

# Florian P. Ederer

Yale School of Management  
165 Whitney Avenue  
New Haven, CT 06511

Email: [florian.ederer@yale.edu](mailto:florian.ederer@yale.edu)  
Web: <https://florianederer.github.io/>

---

## 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

- Florian Ederer and Frédéric Schneider, [Trust and Promises over Time](#), *American Economic Journal: Microeconomics*, forthcoming.
- 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 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](#), *R&R at Journal of Political Economy*
- 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 Bruno Pellegrino, [A Tale of Two Networks: Common Ownership and Product Market Rivalry](#)
- Florian Ederer and Weicheng Min, [Bayesian Persuasion with Lie Detection](#)

## HONORS AND GRANTS

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

2022	Michigan Ross, HBS Strategy, Georgetown McDonough
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, 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 (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

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 <sup>nd</sup> year course, joint with UCLA Economics)
2009 – 2012	MBA Core Course in Business Strategy (UCLA Anderson)

## CONFERENCE AND SEMINAR ORGANIZATION

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

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

Personal	Married to <a href="#">Julia Simon-Kerr</a> (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)