

## ACADEMIC POSITIONS

- since 07.2023 Professor for Market Design, University of Münster
- 06.2016–06.2023 Head of the research unit Market Design, ZEW Mannheim
- 04.2017–06.2023 Professor for Market Design (tenure 2023), University of Mannheim
- 09.2018–01.2019 Visiting Researcher at Bonn University
- 03.2016–05.2016 Visiting Researcher at Freie Universität Berlin
- 06.2014–05.2016 Akademischer Rat (a.Z.) at the University of Cologne
- 09.2011–05.2012 Visiting Research Assistant at Yale University
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## EDUCATION

- 02.2009–12.2012 Doctoral degree, Economics, University of Cologne
- 10.2002–11.2007 Diploma, Mathematics, University of Münster (M.Sc. equivalent)
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## INDUSTRY POSITIONS

- 04.2013–05.2014 Project manager (market design and negotiation strategy) at TWS Partners AG
- 02.2008–01.2009 IT-Consultant (change management, big data) at Accenture
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## RESEARCH

### Selected Work:

- *Stable contracts under renegotiation*, revise and resubmit in **Journal of Political Economy** (joint with A. Wambach)
- *Worst-case belief equilibria in first-price auctions*, **Theoretical Economics**, 19, 61–93 (2024) (joint with H. Mass)
- *Social norms, sanctions, and conditional entry in markets with externalities: Evidence from an artefactual field experiment*, **Journal of Public Economics**, 212 (2022) (joint with T. Riem, N. Fugger, P. Gillen, P. Werner)
- *Multi-period procurement with incomplete contracts*, **Management Science**, 68(7), 5146–5161 (2022) (joint with M. Pollrich)
- *Imitation perfection: A simple rule to prevent discrimination in procurement*, **American Economic Journal: Microeconomics**, 12 (3), 189–245 (2020) (joint with H. Mass, N. Fugger und A. Wambach)

### Further peer-reviewed publications:

- *Information design in sequential procurement*, **Games and Economic Behavior**, 135, 79–85 (2022) (joint with N. Fugger und M. Pollrich)
- *Imitation perfection: A simple rule to prevent discrimination in procurement*, **American Economic Journal: Microeconomics**, 12 (3), 189–245 (2020) (joint with H. Mass, N. Fugger und A. Wambach)
- *A procurement mechanism to assign refugee quotas*, **Journal of Institutional and Theoretical Economics**, 175 (1), 53–57 (2019)
- *Bargaining in spectrum auctions: A review of the German 2015 LTE auction*, **Telecommunication Policy** 41, (5), 303–532 (2017) (joint with M. Bichler and M. Janssen),
- *Pre-auction or post-auction certification?*, **Economic Theory Bulletin**, 5, 139–150 (2017) (joint with P. Gillen and A. Rasch)

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- *Procurement under public scrutiny: Auctions vs. negotiations*, **RAND Journal of Economics**, 47 (4), 914-934 (2016) (joint with A. Wambach)
  - *Excess information acquisition in auctions*, **Experimental Economics**, 18 (3), 335-355 (2015) (joint with A. Rajko)
  - *Information acquisition during a descending auction*, **Economic Theory**, 55, 731-751 (2014) (joint with A. Wambach)
  - *On the strictly descending multi-unit auction*, **Journal of Mathematical Economics**, 50, 79-85 (2014) (joint with A. Rasch and A. Wambach)

#### **Working Paper:**

- *Common values and the Coase conjecture: Inefficiencies in frictionless contract renegotiation* (joint with A. Wambach)
- *Sequential procurement with limited commitment* (joint with N. Fugger, M. Pollrich)
- *Auctions vs. negotiations: Evidence from procurement professionals* (joint with N. Fugger, P. Gillen, G. Kokott, T. Riem)
- *An efficient dynamic mechanism with covert information acquisition* (joint with J. Simon)

#### **Work in progress:**

- *Large language models and dominant strategies* (joint with J. Simon)
- *Auctions for green investment* (joint with P. Zilke)

#### **Book chapters:**

- *Bidding complexities in Combinatorial Clock Auctions*, **Handbook of Spectrum Auction Design**, Cambridge University Press (joint with S. Knapek and A. Wambach)
- *Sustainable Procurement*, forthcoming in **CSR and Business Models**, Springer (joint with F. Haas)

#### **Further publications:**

- *Optimierung des Verhandlungsgebots auf dem Telekommunikationsmarkt*, **Wirtschaftsdienst**, 104 (11), 794–799 (2024) (joint with A. Ockenfels and A. Wambach)
- *Empfehlungen für das Marktdesign zur Befüllung der Gas speicher*, **Wirtschaftsdienst**, 103 (2), 105–111 (2023) (joint with A. Ockenfels)
- *Bewertung des Gasauktionsmodells*, **Friedrich Ebert Stiftung**, 2020 (with Enervis)
- *Electricity spot market design 2030–2050: Moving towards implementation*, White Paper, 2022 (with SYNERGY project group)
- Report on *Marktdesign für einen sicheren, wirtschaftlichen und dekarbonisierten Strommarkt* for Zukunft Gas, 2022 (with Enervis)
- *Stellungnahme des ZEW zum Szenarienpapier 2021 der Bundesnetzagentur*, filed with the BNetzA in August 2021 (with Achim Wambach)
- *Ein flexibles Vergütungskonzept für Mediziner hilft, Herdenimmunität gegen COVID-19 zu erreichen*, ZEW Policy Brief, 2021 (with Marion Ott)
- *Electricity spot market design 2030–2050*, White Paper, 2020 (with SYNERGY project group)
- *Volkswagen und seine Zulieferer: Beschaffungskonflikte in der Automobilindustrie*, **Wirtschaftsdienst**, 09/2016, (with N. Fugger and P. Gillen)
- *Die Regeln machen den Unterschied: Marktdesign*, Wirtschaftswissenschaftliches Studium, 2015 (with T. Klein and A. Wambach)
- *Spectrum aggregation limits in auctions with spectrum below 1 GHz: the European Experience*, filed with the FCC in December 2013 (with S. Knapek and A. Wambach)

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## SELECTED ACQUIRED FUNDING

- Principal investigator, *Who bans what? Large-scale evidence for the aversion against market transactions and its implications for policy design* funded by the NWO (joint with P. Werner, Maastricht University)
  - Principal investigator, *SynErgie* project in the KOPERNIKUS program, phase 2
  - Principal investigator, *Green financial intermediation: From demand to impact (INTERACT)* funded by BMBF
  - Principal investigator, *Market design for medical supplies and services: Corona and beyond* funded by the Volkswagen Stiftung
  - Coordinator of the ZEW's expansion to incorporate *Design of markets and institution* funded by the Leibniz Association
  - Principal investigator, *Market design for public authorities* funded by the Leibniz Association
  - Principal investigator, *Market design for food donations* with Tafeln Deutschland e.V. funded by the BMEL
  - Principal investigator, *SynErgie* project in the KOPERNIKUS program, phase 1
  - Principal investigator, *Reforming the Swedish Public Employment Service* funded by the Directorate-General for Structural Reform Support (DG REFORM) of the European Commission (EC)
  - Head of the research group *Market design* at ZEW Mannheim, funded by the state of Baden-Württemberg
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## SELECTED FURTHER POLICY PROJECTS

- Several consulting projects in the German industry (BMW, Porsche, Mann + Hummel, BOSCH, Cimpress, etc.)
- Beratung des BBSR bei Beschaffung für den Öffentlichen Hochbau
- Advising the central purchasing authority of Brasil for the bulk purchase of school books for all public schools in Brasil, 2017
- Consulting of the Georgian telecommunications regulator with the design of a frequency auction, 2018
- Advising bidders in frequency auctions in Germany, Luxembourg, and Poland, 2014-2020
- Advising a bidder in the auction of Bundesliga TV transmission rights, 2016
- Allocation of food donations to food banks at Tafeln Deutschland, ongoing
- Allocation of children to kindergarden slots in several German municipalities, ongoing
- Report for the Friedrich Ebert Stiftung regarding *Bewertung des Gasauktionsmodells*, 2022
- Report on *Marktdesign für einen sicheren, wirtschaftlichen und dekarbonisierten Strommarkt* for Zukunft Gas, 2022
- Support of OECD writing a report concerning the market design of the privatization of the Swedish Public Employment Service, 2021
- Advising a bidder in the US New York Bight offshore wind license auction, 2021
- Support of the Kanzleramt in the project Digital Identities, 2021
- Advising a bidder in the UK offshore wind license auction, 2021
- Advising a bidder in the “Kohleausstiegsauktion”, 2021

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## SELECTED MEDIA COVERAGE

- *Gasauktionen helfen nicht beim Sparen*, Tagesspiegel
- *Junge Elite 2021: Die Top 10 Nachwuchsökonomen*, Capital
- *Top 40 unter 40: Capital kürt die Junge Elite*, Capital
- *Kevin Kühnert hat das richtige Gespür*, Welt 2021
- *Mobilfunk: Wie verteilt man die nächsten Frequenzen*, Tagesspiegel Background Digitalisierung 2021 (with A. Wambach)
- *Deutschlands spannendste Nachwuchs-Ökonomen*, Wirtschaftswoche 2021
- *Vorschlag von Ökonomen: So erreichen wir die Herdenimmunität*, Wirtschaftswoche 2021 (with M. Ott)
- *Wie Prämien die Corona-Impfungen deutlich beschleunigen könnten*, Handelsblatt 2021 (with A. Wambach)
- *Dans une société qui utilise les enchères au quotidien, l'originalité des travaux de Paul Milgrom et Robert Wilson nous est précieuse*, Le Monde 2020 (with O. Bos)
- *L'attribution des fréquences 5G, une déception sans surprise*, Les Echos 2020 (with O. Bos)
- *Méthode d'attribution des fréquences 5G: de choix discutables*, Les Echos 2020 (with O. Bos)
- *Allemagne: ces encheres 5G qui n'en finissent plus....*, Les Echos 2019
- *Die 5G-Auktion hatte gravierende Schwächen*, Wirtschaftswoche 2019 (with A. Wambach)
- *Hohe 5G-Preise stören Aktionäre nicht*, Frankfurter Allgemeine Zeitung, 2019
- *Bieterschlacht der Telkoriesen*, Handelsblatt 2019
- *Die Lizenz zum Schnellsurfen*, Tagesspiegel 2019
- *Finale im Milliardenspiel*, Süddeutsche Zeitung 2019
- *Mobiles Internet für alle, aber richtig*, Süddeutsche Zeitung 2018 (with A. Wambach)
- *Die Mär der totalen Transparenz*, Wirtschaftswoche 2018
- *Plötzlich nützlich*, Wirtschaftswoche 2018
- *Warum totale Transparenz auch kontraproduktiv sein kann*, Wirtschaftswoche 2017 (with A. Sanches)
- *Von der Analyse zum Design der Märkte*, Frankfurter Allgemeine Zeitung 2016 (with A. Wambach)

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## TEACHING

- Several executive trainings for managers at BMW, BOSCH, Infineon, Schaeffler, Mann + Hummel, Cimpress, TWS Partners AG
- Liaison professor for the *Studienstiftung des Deutschen Volkes*
- University of Münster
  - Seminar Experiments with Artificial Intelligence (Bachelor; WS 2025/2026)
  - Lecture Game Theory (Bachelor; SS 2025)
  - Lecture Introduction to Microeconomics (Bachelor; WS 2025/2026)
  - Lecture Strategic Procurement (Bachelor; WS 2024/2025)
  - Lecture Environmental Economics (Bachelor; SS 2024, SS 2025)
  - Seminar Environmental Economics (Bachelor; SS 2024, SS 2025)
  - Lecture Ressource Economics (Bachelor; WS 2023/2024, WS 2024/2025, WS 2025/2026)
- University of Mannheim

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- Lecture Game Theory (Bachelor; FS2022)
  - Lecture Market Design (Master and PhD; HS2021, HS2020, HS2019)
  - Seminar Market Design (Master and PhD; FS2021, FS2020)
  - Seminar Auction Theory (Master; FS2019)
  - Lecture Auction Theory (Master; HS2018, HS2017)
- University of Cologne
    - **Lectures:** Auction Theory (Master), Game Theory (Master)
    - **Seminars:** Strategic Procurement (Bachelor and Master), Auction Theory (Bachelor and Master), Competition Policy (Diploma)
    - **Tutor:** Game Theory (Master), Auction Theory (Master), Risk Theory (Master)
  - PhD students
    - Philip Zilke, since 2021
    - Chang Liu, (2021 – 2025; placement Central University of Finance and Economics (CUFE))
    - Jasmina Simon, since 2020
    - Tobias Riehm, (2017 - 2022; placement: strategy consulting)

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## TALKS AT CONFERENCES

ESEM, Game Theory Society World Congress , IIOC, EARIE , Verein für Socialpolitik , Society for Economic Design, EEA, JEI , SMYE

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## INVITED SEMINARS AND WORKSHOPS

London Business School, University of Freiburg, Cologne University, Universidad Carlos III, Aachen University, JITE Conference, EUI/Cologne Conference on Market Design, Edinburgh University, Vienna University, Paderborn University, Mannheim University, ZEW Mannheim, HU Berlin, University of Muenster, TU Munich, Duesseldorf Institute for Competition Economics, Maastricht University, Yale University, PennState University

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## REFEREE

American Economic Review, ACM Conference on Economics and Computation, Econometrica, Economic Theory, European Journal of Operations Research, Games and Economic Behavior, German Economic Review, Information Economics and Policy, International Economic Review, Journal of Public Economics, Journal of Economic Theory, Management Science, Manufacturing and Service Operations Management, Perspektiven der Wirtschaftspolitik, Spring Meeting of Young Economists

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## (Co-)ORGANIZED WORKSHOPS

Virtual Market Design Seminar(2020-2024), MaCCI Conference on Law and Economics (2018), ZEW-KIT-Paris2 Workshop on Market Design (2022, 2019, 2018, 2017), Cologne Workshop on Auctions and Procurement (2015, 2014), Paris-Cologne Workshop on Recent Developments in Market Design (2011)

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## MEMBERSHIPS AND SCHOLARSHIPS

VfS Industrieökonomischer Ausschuss, MaCCI, German National Academic Foundation (Studienstiftung des deutschen Volkes), Fulbright Commission