

# CURRICULUM VITAE

DANIEL MÜLLER

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## CONTACT INFORMATION

Chair for Contract Theory and Information Economics  
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## PERSONAL INFORMATION

Date of birth: 12th of October, 1978  
Place of birth: Bonn, Germany  
Citizenship: German  
Languages: German (native), English (fluent), French (basic)

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## PREVIOUS AND CURRENT POSITIONS

2015—present	Professor at the University of Würzburg (Chair for Contract Theory and Information Economics)
2014–2015	Post-doctoral fellow (Wissenschaftlicher Mitarbeiter) at the University of Bonn (Institute for Applied Microeconomics)
2013–2014	Interim professor (Lehrstuhlvertretung) at the University of Würzburg (Chair for Contract Theory and Information Economics)
2010–2013	Post-doctoral fellow (Wissenschaftlicher Mitarbeiter) at the University of Bonn (Institute for Applied Microeconomics)
2008–2010	Research assistant at the University of Bonn (Chair of Business Administration 2, Professor Kräkel)

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## EDUCATION

2005–2010      Doctoral studies at the Bonn Graduate School of Economics, Dr. (PhD), received February 2010 (summa cum laude)

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

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## RESEARCH INTERESTS

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

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## PUBLICATIONS

- “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 and 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: Private Information and Quantity Discounts” (with Fabian Herweg), *The Economic Journal*, Vol. 124, 776-804, 2014. [winner of the Austin Robinson Memorial Prize 2014]
- “Overdeterrence of Repeat Offenders when Penalties for First-Time Offenders are Restricted” (with Patrick 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 and 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, Entry, 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 Schmitz), *European Economic Review*, 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 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*, forthcoming.

“Expectation-Based Loss Aversion and Rank-Order Tournaments” (with Simon Dato and Andreas Grunewald), *Economic Theory*, forthcoming.

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## RESEARCH PROJECTS

“Price Discrimination in Input Markets and Repeated Trade” (with Johannes Muthers)

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## BOOK REVIEWS

Book review on “Spiegler, Ran (2011): Bounded Rationality and Industrial Organization” (with Fabian Herweg), *Economica*, Vol. 80, 614-615, 2013.

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## NON-REFEREED PUBLICATIONS

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

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## REFeree ACTIVITY

American Economic Review, Journal of Economic Theory, Games and Economic Behavior, Journal of Public Economics, European Economic Review, Journal of Economic Behavior and Organization, Journal of Industrial

Economics, Journal of Economics and Management Strategy, Economics Letters, Review of Industrial Organization, Journal of Institutional and Theoretical Economics, Journal of Economic Surveys, B.E. Journal of Economic Analysis and Policy, Economica

Referee for the annual meeting of the Verein für Socialpolitik

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#### GRANTS AND SCHOLARSHIPS

2005-2008	Bonn Graduate School of Economics, Ph.D. Scholarship
2003-2004	German Academic Exchange Service (DAAD), Student Scholarship (10 Months)

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#### CONFERENCE AND SEMINAR PRESENTATIONS

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 Socialpolitik
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 Meeting of Behavioral Economists in Oslo
2008	IMEBE in Alicante, EEA in Milano
2007	EEA in Budapest

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#### TEACHING EXPERIENCE

Advanced Microeconomics, lecture, Master level

Contract Theory, lecture, Master level

Microeconomics, lecture, Bachelor level

Theories of Choice under Risk, lecture, Bachelor level

Information Economics, lecture, Bachelor level

Microeconomics of Insurance Markets, lecture, Bachelor level

Introduction to Business Administration (Organization and Management), lecture, Bachelor level

Law and Economics, teaching assistant, Bachelor level

Personnel Economics, teaching assistant, Bachelor and Master level

Student Seminars in Behavioral Economics, Competition Policy, and Applied  
Microeconomics, Bachelor and Master level