

# THOMAS EISFELD

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## Research Fields

Industrial Organization, Behavioral Economics, Applied Microeconomics

## References

<b>Prof. Johannes Johnen</b> UCLouvain <a href="mailto:johannes.johnen@uclouvain.be">johannes.johnen@uclouvain.be</a>	<b>Prof. Paul Belleflamme</b> UCLouvain <a href="mailto:paul.belleflamme@uclouvain.be">paul.belleflamme@uclouvain.be</a>	<b>Prof. Georg Kirchsteiger</b> ULB <a href="mailto:georg.kirchsteiger@ulb.be">georg.kirchsteiger@ulb.be</a>
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## Education

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

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

## Research Experiences

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

## Professional and Other Experiences

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

## *Academic Achievements, Awards and Grants*

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

## *Conferences, Seminars and Workshops*

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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*

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

## *Languages*

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