

THOMAS EISFELD

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Research Fields

Industrial Organization, Behavioral Economics, Applied Microeconomics

References

Prof. Johannes Johnen UCLouvain, Belgium johannes.johnen@uclouvain.be	Prof. Paul Belleflamme UCLouvain, Belgium paul.belleflamme@uclouvain.be	Prof. Georg Kirchsteiger ULB, Belgium georg.kirchsteiger@ulb.be
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Education

PhD in Economics at UCLouvain, Belgium, and ULB, Belgium	2025
Thesis title: <i>Social Comparison and Platform Governance</i>	
M.Res. in Economics at UCLouvain, Belgium	2019
B.Sc. in Economics and Business Administration at University of Würzburg, Germany	2017

Job Market Paper

Seller Collusion in Two-Sided Markets [LINK]

This paper studies how a platform's fee structure shapes seller collusion in two-sided markets. I show that higher per-unit fees can sustain collusion by making deviation less attractive. As this allows platforms with a tool to influence seller behavior, platforms may have an incentive to limit competition: colluding sellers extract surplus from buyers, which the platform can capture through its fee. But this creates a trade-off: higher fees encourage collusion, yet may also reduce buyer demand. The optimal fee structure depends on network effects, with stronger effects making collusion less appealing. As a result, platforms may need to adjust fees downward to foster competition, which can be undesirable for them. Established platforms with a strong buyer base, and thus weaker network effects, are therefore more prone to enabling collusion than those still growing.

Working Papers

Price Recommendations in Two-Sided Markets

Social (P)references: Testing Peer-Dependent Reference Points

Publications

Scholars and Literati at the Royal Prussian Academy of Sciences (1700-1800) (with D. de la Croix and M. Ganterer), <i>Repertorium eruditorum totius Europae</i> , no. 3 (2021): 1–9.	
Risikomanagement in finanzwirtschaftlichen Standardlehrbüchern: Disziplinäre Differenzierung oder Integration? (with L. Knoll), <i>ZRFC - Risk, Fraud & Compliance</i> , no. 13(1) (2018): 23-30.	

Research Experiences

Research Fellow at ECARES, ULB	2020 - 2025
Research Fellow at F.R.S.-FNRS	2020 - 2025
Research Fellow at CORE, UCLouvain	2019 - 2025
Research Assistant for Professor David de la Croix, UCLouvain	2017 - 2019

Professional and Other Experiences

Course Instructor and Teaching Assistant at UCLouvain	2023 - 2025
Instructor for ESL Data Analysis Boot Camp (Graduate)	2023 - 2025
TA for Prof. Paul Belleflamme, LECGE1330 Industrial Organization (Undergraduate)	2023 - 2025
TA for Prof. Benoît Decerf, LECON2112 Advanced Microeconomics II (Graduate and PhD)	2023 - 2025
Co-organizer of the UCLouvain Economics Seminar	2020 - 2021
Organizer of the Behavioral Industrial Organization Reading Group, UCLouvain	2020 - 2021
Board Member at the CORE Governance Board, UCLouvain	2020 - 2022
Board Member & Treasurer at University of Würzburg Stock Exchange Association	2015 - 2017
Refereeing for the Review of Network Economics (2)	

Academic Achievements, Awards and Grants

FWB Scholarship , travel grant	2024
Teaching Fellowship Grants at <i>Economics School of Louvain</i> , UCLouvain	2023, 2024
FRS-FNRS Mobility Grants , several travel grants	2024
F.R.S.-FNRS FRESH Grant for <i>Peer-dependent reference points</i>	2020
LIDAM Mobility Grants , several travel grants	2020, 2022
Mobility Scholarship , European Commission (Erasmus+)	2016

Conferences, Seminars and Workshops

2025	CORE Brownbag (<i>UCLouvain, Belgium</i>); IRES Internal Seminar, (<i>UCLouvain, Belgium</i>)
2024	22nd Annual International Industrial Organization Conference (<i>Boston, USA</i>); Aix-Marseille School of Economics (<i>Marseille, France</i>); 7th cesifo Doctoral Workshop on the Economics of Digitization (<i>Warsaw, Poland</i>); EEA-ESEM 2024 (<i>Rotterdam, Netherlands</i>)
2023	CORE Brownbag (<i>UCLouvain, Belgium</i>); 34th Stony Brook International Conference on Game Theory (<i>New York, USA</i>); EEA-ESEM 2023 (<i>Barcelona, Spain</i>); 50th EARIE Conference (<i>Rome, Italy</i>); EARIE Inaugural Summer School (<i>Rome, Italy</i>); VfS Annual Conference 2023 (<i>Regensburg, Germany</i>); 21st ZEW Conference on the Economics of Information and Communication Technologies (<i>Mannheim, Germany</i>); AFREN 3EN Digital Economics Summer School (<i>Avignon, France</i>); 2023 ESA World Meeting (<i>Lyon, France</i>); 13th Conference on Economic Design (<i>Girona, Spain</i>); Oligo Workshop (<i>Padua, Italy</i>); CLEEN Conference (<i>Mannheim, Germany</i>); 14th International Conference "Challenges of Europe" (<i>Bol, Croatia</i>); ENTER Jamboree (<i>Mannheim, Germany</i>); Aix-Marseille School of Economics (<i>Marseille, France</i>)
2022	Winter Doctoral Workshop (<i>Brussels, Belgium</i>); DERN JRC Conference 2022, (<i>European Commission, Belgium</i>); CORE Brownbag (<i>UCLouvain, Belgium</i>); IRES Internal Seminar (<i>UCLouvain, Belgium</i>); 5th International Conference Of Development And Economy (<i>Kalamata, Greece</i>); ECARES Internal Seminar (<i>Brussels, Belgium</i>); Summer Doctoral Workshop (<i>UCLouvain, Belgium</i>); ECORES Summer School (<i>KULeuven, Belgium</i>); AFREN Digital Economics Summer School (<i>UCLouvain, Belgium</i>)
2021	Winter Doctoral Workshop in Economics (<i>UNamur, Belgium</i>); Competition in Digital Markets Winter School (<i>Barcelona, Spain</i>); CORE Internal Seminar (<i>UCLouvain, Belgium</i>)
2020	Doctoral Workshop (<i>Brussels, Belgium</i>); IWABE Workshop (<i>KULeuven, Belgium</i>); CORE Seminar (<i>UCLouvain, Belgium</i>)

Computer and Software Skills

Stata, R, Python (oTree, Beautiful Soup, Selenium), **ORSEE, SQL, LATEX, MS Office**

Languages

German (native), **Russian** (native), **English** (bilingual), **French** (bilingual), **Portuguese** (elementary), **Spanish** (elementary)