

Florian P. Ederer

Yale School of Management
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APPOINTMENTS

2019 – **Yale University, School of Management**
Associate Professor of Economics
Yale University, Department of Economics
Associate Professor of Economics (by courtesy)
Cowles Foundation for Research in Economics
Research Staff Member

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

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, Experimental Economics

PUBLICATIONS

Colleen Cunningham, Florian Ederer, and Song Ma, [Killer Acquisitions](#), *Journal of Political Economy*, Vol. 129, No. 3, pp. 649-702, March 2021 (lead article).

Florian Ederer and Frédéric Schneider, [Trust and Promises over Time](#), *American Economic Journal: Microeconomics*, forthcoming.

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 Stremitz, [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 Stremitz, [Promises and Expectations](#), *Games and Economic Behavior*, Vol. 106, pp. 161-178, November 2017.

Leonardo Bursztyn, 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

- Miguel Antón, Florian Ederer, Mireia Giné, and Martin Schmalz, [Common Ownership, Competition, and Top Management Incentives](#)
- Miguel Antón, Florian Ederer, Mireia Giné, and Martin Schmalz, [Innovation: The Bright Side of Common Ownership?](#), *R&R at Management Science*
- 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](#)

WORK IN PROGRESS

- Florian Ederer and Bruno Pellegrino: [The Welfare Cost of Common Ownership](#)

HONORS AND GRANTS

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| 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 |
| | 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 |
| 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 |
| 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 |

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|-------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 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 |

INVITED AND CONFERENCE PRESENTATIONS

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| 2021 | Boston University, LSE Law & Finance, OECD Competition Day, UCSD, Econometric Society, SIOE, Hal White Antitrust Conference, SAET, University of Helsinki, Bundeswettbewerbsbehörde, IIOC, ESEM, EARIE, NBER Summer Institute, Northwestern Antitrust Conference, Duke Fuqua, HKUST, University of Utah, Northwestern Kellogg, Toulouse |
| 2020 | AEA, GCR Miami, NBER Organizational Economics (canceled), CEMFI, Universidad Carlos III, JKU Linz, Zürich, Regensburg, Munich (canceled), 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 th Annual Columbia Strategy Conference (Scientific Committee), 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 (Stockholm) |
| 2008 | Toulouse School of Economics, Economic Science Association (Caltech) |

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| 2007 | NBER Corporate Finance Meeting |
| 2006 | EEA-ESEM (Vienna) |
| 2005 | Econometric Society World Congress London (UCL) |

TEACHING

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| 2021 | PhD Course in Antitrust and Competition Policy (CEMFI Summer School) |
| 2018 – | MBA Elective Course in Competition Economics & Policy (Yale SOM) |
| 2014 – | MBA Elective Course in Behavioral Economics (Yale SOM) |
| | MBA Elective Course in Competitive Strategy (Yale SOM) |
| 2014 | Executive MBA Course in Competitive Strategy (Yale SOM) |
| 2009 – 2013 | PhD Course in Organizational Economics (2 nd year course, joint with UCLA Economics) |
| 2009 – 2012 | MBA Core Course in Business Strategy (UCLA Anderson) |

CONFERENCE AND SEMINAR ORGANIZATION

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|-------------|-----------------------------------------------------------|
| 2019 – | Yale SOM Entrepreneurship & Innovation Seminar, Organizer |
| 2019 – 2020 | Virtual Finance and Economics Conference, Organizer |
| 2014 | Columbia Strategy Conference, Organizing Committee |

PHD STUDENTS AND POSTDOCS

| | |
|------|------------------------------------------------------------------------------|
| 2022 | Weicheng Min, Yale Economics |
| | Regina Seibel, University of Zurich visiting Yale |
| 2021 | Allen Vong, Yale Economics (University of Macau) |
| | Melissa Newham, KU Leuven visiting Yale (DIW Berlin) |
| 2018 | Frédéric Schneider, Yale SOM (University of Cambridge Judge Business School) |
| 2016 | Alex Smolin, Yale Economics (Toulouse School of Economics) |
| 2013 | George Georgiadis, UCLA Anderson Operations (Boston University, Economics) |
| | Jim Ostler, UCLA Anderson Strategy (University of Michigan, Ross Strategy) |
| | Shaun Davies, UCLA Anderson Finance (University of Colorado, Finance) |
| 2011 | Shogo Hamasaki, UCLA Economics (Analysis Group) |

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 |

OTHER

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| Personal | Married to Julia Simon-Kerr (Professor, UConn School of Law), 2 children |
| Nationality | Austrian, US Permanent Resident |
| Hobbies | Skiing, Climbing, Tennis |
| Languages | German (native with an Austrian accent), English (fluent with a weird British-Austrian accent), French (fluent), Spanish (good enough to read Marca and to discuss soccer) |