

Tobias Salz

Castle Krob Career Development Assistant Professor

✉ tsalz@mit.edu

🌐 <http://economics.mit.edu/faculty/tsalz>

Academic Positions

- 08/01/2019 – ▶ **Massachusetts Institute of Technology (MIT)**, Castle Krob Career Development Assistant Professor of Economics
- 01/2022 – 06/2022 ▶ **Yale University**, Visiting Assistant Professor of Economics
- 05/01/2019 – ▶ **NBER**, Faculty Research Fellow

Past Appointments

- 08/2021 – 12/2021 ▶ **Harvard University**, Visiting Assistant Professor of Economics
- 01/01/2019 – 08/01/2019 ▶ **Massachusetts Institute of Technology (MIT)**, Assistant Professor of Economics
- 07/01/2017 – 12/31/2018 ▶ **Columbia University**, Assistant Professor of Economics
- 07/01/2016 – 06/31/2017 ▶ **Columbia University**, Postdoctoral Researcher
- 2004–2008, 2010 ▶ **Max Planck Institute for Research on Collective Goods**, Research Assistant

Research Interests

- ▶ Industrial Organization, Applied Econometrics, Applied Microeconomics

Education

- 2016 ▶ **Ph.D. Economics, New York University (NYU)**
Committee: J. Asker, G. Fréchet, K. Kawai, A. Lizzeri
- 2010 ▶ **Diplom Economics, University of Bonn**
- 2008 – 2009 ▶ **Visiting Student, University of Chicago**

Publications

- ▶ Frictions in a Competitive, Regulated Market Evidence from Taxis (with Guillaume Fréchet and Alessandro Lizzeri), – *American Economic Review*
- ▶ Estimating Dynamic Games of Oligopolistic Competition: An Evaluation in the Laboratory (with Emanuel Vespa), – *RAND Journal of Economics*
- ▶ Intermediation and Competition in Search Markets: An Empirical Case Study, – *Journal of Political Economy*

Working Papers

- ▶ The Value of Time: Evidence from Auctioned Cab Rides (with Nick Buchholz, Laura Doval, Jakub Kastl, and Filip Matejka) – R&R at *Econometrica*

Working Papers (continued)

- ▶ The Effect of Privacy Regulation on the Data Industry: Empirical Evidence from GDPR (with Guy Aridor and Yeon-Koo Che) – R&R at *RAND Journal of Economics*
- ▶ Auto Dealer Loan Intermediation: Consumer Behavior and Competitive Effects (with Andreas Grunewald, Jonathan Lanning, and David Low)
- ▶ Robust Decisions for Incomplete Models of Strategic Interaction (with Konrad Menzel) (dormant)

Work in Progress

- ▶ Platform Design in Ridehail: An Empirical Investigation (with Nick Buchholz, Laura Doval, Jakub Kastl, and Filip Matejka)
- ▶ Public Transit Potential (with Milena Almagro, Juan Camilo Castillo, Nathaniel Hickok, and Felipe Kup Barbieri de Matos)

Presentations (“+” means scheduled)

- 2022 ▶ Triangle Micro Conference, Rice, EARIE (Invited Session)⁺, Toulouse School of Economics Platform Seminar, University of Toronto⁺, Financial Regulation and Intermediation Workshop organized by Queen’s University and the Bank of Canada⁺, Yale, MIT
- 2021 ▶ ASSA meetings, Hong Kong Polytechnic University, University of Wisconsin, University of Chicago Booth Economics, KU Leuven, Arizona State University, Carnegie Mellon, Harvard, University of Virginia, CEPR Virtual IO Seminar, Texas A&M IO Day
- 2020 ▶ Berkeley, ASSA meetings San Diego, Penn State, ETH Zurich, University of Maryland, MaCCI EPoS Virtual IO Seminar, European Policy on Intellectual Property Conference, Online Spatial & Urban Seminar, Uber
- 2019 ▶ AEA Atlanta (discussant), Boston College, IIOC, EIEF Junior Conference, BRIQ Bonn Structural Behavioral Conference, DICE Duesseldorf, NBER IO Summer Institute (discussant), Solvay Brussels School / Ecare, UPenn Wharton, Harvard, Stanford, University of Minnesota
- 2018 ▶ University of Chicago Booth Marketing, University of Chicago Booth Microeconomics, Toulouse School of Economics, Workshop on Financial, Intermediation at Queen’s University, Federal Reserve Board of Governors, AEA Philadelphia (discussant), IO workshop at CREST, Princeton, MIT, University of Copenhagen, Yale, FTC Micro (discussant), Urban Economics Association 2018 Meetings
- 2017 ▶ AEA Chicago, Dartmouth IO Conference, HEC Montreal CIRANO, NYU CESS Alumni Conference, NYU Econ Alumni Conference, Federal Trade Commission, WashU in St. Louis, GEA Winter Meeting Frankfurt
- 2016 ▶ Microsoft Research Cambridge, Yale SOM Economics, Princeton Economics, Harvard Economics, MIT Sloan Applied Economics, MIT Economics, HBS Strategy, Duke Economics, NWU Kellogg Strategy, CMU Tepper, Caltech HSS, UCLA Economics, UCLA Anderson Marketing/Strategy, USC Marshall Economics, UPenn Economics, Columbia Economics, Cornell Economics, UT Austin, LSE, Stanford, Northwestern, NY Fed
- 2015 ▶ IIOC Boston, NYU Stern NET Institute (discussant)
- 2014 ▶ EARIE Milan, CREED-CESS Amsterdam
- 2013 ▶ ESA Santa Cruz, Max-Planck Institute for Research on Collective Goods

Grants, Fellowships, and Awards

- 2022–2025 ▶ Sloan Research Grant, 2022–17182 (joint with Nikhil Agarwal)

Grants, Fellowships, and Awards (continued)

- ▶ J-PAL North America Health Care Delivery Initiative Grant (joint with Nikhil Agarwal)
- 2020–2021 ▶ MIT SHASS Research Fund (joint with Milena Almagro and Juan Camilo Castillo)
- ▶ NBER/DOT Grant for the Economics of Transportation in the 21st Century
- 2019–2020 ▶ NBER/DOT Grant for the Economics of Transportation in the 21st Century
- 2018–2019 ▶ Russel Sage Grant (joint with Andreas Grunewald)
- 2017–2018 ▶ Columbia ISERP Seed Grant
- 2015–2016 ▶ NYU Dean's Dissertation Fellowship
- 2010–2016 ▶ NYU MacCracken Fellowship
- 2008–2009 ▶ DAAD North America Fellowship, University of Chicago

Teaching

- ▶ 487 Economics of Rules and Governments, Yale: Spring 2022
- ▶ Graduate IO, MIT (14.273): Spring 2019, Spring 2020, Spring 2021
- ▶ Microeconomic Theory and Public Policy, MIT (14.03): Fall 2019, Spring 2021
- ▶ IO Reading Group, MIT: Spring 2019, Fall 2019, Spring 2020
- ▶ Graduate IO, Columbia (IO3): Spring 2018, Fall 2018

PhD Advising or Co-Advising (graduation year, institution, initial placement)

- ▶ Dana Kang Thomas (2018, Columbia, University of South Carolina)
- ▶ Meeroo Kim (2018, Columbia, Korea Development Institute)
- ▶ Milena Almagro Garcia (2020, NYU, University of Chicago Booth Economics)
- ▶ Ivan Badinski (Expected 2021, MIT, Yale Post Doc then Amazon)
- ▶ Guy Aridor (Expected 2022, Columbia, Northwestern Kellogg Marketing)
- ▶ Adam Harris (Expected 2023, MIT, -)
- ▶ Thi Mai Anh Nguyen (Expected 2023, MIT, -)
- ▶ Jaume Vives (Expected 2025, MIT, -)

Service

- ▶ 2020: PhD Admissions Committee, IO Seminar Co-organizer (MIT)
- ▶ 2019: PhD Admissions Committee, IO Seminar Co-organizer (MIT)
- ▶ 2018: Hiring Committee, IO Seminar Co-organizer (Columbia)
- ▶ 2017: Hiring Committee, IO Seminar Co-organizer (Columbia)

Refereeing

American Economic Review, American Economic Review: Insights, American Economics Journal: Micro, American Economics Journal: Policy, Econometrica, Economics of Transportation, International Economic Review, Journal of Finance, Journal of Political Economy, Journal of the European Economic Association, International Journal of Industrial Organization, Management Science, NSF, RAND Journal of Economics, Review of Industrial Organization, Review of Economics and Statistics, Quarterly Journal of Economics