerder), Annual Conference Society for the Advancement of Economic Theory (Seoul), MaCCI Summer Institute in Competition Policy (Annweiler), Toulouse School of Economics, University of St. Andrews, Peking University, Paris School of Économics, University of Surrey
- 2020: VIOS (Webinar)
- 2019: University of Paris Dauphine, HKUST (Hong Kong), Frontiers in Design (UCL London), Japanese-German Workshop (Munich), Bocconi University (Milan), Annual Meeting VFS, (Leipzig), 3rd IO Workshop (Bergamo), Bielefeld University, IFN (Stockholm), 11th Norwegian-German Seminar on Public Economics (Munich)
- 2018: Bonn University, Mannheim University, Frankfurt University, UC3 (Madrid), Japanese-German Workshop (Osaka), Crest (Paris), ESSET (Gerzensee), MaCCI Summer Institute (Mannheim), UCLA (Los Angeles), Norwegian Business School (Oslo), ESSEC (Cergy-Pontoise)
- 2017: Bristol University, IO Conference (Hong Kong), Annual Conference of the Leibniz Science Campus of MaCCI Mannheim, Berlin IO Day (TU Berlin), Helsinki University, Jahrestagung des Ausschusses für Industrieökonomik (Munich), Jahrestagung des Theoretischen Ausschusses (Berlin),

- EARIE (Maastricht), Verein für Social Politik (Wien), Winter Meeting European Econometric Society (Barcelona)
- 2016: ESSET (Gerzensee), Michigan University, Yale University, Princeton University, MIT/Harvard University, Mannheim University, Bonn University, Korea University (Seoul), BCCP Conference (Berlin)
- 2015: Jahrestagung des Ausschusses für Industrieökonomik (Berlin), EUI Florence, Stanford University, UCLA, Berkeley University, Workshop SFB-TR15 (Tutzing), Jahrestagung des Theoretischen Ausschusses (Berlin)
- 2014: Jahrestagung des Ausschusses für Industrieökonomik (Hamburg), CESifo Area Conference on Applied Microeconomics (Munich), Kiel University, Conference on “Informed Principal” (Edesheim), 25th International Conference on Game Theory (Stony Brook), Erasmus Credit Conference (Rotterdam), University of Copenhagen, CESifo Conference on Climate Economics (Munich), University of Mannheim, LACEA-LAMAS2014 (Sao Paulo), Workshop on “Topics in Information Economics” (Dauphine Paris)
- 2013: Bocconi University (Milan), Workshop SFB-TR15 (Tutzing), Workshop on “Procurement and Contracts” (Bad Homburg), Yale University (New Haven), Bonn University, University of Zurich, Jahrestagung des Ausschusses für Industrieökonomik (Würzburg), Hamburg University
- 2012: University Tor Vergata (Rome), Paris School of Economics, ESSET (Gerzensee), LMU (Munich), MPI Bonn, SFB-TR15 Conference (Mannheim), Yale University (New Haven), Columbia University (New York), NYU Stern (New York), Jahrestagung des Ausschusses für Industrieökonomik (Munich), Oxford University
- 2011: Erasmus University (Rotterdam), Conference in honor of Konrad Stahl (Homburg), Maastricht University, Washington University (Seattle), UBC (Vancouver), Simon Fraser (Vancouver), University of Maastricht, Workshop SFB-TR15 Bonn, Workshop on “Market Power in Vertically Related Markets” (Paris), 45th Meeting of the Osaka Workshop on Economics of Institutions and Organizations (Tokyo), Mannheim University
- 2010: Workshop on “Certification & Patents” (Toulouse), Frankfurt University, Political Economy, Measurement and Effects on Performance (Munich), Jahrestagung des Ausschusses für Industrieökonomik (Zürich), CBS (Kopenhagen), SFB-TR15 Conference (Caputh), Princeton Workshop, Verein für Socialpolitik (Kiel), Carlos III (Madrid), Workshop on “Market Power in Vertically Related Markets” (Berlin)
- 2009: Seminar Maastricht, 3rd Workshop on Political Economy (Dresden), 6th Norwegian-German Seminar on Public Economics (Munich), SFB-TR15 Conference (Tutzing), Seminar UCL (London), Ottobeuren Seminar (Ottobeuren), ESEM/EEA meeting 2009 (Barcelona), Conference of the OEIO (Tokyo), Seminarvortrag Wien, SFB649-Tagung (Motzen), Workshop “Spring Incentives” (Toulouse), SFB-TR15 Conference (Caputh), Jahrestagung des Theoretischen Ausschusses (Eltville), CESifo Area Conference on Applied Microeconomics (Munich), Toulouse School of Economics, Thema Cergy, SFB-TR15 Conference (Caputh), University of Vienna
- 2008: IX. Symposium zur Ökonomischen Analyse der Unternehmung (Augsburg), European Meeting of the Econometric Society (Milan), Universität Mannheim, Universität Bonn, CESifo Area Conference on Applied Microeconomics (Munich), Jahrestagung des Ausschusses für Industrieökonomik (Karlsruhe), Universität Heidelberg, Jahrestagung des Theoretischen Ausschusses (Gerzensee), ZEW (Mannheim)
- 2007: Cambridge (UK), Gremaq (Toulouse), University of Mannheim, University of Groningen, Royal Holloway (London)
- 2006: Erasmus University (Rotterdam), WZB Conference on “Collusion and Cartels” (Berlin), Verein für Socialpolitik (Bayreuth), Europe an Meeting of the Econometric Society (Vienna), Accounting Workshop (Bergen), Humboldt University (Berlin), Cerge-EI (Prague), University of Tilburg, SFB-TR15 Conference (Caputh)
- 2005: Simon Fraser University (Vancouver), University of Utrecht, London School of Economics, University of Cologne, University of Bonn, University of Hannover, University of Mannheim, Conference in tribute to Jean-Jacques Laffont (Toulouse), European Summer Symposium in Financial Markets (Gerzensee), WZB Conference on “Advances in Contest Theory” (Berlin), Transregio-Tagung (Caputh)

- 2004: University of Vienna, EARIE (Berlin), European Meeting of the Econometric Society (Madrid), University of Bonn, University of Munich, University of Amsterdam, Conference on “Prudential Regulation and Banking Supervision” (Madrid), 13th WZB Conference on “Markets and Political Economy” (Berlin), Jahrestagung des Vereins für Socialpolitik (Dresden), 31st Annual conference of the EARIE (Berlin)
- 2003: Goethe-University (Frankfurt am Main), Dortmund University, Mannheim University, Verein für Socialpolitik (Zürich), IV. Symposium zur Ökonomischen Analyse der Unternehmung (Frankfurt am Main), CESifo Area Conference on Industrial Organisation (Munich)
- 2002: III. Symposium zur Ökonomischen Analyse der Unternehmung (Berlin), Econometric Society European Meeting (Venice), European Summer Symposium in Financial Markets (Gerzensee), Erasmus University (Rotterdam), University of Toulouse
- 2000: Pompeu Fabra University (Barcelona), Université Libre de Bruxelles, Tilburg University, University College London, WZB Conference “Antitrust Issues in International Markets” (Berlin), World Congress of the Econometric Society (Seattle), European Summer Symposium in Economic Theory (Gerzensee)
- 1999: WZB Tagung “The Organization of Competition“ (Berlin), European Summer Symposium in Economic Theory (Gerzensee)
- 1998: European Meeting of the Econometric Society (Berlin), European Winter Meeting of the Econometric Society (Prague), University of Dortmund, University of Helsinki, Autònoma University (Barcelona)
- 1997: Jahrestagung des Vereins für Socialpolitik (Bern), 24th Annual Conference of the E.A.R.I.E. (Leuven), 52nd Econometric Society European Meeting (Toulouse), European Summer Symposium in Financial Markets (Gerzensee), Mannheim University, Bern University, University of Munich

## REFEREED PUBLICATIONS

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- [46] Correlation-Savvy Sellers, *accepted RAND Journal of Economics*, 2022 ([WP](#)).
- [45] Collective Brand Reputation, (with Volker Nocke), *accepted Journal of Political Economy*, 2022 ([WP](#)).
- [44] Optimal Non-Linear Pricing with Data-Sensitive Consumers, (with Daniel Krähmer) *forthcoming American Economic Journal: Microeconomics*, 2022 ([WP](#)).
- [43] Aggregate Information and Organizational Structures, (with Gorkem Celik, Dongsoo Shin) *forthcoming Journal of Industrial Economics*, 2022 ([WP](#)).
- [42] Public Good Overprovision by a Manipulative Provider, (with Gorkem Celik, Dongsoo Shin) *The RAND Journal of Economics* 52(2), 314–333, 2021 ([open access](#)).
- [41] Sequential versus Static Screening: An Equivalence Result (with Daniel Krähmer), *Games and Economic Behavior*, 106, 317–328, 2017 ([RePEc](#)).
- [40] Certification and Market Transparency (with Konrad Stahl), *The Review of Economic Studies*, 84(4), 1842–1868, 2017 ([RePEc](#)).
- [39] A Theory of Crowdfunding: A Mechanism Design Approach with Demand Uncertainty and Moral Hazard, *The American Economic Review*, 107(6), 1430–1476, 2017 ([RePEc](#)).
- [38] Politically Induced Regulatory Risk and Independent Regulatory Agencies, *International Journal of Industrial Organization*, 54, 215–238, 2017 ([RePEc](#)).
- [37] Feed-In Subsidies, Taxation, and Inefficient Entry (with Fabio Antoniou), *Environmental and Resource Economics*, 67, 925–940, 2017 ([RePEc](#)).
- [36] Optimality of Sequential Screening with Multiple Units and Ex Post Participation Constraints (with Daniel Krähmer), *Economics Letters*, 142, 64–68, 2016 ([RePEc](#)).
- [35] Ex Post Information Rents in Sequential Screening (with Daniel Krähmer), *Games and Economic Behavior*, 90, 257–273, 2015 ([RePEc](#)).
- [34] Optimal Sales Contracts with Withdrawal Rights (with Daniel Krähmer), *The Review of Economic Studies*, 82(2), 762–790, 2015 ([RePEc](#)).
- [33] On the Timing of Climate Agreements (with Robert C. Schmidt), *Environmental and Resource Economics*, 62(3), 521–547, 2015 ([RePEc](#)).
- [32] Consumer Standards as a Strategic Device to Mitigate Ratchet Effects in Dynamic Regulation (with Raffaele Fiocco), *Journal of Economics & Management Strategy*, 24(3), 550–569, 2015 ([RePEc](#)).
- [31] Delegation and Dynamic Incentives (with Dongsoo Shin), *The RAND Journal of Economics*, 45(3), 495–520, 2014 ([RePEc](#)).
- [30] Mediated Contracts and Mechanism Design, *Journal of Economic Theory*, 147(3), 1280–1290, 2012 ([RePEc](#)).
- [29] Migration of the Talented: Can Europe Catch Up with the U.S.? (with Lydia Mechtenberg), *Journal of Public Economic Theory*, 14(6), 945–969, 2012 ([RePEc](#)).
- [28] Comment on “Correlated Information, Mechanism Design and Informational Rents” [J. Econ. Theory 123 (2) (2005) 210–217] (with Daniel Krähmer), *Journal of Economic Theory*, 146(5), 2159–2164, 2011 ([link](#)).
- [27] Optimal Procurement Contracts with Pre-Project Planning (with Daniel Krähmer), *The Review of Economic Studies*, 78(3), 1015–1041, 2011 ([RePEc](#)).
- [26] Regulatory Risk under Optimal Monopoly Regulation, *The Economic Journal*, 121(553), 740–762, 2011 ([RePEc](#)).
- [25] Monopoly Distortions in Durability and Multi-Dimensional Quality, *Economics Letters*, 105(3), 333–335, 2009 ([RePEc](#)).
- [24] Entrepreneurial Financing, Advice, and Agency Costs, *Journal of Economics & Management Strategy*, 18(3), 845–870, 2009 ([RePEc](#)).
- [23] Accounting Transparency and the Asset Substitution Problem (with Katrin Burkhardt), *The Accounting Review*, 84(3), 689–713, 2009 ([link](#)).
- [22] Planned Obsolescence as an Incentive Device for Unobservable Quality, *The Economic Journal*, 119 (540), 1405–1421, 2009 ([RePEc](#)).
- [21] Ex Post Private Information and Monopolistic Screening (with Daniel Krahmer), *The B.E. Journal of Theoretical Economics*, 8(1:Topics), Article 25, 2008 ([RePEc](#)).
- [20] The Bologna Process: How Student Mobility Affects Multi-Cultural Skills and Educational Quality (with Lydia Mechtenberg), *International Tax and Public Finance*, 15(2), 109–130, 2008 ([RePEc](#)).

- [19] Contracting with Imperfect Commitment and Noisy Communication (with Helmut Bester), *Journal of Economic Theory*, 136(1), 236–259, 2007 ([RePEc](#)).
- [18] VCG Mechanisms and Efficient Ex Ante Investments with Externalities (with Daniel Kräbmer), *Economics Letters*, 94(2), 192–196, 2007 ([RePEc](#)).
- [17] Regulating Availability with Demand Uncertainty, *German Economic Review*, 8(1), 107–121, 2007 ([RePEc](#)).
- [16] Interim Information in Long-Term Contracts, *Journal of Economics & Management Strategy*, 15(4), 1041–1067, 2006 ([RePEc](#)).
- [15] Buried in Paperwork: Excessive Reporting in Organizations, *Journal of Economic Behavior & Organization*, 60(4), 460–470, 2006 ([RePEc](#)).
- [14] Timing of Verification Procedures: Monitoring versus Auditing, *Journal of Economic Behavior & Organization*, 59(1), 89–107, 2006 ([RePEc](#)).
- [13] Deterministic versus Stochastic Mechanisms in Principal–Agent Models, *Journal of Economic Theory*, 128(1), 306–314, 2006 ([RePEc](#)).
- [12] Ordinary Shares and Managers, *Journal of Economics*, 87(1), 1–14, 2006 ([RePEc](#)).
- [11] Mediation in Situations of Conflict and Limited Commitment (with Kay Mitusch), *The Journal of Law, Economics, & Organization*, 21(2), 467–500, 2005 ([RePEc](#)).
- [10] Honest Certification and the Threat of Capture, *International Journal of Industrial Organization*, 23(1–2), 45–62, 2005 ([RePEc](#)).
- [9] Comment on Internalization of Knowledge Spillovers in R&D Joint Ventures, *Journal of Institutional and Theoretical Economics*, 160, 75–78, 2005 ([JSTOR](#)).
- [8] Deterministic Mechanisms and the Revelation Principle, *Economics Letters*, 79(3), 333–337, 2003 ([RePEc](#)).
- [7] Mitigating Non-Contractibility with Interim Randomization, *Journal of Institutional and Theoretical Economics (JITE)*, 157(2), 231–245, 2001 ([RePEc](#)).
- [6] Contracting with Imperfect Commitment and the Revelation Principle: The Single Agent Case (with Helmut Bester), *Econometrica*, 69(4), 1077–1098, 2001 ([RePEc](#)).
- [5] Imperfect Commitment and the Revelation Principle: The Multi-Agent Case (with Helmut Bester), *Economics Letters*, 69(2), 165–171, 2000 ([RePEc](#)).
- [4] Regulation in a Political Economy: Explaining Limited Commitment and the Ratchet Effect, *Economics of Governance*, 1(3), 181–197, 2000 ([RePEc](#)).
- [3] Efficiency in Sequential Partnerships, *Journal of Economic Theory*, 85(1), 140–156, 1999 ([RePEc](#)).
- [2] Collusion and Renegotiation in a Principal–Supervisor–Agent Relationship, *The Scandinavian Journal of Economics*, 99(4), 497–518, 1997 ([RePEc](#)).
- [1] Delegation of Monitoring in a Principal-Agent Relationship, *The Review of Economic Studies*, 64(3), 337–357, 1997 ([RePEc](#)).

## OTHER PUBLICATIONS

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- [4] Dynamic Mechanism Design, (with Daniel Kräbmer), Chapter 11 in: *Tilman Börgers: An Introduction to the Theory of Mechanism Design*, Oxford University Press, 2015 ([link](#)).
- [3] Book Review on Bolton, P., and Dewatripont, M.: *Contract Theory*, The MIT Press, Cambridge (MA), *Journal of Economics*, 86(3), 305–308, 2006 ([link](#)).
- [2] Mediation in innerbetrieblichen Konfliktsituationen (with Kay Mitusch), 117–144 in: Uschi Backes-Gellner (Hrsg.), *Entlohnung, Arbeitsorganisation und personalpolitische Regulierung: Beiträge zum 4. Köln-Bonner Kolloquium zur Personalökonomie*, R. Hampp, München, 2001.
- [1] Politieke machtsverhoudingen: Toegang tot het gehele archief (with E. van Damme, V. Feltkamp, and S. Hurkens), *Economische Statistische Berichten*, 79, 482–486, 1994.