

# SIMON SIEGENTHALER

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## FIELD

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**Experimental Economics, Managerial Economics**

Topics: Bargaining & Negotiations, Market Design, Social Norms, Leadership

## ACADEMIC POSITIONS

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Associate Professor, School of Management, University of Texas at Dallas	8/2024 - present
Research Economist, National Bureau of Economic Research (NBER)	8/2023 - present
Assistant Professor, School of Management, University of Texas at Dallas	8/2017 - 7/2024
Visiting Scholar, University of California, San Diego	6/2016 - 8/2016
Postdoctoral Associate, New York University Abu Dhabi	9/2014 - 8/2017
Visiting Research Fellow, Brown University	1/2014 - 6/2014

## EDUCATION

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Ph.D. in Economics, University of Bern Summa Cum Laude & Eduard-Adolf-Stein-Prize	10/2010 - 12/2014
Swiss Program for Doctoral Students in Economics, Gerzensee	1/2011 - 1/2012
M.Sc. in Climate Sciences, 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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9. **Predicting Norm Change Using Threshold Models** (with Moritz Janas and Nikos Nikiforakis). *Current Opinion in Psychology* 62 (2025): 101994.
8. **Beyond Dividing the Pie: Multi-Issue Bargaining in the Laboratory** (with Olivier Bochet and Manshu Khanna). *Review of Economic Studies* 91 (2024): 163–191.
7. **Commitment Timing in Coalitional Bargaining** (with Aaron Kamm). *Experimental Economics* 27 (2024): 130-154.
6. **Pathways to Prosocial Leadership: An Online Experiment on the Effects of External Subsidies and the Relative Price of Giving** (with Blaine Robbins, Daniel Karell, and Aaron Kamm). *European Sociological Review* (2023): jcad078.
5. **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.

4. **Competition and Price Transparency in the Market for Lemons: Experimental Evidence** (with Olivier Bochet). *American Economic Journal: Microeconomics* 13 (2021): 113-140.
3. **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.
2. **Better Later than Never? An Experiment on Bargaining Under Adverse Selection** (with Olivier Bochet). *International Economic Review* 59 (2018): 947-971.
1. **Meet the Lemons: An Experiment on how Cheap-Talk Overcomes Adverse Selection in Decentralized Markets.** *Games and Economic Behavior* 102 (2017): 147-161.

Other Publications:

**Reproducibility in Management Science** (Fišar, M., Greiner, B., Huber, C., Katok, E., Ozkes, A., and the Management Science Reproducibility Collaboration). Note: Member of the Management Science Reproducibility Collaboration. *Management Science* 70 (2024): 1343-1356.

**Social Tipping Points and Forecasting Norm Change** (with James Andreoni and Nikos Nikiforakis). *VoxEU* (2021).

## WORKING PAPERS AND WORK IN PROGRESS

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**Leader Risk Mitigates the Effects of Pay Inequality on Team Coordination: An Experiment** (with Aurelie Dariel and Nikos Nikiforakis). *Revise & Resubmit, The Leadership Quarterly*

**Eliciting Thresholds for Interdependent Behavior** (with Nikos Nikiforakis and Moritz Janas). *NBER Working Paper*

**Timely Negotiations** (with Olivier Bochet and Manshu Khanna). *SSRN Working Paper*

**The Tower of Babel Revisited: Trade and Language in Diverse Markets** (with Sheen Levine and Bart Wilson). *Working Paper*

**Measuring Social Tipping Potential in Climate Change Action** (with Nikos Nikiforakis and Moritz Janas). *In Progress*

**Social Tipping Points in Public Goods Provision** (with Sara Constantino). *In Progress*

**Non-Severe Adverse Selection and Second-Order Optimism** (with Olivier Bochet and Jack Adeney). *In Progress*

**Coalitional Negotiations with Multiple Streams** (with Kyle Hyndman and Mert Kimya). *In Progress*

## GRANTS & AWARDS

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**PI NSF Grant #2242443 Social Tipping Points and Norm Change in Large-scale Laboratory Experiments:** with James Andreoni and Nikos Nikiforakis; \$513,030; 2023-2026

**Eduard-Adolf-Stein-Prize:** \$2500; 2015

## CONFERENCE PRESENTATIONS & INVITED PRESENTATIONS

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**2023-present:** Seminar at University of Bologna (2025), 2025 Texas Experimental Association Symposium, Baylor University; Seminar at Florida State University (2024); Seminar at University of Verona (2024); Seminar at Middlebury College (2024); Social Norms: Emergence, Stability, Social Change Workshop, Ascona Monte Verita (2024); 2024 Bargaining: Experiments, Empirics, and Theory (BEET) Workshop, Maastricht; 2024 Bargaining, Markets, and Strategic Decision Making Workshop, New York University Abu Dhabi; 2023 Seminar at University of Cologne; 2023 ESA World Meeting, GATE University of Lyon Seminar at Florida State University.

**2019-2022:** 2022 Norms and Behavioral Change Workshop (NoBeC), University of Pennsylvania; 2022 Society for the Advancement of Behavioral Economics (SABE) Conference, Lake Tahoe; 2022 Bargaining: Experiments, Empirics, and Theory (BEET) Workshop, Heidelberg; Seminar at NYU Abu Dhabi (2022); Seminar at IMT Lucca (2022); 13th (2021) Maastricht Behavioral and Experimental Economics Symposium (M-BEES); 2021 ESA Global Around-the-Clock Virtual Conference; Seminar at Newcastle University (2021); Seminar at Virtual East Asia Experimental and Behavioral Economics Seminar Series (2021); 2020 Annual Texas Experimental Association Symposium, Texas A&M University; 2020 ESA Global Around-the-Clock Virtual Conference; 2019 Norms and Behavioral Change Workshop (NoBeC), University of Pennsylvania; 2019 Bargaining: Experiments, Empirics, and Theory (BEET) Workshop, BI-Norwegian Business School; 2019 Annual Texas Experimental Association Symposium, Baylor University.

**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.

## REVIEWER SERVICE

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Reviewer for *American Economic Review: Insights*, *American Economic Journal: Microeconomics*, *B.E. Journal of Theoretical Economics*, *Behavioral Sciences*, *Bulletin of Economic Research*, *Dialogues on Climate Change*, *Earth System Dynamics*, *Econometrica*, *Economic Inquiry*, *Economic Journal*, *European Economic Review*, *Experimental Economics*, *Games*, *Games and Economic Behavior*, *International Economic Review*, *International Journal of Game Theory*, *International Journal of Industrial Organization*, *Interactive Journal of Medical Research*, *Journal of Economic Behavior and Organization*, *Journal of Economic Psychology*, *Journal of Economic Theory*, *Journal of Mathematical Economics*, *Journal of Public Economic Theory*, *Journal of Political Economy* *Microeconomics*, *Journal of the Economic Science Association*, *Leadership Quarterly*, *Management Science*, *Mathematical Social Sciences*, *Nature Human Behaviour*, *Philosophical Transactions of the Royal Society B*, *PLOS One*, *Proceedings of the Na-*

*tional Science Academy Nexus, Production and Operations Management, RAND Journal of Economics, Review of Financial Studies, Social Choice and Welfare, Sustainability*

Grant reviewer for the *National Science Foundation's Economics Program* and the *Innovation Growth Lab Network*

## TEACHING

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### Course descriptions:

Advanced Research Methods: Experiments and Surveys—PhD class on the design, practical matters, and econometrics of laboratory experiments, online experiments, and surveys.

Ideas and Challenges that Shape the World—advanced undergraduate class on the benefits and risks arising in market societies, including technological progress, economic inequality, climate change, and economic policy.

Business Economics—graduate-level class on micro- and macroeconomics with a focus on business applications.

Auction Theory—graduate-level class on auction theory.

### Courses taught:

Advanced Research Methods (Spring 2025), Executive DBA, 10 students

Ideas and Challenges that Shape the World (Fall 2024), undergraduate, 2 sections, 100 students, 4.75/5

Ideas and Challenges that Shape the World (Fall 2023), undergraduate, 3 sections, 144 students, 4.85/5

Ideas and Challenges that Shape the World (Fall 2022), undergraduate, 3 sections, 120 students, 4.70/5

Ideas and Challenges that Shape the World (Spring 2022), undergraduate, 1 section, 40 students, 4.77/5

Business Economics (Fall 2021), 2 sections, MBA, 94 students, 4.86/5

Advanced Topics in Capitalism (Spring 2021), undergraduate (online), 1 section, 21 students, 5/5

Business Economics (Fall 2020), 2 sections, MBA (online), 70 students, 4.95/5

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

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

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

Auction Theory (2014)

Experimental Economics (2012, 2013), TA

Economics of Nobel Prize Winners (2012, 2013, 2014), TA

Intertemporal Allocation of Natural Resources (2013), TA

Contracts and Incentives (2013), TA

### Dissertation committees:

Amee'ra Fuller—Transformative Leadership Coaching Tools, ongoing

James Harbur—Experiments on Technology Adoption, ongoing

### Graduate student projects:

Shaista—Predicting Norm Change and Social Tipping Points

Asim Siddiqui—Developing an Effective Regulatory Framework for IT Mergers & Acquisitions

Kunal Arora—Cultural Differences in Negotiations

Megan Kling—Social Norms, Norm Change, and Abortion

Aditya Puri Goswami—Impact of Virtual Currencies (Cryptocurrencies) on Governments and Central Bank Monetary Policies

## COMMITTEES & OTHER SERVICES

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2022-present: Seminar Series Organizer, Center and Laboratory for Behavioral Operations and Economics, School of Management, UT Dallas

2020 & 2022-2025: Faculty Hiring Committee, Managerial Economics, School of Management, UT Dallas

2024-present: Committee for MS Energy Management (Chair), School of Management, UT Dallas

2023-present: Faculty Advisor *Small Business Owners*, School of Management, UT Dallas

2024-present: Mentor in the Faculty Success Program, School of Management, UT Dallas  
<https://provost.utdallas.edu/2025/03/17/thanks-to-mentors-new-faculty-dont-feel-out-of-place/>

2017-2024: Committee for MS Energy Management, School of Management, UT Dallas

2025-present: Teaching Evaluation Committee, School of Management, UT Dallas

## MISCELLANEOUS

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**Professional Affiliations:** American Economic Association, Economic Science Association, National Bureau of Economic Research, IGL Research Network

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

**Software:** Stata, Mathematica, Sophie, z-Tree, L<sup>A</sup>T<sub>E</sub>X, MATLAB (basic), Python (basic)

**Personal Details:** Swiss citizen, U.S. permanent resident, married, 3 children