

# SIMON SIEGENTHALER

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## FIELDS

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**Experimental Economics, Game Theory, Market Design**

**Themes: Bargaining, Adverse Selection, Coordination & Social Norms**

## ACADEMIC POSITIONS

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

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

## RESEARCH VISITS

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

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

## EDUCATION

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**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

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

**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

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

**Predicting Social Tipping and Norm Change in Controlled Experiments** (with James Andreoni  
and Nikos Nikiforakis). *Submitted*

**Beyond Dividing the Pie: Experimental Evidence on Bargaining over Multiple Issues** (with Olivier Bochet and Manshu Khanna). *Submitted*

**Timing of Commitment in Coalitional Bargaining** (with Aaron Kamm). *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*

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

## CONFERENCES & INVITED PRESENTATIONS

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**2020:** Annual Texas Experimental Association Symposium, Texas A&M University. Several conferences/seminars cancelled due to COVID-19.

**2019:** Norms and Behavioral Change Workshop (NoBeC), University of Pennsylvania; Bargaining: Experiments, Empirics, and Theory (BEET) Workshop, BI-Norwegian Business School; Annual Texas Experimental Association Symposium, Baylor University in Waco.

**2018:** ESA North American Meeting, Antigua, Guatemala; AEA Meeting, Session: “Like Everybody Else: Experimental Economics of Conformity, Image, and Identity,” Philadelphia.

**2017:** Seminars at University of Vienna, Jindal School of Management at UT Dallas, University of Ottawa, University of Gothenburg, University of Melbourne.

**2016:** Enacting Change in Long-run Behavior and Attitudes, Berlin Social Science Center; ESA European Meeting, Norwegian School of Economics in Bergen; NYU Global Network Experimental Social Sciences Workshop, NYU Abu Dhabi.

**2015:** Workshop on Behavioral Political Economy, NYU Abu Dhabi; SED Conference on Economic Design, Istanbul Bilgi University.

**2010-2014:** 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

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

## TEACHING

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### **Courses Taught at University of Texas at Dallas:**

Advanced Topics in Capitalism (Spring 2021)

Business Economics for MBAs (Fall 2020)

Business Economics for MBAs (Fall 2019), 133 students, evaluation 4.8/5

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

## COMMITTEES

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2020: Faculty Hiring Committee, Managerial Economics, School of Management, UT Dallas

2017-2020: Committee for MS Energy Management, School of Management, UT Dallas

## MISCELLANEOUS

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**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, US permanent resident, married & one child