

CURRICULUM VITAE

MARKUS DERTWINKEL-KALT

CONTACT:

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PERSONAL INFORMATION:

Date of birth: March 27, 1987

Nationality: German

RESEARCH FIELDS:

Behavioral Economics

Digital Economics

Industrial Organization

CURRENT ACADEMIC POSITIONS & AFFILIATIONS:

10/2021 – *Professor of Economics (W3)*
University of Münster

10/2021 – *Senior Research Fellow*
Max Planck Institute for Research on Collective Goods

2018 – *CESifo Research Network Fellow (formerly: Affiliate)*

2018 – *C-SEB (Center for Social and Economic Behavior at the University of Cologne) Affiliate*
& *External Lecturer* at University of Cologne

FORMER ACADEMIC POSITIONS:

04/2021 – 09/2021 *Professor of Applied Microeconomics (W3)*
University of Konstanz

2018 – 2021 *Assistant Professor (tenure track)*
Frankfurt School of Finance & Management

2015 – 2018 *Post-Doctoral Researcher (Akademischer Rat auf Zeit)*
University of Cologne

EDUCATION:

2011 – 2015 Ph.D. (Dr. rer. pol. oec.) in Economics, *summa cum laude*
Heinrich-Heine University Düsseldorf
Advisor: Hans-Theo Normann

2011 – 2013	<i>B.A. Philosophy with minor German, final grade: 1.5</i> Heinrich-Heine University Düsseldorf
2009 – 2011	<i>M.Sc. Mathematics, final grade: 1.0</i> Heinrich-Heine University Düsseldorf
2006 – 2009	<i>B.Sc. Mathematics with minor Physics, final grade: 1.1</i> Heinrich-Heine University Düsseldorf
2006	<i>Abitur, final grade: 1.0</i> Leibniz Gymnasium Düsseldorf

RESEARCH STAYS:

2018	<i>Visiting Scholar</i> , Host: Pedro Bordalo (two months) University of Oxford
2018	<i>Visiting Scholar</i> , Host: Matthias Sutter (one month) Max Planck Institute for Research on Collective Goods, Bonn
2017	<i>Visiting Scholar</i> (one month) CESifo, Munich
2014	<i>Visiting Scholar</i> , Host: Pedro Bordalo (three months) Royal Holloway College, University of London
2014	<i>Visiting Scholar</i> , Host: Botond Koszegi (five months) CEU Budapest
2013	<i>Visiting Scholar</i> , Host: Lars Sorgard (three months) NHH Bergen
2010	<i>Visiting Scholar</i> , Host: Holger Reich (six months) FU Berlin
2010	<i>Visiting Master student</i> (six months) ETH Zürich

GRANTS:

2021 – 2024	DFG grant for “ <i>Defining what the relevant market is: A new method for (digital) antitrust</i> ” (€246,300)
2018 – 2021	DFG grant for “ <i>Saliency Effects in Economic Choice</i> ” (€308,700)
2018 – 2020	<i>Modigliani Research Grant</i> (€20,000)
2017 – 2020	Research grant of the North Rhine-Westphalian Academy of Sciences, Humanities and the Arts (€40,000)
2016 – 2018	Five C-SEB grants (Sum: €25,350)
2016	Grant by the Joachim-Herz Stiftung (€9,000)
2015 – 2016	Two Henkel Foundation conference grants (Sum: €2,900)

AWARDS, HONORS, AND SCHOLARSHIPS:

2021	Ranked among the top young economists (below age 40) in the <i>Handelsblatt ranking</i> (based on publication performance)
2020	Nominated for the <i>Distinguished CESifo Affiliate Award in Behavioral Economics</i>
2019	Runner-up for the <i>Distinguished CESifo Affiliate Award in Applied Micro</i>
2017 – 2021	Elected Member of <i>Junges Kolleg</i> (2018-2021), the association of the 30 best junior researchers across all disciplines in North Rhine - Westphalia
2016	<i>Best Dissertation of the Faculty of Business and Economics in 2015</i> Award by the <i>Schweitzer Fachinformation</i>
2014	Participant of the <i>5th Lindau Nobel Prize Meeting</i>

2014	Full Tuition Scholarship for DSP (Doctoral Support Programme) Students at CEU Budapest
2013	E.ON Ruhrgas Scholarship, awarded by The Research Council of Norway (€6,440)
2011 – 2015	PhD scholarship of the HHU Graduate School in Economics
2010 – 2011	Elected Member, <i>Berlin Mathematical School</i> (BMS)
2010 – 2011	Scholarship of North Rhine-Westphalia <i>Chancen nutzen</i>
2009 – 2010	Scholarship of the University of Düsseldorf <i>Basisstipendium</i>

TEACHING:

	Program	# of students	Semester	Overall Evaluation 1 (best) to 5 (worst)
<i>Adv. Industrial Economics</i>	M.Sc./ PhD (Cologne)	~ 10	WS 16/17	1.2
		~ 10	WS 17/18	1.4
<i>Microeconomics II/ Industrial Economics</i>	B.Sc. (Cologne)	~ 700	SS 16	2.2
<i>Seminar “Ökonomik und Recht der Freien Berufe”, joint with Prof. Henssler (Law)</i>	M.Sc. (Cologne)	~ 10	SS 16	-
		~ 10	SS 17	1.7
		~ 10	SS 18	1.3
		~ 10	SS 19	1.4
<i>Seminar on “Competition Policy”</i>	B.Sc. (Cologne)	~ 20	WS 15/16	-
<i>Seminar “Topics in Behavioral Economics”</i>	M.Sc. (Cologne)	~ 25	WS 17/18	1.7
<i>Graduate Guest Lecture on “Limited Attention”</i>	PhD (LMU Munich)	~ 15	SS 16	-
<i>Business Economics</i>	M.Sc. (Frankfurt School)	~ 45	WS 18/19	1.9
		~ 45	WS 18/19	1.9
		~ 45	WS 19/20	2.2
<i>Microeconomics and Decision Theory</i>	B.Sc. (Frankfurt School)	~ 45	WS 18/19	1.8
		~ 45	WS 18/19	2.1
		~ 45	SS 20	1.8
		~ 45	SS 20	1.6
		~ 45	SS 20	1.6
<i>Microeconomics I</i>	B.Sc. (Konstanz)	~ 300	SS 21	2.4
<i>Industrial Economics</i>	B.Sc. (Konstanz)	~ 15	SS 21	1.4
<i>Digitale Ökonomie</i>	M.Sc. (Münster)		WS 21/22	
<i>Unternehmenskooperation: Governance</i>	B.Sc. (Münster)		WS 21/22	

plus Teaching Assistant for *Game Theory* (B.Sc.; WS 12/13), *Microeconomics* (B.Sc.; WS 11/12), *Internship in Experimental Physics for students of Chemistry* (B.Sc.; SS 10), *Algebra and Number Theory* (B.Sc.; SS 09), *Numerics* (B.Sc.; WS 08/09)

plus Supervision of numerous Bachelor and Master theses in the fields of Industrial Organization, Law and Economics, and Behavioral Economics

PUBLICATIONS:

1. *Attention to Online Sales: The Role of Brand Image Concerns* (with Mats Köster)
Journal of Economics & Management Strategy, forthcoming.
2. *Concentration Bias in Intertemporal Choice* (with H. Gerhardt, G. Riener, F. Schwerter, and L. Strang)
Review of Economic Studies, forthcoming.
3. *Evidence Production in Merger Control: The Role of Remedies* (with Christian Wey)
Review of Industrial Organization 59, 2021, 1-12.
4. *To Buy or not to Buy? Price Salience in an Online Shopping Field Experiment* (with Mats Köster and Matthias Sutter)
European Economic Review 130, 2020, Article 103593.
5. *Salience and Skewness Preferences* (with Mats Köster)
Journal of the European Economic Association 18(5), 2020, 2051-2107 (lead article).
6. *Multi-Product Bargaining, Bundling, and Buyer Power* (with Christian Wey)
Economics Letters 118, 2020, Article 108936.
7. *Incumbency Dominance in Electoral Races: Field Experimental Evidence* (with Johannes Münster and Anna Kerkhof)
Political Communication 36, 2019, 337-356.
8. *Attention-driven Demand for Bonus Contracts* (with Mats Köster and Florian Peiseler)
European Economic Review 115, 2019, 1-24 (lead article).
9. *Focusing and Framing of Risky Alternatives* (with Tobias Wenzel)
Journal of Economic Behavior & Organization 159, 2019, 289-304.
10. *Demand Shifts Due to Salience Effects: Experimental Evidence* (with Katrin Köhler, Mirjam Lange and Tobias Wenzel)
Journal of the European Economic Association 15(3), 2017, 626-653.
11. *Salient Compromises in the Newsvendor Game* (with Mats Köster)
Journal of Economic Behavior & Organization 141, 2017, 301-315.
12. *Exchange Asymmetries for Bads? Experimental Evidence* (with Katrin Köhler)
European Economic Review 82, 2016, 231-241.
13. *Salience and Health Campaigns*
Forum for Health Economics & Policy 19(1), 2016, 1-22.
14. *Merger Remedies in Oligopoly Under a Consumer Welfare Standard* (with Christian Wey)
Journal of Law, Economics, & Organization 32(1), 2016, 150-179.
15. *The Nash Bargaining Solution in Vertical Relations With Linear Input Prices* (with H. Aghadashli and Christian Wey)
Economics Letters 145, 2016, 291-294.
16. *Remedies as a Signalling Device* (with Christian Wey)
Information Economics & Policy 35, 2016, 1-6 (lead article).
17. *Procompetitive Dual Pricing* (with Justus Haucap and Christian Wey)
European Journal of Law and Economics 41(3), 2016, 537-557.
18. *Raising Rivals' Cost Through Buyer Power* (with Justus Haucap and Christian Wey)
Economics Letters 126, 2015, 181-184.
19. *Violations of First-Order Stochastic Dominance as Salience Effects* (with Mats Köster)
Journal of Behavioral and Experimental Economics 59, 2015, 42-46.

WORKING PAPERS:

Optimal Stopping in a Dynamic Salience Model (with Jonas Frey and Mats Köster)

Salient Cues and Complexity (with Mats Köster)

Oligopolistic Third-Degree Price Discrimination When Markets Are Covered (with Christian Wey)
R&R at **Journal of Industrial Economics**

Multi-Product Pricing and Minimum Resale Price Maintenance (with Christian Wey)

Mergers with Production Flexibility (with Hamid Aghadashli and Christian Wey)

Skewness Preferences: Evidence from Online Poker (with Johannes Kasinger and Dmitrij Schneider)

WORK IN PROGRESS:

If it Bleeds, it Leads: Attention and Negativity in Online News (with Johannes Münster and Dainis Zegners)

Defining what the relevant market is: A new method for (digital) antitrust (with Christian Wey)

Correlated Lotteries and Economic Applications (with Sebastian Ebert and Mats Köster)

OTHER PUBLICATIONS:

Merger Remedies in Merger Control: Novel theoretical insights (with Christian Wey)
published in German: Veräußerungsaufgaben in der Fusionskontrolle: Neue theoretische Erkenntnisse
DICE Policy Brief No. 9, 2016.

Psychology and Economics: Economic Implications of Salience Theory (with Mats Köster),
published in German: Psychologie und Ökonomie: Ökonomische Implikationen der Salienztheorie
DICE Policy Brief No. 7, 2015.

Costly Deception
published in German: Teure Täuschung
Harvard Business Manager October 2019, pp.18-19.

PRESENTATIONS:

- 2021** IIOC | EEA | EARIE | VfS Annual Meeting | CESifo Area Conference on Behavioral Economics | Workshop on Attention in Decision Making | University of Bern (scheduled)
- 2020** University of Münster | Goethe University Frankfurt | VfS Annual Meeting | CESifo Area Conference on Behavioral Economics | RUD Conference | CESifo Area Conference on Economics of Digitization
- 2019** CESifo Area Conference on Behavioral Economics (Munich) | Workshop on Experimental Economics and Finance (Heidelberg) | VfS Annual Meeting (Leipzig) | GfeW Annual Meeting (Düsseldorf) | EARIE (Manchester) | ESEM (Manchester) | 9th Probability & Logic Workshop (Frankfurt) | C-SEB Workshop (Cologne) | 11th Paris Conference on Digital Economics | CESifo Area Conference on Applied Microeconomics (Munich) | Economics of Media Bias Workshop (Berlin) | Goethe University Frankfurt | Université Catholique de Louvain | University of Konstanz | University of Münster | University of Innsbruck
- 2018** C-SEB Workshop (Cologne) | VfS Annual Meeting (Freiburg) | EEA (Cologne) | University of Linz | Economics of Media Bias Workshop (Cologne) | CESifo Area Conference on Applied Microeconomics (Munich) | University of Nijmegen | Frankfurt School | MPI Bonn
- 2017** Verein für Socialpolitik Annual Meeting (Vienna) | EARIE (Maastricht) | EEA (Lisbon) | LEOH Conference (Cologne) | Conference of the RES (Bristol) | Workshop on Competition and Bargaining in Vertical Chains (Düsseldorf) | University of Bayreuth | University of Paderborn | HHU Düsseldorf | University of Bonn | University of Münster | University of Hamburg | LMU Munich | Goethe University Frankfurt
- 2016** VfS Annual Meeting (Augsburg) | Jornadas de Economía Industrial (Palma) | EEA (Geneva) | BECCLE Competition Policy Conference (Bergen) | IIOC (Philadelphia) | Conference of the RES (Brighton) | University of Bern

- 2015** *Nordic Conference on Behavioral and Experimental Economics* (Tampere) | *VfS Annual Meeting* (Münster) | *ESA* (Heidelberg) | *EEA* (Mannheim) | *Spring Meeting of Young Economists* (Ghent) | *International Industrial Organization Conference* (Boston) | *BECCLE Competition Policy Conference* (Bergen) | University of Cologne
- 2014** *London PhD Experimental Workshop* (Middlesex University) | *Workshop on Limited Attention* (Copenhagen) | *Nordic Conference on Behavioral and Experimental Economics* (Aarhus) | *Nuremberg Experimental Research Days* (Nuremberg) | *VfS Annual Meeting* (Hamburg) | *EARIE* (Milan) | *ESA International Meeting* (Honolulu) | *Spring School in Behavioral Economics* (San Diego) | *PhD workshop on Behavioral and Experimental Economics* (invited; Bergen) | HHU Düsseldorf, Psychology Colloquium | Royal Holloway, PhD Seminar
- 2013** *EARIE* (Évora) | NHH Bergen, Lunch Seminar | NHH Bergen, IO Seminar
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REFEREEING FOR:

Quarterly Journal of Economics (7x) | Review of Economic Studies (3x) | Journal of the European Economic Association (3x) | Management Science (6x) | Journal of Economic Theory | American Economic Journal: Microeconomics | International Economic Review | European Economic Review | Journal of Law, Economics and Organization | Journal of Industrial Economics | Journal of Economics & Management Strategy (4x) | Experimental Economics (3x) | International Journal of Industrial Organization (4x) | Journal of Economic Behavior & Organization (6x) | European Journal of Operational Research | Economics Letters (4x) | Economic Inquiry | Journal of Commodity Markets | Canadian Journal of Economics | Financial Markets and Portfolio Management | Journal of the Experimental Science Association | Journal of Economic Psychology (3x) | Review of Industrial Organization | Games | Review of World Economics | Information Economics & Policy (2x) | European Journal of Law and Economics | Journal of Behavioral and Experimental Economics | B.E. Journal of Economic Analysis and Policy (2x) | Canadian Journal of Agricultural Economics | Social Science and Medicine | Journal of Economics | German Economic Review | Portuguese Economic Journal

European Research Council (ERC) | German Research Foundation (DFG) | Spring Meeting of Young Economists (4x) | Verein für Socialpolitik | Czech Science Foundation

EXTRACURRICULAR ACTIVITIES:

- 2017 – 2020 Speaker of the work group of *Junges Kolleg* on “Media Bias”
- 2016 – 2017 Chairman of the Youth Organization of the CDU in Düsseldorf Central (Junge Union Düsseldorf Mitte)
- 2009 – Member of the German Dostojewski Society
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Düsseldorf, November 2021