

Curriculum Vitae

PROF. DR. DANIEL MÜLLER
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Date of Birth: October 12, 1978
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CURRENT AND PREVIOUS POSITIONS

- 2015 – Present Professor (W3) for Contract Theory and Information Economics, Faculty of Business and Economics, University of Würzburg
- 2014 – 2015 Postdoctoral researcher at the Institute for Applied Microeconomics, Economics Department, University of Bonn
- 2013 – 2014 Interim professor for Contract Theory and Information Economics, Faculty of Business and Economics, University of Würzburg
- 2010 – 2013 Postdoctoral researcher at the Institute for Applied Microeconomics, Economics Department, University of Bonn
- 2008 – 2010 Research Assistant at the Chair for Business Administration 2, Economics Department, University of Bonn

EDUCATION

- 2005 – 2010 Doctoral studies at the Bonn Graduate School of Economics, Dr. (Ph.D.) received February 2010 (summa cum laude)
Thesis: “Essays in Applied Microeconomics and Management”
Primary advisor: Prof. Dr. Urs Schweizer
Secondary advisor: Prof. Dr. Matthias Kräkel
- 2004 – 2005 Studies in Economics at the University of Bonn, Diploma, received October 2005
- 2003 – 2004 Studies in Economics at the University of Berkeley, California
- 2000 – 2003 Studies in Economics at the University of Bonn
- 1999 – 2000 Studies in Engineering and Management at the University of Kaiserslautern

RESEARCH INTERESTS

Behavioral Economics, Competition Policy, Contract Theory, Decision Theory, Industrial Organization, Law and Economics, Personnel Economics

PUBLICATIONS (PEER-REVIEWED)

- “Binary Payment Schemes: Moral Hazard and Loss Aversion” (with Fabian Herweg and Philipp Weinschenk), *American Economic Review*, Vol. 100, 2451-2477, 2010.
- “Performance of Procrastinators: On the Value of Deadlines” (with Fabian Herweg), *Theory and Decision*, Vol. 70, 329-366, 2011.
- “Why Not Sell Lottery Tickets in a Pharmacy: On Conflicting Product Features and Consumer Choice” (with Philipp Wichardt), *Applied Economics Letters*, Vol. 18, 1491-1495, 2011.
- “Price Discrimination in Input Markets: Downstream Entry and Efficiency” (with Fabian Herweg), *Journal of Economics & Management Strategy*, Vol. 21, 773-799, 2012.
- “Sabotage in Teams” (with Matthias Kräkel), *Economics Letters*, Vol. 115, 289-292, 2012.
- “Price Discrimination in Input Markets: Quantity Discounts and Private Information” (with Fabian Herweg), *Economic Journal*, Vol. 124, 776–804, 2014. [Winner of the Austin Robinson Memorial Prize 2014]
- “Overdeterrence of Repeat Offenders” (with Patrick W. Schmitz), *Economics Letters*, Vol. 129, 116-120, 2015.
- “Merger Management and Managerial Incentives” (with Matthias Kräkel), *International Journal of Industrial Organization*, Vol. 41, 51-63, 2015.
- “Rater Bias and Incentive Provision” (with Philipp Weinschenk), *Journal of Economics & Management Strategy*, Vol. 24, 833-862, 2015.
- “Overconfidence in the Market for Lemons” (with Fabian Herweg), *Scandinavian Journal of Economics*, Vol. 118, 354-371, 2016.
- “Discriminatory Nonlinear Pricing, Fixed Costs, and Welfare in Intermediate-Goods Markets” (with Fabian Herweg), *International Journal of Industrial Organization*, Vol. 46, 107-136, 2016.
- “Transaction Costs and the Property Rights Approach to the Theory of the Firm” (with Patrick W. Schmitz), *European Economic Review*, Vol. 87, 92-107, 2016.
- “Asymmetric Employer Information, Promotions, and the Wage Policy of Firms” (with Simon Dato, Andreas Grunewald, and Matthias Kräkel), *Games and Economic Behavior*, Vol. 100, 273-300, 2016.
- “Optimal Ownership of Public Goods and Transaction Costs” (with Patrick W. Schmitz), *Economics Letters*, Vol. 152, 88-92, 2017.
- “Salience, Competition, and Decoy Goods” (with Fabian Herweg and Philipp Weinschenk), *Economics Letters*, Vol. 153, 28-31, 2017.
- “Expectation-Based Loss Aversion and Strategic Interaction” (with Simon Dato, Andreas Grunewald, and Philipp Strack), *Games and Economic Behavior*, Vol. 104, 681-705, 2017.
- “Incomplete Contracting, Renegotiation and Loss Aversion” (with Fabian Herweg and Heiko Karle), *Journal of Economic Behavior and Organization*, Vol. 145, 176-201, 2018.
- “Expectation-Based Loss Aversion and Rank-Order Tournaments” (with Simon Dato and Andreas Grunewald), *Economic Theory*, Vol. 66, 901-928, 2018.
- “The Right to Quit Work: An Efficiency Rationale for Restricting the Freedom of Contract” (with Patrick W. Schmitz), *Journal of Economic Behavior and Organization*, 2021.
- “A Comparison of Regret Theory and Salience Theory for Choice under Risk” (with Fabian Herweg), *Journal of Economic Theory*, 2021.

WORK IN PROGRESS

- “Salience Bias and Overwork” (with Fabian Herweg and Fabio Römeis).
- “Context-Dependent Preferences as an Explanation for Intransitive Choice under Risk” (with Svenja Hippel and Fabian Herweg).
- “Transaction Costs and the Organization of the Multinational Firm” (with Fabio Römeis and Patrick Schmitz).

CHAPTERS IN BOOKS

- “Salience in Markets” (with Fabian Herweg and Philipp Weinschenk), in *Handbook of Behavioral Industrial Organization*, V.J. Tremblay, E. Schroeder, and C. Horton Tremblay eds., Edgar Elgar Publishing, 2018.

BOOK REVIEWS

- Book review "Bounded Rationality and Industrial Organization. By Ran Spiegler," with Fabian Herweg, *Economica*, Vol. 80, 614-615, 2013.

PUBLICATIONS (NON-REFEREED)

- “Vertragstheorie: Zum Nobelpreis 2016 für Oliver Hart und Bengt Holmström" (with Patrick W. Schmitz), *WiST – Wirtschaftswissenschaftliches Studium*, Vol. 45, 657-660, 2016.

PROFESSIONAL ACTIVITY AND MEMBERSHIPS

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| 2016 – Present | Member of the Committee for Organizational Economics (Ausschuss für Organisationsökonomik des Vfs) |
| 2018 – Present | Member of the Committee for Industrial Economics (Ausschuss für Industrieökonomik des Vfs) |
| 2020 | Local host of the annual meeting of the Committee for Organizational Economics at the University of Würzburg (canceled due to Covid-19) |
| 2022 | Local host of the annual meeting of the Committee for Organizational Economics at the University of Würzburg (planned) |

REFEREE ACTIVITY

American Economic Review; B.E. Journal of Economic Analysis and Policy; Econometrica; *Economica*; *Economics Letters*; *European Economic Review*; *Games and Economic Behavior*; *International Journal of Game Theory*; *Journal of Industrial Economics*; *Journal of Institutional and Theoretical Economics*; *Journal of Economic Behavior and Organization*; *Journal of Economics*; *Journal of Economics and Management Strategy*; *Journal of Economic Theory*; *Journal of Public Economics*; *Journal of Small Business Economics*; *Management Science*; *Review of Industrial Organization*.

Referee for the German Research Council (DFG)

Referee for the annual meeting of the Verein für Social Politik (2011, 2019, 2020).

GRANTS

2020 DFG project “Context-Dependent Choice under Risk” (240.720 EUR)

AWARDS & SCHOLARSHIPS

2015 Austin Robinson Memorial Prize of the Royal Economic Society (together with Fabian Herweg) for the article “Price Discrimination in Input Markets: Quantity Discounts and Private Information”

2005 – 2008 Bonn Graduate School of Economics, Ph.D. Scholarship

2003 – 2004 German Academic Exchange Service (DAAD), Student Scholarship (10 months)

CONFERENCE AND SEMINAR PRESENTATIONS

2020 Seminar “Arbeit im Wandel” at the University of Würzburg

2019 Brown Bag Seminar at the University of Würzburg

2015 MaCCI-Workshop on “Behavioral Industrial Organization” at Bad Homburg, Research Seminar at the University of Marburg, Research Seminar at the University of Berlin

2014 Psychology Seminar at the University of Würzburg

2013 Meeting of the Verein für Social Politik in Düsseldorf

2012 Micro Seminar at the University of Munich

2011 AFIO Seminar at the University of Toulouse; IMEBE in Barcelona; EARIE in Stockholm

2010 IMEBE in Bilbao; EARIE in Istanbul

2009 BGSE Micro Workshop at the University of Bonn, Nordic Conference on Behavioral and Experimental Economics in Oslo

2008 IMEBE, Alicante; EEA in Milano

2007 EEA in Budapest

TEACHING EXPERIENCE

- Advanced Microeconomics, lecture, Master
- Contract Theory, lecture, Master
- Microeconomics, lecture, Bachelor

- Theories for Choice under Risk, lecture, Bachelor
- Information Economics, lecture, Bachelor
- Microeconomics of Insurance Markets, lecture, Bachelor
- Introduction to Business Administration (Organization and Management), lecture, Bachelor
- Law and Economics, teaching assistant, Bachelor
- Personnel Economics, teaching assistant, Bachelor and Master
- Student Seminars in Behavioral Economics, Competition Policy, Applied Microeconomics, and Contract Theory, Bachelor and Master

LANGUAGES

German (native), English (fluent), basic level in French

Königswinter, 02/2021