

CURRICULUM VITAE

MARKUS DERTWINKEL-KALT

CONTACT:

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PERSONAL INFORMATION:

Date of birth: March 27, 1987
Nationality: German

RESEARCH FIELDS:

Behavioral and Experimental Economics
Industrial Organization/Law and Economics
Media Economics and Media Bias

CURRENT ACADEMIC POSITIONS & AFFILIATIONS:

09/2018 – *Assistant Professor (tenure track)*
Frankfurt School of Finance & Management

2017 – *CESifo Research Network Affiliate*

2017 – *C-SEB (Center for Social and Economic Behavior at the University of Cologne) Affiliate*

FORMER ACADEMIC POSITIONS:

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 *B.A. Philosophy with minor German, final grade: 1.5*
Heinrich-Heine University Düsseldorf

2009 – 2011 *M.Sc. Mathematics, final grade: 1.0*
Heinrich-Heine University Düsseldorf

2006 – 2009 *B.Sc. Mathematics with minor Physics, final grade: 1.1*
Heinrich-Heine University Düsseldorf

2006 *Abitur, final grade: 1.0*
Leibniz Gymnasium Düsseldorf

RESEARCH STAYS/ STAYS ABROAD:

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

INTERNSHIPS:

2015	Internship at d-fine (consultancy firm in the field of risk and finance; two months)
2011	Internship at the German Parliament (Deutscher Bundestag; one month)
2010	Internship at ERGO Life Insurance AG, Actuarial Division (three months)

AWARDS, GRANTS, AND SCHOLARSHIPS:

2019	Runner-up for the <i>Distinguished CESifo Affiliate Award in Applied Micro</i>
2018 – 2021	DFG-Sachbeihilfe for the project “Salience Effects in Economic Choice” (€308,700)
2018 – 2019	Modigliani Research Grant (€20,000)
2018	C-SEB Seedcorn Grant (€5,000)
2018	C-SEB Junior Start-up Grant (Co-PI, €3,000)
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 (including research scholarship of €40,000)
2017	C-SEB Seedcorn Grant (Co-PI, €12,000)
2017	C-SEB Travel Grant (€2,350)
2017	C-SEB Junior Start-up Grant (€3,000)
2016	<i>Best Dissertation of the Faculty of Business and Economics in 2015</i> Award by the <i>Schweitzer Fachinformation</i>
2016	Grant by the Joachim-Herz Stiftung (€9,000)
2015	Henkel Foundation conference grant (€1,200)
2014	Henkel Foundation conference grant (€1,700)
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, *Berlin Mathematical School* (BMS)
2010 – 2011 Scholarship of North Rhine-Westphalia *Chancen nutzen*
2009 – 2010 Scholarship of the University of Düsseldorf *Basisstipendium*

TEACHING:

Lecturer:

- *Microeconomics I* (B.Sc.; WS 18/19)
- *Business Economics* (M.Sc.; WS 18/19)
- *Limited Attention in Economic Choice* (CES Graduate Lecture at LMU Munich; SS 17)
- *Advanced Industrial Organization* (M.Sc./PhD; WS 16/17, WS 17/18)
- *Microeconomics II/ Industrial Organization* (B.Sc.; SS 16)
- *Seminar on Topics in Behavioral Economics* (M.Sc.; WS 17/18)
- *Seminar on Economics and Regulation of Liberal Professions* (M.Sc.; SS 16, SS 17, SS 18, SS 19)
- *Seminar on Competition Policy* (B.Sc.; WS 15/16)

Teaching Assistant:

- *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)

Supervision: Numerous Bachelor and Master theses in the fields of Industrial Organization, Law and Economics, and Behavioral Economics

REFERENCES:

Prof. Pedro Bordalo

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pedro.bordalo@sbs.ox.ac.uk

Prof. Hans-Theo Normann

HHU Düsseldorf
+49 211-81-15-297
normann@dice.hhu.de

Prof. Achim Wambach

ZEW Mannheim
+49 621-1235-100
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Prof. Botond Koszegi

CEU Budapest
+36 1-327-3000
botondkoszegi@gmail.com

Prof. Matthias Sutter

University of Cologne
+49 221-470-1136
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PUBLICATIONS:

Salience and Skewness Preferences (with Mats Köster)

Journal of the European Economic Association, forthcoming.

Incumbency Dominance in Electoral Races: Field Experimental Evidence (with Johannes Münster and Anna Kerkhof)
Political Communication 36, 2019, 337-356.

Attention-driven Demand for Bonus Contracts (with Mats Köster and Florian Peiseler)
European Economic Review 115, 2019, 1-24 (lead article).

Focusing and Framing of Risky Alternatives (with Tobias Wenzel)
Journal of Economic Behavior & Organization 159, 2019, 289-304.

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.

Salient Compromises in the Newsvendor Game (with Mats Köster)
Journal of Economic Behavior & Organization 141, 2017, 301-315.

Exchange Asymmetries for Bads? Experimental Evidence (with Katrin Köhler)
European Economic Review 82, 2016, 231-241.

Salience and Health Campaigns
Forum for Health Economics & Policy 19 (1), 2016, 1-22.

Merger Remedies in Oligopoly Under a Consumer Welfare Standard (with Christian Wey)
Journal of Law, Economics, & Organization 32 (1), 2016, 150-179.

The Nash Bargaining Solution in Vertical Relations With Linear Input Prices (with Hamid Aghadashli and Christian Wey)
Economics Letters 145, 2016, 291-294.

Remedies as a Signalling Device (with Christian Wey)
Information Economics & Policy 35, 2016, 1-6.

Procompetitive Dual Pricing (with Justus Haucap and Christian Wey)
European Journal of Law and Economics 41 (3), 2016, 537-557.

Raising Rivals' Cost Through Buyer Power (with Justus Haucap and Christian Wey)
Economics Letters 126, 2015, 181-184.

Violations of First-Order Stochastic Dominance as Salience Effects (with Mats Köster)
Journal of Behavioral and Experimental Economics 59, 2015, 42-46.

WORKING PAPERS:

Concentration Bias in Intertemporal Choice (with Holger Gerhardt, Gerhard Riener, Frederik Schwerter, and Louis Strang)
R&R (2nd round) at *Review of Economic Studies*

Multi-Product Bargaining, Bundling, and Buyer Power (with Christian Wey)

Salience and Online Sales: The Role of Brand Image Concerns (with Mats Köster)

Salience Effects in Portfolio Selection (with Mats Köster)

To Buy or not to Buy? Price Salience in an Online Shopping Field Experiment (with Mats Köster and Matthias Sutter)

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

Testing Fundamentals of Salience Theory (with Lukas Wenner)

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

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:

2019 CESifo Area Conference on Behavioral Economics (Munich) | Workshop on Experimental Economics and Finance (Heidelberg) | *VfS Annual Meeting* (Leipzig) | *GfW 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* (Gent) | *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

REFEREEING FOR:

Quarterly Journal of Economics (5x) | Review of Economic Studies (2x) | Journal of the European Economic Association (3x) | International Economic Review | Management Science (3x) | International Journal of Industrial Organization (3x) | Journal of Economic Behavior & Organization (5x) | Journal of Economics & Management Strategy (3x) | Economics Letters (3x) | Journal of Economic Psychology (3x) | Review of Industrial Organization | 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 | Canadian Journal of Agricultural Economics | Social Science and Medicine | Journal of Economics | German Economic Review | Portuguese Economic Journal

European Research Council (ERC) | Spring Meeting of Young Economists (3x)

IT SKILLS:

z-Tree | Matlab | PL/SQL | Stata | MS Word | Excel | LaTeX

EXTRACURRICULAR ACTIVITIES:

2017 – 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

Düsseldorf, December 2019