

# Dr. Ralph Siebert

*Current Position:* Associate Professor  
Purdue University  
Department of Economics  
Krannert School of Management  
West Lafayette, Indiana 47907-2056  
403 West State Street  
tel.: ++1-765-494-3401  
fax: ++1-765-494-9658  
e-mail: [rsiebert@purdue.edu](mailto:rsiebert@purdue.edu)

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## PROFESSIONAL EXPERIENCE

### Positions

- 2011 - present Associate Professor (with tenure) at Purdue University, Krannert School of Management, Dept. of Economics, West Lafayette, Indiana, USA.
- 2013 - present Visiting Associate Professor University of Chicago, Booth School of Business, Chicago, Illinois, USA.
- 2004 - 2011 Assistant Professor at Purdue University, Krannert School of Management, Dept. of Economics, West Lafayette, USA.

### Associate and Visiting Positions, Research Fellowships

- Jan. 2013-present Research Fellow at CESifo, Munich, Germany.
- March 2012 Research Fellow at University of Barcelona, Barcelona, Spain.
- Jan-June 2010 Research Fellow at University of Toronto, Toronto, Canada.
- July/Aug 2008 Research Fellow at Ludwig Maximilians University, Munich, Germany.
- Oct-Dec 2007 Research Fellow at Center for Economic Studies, Munich, Germany.
- Oct-Dec 2006 Research Fellow at European School of Management and Technology (ESMT), Berlin, Germany.
- July/Aug 2006 Research Fellow at Social Science Research Center (WZB), Berlin, Germany.
- Summers 2005-13 Visiting Professor at GISMA, Hannover, Germany.
- 2002 –Jan 2004 Research Fellow at Harvard University, Dept. of Economics, USA.

Ph.D.-thesis on "Innovation, Research Joint Ventures, and Multiproduct Competition" (summa cum laude), Supervisor: Prof. Lars-Hendrik Röller, Humboldt-University Berlin.

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## REFEREED PUBLICATIONS

“A Structural Model on the Impact of Pre-discovery Licensing and Research Joint Ventures on Innovation and Product Market Efficiency”, **International Journal of Industrial Organization**, 2017, Vol. 54, pp. 89-124.

“Dynamic Impact of Uncertainty on R&D Cooperation Formation and Research Performance: Evidence from the Bio-Pharmaceutical Industry” (with Tannista Banerjee), **Research Policy**, 2017, Vol. 46, pp. 1255-1271.

“Firm-Specific Time Preferences and Postmerger Firm Performance” (with Jeremiah Harris), **International Journal of Industrial Organization**, 2017, Vol. 53, pp. 32-62.

“The Impact of R&D Cooperations and Mergers in Pharmaceuticals on Research Activities and Drugs Offered on the Market” (with Tannista Banerjee), **Southern Economic Journal**, 2017, Vol. 84, pp. 202-228.

“What Determines Firms' Choices Between Ex Ante and Ex Post Licensing Agreements?”, **Journal of Competition Law & Economics**, 2015, Vol. 11, pp. 165–199.

“Entering New Markets in the Presence of Competition: Price Discrimination versus Cannibalization”, **Journal of Economics and Management Strategy**, 2015, Vol. 24, pp. 369-389.

“An Experimental Analysis of the Impact of Information Revelation Policies in Sequential Auctions” with Timothy N. Cason (Purdue University) and Karthik Kannan (Purdue University), **Management Science**, 2011, Vol. 57, pp. 667-688.

“Learning-by-Doing and Cannibalization Effects at Multi-Vintage Firms: Evidence from the Semiconductor Industry”, **The B.E. Journal of Economic Analysis & Policy, Advances Tier, Lead Article**, 2010, Vol. 10, Lead Article, pp. 1-32.

“Jostling for Advantage or Not: Choosing between Patent Portfolio Races and Ex Ante Licensing”, with Georg von Graevenitz, **Journal of Economic Behavior and Organization**, Feb. 2010, Vol. 73, pp. 225–245.

“Why Firms form (or do not form) R&D JVs” with L.-H. Röller and M. Tombak, **Economic Journal**, July 2007, Vol. 117, pp. 1122-1144.

“Market Power versus Efficiency Effects of Mergers and Research Joint Ventures: Evidence from the Semiconductor Industry” with Klaus Gugler, **Review of Economics and Statistics**, 2007, Vol. 89, pp. 645-659.

## NONREFEREED PUBLICATIONS

“International Research Joint Ventures”, WZB Bulletin, Vol. 47, pp. 34-36.

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## REVISE AND RESUBMITS/ UNDER REVIEW

*“A Structural Model on the Impact of Declining Market Entry Costs over Time on Market Structure and Performance”*, with An-Hsiang Liu and Christine Zulehner, under revision for resubmitting to Review of Economics and Statistics.

*“Heterogeneous Merger Impacts on Competitive Outcomes”*, under review.

*“Heterogeneous Impact of Foreclosure on Housing Prices”*, under review.

*“The Impact of Subsidies Provided under Different R&D Policies to Vertically Differentiated Firms”*, under review.

*“The Impact of Imperfect Information on Prices and Qualities: Evidence from the Housing Market”*, under revision.

*“Do Mergers among Multimarket Firms Create Value?”* with Sebastian Linde (Purdue University), under revision.

*“The Impact of Horizontal Mergers on Market Structure: Evidence from the Semiconductor Industry”*, under revision.

*“The Impact of Market Demand and Entry Costs on Market Structure”*, with Christine Zulehner, under revision.

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## WORK IN PROGRESS

*“Policy Evaluations on the Affordable Care Act”*, with Sebastian Linde.

*“Fighting Obesity: Who are the Winners and Losers?”*, with Tannista Banerjee.

*“Search and Price Discrimination: Evidence from the Housing Market”*, with Natalia Fabra.

*“A Structural Model on Price Discrimination in the Ethanol Market”* with Jinho Jung.

*“Dynamic Demand and Network Externalities”*, with Hajime Shima.

*“An Experimental Analysis of Entry in Auction Markets”* with Timothy N. Cason (Purdue University) and Karthik Kannan (Purdue University).

*“A Structural Model on Licensing in the Pharmaceutical Industry”* with Zhili Tian.

*“Licensing in the Context of Multimarket Competition”* with An-Hsiang Liu.

*“Product Variety in Differentiated Product Markets”*.

*“Vertical Integration in Markets with Network Effects”.*

*“Optimal Timing to Adopt New Technologies when Firms are Capacity Constrained”.*

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## **RESEARCH AREAS**

Industrial Organization (theoretical and empirical)  
Applied Microeconometrics  
Experimental Economics  
Urban Economics  
Microeconomics

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## **RESEARCH TOPICS**

### **Antitrust and Competition Policy**

Mergers, Research Joint Ventures, Licensing, Market Power

### **Auctions**

Experiments and Structural Estimation

### **Dynamic Oligopoly Models**

Firms’ and Market Dynamics, Evolution of Market Structure

### **Health**

Pharmaceuticals, Biotech, Obesity

### **Housing Market**

Foreclosure, Price Discrimination

### **Innovation**

Product- and Process Innovation, Patenting, New Product Introduction, Adoption of New Technologies

### **Product Market Competition,**

Multiproduct Competition, Product Differentiation, Network Effects

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## **MARKETS OF EXPERTISE**

Semiconductor Industry  
Pharmaceutical Industry  
Housing Market

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## **COURSES TAUGHT**

**PhD, Econ-Master, MBA-level**

Empirical Industrial Organization  
Industrial Organization  
Econometrics  
Game Theory Online  
Applied Game Theory  
Microeconomic Theory  
Managerial Economics  
Managerial Decision Making

**Executive MBA level**

Microeconomic Theory  
Managerial Economics  
Managerial Economics and Business Strategy  
Managerial Decision Making  
Economic and Social Policy  
International/Global Business Management

**Undergraduate level**

Honors Thesis Course  
Microeconomic Theory

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**COMMITTEE MEMBER FOR PH.D. STUDENTS**

**COMMITTEE CHAIR, CO-CHAIR**

Shimao, Hajime (exp. 2018)  
Linde, Sabastian (2017, Grand Valley State University)  
Harris, Jeremiah (2014, Kent State University)  
Winegar, Ross (2012, Ball State University)  
Liu, An-Hsiang (2012, Wuhan University)

**COMMITTEE MEMBER**

Das, Somnath (exp. 2019)  
Konsor, Kellie (exp. 2017, Saginaw Valley State University)  
Meisner, Andrew (2017, Amazon)  
Roy, Moumita (MA: 2017, Bloomsburg University)  
Cook, Amanda (2016, Bowling Green State University)  
Austin, Joshua (2014, Ohio University)  
Yang, Lihong (2013, Renmin University)  
Nedelscu, Daniel (2013, University of Oklahoma)  
Eminli, Vusal (2013, University of the Pacific)

Banerjee, Tannista (2011, Auburn University)

Nayak, Arnab (2011, Auburn University?)

Klose, Bettina (2010, University of Zurich)

Park, Do-Yeun (2009, Korean Institute for Industrial Economics and Trade)

Gupte, Manish (2009, Grand Valley State University)

#### **(EXTERNAL) COMMITTEE MEMBER**

Jung, Jinho (exp. 2019, external, Purdue University, Agricultural Economics)

Yang, Nathan (2013, external, University of Toronto, McGill University)

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#### **REFEREE REPORTS**

*American Economic Review, Applied Economics, Bulletin of Economic Research, Economic Inquiry, E-Journal, Economic Journal, Economic Theory, Economics of Innovation and New Technology, European Economic Review, German Economic Review, International Economic Review, International Journal of Industrial Organization, International Review of Economics and Finance, Japanese Economic Review, Journal of Economic Research, Journal of Economics and Management Strategy, Journal of European Economic Association, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Regional Science, Journal of Political Economy, Management Science, Managerial and Decision Economics, Production and Operations Management Journal, Rand Journal of Economics, Research Policy, Review of Industrial Organization, Review of Network Economics, Small Business Economics, Southern Economic Journal.*

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#### **GRANTS**

- PRF grant (multiple times)
- VolkswagenStiftung
- CESifo Research Grant
- Purce Grant
- Medicare Grant
- European Young Economist Award (2 times)
- German Economic Association
- CEPR
- Bayerische Motorenwerke AG, Munich

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#### **WORK EXPERIENCE, COMPANIES**

- Mercedes Benz (Manufacturer, Automobiles)

- Volkswagen (Manufacturer, Automobiles)
  - Obi (Retailer)
  - Alfred Teves (Manufacturer, Auto Parts Supplier)
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## HONORS/AWARDS

- 2017 Distinguished Teacher for MBA course “Managerial Economics and Business Strategy”, at Purdue University.
- Distinguished Teacher for undergraduate course “Honors Thesis Seminar”, at Purdue University.
- Distinguished Teacher for Masters Econ course “Online Applied Game Theory”, at Purdue University.
- 2016 Distinguished Teacher for the Weekend and Evening MBA courses “Microeconomic Theory”, at the University of Chicago, Booth School.
- Distinguished Teacher for undergraduate course “Honors Thesis Course”, at Purdue University.
- Distinguished Teacher for executive MBA course “International/Global Business Management”, at Purdue University.
- Distinguished Teacher for Executive MBA course “Economic and Social Policy”, at Purdue University.
- Distinguished Teacher for MBA course "Applied Game Theory", at Purdue University.
- Distinguished Teacher for Masters Econ course "Online Applied Game Theory", at Purdue University.
- Distinguished Teacher for Ph.D. course in "Empirical Industrial Organization", at Purdue University.
- 2015 Distinguished Teacher for the Weekend and Evening MBA courses “Microeconomic Theory”, at the University of Chicago, Booth School.
- Distinguished Teacher for the MBA course “Applied Game Theory”.
- Distinguished Teacher for the Master’s course “Online Game Theory”.
- 2014 Distinguished Teacher for the Executive MBA course “Economic and Social Policy”, at Purdue.
- Distinguished Teacher for the Weekend and Evening MBA courses “Microeconomic Theory”, at the University of Chicago, Booth School.
- Distinguished Teacher for the MBA course “Game Theory”.
- 2013 Distinguished Teacher for the Weekend and Evening MBA courses “Microeconomic Theory”, at the University of Chicago, Booth School.
- Distinguished Teacher for the Executive MBA course “Economic and Social Policy”, at Purdue.

- Distinguished Teacher for the Executive MBA course “Microeconomic Theory”, at GISMA/Purdue.
- Krannert Research Award
- Distinguished Teacher for the MBA course “Game Theory”.
- Appointed as Research Fellow with the CESifo, Munich.
- 2012 Krannert Research Award
- Distinguished Teacher for the Executive MBA course “Microeconomic Theory”, at GISMA/Purdue.
- 2011 Krannert Research Award
- Young Faculty Scholar Award (John and Mary Willis Young Faculty Award), Purdue University, Krannert School of Management
- 2011 Distinguished Teacher for the MBA course “Managerial Economics”, Section 1, at GISMA/Purdue.
- 2011 Distinguished Teacher for the MBA course “Managerial Economics”, Section 2, at GISMA/Purdue.
- 2011 Distinguished Teacher for the MBA course “Game Theory”.
- 2010 Krannert Research Award
- Distinguished Teacher for the MBA course “Game Theory”.
- 2009 Krannert Research Award
- Appointed as Research Affiliate with the CESifo, Munich.
- Distinguished Teacher for the MBA course “Game Theory”.
- 2008 Distinguished Teacher for the MBA course “Game Theory”.
- 2007 Distinguished Teacher for the MBA course “Microeconomic Theory”, Section 1, at GISMA/Purdue.
- Distinguished Teacher for the MBA course “Microeconomic Theory”, Section 2, at GISMA/Purdue.
- 2006 Distinguished Teacher for the MBA course “Microeconomic Theory” at GISMA/Purdue.
- 2005 Distinguished Teacher for the MBA course “Microeconomic Theory” at GISMA/Purdue.
- Research Grant from Österreichische Nationalbank with Christine Zulehner.
- 2004 Renewal of Research Affiliate with the Center for Economic Policy Research (CEPR), London.
- Member in the Project “Product Markets, Financial Markets and the Pace of Innovation in Europe”, Network Coordinator: Professor Philippe Aghion, Centre for Economic Policy Research.
- Membership in Royal Economic Society.
- Research Position at Harvard University.



Research Stipend from VolkswagenStiftung.

European Young Economist Award for the study "New Product Introduction by Incumbent Firms" awarded by the European Commission at EARIE (Dublin, Ireland).

Stipend from Österreichische Nationalbank.

European Young Economist Award for the study "A Structural Model on Multiproduct Firms and Dynamics over the Product Life Cycle: Evidence from the Semiconductor Industry" awarded by the Journal of Industrial Economics at EARIE (Lausanne, Swiss).

Research Affiliate at the Center for Economic Policy Research (CEPR).

Stipend from German Economic Association.

Stipend from Bayerische Motorenwerke AG, Munich.

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## MEMBERSHIP

Member of the MBA review committee at Purdue University

Member of the PhD student hiring committee at Purdue University

Member of the hiring committee at Purdue University

Member of CESifo

Member of the American Economic Association

Member of the Econometric Society

Member of the Royal Economic Society

Member of the German Economic Society

Member of the Canadian Economic Society

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## TEACHING

The teaching scores are based on a five point scale:

5 = excellent, 4 = very good, 3 = fair, 2 = poor, 1 = very poor.

2017 MBA course in "**Managerial Economics and Business Strategy**" at Purdue University (course evaluation: 4.5 and instructor evaluation: 5.0).

Undergraduate course "**Honors Thesis Course**" at Purdue University (course evaluation: 5.0 and instructor evaluation: 4.8).

Econ Masters and MBA course in "**Online Applied Game Theory**" at Purdue University (course evaluation: 4.3 and instructor evaluation: 4.5).

- MBA course in "**Applied Game Theory**" at Purdue University (course evaluation: 4.7 and instructor evaluation: 4.8).
- 2016 Ph.D. course in "**Empirical Industrial Organization**" at Purdue University (course evaluation: 4.1 and instructor evaluation: 4.6).
- Weekend and Evening MBA courses "**Microeconomics**", at University of Chicago, Booth School (overall evaluation, first section: 4.8 overall evaluation, second section: 4.8).
- Undergraduate course "**Honors Thesis Course**", at Purdue (course evaluation: 4.8 and instructor evaluation: 5.0).
- Executive MBA course "**International/Global Business Management**", at Purdue (course evaluation: 4.6 and instructor evaluation: 4.6).
- Executive MBA course "**Economic and Social Policy**", at Purdue (course evaluation: 4.0 and instructor evaluation: 5.0).
- MBA course in "**Applied Game Theory**" at Purdue University (course evaluation: 4.7 and instructor evaluation: 4.9).
- Econ Masters and MBA course in "**Online Applied Game Theory**" at Purdue University (course evaluation: 5.0 and instructor evaluation: 5.0).
- Ph.D. course in "**Empirical Industrial Organization**" at Purdue University (course evaluation: 4.7 and instructor evaluation: 4.7).
- 2015 MBA course in "**Applied Game Theory**" at Purdue University (course evaluation: 5.0 and instructor evaluation: 4.9).
- MBA course in "**Online Applied Game Theory**" at Purdue University (course evaluation: 4.5 and instructor evaluation: 4.5).
- Weekend and Evening MBA courses "**Microeconomics**", at University of Chicago, Booth School (overall evaluation, first section: 4.3 overall evaluation, second section: 4.2).
- Ph.D. course in "**Empirical Industrial Organization**" at Purdue University (course evaluation: 4.0 and instructor evaluation: 4.1).
- 2014 Executive MBA course "**Economic and Social Policy**", at Purdue (course evaluation: 4.6 and instructor evaluation: 4.6).
- Weekend and Evening MBA courses "**Microeconomics**", at University of Chicago, Booth School, scheduled for June-August (course evaluation average: 4.2).
- MBA course in "**Game Theory**" at Purdue University (course evaluation: 4.8 and instructor evaluation: 4.9).
- Ph.D. course in "**Empirical Industrial Organization**" at Purdue University (course evaluation: 4.8 and instructor evaluation: 5.0).
- 2013 Executive MBA course "**Economic and Social Policy**", at Purdue (course evaluation: 4.4 and instructor evaluation: 4.7).

- Weekend and Evening MBA courses “**Microeconomics**”, at University of Chicago, Booth School (overall evaluation, first section: 4.1 overall evaluation, second section: 4.1).
- Executive MBA course “**Microeconomic Theory**”, at GISMA/Purdue (course evaluation: 4.1 and instructor evaluation: 4.3).
- MBA course in "**Game Theory**" at Purdue University (course evaluation: 4.6 and instructor evaluation: 4.8).
- Ph.D. course in "**Empirical Industrial Organization**" at Purdue University (course evaluation: 4.1 and instructor evaluation: 4.4).
- 2012 Ph.D. course in "**Empirical Industrial Organization**" at Purdue University (course evaluation: 4.8 and instructor evaluation: 5.0).
- Executive MBA course in "**Microeconomic Theory**" at GISMA/Purdue University (course evaluation: 4.3 and instructor evaluation: 4.5).
- 2011 Ph.D. course in "**Empirical Industrial Organization**" at Purdue University (course evaluation: 4.6 and instructor evaluation: 4.9).
- MBA course in "**Game Theory**" at Purdue University (course evaluation: 4.4 and instructor evaluation: 4.8).
- MBA course in "**Managerial Economics, Section 1**" at Purdue University/GISMA (course evaluation: 4.3 and instructor evaluation: 4.4).
- MBA course in "**Managerial Economics, Section 2**" at Purdue University/GISMA (course evaluation: 4.1 and instructor evaluation: 4.5).
- 2010 MBA course in "**Game Theory**" at Purdue University (course evaluation: 4.5 and instructor evaluation: 4.6).
- 2009 MBA course in "**Game Theory**" at Purdue University (course evaluation: 4.1 and instructor evaluation: 4.0).
- Ph.D. course in "**Empirical Industrial Organization**" at Purdue University (course evaluation: 4.2 and instructor evaluation: 4.3).
- Ph.D. course in "**Empirical Industrial Organization**" at Purdue University (course evaluation: 4.7 and instructor evaluation: 4.8).
- Seminar "**Honors Thesis Seminar**" at Purdue University.
- 2008 MBA course in "**Game Theory**" at Purdue University (course evaluation: 4.7 and instructor evaluation: 4.9).
- MBA course in "**Microeconomic Theory**" (section 1) at GISMA/Purdue University (course evaluation: 3.7 and instructor evaluation: 3.5).
- MBA course in "**Microeconomic Theory**" (section 2) at GISMA/Purdue University (course evaluation: 4.0 and instructor evaluation: 3.8).
- Seminar "**Honors Thesis Seminar**" at Purdue University.
- Seminar "**Advanced Problems in Economics**" at Purdue University.
- 2007 MBA course in "**Microeconomic Theory**" (section 1) at GISMA/Purdue University (course evaluation: 4.5 and instructor evaluation: 4.6).

- MBA course in "**Microeconomic Theory**" (section 2) at GISMA/Purdue University (course evaluation: 4.1 and instructor evaluation: 4.2).
- Ph.D. course in "**Empirical Industrial Organization**" at Purdue University (course evaluation: 4.3 and instructor evaluation: 4.7).
- 2006 MBA course in "**Microeconomic Theory**" (section 1) at GISMA/Purdue University (course evaluation: 3.9 and instructor evaluation: 4.1).
- MBA course in "**Microeconomic Theory**" (section 2) at GISMA/Purdue University (course evaluation: 4.1 and instructor evaluation: 4.0).
- PhD course in "**Empirical Industrial Organization**" at Purdue University.
- 2005 MBA course in "**Microeconomic Theory**" at GISMA/Purdue University (course evaluation: 4.3 and instructor evaluation: 4.2).
- Ph.D. course in "**Empirical Industrial Organization**" at Purdue University.
- 2004 Undergraduate course in "**Intermediate Microeconomics**" at Purdue University.
- Graduate course in "**Intermediate Economics I**", Graduate course at Purdue University.
- Ph.D. course in "**Empirical Industrial Organization**" at Purdue University (course evaluation: 4.9 and instructor evaluation: 4.9).
- 2002 TA Master Course in "**Empirical Industrial Organization**", in English, for Economics Students and Students from Master Studies in Business and Management Strategy at Humboldt-University Berlin.
- 2001 TA Master Course in "**Empirical Industrial Organization**", in English, for Economics Students and Students from Master Studies in Business and Management Strategy at Humboldt-University Berlin.
- 2000 TA Lectures in "**Industrial Organization**" and "**Econometrics**", in German, for Economics Students.
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## RECENT PRESENTATIONS

- 2017 Bates White 2017 Antitrust Conference, Washington, D.C.  
Northwestern University  
CESifo Conference, Munich.
- 2016 Northwestern University.  
Bates White 2016 Antitrust Conference, Washington, D.C.  
Searle Roundtable on Technology Standards
- 2015 Northwestern University  
Bates White 2015 Antitrust Conference, Washington, D.C.
- 2014 Northwestern University.  
Bates White 2014 Antitrust Conference, Washington D.C.
- 2013 Northwestern University.

Bates White, Washington D.C.

CESifo conference in Munich, Germany.

2012 IUPUI.

Toronto University.

Northwestern University.

#### Other Presentations

Amsterdam, Berkeley, Bozano, Copenhagen, Dublin, ESMT, Free University Berlin, Graz, Hannover, Harvard, Humboldt, Hydra, IIOC Boston, Lausanne, Lisbon, Mainz, Mannheim, Marseille, Munich, NBER, New Orleans, Northeastern, Northwestern, Oxford, Paris, Queen's, Santiago de Compostela, Toulouse, Turin, Vienna, Washington, Yale.

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## SUMMER SCHOOLS

Summer School in Toulouse on Regulation of European Markets (instructors: Profs. Mark Armstrong, Helmuth Cremer, Claude Crampes, Marc Ivaldi, Paul Klemperer, Jean-Jacques Laffont, Patrick Legros, Jean-Charles Rochet, Jean Tirole).

Summer School in Copenhagen on Empirical Research in Industrial Economics (instructors: Profs. Paul Geroski, Charles Holt, and Stephen Martin).

Summer School in Lisbon on Empirical structural models of Industrial Organization (instructors: Profs. Ariel Pakes and Frank Wolak).

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## OTHER EXPERIENCE

2017 Member of the PhD student recruiting committee at Purdue University

2015 Member of the MBA review committee at Purdue University

2015 Member of the hiring committee at Purdue University

PRIOR 2015 Advisor and Evaluator for EARIE conference in Porto, Portugal

Advisor and Evaluator for EARIE conference in Berlin, Germany

Local Organizer of annual WZB Conference (joint with CEPR)

Representative in the Research Council of WZB

Member in Discussion Paper Committee (WZB)

Representative in the Research Council of WZB

Siemens-Workshop "Berlin 2020 - Creating the Future of Berlin"