Reinhold Kesler October 2022

Contact University of Zurich

Information Chair for Entrepreneurship

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RESEARCH

Economics of Digital Platforms, Marketing & Innovation, Competition Policy & Regulation

INTERESTS RESEARCH

University of Zurich, Zurich, Switzerland

EXPERIENCE Senior Research Associate, Chair for Entrepreneurship

July, 2019 - present

**ZEW**, Mannheim, Germany

Researcher, Department: Digital Economy September, 2015 - June, 2019

University of Mannheim, Mannheim, Germany

Researcher, Department: Economics May, 2017 - August, 2017

ZEW, Mannheim, Germany

Research Assistant, Department: Digital Economy July, 2011 - August, 2015

EDUCATION University of Zurich, Zurich, Switzerland

PhD, Management & Economics (summa cum laude)

July, 2019

- Thesis: Competition Policy in the Digital Era

- Advisors: Prof. Ulrich Kaiser, Prof. Armin Schmutzler

University of Mannheim, Mannheim, Germany

MSc, Economics August, 2015

BSc, Economics August, 2013

Affiliations **ZEW**, Mannheim, Germany

Junior Research Associate, Department: Digital Economy

May, 2020 - present

PUBLICATIONS Cure, M., Hunold, M., Kesler, R., Larrieu, T., and U. Laitenberger (Forthcoming), Vertical Integration of Platforms and Product Prominence, Quantitative Marketing and Economics.

Bertschek, I., and R. Kesler (2022), Let the User Speak: Is Feedback on Facebook a Source of Firms' Innovation?, *Information Economics and Policy*, 60, 100991.

 A summary is available as: Bertschek, I., and R. Kesler (2017), Does Engaging with Customers on Facebook Lead to Better Product Ideas?, Harvard Business Review, October.

Affeldt, P., and R. Kesler (2021), Big Tech Acquisitions – Towards Empirical Evidence, *Journal of European Competition Law & Practice*, 21(6), 471-478.

Hunold, M., Kesler, R., and U. Laitenberger (2020), Rankings of Online Travel Agents, Channel Pricing, and Consumer Protection, *Marketing Science*, 39(1), 92-116.

Hunold, M., Kesler, R., Laitenberger, U., and F. Schlütter (2018), Evaluation of Best Price Clauses in Online Hotel Bookings, *International Journal of Industrial Organization*, 61, 542-571.

UNDER REVIEW Kaiser, U., Kesler, R., and M. Reisinger (2022), Product Portfolio Size Strategy: Theory and Evidence. Reject and Resubmit at Management Science.

Working Papers	

Kesler, R. (2022), The Impact of Apple's App Tracking Transparency on App Monetization. Working Paper available at SSRN: https://ssrn.com/abstract=4090786.

Janssen, R., Kesler, R., Kummer, M., and J. Waldfogel (2022), GDPR and the Lost Generation of Innovative Apps, NBER Working Paper No. 30028: https://www.nber.org/papers/w30028.

Affeldt, P., and R. Kesler (2021), Competitors' Reactions to Big Tech Acquisitions: Evidence from Mobile Apps, DIW Discussion Papers 1987.

Kesler, R., Kummer, M., and P. Schulte (2019), Competition and Privacy in Online Markets: Evidence from the Mobile App Industry, ZEW Discussion Paper No. 19-064.

 An abridged version is available as: Kesler, R., Kummer, M., and P. Schulte (2020), Competition and Privacy in Online Markets: Evidence from the Mobile App Industry, Academy of Management Proceedings, 2020(1), 20978.

### WORK IN PROGRESS

Aguiar, L., Kesler, R., and J. Waldfogel, Platform Rankings and the Welfare of Buyers and Sellers.

Kesler, R., Valuations of Third-Party Sellers and the Platform's Role: Evidence from Amazon's Marketplace.

## AWARDS AND GRANTS

Academy of Management Best Paper Proceedings & 2020
Technology and Innovation Management Division Best Paper Finalist

Award for Best Paper at ZEW in 2018/2019 (EUR 5,000, ZEW Sponsors' Association) 2019

SEEK Grant 'Balancing Privacy and Innovation: The Impact of the EU-GDPR on the Online Market for Mobile Applications' (PI, State of Baden-Württemberg)

Award for Presentation at International Conferences (EUR 500, Verein für Socialpolitik) 2017

Nominee for the DRUID2017 Best Paper Award

'Future of the Working World' Award for Best Master Thesis (EUR 2,000, Volksbank Weinheim)

#### Media Coverage

Mentions in Business Insider, Focus, Frankfurter Allgemeine Zeitung, Rheinische Post, SPIEGEL Online, Der Standard, Stern, Süddeutsche Zeitung, Tagesspiegel, Tagesschau, Welt, Wirtschaftswoche Interviews with euractiv, Handelsblatt, Les Jours, Neue Zürcher Zeitung, Saarbrücker Zeitung, WIRED, German radio stations (DLF, MDR, NDR, SWR, WDR) and television (ZDF)

# ORGANIZATION OF EVENTS

Virtual Digital Economy (VIDE) Seminar (Co-Organizer) March, 2020 - present

UZH Media & Digitization Meeting

October, 2019

20th ZEW Summer Workshop for Young Economists: 'Digitized Economy and Novel Research Methods'

July, 2018

### RESEARCH STAYS Georgia Institute of Technology, Atlanta, USA

February, 2018 - March, 2018

University of Zurich, Zurich, Switzerland

November, 2017

### Refereeing

Economics of Innovation and New Technology; Information Economics and Policy; ICIS 2019, 2020, & 2022; International Journal of Industrial Organization; Journal of Industry, Competition and Trade; Journal of Political Economy; Review of Network Economics

Conferences, Workshops, and Seminars	RKSHOPS, AND Netherlands; DIW IO Brown Bag Seminar, Virtual; 20th ZEW Conference on the Ed		
	VIDE Brown Bag Seminar, Virtual; Lunch Seminar CERN Paris Seminar on the Economics of Digitization, Virtual; 80th Virtual; DIGECON2020, Tel Aviv, Israel; Workshop on Digitization, Heilbronn, Germany	h Annual Meeting of the AOM,	
	UZH Media & Digitization Meeting, Zurich, Switzerland; CLSBE Digital Economy Workshop, Lisbon, Portugal  10th Paris Conference on Digital Economics, Paris, France; Workshop on Platforms & E-Commerce, Paris, France; DIW IO Brown Bag Seminar, Berlin, Germany  MaCCI Competition and Regulation Day, Mannheim, Germany; University of Zurich Research Seminar and Data Workshop, Zurich, Switzerland; TILEC Workshop on Economic Governance of Data-driven Markets, Tilburg, Netherlands; Annual Conference of the Verein für Socialpolitik, Vienna, Austria; 44th EARIE Annual Conference, Maastricht, Netherlands; 19th ZEW Summer Workshop for Young Economists, Mannheim, Germany; DRUID2017 Conference, New York, USA; 15th Annual IIOC, Boston, USA; 9th ICT Conference Paris, Paris, France		
	Annual Conference of the Verein für Socialpolitik, Augsburg, Conference, Lisbon, Portugal; MaCCI Workshop Economics	* .	
TEACHING EXPERIENCE	University of Zurich, Zurich, Switzerland Teaching Assistant, Economics of Innovation (Master) Organisation, Business Administration III (Bachelor) Supervisor, Thesis Projects (Bachelor & Master) Organisation, Data Crawling for Research (Master & PhD)	February, 2020 - present September, 2019 - present July, 2019 - present September, 2019 - January, 2020	
	<b>HEC Lausanne</b> , Lausanne, Switzerland Guest Lecturer, Strategy in Digital Markets (Master)	October, 2021 & 2022	
	University of Giessen, Giessen, Germany Lecturer, Economics of Digitalisation (Master)	October, 2018 - March, 2020	
	<b>ZEW</b> , Mannheim, Germany <i>Teaching Assistant</i> , Advanced Microeconomics (PhD)	February, 2018 - July, 2018	
	University of Mannheim, Mannheim, Germany Lecturer, Seminar in Internet Economics (Bachelor)	May, 2017 - August, 2017	

University of Zurich, Zurich, Switzerland

Continuing Education, Début Course in University Teaching

TEACHING SKILLS

September, 2019

POLICY ADVICE
AND REPORTS

Contributions to the data economy chapter of the Annual Report 2021 by the German Council of Economic Experts, Germany

2021

2020

Presentation at 'Midi de la Concurrence' by the Luxembourg Competition Council, Luxembourg

Interview on a regulatory impact assessment for the Swiss State Secretariat for Economic Affairs (SECO), Switzerland

Deliverable for the project 'Investments in New Forms of Knowledge-Based Capital' funded by the Federal Ministry of Education and Research of Germany: Breithaupt, P., Kesler, R., Niebel, T., and C. Rammer (2020), Intangible Capital Indicators Based on Web Scraping of Social Media, ZEW Discussion Paper No. 20-046.

Presentations to members of parliament within 'Leibniz im Bundestag' initiative, Berlin, Germany

2019

Presentation at 'Ökonomenkreis' by the Bundeskartellamt, Bonn, Germany

2018

Berger, M., Bertschek, I., Briglauer, W., Dutt, V., Gehrke, B., Heinemann, F., Kesler, R., Krieger, B., Lubczyk, M., Rammer, C., Trunschke, M., Murmann, S., and I. Weilage (2018), Structural Reform in Germany 2013-2017, European Commission, DG GROW, Brussels, Belgium.

Bertschek, I., Briglauer, W., Erdsiek, D., Kesler, R., and T. Niebel (2018), Metastudie zur Bestandsaufnahme des Digitalen Ökosystems NRW, Ministerium für Wirtschaft, Innovation, Digitalisierung und Energie des Landes Nordrhein-Westfalen, Mannheim, Germany.

Bertschek, I., Kesler, R., Laitenberger, U., Ecorys, Kantar TNS Nederland, and WIFO (2017), Business-to-Business Relations in the Online Platform Environment, European Commission, DG GROW, Brussels, Belgium.

2017

Deliverable for the fellowship 'Program on Economics & Privacy' of co-author Michael Kummer funded by the George Mason University: Kesler, R., Kummer, M., and P. Schulte (2017), Mobile Applications and Access to Private Data: The Supply Side of the Android Ecosystem, ZEW Discussion Paper No. 17-075.

Bertschek, I., Erdsiek, D., Kesler, R., Niebel, T., and F. Rasel (2017), Metastudie: Chancen und Herausforderungen der Digitalisierung in Baden-Württemberg, Ministerium für Wissenschaft, Forschung und Kunst Baden-Württemberg, Mannheim, Germany.

Bertschek, I., Briglauer, W., Hüschelrath, K., Krämer, J., Frübing, S., Kesler, R., and M. Saam (2016), Metastudie zum Fachdialog Ordnungsrahmen für die Digitale Wirtschaft, BMWi, Berlin, Germany.

2016

Bertschek, I., Briglauer, W., Fuest, C., Kesler, R., Ohnemus, J., and C. Rammer (2016), Innovationspolitik in Deutschland: Maßnahmen für mehr Innovationen im Zeitalter der Digitalisierung, Mannheim, Germany.

Memberships

Digital Economy Network, UZH Digital Society Initiative

Personal Information Born 1989 in Kyrgyzstan, German citizenship, 1 child (born 2021)