

SIMON SIEGENTHALER

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FIELDS

Behavioral & Experimental Economics, Game Theory, Industrial Organization

Themes: Bargaining & markets with incomplete information (adverse selection), coordination & social norms

ACADEMIC POSITIONS

Assistant Professor, University of Texas at Dallas (JSOM) *August 2017 - present*

Postdoctoral Associate, New York University Abu Dhabi *September 2014 - August 2017*

RESEARCH VISITS

Visiting Scholar, University of California, San Diego *June - August 2016*

Visiting Research Fellow, Brown University *January - June 2014*

EDUCATION

Ph.D. in Economics, University of Bern *December 2014*
Summa Cum Laude & Eduard-Adolf-Stein-Preis (Outstanding Dissertation Award)
Committee: Olivier Bochet (*Chair*), Pedro Dal Bó, Rajiv Vohra

Swiss Program for Doctoral Students in Economics, Gerzensee *January 2012*

M.Sc. in Climate Sciences and Economics, University of Bern *September 2010*

B.A. in History and Economics, University of Bern *September 2008*

PUBLICATIONS

Better Later than Never? An Experiment on Bargaining Under Adverse Selection (with Olivier Bochet). *International Economic Review* 59 (2018): 947-971.

Meet the Lemons: An Experiment on how Cheap-Talk Overcomes Adverse Selection in Decentralized Markets. *Games and Economic Behavior* 102 (2017): 147-161.

WORKING PAPERS

Competition and Price Transparency in the Market for Lemons: Experimental Evidence (with Olivier Bochet). *Revise & Resubmit at American Economic Journal: Microeconomics*

Referral Hiring and Wage Formation in a Market with Adverse Selection (with Aurelie Dariel and Arno Riedl). *Submitted*

Social Change and the Conformity Trap (with James Andreoni and Nikos Nikiforakis). *Completed*

Negotiations with Multiple Issues: An Experimental Test (with Olivier Bochet and Manshu Khanna). *Completed*

Benefits and Risks of Transitory Foreign Aid: Insights from a Lab Experiment on External Transfers and Altruistic Giving (with Blaine Robbins, Aaron Kamm, and Daniel Karell). *Under Revision*

Commitment and the Reconciliation of Coalitional Bargaining with Gamson's Law (with Aaron Kamm). *Data collection completed*

Leadership, Inequality, and Coordination (with Aurelie Dariel and Nikos Nikiforakis). *Data collection completed*

CONFERENCES & INVITED PRESENTATIONS

2019 Norms and Behavioral Change Workshop (NoBeC), University of Pennsylvania

2019 Bargaining: Experiments, Empirics, and Theory (BEET) Workshop, BI-Norwegian Business School in Oslo

6th Annual Texas Experimental Association Symposium 2019, Baylor University in Waco, Texas

2018 ESA North American Meeting, Antigua, Guatemala

2018 AEA Meeting, Session: "Like Everybody Else: Experimental Economics of Conformity, Image, and Identity," Philadelphia

Job Market Talks 2017: University of Vienna, Jindal School of Management at UT Dallas, University of Ottawa, University of Gothenburg, University of Melbourne.

Enacting Change in Long-run Behavior and Attitudes, Berlin Social Science Center 2016

2016 ESA European Meeting, Norwegian School of Economics in Bergen

NYU Global Network Experimental Social Sciences Workshop, NYU Abu Dhabi 2016

Workshop on Behavioral Political Economy, NYU Abu Dhabi 2015

2015 SED Conference on Economic Design, Istanbul Bilgi University

Winter Experimental Social Sciences Institute, NYU Abu Dhabi 2014

2013 Asia-Pacific ESA Conference, Waseda University, Tokyo

New Directions in the Voluntary Provision of International Public Goods, ZEW Mannheim 2012

AURÖ Workshop, University of Bern 2012

9th International NCCR Climate Summer School "Adaptation and Mitigation: Responses to Climate Change," Grindelwald 2010

REFEREEING

B.E. Journal of Theoretical Economics, European Economic Review, Experimental Economics, Games, Journal of the Economic Science Association, Mathematical Social Sciences, Production and Operations Management, The Economic Journal, The Leadership Quarterly

TEACHING

Courses Taught at University of Texas at Dallas:

Business Economics for MBAs (2018), 125 students, evaluation 4.8/5

Business Economics (2017), 60 students, evaluation 4.8/5

Courses Taught at University of Bern & University of Zürich (Assistant Instructor):

Auction Theory (2014), Experimental Economics (2012, 2013), Economics of Nobel Prize Winners (2012, 2013, 2014), Intertemporal Allocation of Natural Resources (2013), Contracts and Incentives (2013)

MISCELLANEOUS

Professional Affiliations: American Economic Association, Econometric Society, Economic Science Association

Languages: English (fluent), German (native), French (basic)

Software: Stata, R, Mathematica, z-Tree

Personal Details: Swiss citizen, married & one child

REFERENCES

Prof. James Andreoni
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