

Johannes Kandelhardt

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RESEARCH FIELD

Empirical industrial organization and its intersections with marketing, behavioural economics, computational economics, and applied econometrics.

POSITIONS & EDUCATION

Doctor of Philosophy (PhD)	(expected) 2026
Düsseldorf Institute for Competition Economics (DICE) at Heinrich Heine University Düsseldorf.	
Doctoral Researcher	2021 – 2026
Düsseldorf Institute for Competition Economics (DICE) at Heinrich Heine University Düsseldorf.	
M. Sc.	2018 – 2021
Heinrich Heine University Düsseldorf. Specialisation in empirical and structural methods, with an emphasis on demand estimation and counterfactual analysis.	
B. Sc.	2015 – 2018
Heinrich Heine University Düsseldorf. Focus areas: economic policy, competition in the German market for air travel services, and regulation of digital platform markets (e.g., Google Shopping).	

SCIENTIFIC WORK

<u>Job Market Paper</u>	joint with A. Romahn and C. Zulehner
The Informational Content of Consumer Choice in Differentiated Product Markets	
We study the impact of consumer inattention on market outcomes for the US ready-to-eat cereal market by estimating a discrete-type mixed logit model with heterogeneous consideration sets within and between consumer types. The full information benchmark model is statistically rejected against all limited consumer attention specifications. Under the full information assumption own-price elasticities are inflated and cross-price elasticities are an order of magnitude smaller than those of our most preferred limited consumer attention specification. Product-level markups are higher under limited attention and are estimated by all models to increase over the period from 2006 to 2020. The consideration proxy that best fits the observable data has on average six products, while there are on average 153 products in the market. While consumer behavior is best explained by limited attention, our model selection tests indicate that firms on average expect consumers to be fully informed when setting prices.	

<u>Working Paper</u>	Single Authored
Flexible Estimation of Random Coefficients Logit Models of Differentiated Product Demand	
Demand estimation is a crucial step in structural modelling. In order to catch fundamentals when simulating counterfactuals and provide welfare-enhancing policy advice, the present paper combines the Berry, Levinsohn, and Pakes (1995) model and the logit mixed logit model of Train (2016) to estimate random taste heterogeneity using highly flexible parametric distributions. The model operates solely on aggregate data but offers the option of incorporating micro data, closely aligning higher moments of the mixture distribution with the data. The common assumption of normally distributed preferences is shown to be a source of bias, resulting in non-trivially biased estimates of elasticities, market power, and welfare changes resulting from mergers.	

Early Stage Work (no link) joint with S. Martin, E. Paroissien, J. Stiebale

Nutrition Labels and Consumer Welfare

We analyse how US product labelling policies affect consumer and producer behaviour using a reduced-form empirical approach, and quantify the welfare implications for consumers in a structural model.

Early Stage Work (no link) joint with A. Romahn and C. Zulehner

The Impact of Aggregation on Demand Elasticity Estimates

We investigate how data aggregation influences estimated parameters and demand elasticities through information loss and methodological differences in estimation.

TEACHING EXPERIENCE

Introductory econometrics, scientific research techniques (lecture and hands-on seminar on how to work scientifically), topics in empirical competition economics.

CONFERENCES, WORKSHOPS, SEMINARS AND SCHOOLS

DFG Workshop (2025), EARIE (2025), CRESSE (2025), Brown-Bag-Seminar DICE (2025), DICE PhD Research Workshop (2025, 2024, 2023), Conduct Reading Group DICE (2025), Pareto-Workshop Paris (2025), DFG Virtual Workshop (2025), Fügen Winter School (2025, 2024, 2023), DICE Competition Policy Conference (2024), CEMFI Summer School “Machine Learning in Finance” (2023), PhD Course “Industrial Organization and Education Economics” Bergen (2022), CEMFI Summer School “Unstructured Data in Empirical Economics” (2022)

FUNDING & SCHOLARSHIP

Research Unit on Consumer Preferences, Consumer Mistakes, and Firms’ Response (FOR 5392, 2023 - 2026), “Graduate Programme Competition Economics (GRK 1974),” funded by German Research Foundation (2021 - 2023), National Scholarship Program “Deutschlandstipendium,” 3,600€, (2016 - 2017).

REFERENCES (REVERSE ALPHABETICAL)

 Christine Zulehner	Department of Economics, University of Vienna
 Joel Stiebale	DICE, Heinrich Heine University Düsseldorf
 André Romahn	Faculty of Business, Economics and Social Sciences, University of Hamburg
 Florian Heiss	Chair of Statistics and Econometrics, Heinrich Heine University Düsseldorf

SKILLS

Operating Systems	Windows, MacOS, Linux
Programming	Python, R, Stata, Julia, git/Github, LaTeX, Snakemake
Further Skills	Portable Batch System, optimization and solvers, sparse matrices
Languages	English (fluent), German (native), Spanish (basic command)
Citizenship	German