

CURRICULUM VITAE

MARKUS DERTWINKEL-KALT

CONTACT:

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PERSONAL INFORMATION:

Date of birth: March 27, 1987
Nationality: German

RESEARCH FIELDS:

Behavioral Economics & Applications to Industrial Organization and Finance
(Classical) Industrial Organization

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 – 2020	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, <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:

Lecturer:

- *Microeconomics I* (B.Sc.; WS 18/19; SS 20)
- *Business Economics* (M.Sc.; WS 18/19, WS 19/20)
- *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

University of Oxford

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Prof. Hans-Theo Normann

HHU Düsseldorf

+49 211-81-15-297

normann@dice.hhu.de

Prof. Botond Koszegi

CEU Budapest

+36 1-327-3000

botondkoszegi@gmail.com

Prof. Achim Wambach

ZEW Mannheim

+49 621-1235-100

wambach@zew.de

PUBLICATIONS:

Saliency and Skewness Preferences (with Mats Köster)
Journal of the European Economic Association, forthcoming.

Multi-Product Bargaining, Bundling, and Buyer Power (with Christian Wey)
Economics Letters 118, 2020, 108936.

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 Saliency 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.
- Saliency 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 Saliency Effects* (with Mats Köster)
Journal of Behavioral and Experimental Economics 59, 2015, 42-46.
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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**
- Attention to Online Sales: The Role of Brand Image Concerns* (with Mats Köster)
- Skewness and Complexity* (with Mats Köster)
- To Buy or not to Buy? Price Saliency in an Online Shopping Field Experiment* (with Mats Köster and Matthias Sutter)
- Optimal Stopping in a Dynamic Saliency Model* (with Jonas Frey and Mats Köster)
- Testing Fundamentals of Saliency Theory* (with Lukas Wenner)
- Buyer Welfare Loss under Oligopolistic Third-Degree Price Discrimination* (with Christian Wey)
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WORK IN PROGRESS:

- Saliency-driven Political Polarization* (with Christoph Feldhaus and Kiryl Khalmetski)
- Relative Moments Matter* (with Katrin Gödker and Mats Köster)
- Skewness Preferences in Online Poker* (with Johannes Kasinger and Mats Köster)
- If it Bleeds, it Leads: Attention and Negativity in Online News* (with Johannes Münster and Dainis Zegners)
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OTHER PUBLICATIONS:

- Merger Remedies in Merger Control: Novel theoretical insights* (with Christian Wey)
published in German: Veräußerungsauflagen in der Fusionskontrolle: Neue theoretische Erkenntnisse
DICE Policy Brief No. 9, 2016.
- Psychology and Economics: Economic Implications of Saliency Theory* (with Mats Köster),
published in German: Psychologie und Ökonomie: Ökonomische Implikationen der Salienztheorie
DICE Policy Brief No. 7, 2015.

PRESENTATIONS:

- 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* (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
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REFEREEING FOR:

Quarterly Journal of Economics (5x) | Review of Economic Studies (3x) | Journal of the European Economic Association (3x) | Management Science (4x) | International Economic Review | Experimental Economics | International Journal of Industrial Organization (3x) | Journal of Economic Behavior & Organization (6x) | European Journal of Operational Research | Journal of Economics & Management Strategy (3x) | Economics Letters (3x) | Financial Markets and Portfolio Management | Journal of the Experimental Science Association | 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) | German Research Foundation (DFG) | Spring Meeting of Young Economists (3x)

IT SKILLS:

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
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Düsseldorf, April 2020