

# SIMON SIEGENTHALER

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## FIELDS

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**Behavioral & Experimental Economics, Game Theory, Industrial Organization**

**Themes:** Bargaining and Markets, Adverse Selection, Coordination and 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 Beginning 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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**Better Later than Never? An Experiment on Bargaining Under Adverse Selection** (with Olivier Bochet). *International Economic Review* (*forthcoming*)

**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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**Information Transmission Through Bargaining: Experimental Evidence** (with Olivier Bochet). *Revise & Resubmit at American Economic Journal: Microeconomics*

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

**Hiring Through Referrals in Markets with Adverse Selection: Experimental Evidence** (with Aurelie Dariel and Arno Riedl). *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). *Available upon request*

**On the Nature of Externalities Impeding Efficient Contracting.** *Work in progress*

**Experiments on Multidimensional Bargaining** (with Olivier Bochet and Manshu Khanna). *Work in progress*

**Commitment and the Reconciliation of Coalitional Bargaining with Gamson's Law** (with Aaron Kamm). *Work in progress*

## CONFERENCES & INVITED PRESENTATIONS

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

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

**Enacting Change in Long-run Behavior and Attitudes,** WZB 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,** Tokyo

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

**AURÖ Workshop,** 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, Journal of the Economic Science Association, Mathematical Social Sciences, The Economic Journal, The Leadership Quarterly

## TEACHING

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**Business Economics (Fall 2017), University of Texas at Dallas**

**Assistant Instructor (University of Zürich):** Auction Theory (2014)

**Assistant Instructor (University of Bern):** Experimental Economics (2012, 2013), Economics of Nobel Prize Winners (2012, 2013, 2014), Intertemporal Allocation of Natural Resources (2013), Contracts and Incentives (2013)

## 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

## REFERENCES

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