

SIMON SIEGENTHALER

800 W Campbell Rd ◊ University of Texas at Dallas ◊ Richardson, TX 75080, USA
(972) 883-5871 ◊ simon.siegenthaler@utdallas.edu ◊ <https://ssiegenthaler.wixsite.com/research>

FIELD

Microeconomics, Experimental & Behavioral Economics

Topics: Bargaining & Negotiations, Social Norms, Market Design, Adverse Selection

ACADEMIC POSITIONS

Assistant Professor, University of Texas at Dallas (JSOM)	8/2017 - present
Visiting Scholar, University of California, San Diego	6/2016 - 8/2016
Visiting Research Fellow, Brown University	1/2014 - 6/2014
Postdoctoral Associate, New York University Abu Dhabi	9/2014 - 8/2017

EDUCATION

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

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

Commitment Timing in Coalitional Bargaining (with Aaron Kamm). *Experimental Economics* (Forthcoming).

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.

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.

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

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

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

Social Tipping and Norm Change in Representative Samples: Affirmative Action (with Nikos Nikiforakis and Moritz Janas). *In Progress*

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

Stable Sets in the Laboratory (with Kyle Hyndman and Mert Kimya). *In Progress*

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

Social Tipping and Overconsumption Among the Rich (with Nikos Nikiforakis and Moritz Janas). *In Progress*

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, dormant*

GRANTS & AWARDS

Co-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: CHF 2000; 2015

CONFERENCE PRESENTATIONS & INVITED PRESENTATIONS

2023: Seminar at University of Cologne; ESA World Meeting, GATE University of Lyon.

2022: Norms and Behavioral Change Workshop (NoBeC), University of Pennsylvania; Society for the Advancement of Behavioral Economics (SABE) Conference, Lake Tahoe; Bargaining: Experiments, Empirics, and Theory (BEET) Workshop, Heidelberg; Seminar at NYU Abu Dhabi; Seminar at IMT Lucca.

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

Reviewer for the *American Economic Review: Insights*, *American Economic Journal: Microeconomics*, *B.E. Journal of Theoretical Economics*, *Behavioral Sciences*, *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 Political Economy* *Microeconomics*, *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*, *Sustainability*

Reviewer for the *National Science Foundation’s Economics Program*

TEACHING

Development of the course Advanced Topics in Capitalism: Ideas and Challenges that Shape the World

Courses taught at the University of Texas at Dallas:

Advanced Topics in Capitalism (Fall 2023), 3 sections

Advanced Topics in Capitalism (Fall 2022), 3 sections, 120 students, 4.70/5

Advanced Topics in Capitalism (Spring 2022), 1 section, 40 students, 4.77/5

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

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

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

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 & OTHER SERVICES

2022-2023: Organizer of the Center and Laboratory for Behavioral Operations and Economics Seminar Series, School of Management, UT Dallas

2020 & 2022 & 2023: Faculty Hiring Committee, Managerial Economics, School of Management, UT Dallas

2017-2023: Committee for MS Energy Management, School of Management, UT Dallas

MISCELLANEOUS

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

Languages: English, German, French (basic)

Programming: Stata, R, Mathematica, MATLAB, z-Tree, L^AT_EX

Personal Details: Swiss citizen, US permanent resident, married & two children

REFERENCES

Prof. James Andreoni
Department of Economics
University of California, San Diego
9500 Gillman Drive
La Jolla, California
☎ +1 858 534 3832
✉ andreoni@ucsd.edu

Prof. Olivier Bochet
Social Science Division
New York University Abu Dhabi
Abu Dhabi, P.O. Box 129188
United Arab Emirates
☎ +971 2628 5470
✉ olivier.bochet@nyu.edu

Prof. Nikos Nikiforakis
Social Science Division
New York University Abu Dhabi
Abu Dhabi, P.O. Box 129188
United Arab Emirates
☎ +971 2628 5436
✉ nikos.nikiforakis@nyu.edu

Prof. Arno Riedl
Department of Economics
Maastricht University
P.O. Box 616
NL-6200 MD Maastricht
☎ +31 4338 84982
✉ a.riedl@maastrichtuniversity.nl