

# STEFAN WEIERGRÄBER

## PERSONAL INFORMATION

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PHONE	+49-621-181-1832	OFFICE	University of Mannheim
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## RESEARCH INTERESTS

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PRIMARY	Industrial Organization
SECONDARY	Applied Econometrics, Applied Microeconomics

## EDUCATION

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JUNE 2015 (EXPECTED)	Ph.D. in Economics Center for Doctoral Studies in Economics University of Mannheim	Mannheim, Germany
JULY 2010	Diploma (M.Sc. equivalent), Economics University of Mannheim	Mannheim, Germany
AUG 2008 - MAY 2009	Visiting Graduate Student in Economics Yale University	New Haven, CT

## WORKING PAPERS

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Network effects and switching costs in the US wireless industry - Disentangling sources of consumer inertia (*Job Market Paper - UniCredit Econ Job Market Best Paper Award*)

## WORK IN PROGRESS

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Estimating dynamic demand in the presence of direct network effects  
Dynamic platform competition in the US wireless industry

## TEACHING EXPERIENCE

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BACHELOR	Principles of Economics (TA: Fall 2011, 2012, 2013)
LEVEL	Microeconomics A (TA: Spring 2013)
	Law for Economists (TA: Spring 2007, Fall 2007, Spring 2008)
	Introductory Mathematics for Economists (Instructor: Fall 2006, 2007, 2009)
	Econometrics for Mathematicians (TA: scheduled for Spring 2015)
MASTER	Econometrics of Financial Markets (TA: Spring 2010)
LEVEL	Probability Theory (TA: Fall 2009)

## AFFILIATIONS

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MaCCI - Mannheim Center for Competition and Innovation

## STIPENDS AND FELLOWSHIPS

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- SEP 2013 German Research Foundation (DFG)
- MAR 2014 Stipend to finance PhD studies
- SEP 2010 Graduate Studies Funding Program of the state Baden-Württemberg
- JULY 2012 Stipend to finance PhD studies
- AUG 2008 DAAD and McKinsey Company
- MAY 2009 Stipend to finance exchange year at Yale University
- SEP 2007 University of Mannheim and Deutsche Bank AG
- JULY 2008 Undergraduate Tuition Fee Stipend

## WORK EXPERIENCE

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- JUNE 2009 Deutsche Bank AG - Summer Internship Program
- SEP 2009 "Global Markets Research - European Equity Strategy"
- JULY 2007 Centre for European Economic Research (ZEW) - Internship
- AUG 2007 "International Financial Markets and Financial Management"

## CONFERENCE PRESENTATIONS, TALKS AND SUMMER SCHOOLS

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- 2014 PhD Workshop on Industrial and Public Economics (Reus), ENTER Jamboree (Stockholm), SFB-TR15 Young Researchers Workshop (Mannheim), ENTER Talk (Toulouse School of Economics), CEPR/JIE Applied IO Conference (Athens), MaCCI IO Day (Mannheim), ZEW ICT Conference (Mannheim), EEA-ESEM Annual Congress (Toulouse), EARIE Annual Conference (Milan), MaCCI-TSE Competition Policy Workshop (Mannheim)
- 2013 Zurich Initiative on Computational Economics

## COMPUTER SKILLS

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- OS Microsoft Windows, Mac OS X, Linux
- SOFTWARE MATLAB, Stata, AMPL (basic)
- LANGUAGES Python, C (basic)

## LANGUAGES

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German (native), English (fluent), French (advanced)

## REFERENCES

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**Network effects and switching costs in the US wireless industry**

*This paper was previously circulated as 'Quantifying Network Effects in Dynamic Consumer Decisions' and was awarded the UniCredit Econ Job Market Best Paper Award.*

*Abstract* I develop an empirical framework to disentangle different sources of consumer inertia in the US wireless industry. The use of a detailed data set allows me to identify preference heterogeneity from consumer type-specific market shares and switching costs from churn rates. Identification of a localized network effect comes from comparing the dynamics of distinct local markets. The central condition for identification is that neither the characteristics defining consumer heterogeneity nor the characteristics defining reference groups are a (weak) subset of the other. Being able to separate switching costs and network effects is important as both can lead to inefficient consumer inertia, but depending on its sources policy implications may be very different. Applying my framework I disentangle the effects of switching costs and network effects in the US wireless industry. Estimates of switching costs range from US-\$ 316 to US-\$ 630. The willingness to pay for a 20%-point increase in an operator's market share is on average US-\$ 22 per month. My counterfactuals illustrate that both effects are important determinants of consumers' price elasticities potentially translating into market power that helps large carriers in defending their dominant position.

**Estimating dynamic demand in the presence of direct network effects**

*Abstract* In this paper, I implement an extension of my job market paper in which I allow consumers to be forward-looking. I investigate how the identification can be generalized to a dynamic setting in which consumers have evolving expectations on the future state of the industry. The dynamic model can be estimated either using a 3-level nested fixed point routine or an MPEC framework. My model has the advantage that the choice set is constant over time and relatively small which allows me to avoid the restrictive logit inclusive value sufficiency assumption.

**Dynamic platform competition in the US wireless industry**

*Abstract* In this paper, I take a model of dynamic platform competition to the data on the US wireless industry. The model is similar in spirit to Cabral (2011) and Chen (2014). When consumer decisions are state-dependent, e.g. due to switching costs, firms in network industries face a trade-off between *investing* and *harvesting* motives. This trade-off crucially depends on the relative magnitude of switching costs and network effects and can give rise to different equilibria. The model will allow for rich counterfactuals including the evaluations of mergers which are regularly debated in the industry.