

SAMUEL HÄFNER  
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Institute of Economics (FGN-HSG)  
University of St. Gallen  
Varnbühlstrasse 19  
9000 St. Gallen, Switzerland

Year of Birth: 1982.  
Citizenship: Swiss.  
Married, two children (2013, 2016).

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#### CURRENT POSITIONS

2019–        Postdoc, School of Economics and Political Science, University of St. Gallen.  
2020–        Research Scientist, Web3 Foundation, Zug.

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#### PAST POSITIONS

2017–19     Postdoc, Department of Economics, University of Zurich.  
2016–19     Laspeyres Fellow, Faculty of Business and Economics, University of Basel.  
2016/17     Visiting Postdoc, Economics Department, Duke University, Durham, NC.  
              Host: Curtis Taylor.  
2014–16     Postdoc, Faculty of Business and Economics, University of Basel.  
              SNSF-project: "Contests in Context and the Stability of Ownership".  
              (Grant 146089. Main applicant: Georg Nöldeke).

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#### TEACHING AND RESEARCH FIELD

Primary:     Microeconomic theory.  
Secondary:   Contract theory, dynamic contests, structural estimation of auctions.

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#### EDUCATION

2014        Ph.D., University of Basel.  
              *Advisors:* Yvan Lengwiler (1st), Georg Nöldeke (2nd).  
2010        Swiss Program for Beginning Doctoral Students in Economics, Study Center  
              Gerzensee. *Series taken:* Microeconomics, Macroeconomics, Econometrics.  
2009        M.Sc. Business and Economics, University of Basel.  
2007        B.A. Philosophy and Economics, University of Basel.

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#### SHORT ACADEMIC VISITS

Apr 2019    Duke University, Durham, NC (1 month). Host: Curtis Taylor.  
Apr 2017    Chapman University, Orange, CA (3 weeks). Host: Dan Kovenock.  
Sep 2015    Max-Planck Institute for Tax Law and Public Finance, Munich (1 week). Host:  
              Kai Konrad.  
Nov 2013    Max-Planck Institute for Tax Law and Public Finance, Munich (3 weeks).  
              Host: Kai Konrad.

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## TEACHING EXPERIENCE

*Contract Theory* (in English).

M.Sc. elective, University of Basel.

Spring terms 2014, 2015, 2016, 2018 (except for 2014, Georg Nöldeke and I each taught half of the course).

*Introduction to Game Theory* (in English).

B.Sc., University of Zurich.

Fall terms 2017, 2018.

*Contest Theory* (“Ökonomische Theorie der Wettkämpfe”, in German).

M.Sc. elective, University of Basel.

Fall terms 2011, 2012, 2014, 2015, 2017, 2018.

*Insurance Economics* (“Versicherungsökonomie”, in German).

B.Sc., University of Basel.

Spring terms 2015, 2016, 2018, 2019 (except for 2019, Georg Nöldeke and I each taught half of the course).

*Microeconomics II* (“Mikroökonomie II”, in German, tutoring only).

B.Sc., University of St. Gallen.

Fall term 2020.

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## PROFESSIONAL ACTIVITIES

- Talks**      2020: Econometric Society World Meeting (Milan, online); Annual Meeting of Swiss Society of Economics and Statistics (Zurich, canceled); IIOC (Philadelphia, canceled). 2019: UECE Meetings (Lisbon); Swiss Competition Commission (Berne); Asian Meeting of the Econometric Society (Xiamen). 2018: Seventeenth Annual Berkeley/Columbia/Duke/ MIT/Northwestern IO Theory Conference (Cambridge, MA), EARIE (Athens), Swiss Theory Day (Berne); Swiss IO Day (Berne); Annual Meeting of Swiss Society of Economics and Statistics (St. Gallen). 2017: Bonn Junior Day, EARIE (Maastricht), ESEM (Lisbon), Vfs-Jahrestagung (Wien), Chapman University. 2016: UNC (Chapel Hill); Duke; University of St. Gallen; Conference on the Current Frontiers in the Theory of Contest (Munich); Swiss Theory Day (Zurich); WZB (Berlin). 2015: Basel-Zurich Workshop in Micro Theory (Zurich); Annual Meeting of Swiss Society of Economics and Statistics (Basel); XVII. Tax Day (Munich). 2014: Basel-Zurich Workshop in Micro Theory (Zurich); 25th Stony Brook Game Theory Festival (Stony Brook). 2013: X. Tax Day (Munich); EPCM2013 (Zurich); Young Swiss Economists Meeting (Berne). 2011: Young Researchers Workshop on Contests and Tournaments (Berlin); Tournaments, Contests and Relative Performance Evaluation (Raleigh). 2010: APET2010 (Istanbul); Spring Meeting of Young Economists (Luxembourg); 3rd Ruhr Graduate Doctoral Conference (Bochum); Young Swiss Economists Meeting (Berne).
- Refereeing**      Theoretical Economics, RAND Journal of Economics, American Economic Journal: Microeconomics, Games and Economic Behavior, Economic Theory, Social Choice and Welfare, The B.E. Journal of Theoretical Economics, Journal of Conflict Resolution, Swiss Journal of Economics and Statistics, Vfs Jahrestagung (2017).

Other      Research Seminar, School of Economics and Political Science, University of St. Gallen (2020–, co-organizer).  
              2nd St. Gallen IO Workshop (2020, co-organizer).  
              Congress of the SSES, Zurich (2020, program committee).  
              Supervision of Master’s Theses (2015, 2020).  
              Elected Member of the Faculty Assembly (Faculty of Business and Economics, Basel, 2016–19).

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#### FELLOWSHIPS & AWARDS

2016–19      Laspeyres Fellowship, Faculty of Business and Economics, University of Basel.  
 2018          Scientific Exchange Grant, SNSF. (Grant IZSEZ0\_185538. Funding for the short visit to Duke University.)  
 2018          Forschungskredit UZH. (Salary granted for a 12 month part-time postdoc position.)  
 2016          Advanced Postdoc.Mobility, SNSF. (Grant P300P1\_167648. Funding for the visiting postdoc position at Duke University.)  
 2016          Johann Jakob Speiser-Scholarship. (Funding for the short visit to Chapman University.)  
 2014          Faculty Prize for best PhD-Thesis, Faculty of Business and Economics, University of Basel.  
 2009          Best M.Sc.-Diploma in Business and Economics of the Academic Year (shared), University of Basel.  
 2009          Best M.Sc.-Thesis in Business and Economics of the Academic Year (shared), University of Basel.

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#### PUBLICATIONS

- [1] Häfner, S. (2020). Eternal Peace in the Tug-of-War? *Economic Theory* (online first). [\[link\]](#)
  - [2] Häfner, S. and Nöldeke, G. (2019). Sorting in Iterated Incumbency Contests. *Economic Theory* (online first). [\[link\]](#)
  - [3] Häfner, S. (2018). Stable Biased Sampling. *Games and Economic Behavior*, 107:109–122. [\[link\]](#)
  - [4] Häfner, S. (2017). A Tug-of-War Team Contest. *Games and Economic Behavior*, 104:372–391. [\[link\]](#)
  - [5] Häfner, S. and Nöldeke, G. (2016). Payoff Shares in Two-Player Contests. *Games*, 7(3):25. [\[link\]](#)
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#### RESEARCH PAPERS

- [1] *Crossing the Valley of Death: An R&D Race with Moral Hazard and Multiple Prizes*. 2020. Latest Version: [SSRN](#)
- [2] *On Young Turks and Yes Men: Optimal Contracting for Advice* (with Curtis Taylor, R&R RAND Journal of Economics). 2018. Latest Version: [SSRN](#).

- [3] *Risk Aversion in Share Auctions: Estimating Import Rents from TRQs in Switzerland*. 2019. Latest version: [SSRN](#).
- [4] *Allocating Tariff-Rate Quotas: The Case of Domestic Purchase Requirement* (with Yvan Lengwiler). 2018. Latest Version: [SSRN](#).
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#### RESEARCH PAPERS IN PROGRESS

- [1] *Contracting with References* (with Curtis Taylor).
- [2] *Candle Auctions* (with Alistair Stewart).
- [3] *Information Exchange* (with Florian Dendorfer).
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#### LANGUAGES

German      native.

English     fluent.

French      intermediate.

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#### REFERENCES

References are gladly provided upon request.

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St. Gallen, October 15, 2020