

THOMAS EISFELD

Mail: thomas.eisfeld@gmx.de **Website:** thomaseisfeld.eu **Citizenship:** German **CV version:** 11/2025

Research Fields

Industrial Organization, Behavioral Economics, Applied Microeconomics

References

Prof. Johannes Johnen
UCLouvain
johannes.johnen@uclouvain.be

Prof. Paul Belleflamme
UCLouvain
paul.belleflamme@uclouvain.be

Prof. Georg Kirchsteiger
ULB
georg.kirchsteiger@ulb.be

Education

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| PhD in Economics at UCLouvain and ULB | 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), *Repertorium eruditorum totius Europae*, no. 3 (2021): 1–9.

Risikomanagement in finanzwirtschaftlichen Standardlehrbüchern: Disziplinäre Differenzierung oder Integration? (with L. Knoll), *ZRFC - Risk, Fraud & Compliance*, no. 13(1) (2018): 23-30.

Research Experiences

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| 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

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| 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

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| 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

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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

Stata, R, Python (oTree, Beautiful Soup, Selenium), **ORSEE, SQL, L^AT_EX, MS Office**

Languages

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