Stephan Sagl

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EDUCATION

Ph.D. Economics, Pennsylvania State University	2018 –
MSc Economics, University of Vienna	2015 – 2017
BSc Economics, University of Vienna	2012 – 2015

FIELDS OF INTEREST

Industrial Organization, Applied Microeconomics

WORKING PAPERS

1. "Dispersion, Discrimination, and the Price of your Pickup", November 2023. (Job Market Paper)

   Abstract: Price discrimination is a pervasive, yet controversial feature of the automobile market. Using repeat purchase data on pickup trucks, fully controlling for product heterogeneity, I establish that individual consumers pay persistently high or persistently low prices across vehicle purchases. This result suggests that dealers learn persistent consumer preferences beyond coarse demographics through direct interactions with consumers and use them for pricing. Using a novel discrete choice model of supply and demand, I study the role of consumer information available to firms in the welfare effects of price discrimination. To do so, I overcome a common problem in settings with transaction data: consumer-specific prices of non-chosen alternatives are unobservable. I solve this problem by recovering unobserved consumer-specific prices and consumer-specific price sensitivity from the observed transaction price via firms' first-order conditions. I simulate two counterfactuals: uniform pricing and price discrimination based on coarse demographic groups. Compared to uniform pricing, price discrimination with consumer-specific prices increases profits and total welfare but, on average, harms consumers. However, price discrimination only on broad demographic groups, including gender, race, and income, is not profitable relative to uniform pricing. This suggests that information beyond demographic groups drives the profitability of price discrimination.

2. "Conformant and Efficient Estimation of Discrete Choice Demand Models", May 2023.
   with Paul Grieco, Charles Murry, and Joris Pinkse.
   R&R at Econometrica

   Abstract: We propose a conformant likelihood-based estimator with exogeneity restrictions (CLER) for random coefficients discrete choice demand models that is applicable in a broad range of data settings. It combines the likelihoods of two mixed logit estimators—one for consumer level data, and one for product level data—with product level exogeneity restrictions. Our estimator is both efficient and conformant: its rates of convergence will be the fastest possible given the variation available in the data. The researcher does not need to pre-test or adjust the estimator and the inference procedure is valid across a wide variety of scenarios. Moreover, it can be tractably applied to large datasets. We illustrate the features of our estimator by comparing it to alternatives in the literature.

RESEARCH EXPERIENCE

Research Assistant, Pennsylvania State University 2018 –

*Research Assistant***,** Oesterreichische Nationalbank (Austria's Central Bank) 2016

TEACHING EXPERIENCE

Teaching Assistant, University of Vienna 2015 – 2016
Introductory Microeconomics (Philipp Schmidt-Dengler)

SEMINARS

2023 (including scheduled) – Penn State, Penn State (Ag. Econ)

AWARDS AND HONORS

RGSO Dissertation Fellowship**,** Pennsylvania State University 2022

Rosenberg Scholarship**,** Pennsylvania State University 2021

Performance Scholarship, University of Vienna 2012 – 2017

LANGUAGES AND SKILLS

Languages: English (fluent), German (native).

Computer: Julia, MATLAB, Python, R, Stata.

REFERENCES

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