

# Florian P. Ederer

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## ACADEMIC POSITIONS

2023 – **Boston University, Questrom School of Business**  
Allen and Kelli Questrom Professor in Markets, Public Policy & Law  
2019 – 2023 **Yale University, School of Management**  
Associate Professor of Economics  
2013 – 2019 **Yale University, School of Management**  
Assistant Professor of Economics  
2009 – 2013 **University of California at Los Angeles, Anderson School of Management**  
Assistant Professor

## AFFILIATIONS

2023 – **European Corporate Governance Institute**  
Research Member  
2023 – **Centre for Economic Policy Research**  
Research Fellow  
Steering Committee, Competition Policy Research and Policy Network  
2022 – **National Bureau of Economic Research**  
Research Associate  
Productivity, Innovation and Entrepreneurship  
Industrial Organization  
2013 – 2023 **Cowles Foundation for Research in Economics**  
Research Staff Member

## EDUCATION

2009 **Massachusetts Institute of Technology, Department of Economics**  
Ph.D. in Economics  
2004 **University of Oxford, Nuffield College**  
M.Phil. in Economics  
2002 **University of Oxford, Worcester College**  
B.A. in Economics and Management

## RESEARCH INTERESTS

Innovation, Organizational Economics, Antitrust, Corporate Governance & Strategy

## JOURNAL PUBLICATIONS

Florian Ederer and Bruno Pellegrino, [A Tale of Two Networks: Common Ownership and Product Market Rivalry](#), accepted at *Review of Economic Studies*.  
Florian Ederer, Paul Goldsmith-Pinkham, and Kyle Jensen, [Anonymous Attention and Abuse](#), *AEA Papers & Proceedings*, forthcoming.  
Miguel Antón, Florian Ederer, Mireia Giné, and Martin Schmalz, [Innovation: The Bright Side of Common Ownership?](#), accepted at *Management Science*.

- Miguel Antón, Florian Ederer, Mireia Giné, and Martin Schmalz, [Common Ownership, Competition, and Top Management Incentives](#), *Journal of Political Economy*, Vol. 131, No. 5, pp. 1294-1355, May 2023.
- Florian Ederer and Bruno Pellegrino, [The Great Start-up Sellout and Rise of Oligopoly](#), *AEA Papers & Proceedings*, Vol. 113, pp. 274-278, May 2023.
- Miguel Antón, Florian Ederer, Mireia Giné, and Bruno Pellegrino, [Mergers and Acquisitions under Common Ownership](#), *AEA Papers & Proceedings*, Vol. 113, pp. 294-298, May 2023.
- Florian Ederer and Frédéric Schneider, [Trust and Promises over Time](#), *American Economic Journal: Microeconomics*, Vol. 14, No. 3, pp. 304-320, August 2022.
- Colleen Cunningham, Florian Ederer, and Song Ma, [Killer Acquisitions](#), *Journal of Political Economy*, Vol. 129, No. 3, pp. 649-702, March 2021 (lead article).
- Bruce Carlin and Florian Ederer, [Search Fatigue](#), *Review of Industrial Organization*, Vol. 54, No. 3, pp. 485-508, May 2019.
- Florian Ederer, Richard Holden, and Margaret Meyer, [Gaming and Strategic Opacity in Incentive Provision](#), *RAND Journal of Economics*, Vol. 49, No. 4, pp. 819-854, Winter 2018.
- Florian Ederer and Alexander Stremitzer, [Moral Intuitions of Promise Keeping](#), *Principia*, Special Issue on Heuristics, Ethics and Epistemology of Law, Vol. LXV, pp. 5-33, December 2018.
- Florian Ederer and Alexander Stremitzer, [Promises and Expectations](#), *Games and Economic Behavior*, Vol. 106, pp. 161-178, November 2017.
- Leonardo Burszty, Florian Ederer, Bruno Ferman and Noam Yuchtman, [Understanding Mechanisms Underlying Peer Effects: Evidence from a Field Experiment on Financial Decisions](#), *Econometrica*, Vol. 82, No. 4, pp. 1273-1301, July 2014.
- Arthur Campbell, Florian Ederer, and Johannes Spinnewijn, [Delay and Deadlines: Freeriding and Information Revelation in Partnerships](#), *American Economic Journal: Microeconomics*, Vol. 6, No. 2, pp. 163-204, May 2014.
- Florian Ederer and Gustavo Manso, [Is Pay-for-Performance Detrimental to Innovation?](#), *Management Science*, Vol. 59, No. 7, pp. 1496-1513, July 2013.
- Florian Ederer, [Feedback and Motivation in Dynamic Tournaments](#), *Journal of Economics & Management Strategy*, Vol. 19, No. 3, pp. 733-769, Fall 2010.
- Florian Ederer and Andrea Pataconi, [Interpersonal Comparison, Status and Ambition in Organizations](#), *Journal of Economic Behavior & Organization*, Vol. 75, No. 2, pp. 348-363, August 2010.

## BOOKS AND BOOK CHAPTERS

- Florian Ederer and Gustavo Manso, [Incentives for Innovation: Bankruptcy, Corporate Governance, and Compensation Systems](#), *Handbook of Law, Innovation, and Growth*, Edward Elgar Publishing, pp. 90-111, 2011.
- Arthur Campbell, Moshe Cohen, Florian Ederer, and Johannes Spinnewijn, [Solutions Manual to Accompany Contract Theory](#), MIT Press, September 2007.

## WORKING PAPERS

- Florian Ederer, Paul Goldsmith-Pinkham, and Kyle Jensen, [Anonymity and Identity Online](#), *R&R at Review of Economic Studies*
- Florian Ederer, [Incentives for Parallel Innovation](#), *R&R at Journal of Law, Economics, and Organization*
- Florian Ederer and Ernst Fehr, [Deception and Incentives: How Dishonesty Undermines Effort Provision](#), *R&R at Management Science*
- Florian Ederer and Weicheng Min, [Bayesian Persuasion with Lie Detection](#)
- Miguel Antón, Florian Ederer, Mireia Giné, and Guillermo Ramirez-Chiang, [Common Ownership around the World](#)

## HONORS AND AWARDS

- 2024 American Antitrust Institute Jerry S. Cohen Award (2<sup>nd</sup> win) for “Common Ownership,

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|             | Competition, and Top Management Incentives”   |
|             | BU Questrom MBA Core Faculty Teaching Award   |
| 2023        | Yale SOM Elective Teaching Award (3 <sup>rd</sup> win)  |
|             | American Law & Economics Association Best Paper in Antitrust & Competition Policy                 |
| 2022        | Association of Competition Economists Best Paper Award  |
|             | Econometric Society Best Paper Award  |
|             | American Antitrust Institute Jerry S. Cohen Award (1 <sup>st</sup> win) for “Killer Acquisitions” |
| 2021        | Equitable Growth Research Grant   |
| 2020        | Robert F. Lanzillotti Prize   |
|             | AdC Competition Policy Award  |
| 2018        | INFORMS TIME Best Paper in Last 5 Years Award   |
|             | Yale SOM Elective Teaching Award (2 <sup>nd</sup> win)  |
|             | Mark A. Satterthwaite Health Care Markets Best Paper Prize  |
|             | WFA Charles River Associates Corporate Finance Best Paper Award                                   |
|             | Academy of Management Sumantra Ghoshal Research and Practice Award                                |
|             | Red Rock Finance Conference Best Discussant   |
| 2017        | SIOE Oliver Williamson Best Conference Paper Award  |
|             | Poets & Quants “Best 40 Business Professors under 40”   |
| 2016        | IEAF-FEF Prize for Best Research Paper in Financial Economics                                     |
| 2015        | Finalist for Exeter Prize for Research in Behavioral Economics                                    |
| 2014        | Yale SOM Elective Teaching Award (1 <sup>st</sup> win)  |
| 2013        | Center for Global Management Grant  |
| 2012        | UCLA FRG Academic Senate Grant  |
| 2011        | Russell Sage Foundation Research Grant for Behavioral Economics                                   |
| 2011        | Garwood Entrepreneurship & Innovation Research Grant  |
| 2007 – 2008 | NBER IPE Grant, Incentives and Creativity   |
| 2004 – 2006 | MIT Castle Krobb Fellowship   |
| 2002 – 2004 | UK Economic and Social Research Council Graduate Fellowship                                       |
| 2003        | European Union Marie Curie Research Fellowship  |
| 2002        | CIMA/BOC Prize for Best Performance in Economics Examinations                                     |
|             | Lubbock Prize for Best Performance in Management Examinations                                     |
|             | WCSA Prize for Best Performance in all Arts & Sciences Examinations                               |

#### **SEMINARS AND CONFERENCE PRESENTATIONS**

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|------|---|
| 2025 | AEA, Duke Fuqua, University of Alabama (scheduled), DOJ (scheduled), USC (scheduled), Brandeis (scheduled), UCSD Rady (scheduled), University of Graz (scheduled)   |
| 2024 | AEA, Brussels Antitrust Conference, Ofcom, IIOC, Max Planck Institute for Innovation and Competition, LMU Munich, Competition & Markets Authority, Harvard Law School, DICE Competition Conference (Keynote)  |
| 2023 | AEA, AFA, IFC World Bank Competition Conference, CU Boulder Leeds, Stigler Antitrust Conference, UNC Triangle Micro Conference, Tsinghua, Stanford GSB, UW Foster, UCL, Bundeskartellamt, Bates White Antitrust Conference, HEC, NBER Summer Institute, University of Toronto, Boston University, CRA Antitrust Conference  |
| 2022 | Michigan Ross, HBS Strategy, Georgetown McDonough, Berkeley Haas, Duke, Toronto Rotman, Monash University, Carnegie Mellon, NBER Organizational Economics, NBER Megafirms, IIOC, Strategy Science, SIOE, SED, Equitable Growth, Peking University, University of Zurich, ETH, NYU Stern Economics, University of Pennsylvania Law, Berkeley-Columbia IO Theory Conference, NYU Stern Management, ACE Competition Conference |
| 2021 | Boston University, LSE Law & Finance, OECD Competition Day, UCSD, Econometric Society, SIOE, Hal White Antitrust Conference, SAET, University of Helsinki,  |

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|      | Bundeswettbewerbsbehörde, IIOC, ESEM, EARIE, NBER Summer Institute, Northwestern Antitrust Conference, Duke Fuqua, HKUST, University of Utah, Northwestern Kellogg, ALEA, Düsseldorf DICE, Berlin, Toulouse, Rice Johnson, Cornell, APIOC   |
| 2020 | AEA, GCR Miami, NBER Organizational Economics, CEMFI, Universidad Carlos III, JKU Linz, Zürich, Regensburg, Munich, UCLA Anderson, Georgetown, HKUST, Universidad de Montevideo, Case Western, University of Graz, WashU Olin, Autoridade da Competencia, ESEM  |
| 2019 | AEA, DOJ Antitrust, FTC, WFA, Bates White, Analysis Group, CRA, ESA, UPenn, Brussels Antitrust Conference, Vienna   |
| 2018 | AEA, UCLA, University of British Columbia, University of Colorado, NBER Organizational Economics, Northwestern Kellogg Health Care Markets Conference, ALEA, University of Michigan BIOMS, NBER Summer Institute IO, NYU IO Day, Northwestern Searle Antitrust Conference, Stanford, Chicago, UPenn, NYU, WashU Olin, EU Competition Commission, LSE, Princeton, Yale School of Public Health, Behavioral Personnel Economics Conference, INFORMS |
| 2017 | AEA, AFA, University of Utah, Simon Fraser University, Utah Winter Business Economics Conference, Berlin, Columbia, NYU, HBS, Brookings, Rochester Simon, NBER Entrepreneurship   |
| 2016 | Queen's, Georgia Tech, Frankfurt, LMU Munich, University of Vienna VGSF, University of Zurich, NBER Organizational Economics, Case Western, University of Michigan  |
| 2015 | AEA, University of Toronto (Rotman), Northwestern (Kellogg), Yale Institute for Network Science, Columbia Law School, Seoul National University, SITE, ESWC Montreal, HBS Entrepreneurship, London School of Economics  |
| 2014 | AEA, MIT, 4 <sup>th</sup> Annual Columbia Strategy Conference, NBER Organizational Economics Meeting, NBER Summer Institute Law & Economics   |
| 2013 | HBS NOM, Yale SOM, UC Irvine, Boston University, SED, Wellesley, CGU  |
| 2012 | Queen's University, SWET, University of California at San Diego (Economics), Yale, Columbia GSB, NYU Stern, MIT Sloan, HBS Strategy, University of Zurich, University of Vienna, University of Frankfurt  |
| 2011 | USC Marshall, SWET, NBER Organizational Economics Meetings, University of Bonn, SED, University of California at Berkeley (Haas)  |
| 2010 | BU Conference on Organization Theory, Erasmus University Rotterdam, ECARES, Stanford University (Economics & GSB)   |
| 2009 | University of California at Berkeley (Economics & Haas), Northwestern University (Kellogg M&S), Columbia Business School (Microeconomics), University of Pennsylvania (Wharton BPP and Wharton Finance), Harvard Business School (EM Unit), University of Rochester (Simon), University of British Columbia (Sauder), University of California at San Diego (Rady), Washington University in St. Louis (Olin), IFN Conference on Ownership        |
| 2008 | Toulouse School of Economics, Economic Science Association  |
| 2007 | NBER Corporate Finance Meeting  |
| 2006 | EEA-ESEM (Vienna)   |
| 2005 | Econometric Society World Congress London (UCL)   |

## TEACHING

|             |  |
|-------------|--|
| 2024 –      | Undergraduate Course in Microeconomics for Business and Strategy (BU Questrom) |
| 2023 –      | MBA Core Course in Managerial Economics (BU Questrom)                          |
| 2021        | PhD Course in Antitrust and Competition Policy (CEMFI Summer School)           |
| 2018 – 2023 | MBA Elective Course in Competition Economics & Policy (Yale SOM)               |
| 2014 – 2023 | MBA Elective Course in Behavioral Economics (Yale SOM)                         |
|             | MBA Elective Course in Competitive Strategy (Yale SOM)                         |

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| 2014        | Executive MBA Course in Competitive Strategy (Yale SOM)   |
| 2009 – 2013 | PhD Course in Organizational Economics (2 <sup>nd</sup> year course, joint with UCLA Economics) |
| 2009 – 2012 | MBA Core Course in Business Strategy (UCLA Anderson)  |

#### PHD STUDENTS AND POSTDOCS

|      |   |
|------|---|
| 2024 | Aslihan Asil, Yale Law School and Yale SOM (tbd)  |
| 2023 | Regina Seibel, University of Zurich (1 <sup>st</sup> placement: Toronto Rotman)   |
| 2022 | Weicheng Min, Yale Economics (Shanghai Jiao Tong University)<br>Yifei Zhang, Toulouse School of Economics (Peking University, HSBC Business School)   |
| 2018 | Frédéric Schneider, Yale SOM (University of Cambridge Judge Business School)  |
| 2013 | George Georgiadis, UCLA Anderson Operations (Boston University, Economics)<br>Jim Ostler, UCLA Anderson Strategy (University of Michigan, Ross Strategy)<br>Shaun Davies, UCLA Anderson Finance (University of Colorado, Finance) |
| 2011 | Shogo Hamasaki, UCLA Economics (Analysis Group)   |

#### CONFERENCE AND SEMINAR ORGANIZATION

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|-------------|--|
| 2022        | IIOC Rising Stars, Co-organizer  |
| 2019 – 2023 | Thurman Arnold Project, Faculty Member                                   |
| 2019 – 2023 | Yale SOM Entrepreneurship & Innovation Seminar, Founder and Co-organizer |
| 2019 – 2020 | Virtual Finance and Economics Conference, Co-organizer                   |
| 2014        | Columbia Strategy Conference, Organizing Committee                       |
| 2009 – 2012 | UCLA Anderson Strategy & Policy Seminar, Organizer                       |

#### COMMITTEE SERVICE

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| 2024 –      | Midterm Review Committee Chair (BU Questrom)                         |
| 2024 –      | Research Scholarship Committee Member (BU Questrom)                  |
| 2023 –      | BU Questrom MBA PDC Committee Member (BU Questrom)                   |
| 2023 –      | Allen and Kelli Questrom Chair Search Committee Member (BU Questrom) |
| 2014 – 2015 | AACSB Accreditation Committee (Yale SOM)                             |
| 2013 – 2016 | Junior Economics Faculty Recruiting (Yale SOM)                       |
| 2009 – 2013 | Strategy & Policy PhD Program (UCLA Anderson)                        |

#### OTHER EXPERIENCE

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| 2004        | Associate, McKinsey & Company, Vienna, Austria                       |
| 2001        | Analyst, Morgan Stanley, M&A Division, Sydney, Australia             |
| 2000        | Analyst, JPMorganChase, Energy & Power Group, London, United Kingdom |
| 1998 – 1999 | Military Service, Reconnaissance Battalion 1, Gratkorn, Austria      |

#### PERSONAL

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| Personal    | Married to <a href="#">Julia Simon-Kerr</a> (Evangeline Starr Professor of Law, UConn School of Law)<br>2 children  |
| Nationality | Austria, USA  |
| Hobbies     | Skiing, Climbing, Tennis, Chamber Music   |
| Languages   | German (native with an Austrian accent), English (fluent with an eccentric British-Austrian accent), French (fluent), Spanish (good enough to read Marca and to discuss soccer) |