

# SIMON SIEGENTHALER

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## FIELDS

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**Experimental/Behavioral Economics, Industrial Organization**

Themes: Bargaining & Negotiations, Adverse Selection, Social Norms, Leadership

## ACADEMIC POSITIONS

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Assistant Professor, University of Texas at Dallas (JSOM) 8/2017 - present

Postdoctoral Associate, New York University Abu Dhabi 9/2014 - 8/2017

## RESEARCH VISITS

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Visiting Scholar, University of California, San Diego 6/2016 - 8/2016

Visiting Research Fellow, Brown University 1/2014 - 6/2014

## EDUCATION

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**Ph.D. in Economics, University of Bern** 10/2010 - 12/2014  
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** 1/2011 - 1/2012

**M.Sc. in Climate Sciences and Economics, University of Bern** 9/2008 - 9/2010

**B.A. in History and Economics, University of Bern** 9/2005 - 9/2008

## PUBLICATIONS

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**Referral Hiring and Wage Formation in a Market with Adverse Selection** (with Aurelie Dariel and Arno Riedl). *Games and Economic Behavior* 130 (2021): 109-130.

**Predicting Social Tipping and Norm Change in Controlled Experiments** (with James Andreoni and Nikos Nikiforakis). *Proceedings of the National Academy of Science* 118 (2021): e2014893118.

**Competition and Price Transparency in the Market for Lemons: Experimental Evidence** (with Olivier Bochet). *American Economic Journal: Microeconomics* 13 (2021): 113-140.

**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 AND WORK IN PROGRESS

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**Beyond Dividing the Pie: Multi-Issue Bargaining in the Laboratory** (with Olivier Bochet and Manshu Khanna). *Revise & Resubmit at Review of Economic Studies*

**Timing of Commitment in Coalitional Bargaining** (with Aaron Kamm). *Revise & Resubmit at Experimental Economics*

**Pathways to Prosocial Leadership: A Laboratory Experiment on the Effects of External Subsidies and the Relative Price of Giving** (with Blaine Robbins, Aaron Kamm, and Daniel Karell). *Reject & Resubmit*

**With Risk Comes Reward: Experimental Evidence on Leading-by-example and Inequality** (with Aurelie Dariel and Nikos Nikiforakis). *In Progress*

**Identifying Stable Sets in the Laboratory** (with Kyle Hyndman). *In Progress*

**Social Tipping and Diversity** (with James Andreoni and Nikos Nikiforakis). *In Progress*

**The Deadline Effect for Split-the-Difference Offers** (with Olivier Bochet and Manshu Khanna). *In Progress*

**Market Exchange and Diversity** (with Sheen Levine and Bart Wilson). *In Progress*

## CONFERENCE PRESENTATIONS & INVITED PRESENTATIONS

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**2022:** North-American ESA Meeting, Santa Barbara; Society for the Advancement of Behavioral Economics (SABE) Conference, Lake Tahoe; Bargaining: Experiments, Empirics, and Theory (BEET) Workshop, Heidelberg; Seminar at University of Cologne; Seminar at NYU Abu Dhabi.

**2021:** 13th Maastricht Behavioral and Experimental Economics Symposium (M-BEES); ESA Global Around-the-Clock Virtual Conference; Seminar at Newcastle University; Seminar at Virtual East Asia Experimental and Behavioral Economics Seminar Series.

**2020:** Annual Texas Experimental Association Symposium, Texas A&M University; ESA Global Around-the-Clock Virtual Conference.

**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.

**2015-2018:** 2015 Workshop on Behavioral Political Economy, NYU Abu Dhabi; 2015 SED Conference on Economic Design, Istanbul Bilgi University; Enacting Change in Long-run Behavior and Attitudes, Berlin Social Science Center 2016; 2016 ESA European Meeting, Norwegian School of Economics in Bergen; 2016 NYU Global Network Experimental Social Sciences Workshop, NYU Abu Dhabi; Invited seminars at University of Vienna, Jindal School of Management at UT Dallas, University of Ottawa, University of Gothenburg, University of Melbourne (all 2017); 2018 ESA North American Meeting, Antigua, Guatemala; 2018 AEA Meeting, Session "Like Everybody Else: Experimental Economics of Conformity, Image, and Identity," Philadelphia.

**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 SERVICE

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*American Economic Review: Insights, American Economic Journal: Microeconomics, B.E. Journal of Theoretical Economics, Bulletin of Economic Research, Econometrica, Economic Inquiry, Economic Journal, European Economic Review, Experimental Economics, Games, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, Journal of Economic Psychology, Journal of Economic Theory, Journal of Mathematical Economics, Journal of Public Economic Theory, Journal of the Economic Science Association, Leadership Quarterly, Management Science, Mathematical Social Sciences, Nature Human Behaviour, PLOS One, Production and Operations Management, RAND Journal of Economics, Review of Financial Studies, Social Choice and Welfare*

## TEACHING

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

Ideas and Challenges that Shape the World (Spring 2022), 40 students

Business Economics for MBAs (Fall 2021), 2 sections, 94 students

Ideas and Challenges that Shape the World (Spring 2021), 1 section, remote, 21 students, 5/5

Business Economics for MBAs (Fall 2020), 2 sections, remote, 70 students, 4.95/5

Business Economics for MBAs (Fall 2019), 3 sections, 133 students, 4.85/5

Business Economics for MBAs (Fall 2018), 3 sections, 125 students, 4.80/5

Business Economics (Fall 2017), 2 sections, 60 students, 4.80/5

### **Teaching Assistant at University of Bern & University of Zürich:**

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 & 2022: Faculty Hiring Committee, Managerial Economics, School of Management, UT Dallas

2017-2021: 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 & two children

## REFERENCES

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Prof. James Andreoni  
Department of Economics  
University of California, San Diego  
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La Jolla, California  
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Maastricht University  
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