

# Luise Eisfeld

Toulouse School of Economics  
1, Esplanade de l'Université  
31080 Toulouse, France  
Email: [luise.eisfeld@tse-fr.eu](mailto:luise.eisfeld@tse-fr.eu)

Updated: March 2022  
Citizenship: German  
Born: 5 Oct 1992  
[luiseeisfeld.github.io](https://luiseeisfeld.github.io)

Education	Ph.D. in Economics, <a href="#">Toulouse School of Economics</a> (TSE) - Advisors: <a href="#">Alexandre de Cornière</a> , <a href="#">Daniel Ershov</a> , and <a href="#">Bruno Jullien</a> .	2018-
	M.Res. Economics, TSE	2017-18
	M.Sc. Economic Theory and Econometrics, TSE - First year (M1): Economics - Second year (M2): Economic Theory and Econometrics (Ph.D. track) - Thesis: <i>Search Advertising and Online Intermediation in the Travel Industry</i> , adviser: <a href="#">Paul Seabright</a> .	2015-17
	B.Sc. Economics, <a href="#">University of Mannheim</a> - Thesis: <i>The Causal Effect of Early-Life Health Circumstances on Economic Outcomes</i> , adviser: <a href="#">Katja Kaufmann</a> .	2012-15
	B.A. Sociology, University of Mannheim - Two semesters (no degree), with Economics minor.	2011-12
Academic Visits	<a href="#">Questrom School of Business</a> & <a href="#">TPRI</a> , Boston University <a href="#">Hong Kong University of Science and Technology</a> (undergraduate)	Spring 2022 Fall 2014
Research Interests	Economics of Digitization; Empirical Industrial Organization Applied Microeconomics; Competition Policy	
Working Papers	<b>How Do Online Product Rankings Influence Sellers' Pricing Behavior?</b> Focusing on online platforms for hotel bookings, this paper uses an instrumental variable estimation suggesting that a hotel's price is influential for the position which a hotel is displayed in. Using a structural search model on the demand model based on Ursu (2018) and simulating hotels' pricing decisions under alternative hotel rankings, the paper quantifies the resulting changes in prices and markups.	
Work in Progress	<b>Acquisitions and Entry in Software Markets</b> (The proposal for this project was selected as a finalist of the <a href="#">Lear Competition Festival Award</a> , 2021)  <b>Is the first mover's advantage sufficient to protect new product innovations in the presence of widespread imitation?</b> (joint with <a href="#">Vatsala Shreeti</a> )	
Presentations	<b>2022:</b> Empirical IO Reading Group ( <a href="#">Boston University's Economics Department</a> ); Strategy & Innovation Brown Bag ( <a href="#">Questrom School of Business' Strategy &amp; Innovation Group</a> ); scheduled: <a href="#">TPRI Seminar</a> (Boston University) <b>2021:</b> <a href="#">LED Young Economist Seminar</a> (Louvain Economics of Digitization Research	

Group); [Lear Competition Festival](#); PhD Student Workshop (TSE); IO Student Workshop (TSE); Econometrics and Empirical Economics Workshop (TSE)  
**2020:** PhD Student Workshop (TSE)  
 - **Cancelled due to Covid-19:** [Workshop on Platforms, E-Commerce and Digital Economics](#) (CREST Paris); [TADC](#) (London Business School); [EBE Summer Meeting](#) (LMU Munich)  
**2019:** [CISS](#) (Montenegro); [EARIE](#) (Barcelona)  
**2018:** IO Student Workshop; Applied Microeconomics Workshop (both TSE)

<b>Invited Workshops</b>	CEPR Paris Winter Symposium 2021 ( <b>cancelled due to Covid-19</b> ) <a href="#">NBER Economics of Digitization</a> : Tutorial (online, 2021) <a href="#">CSWEP Mentoring Workshop</a> for Women & Nonbinary PhD Students (online, 2020) Digital Economics Research Network ( <a href="#">DERN</a> ) Workshop (Brussels, 2019) <a href="#">NBER Economics of Artificial Intelligence</a> : Graduate Workshop (Toronto, 2019)	
<b>Teaching Assistantships</b>	<b>Competition Policy Workshop</b> (M.Sc.), TSE <b>Intermediate Econometrics</b> (M.Sc.), TSE <b>Intermediate Econometrics</b> (M.Sc.), TSE <b>Applied Econometrics</b> (M.Sc.), TSE	Spring 2020-Fall 2021 Fall 2020 Fall 2019 Spring 2019
<b>Research Assistantships</b>	<b>University of Mannheim:</b> Collaborative Research Center “ <a href="#">Political Economy of Reforms</a> ”, 12 months (part-time)  <b>Mannheim Center for European Social Research</b> ( <a href="#">MZES</a> ), 3 months (part-time)	2012-13  2011-12
<b>Internships</b>	<b>United Nations Industrial Development Organization</b> ( <a href="#">UNIDO</a> ), Vienna (4 months)  <b>Landesbank Hessen-Thüringen</b> , Frankfurt area (2 months)	2016  2014
<b>Scholarships and Awards</b>	<b><a href="#">Lear Young Talent Competition Award</a>:</b> Finalist <b><a href="#">Alfred P. Sloan Foundation</a>:</b> NBER Conference Sponsorship <b>Dean’s List</b> , Hong Kong University of Science and Technology <b>PROMOS Scholarship</b> , German Academic Exchange Service ( <a href="#">DAAD</a> )	2021 2019 2014 2014
<b>Technical Skills</b>	<b>Expert:</b> R, $\text{\LaTeX}$ <b>Intermediate:</b> Python (web scraping, data analysis), MATLAB, STATA <b>Beginner:</b> HTML, Mathematica, SAS, Git	
<b>Languages</b>	German (native), English (fluent), French (fluent), Mandarin (very basic)	