

# Florian P. Ederer

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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

Incentives, Innovation, Antitrust, Experimental & Behavioral

## PUBLICATIONS

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

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

[Search Fatigue](#) (with Bruce Carlin), *Review of Industrial Organization*, Vol. 54, No. 3, pp. 485-508, May 2019.

[Gaming and Strategic Opacity in Incentive Provision](#) (with Richard Holden and Margaret Meyer), *RAND Journal of Economics*, Vol. 49, No. 4, pp. 819-854, Winter 2018.

[Moral Intuitions of Promise Keeping](#) (with Alexander Stremitzer), *Principia*, Special Issue on Heuristics, Ethics and Epistemology of Law, Vol. LXV, pp. 5-33, December 2018.

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

[Understanding Mechanisms Underlying Peer Effects: Evidence from a Field Experiment on Financial Decisions](#) (with Leonardo Bursztyn, Bruno Ferman and Noam Yuchtman), *Econometrica*, Vol. 82, No. 4, pp. 1273-1301, July 2014.

[Delay and Deadlines: Freeriding and Information Revelation in Partnerships](#) (with Arthur Campbell and Johannes Spinnewijn), *American Economic Journal: Microeconomics*, Vol. 6, No. 2, pp. 163-204, May 2014.

[Is Pay-for-Performance Detrimental to Innovation?](#) (with Gustavo Manso), *Management Science*, Vol. 59, No. 7, pp. 1496-1513, July 2013.

[Feedback and Motivation in Dynamic Tournaments](#), *Journal of Economics & Management Strategy*, Vol. 19, No. 3, pp. 733-769, Fall 2010.

[Interpersonal Comparison, Status and Ambition in Organizations](#) (with Andrea Pataconi), *Journal of Economic Behavior & Organization*, Vol. 75, No. 2, pp. 348-363, August 2010.

## BOOKS AND BOOK CHAPTERS

[Incentives for Innovation: Bankruptcy, Corporate Governance, and Compensation Systems](#) (with Gustavo Manso) in the *Handbook of Law, Innovation, and Growth*, Edward Elgar Publishing, 2011.

[Solutions Manual to Accompany Contract Theory](#) (with Arthur Campbell, Moshe Cohen, and Johannes Spinnewijn), MIT Press, September 2007.

## WORKING PAPERS

[Common Ownership, Competition, and Top Management Incentives](#) (with Miguel Antón, Mireia Giné, and Martin Schmalz)

[Bayesian Persuasion with Lie Detection](#) (with Weicheng Min)

[Incentives for Parallel Innovation](#), *R&R at Journal of Law, Economics, and Organization*

[Deception and Incentives: How Dishonesty Undermines Effort Provision](#) (with Ernst Fehr), *R&R at Management Science*

## WORK IN PROGRESS

[Innovation: The Bright Side of Common Ownership?](#) (with Miguel Antón, Mireia Giné, and Martin Schmalz)

## HONORS & GRANTS

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
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

#### OTHER EXPERIENCE

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

#### INVITED AND CONFERENCE PRESENTATIONS

2021 Boston University, LSE Law & Finance, OECD Competition Day, UCSD, Econometric Society, SIOE, Hal White Antitrust Conference, SAET, University of Helsinki, Bundeswettbewerbsbehörde, IIOC

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<sup>th</sup> 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)
2007	NBER Corporate Finance Meeting
2006	EEA-ESEM (Vienna)
2005	Econometric Society World Congress London (UCL)

**TEACHING**

2014-	MBA Elective Course in Behavioral Economics (Yale SOM)
	MBA Elective Course in Competitive Strategy (Yale SOM)
	MBA Elective Course in Competition Economics & Policy (Yale SOM)
	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)

## **CONFERENCE ORGANIZATION**

2020	Virtual Finance and Economics Conference, Organizer
2014	Columbia Strategy Conference, Organizing Committee

## **PHD STUDENTS**

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**

Personal	Married, 2 children
Nationality	Austrian, US Permanent Resident
Hobbies	Skiing, Climbing, Tennis