

# Curriculum Vitae

**Heiko Karle**

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## Address

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## Employment

Since 08/2019	Associate Professor, Frankfurt School of Finance & Management
09/2016 - 08/2019	Assistant Professor, Frankfurt School of Finance & Management
09/2012 - 08/2016	Post-Doctoral Position, ETH Zurich, Center for Law and Economics
09/2009 - 08/2012	Post-Doctoral Position, ECARES, Université Libre de Bruxelles (ULB)
09/2008 - 01/2009	Ph.D. Student (visiting), TSE, University of Toulouse
10/2005 - 08/2009	Ph.D. Student, Center for Doctoral Studies in Economics (CDSE), University of Mannheim

## Education

10/2005 - 08/2009	Ph.D. (Dr. rer. pol. oec.) in Economics, Center for Doctoral Studies in Economics (CDSE), University of Mannheim, Advisors: Konrad Stahl and Ernst-Ludwig von Thadden
08/2003 - 06/2004	Visiting Student, University of California, Berkeley (UCB)
04/2001 - 09/2005	Diploma (equiv. M.Sc.) in Economics, University of Mannheim (with distinction)

## Research Interest

Industrial Organization (Theory), Contract Theory, Behavioral Economic Theory, and  
Experimental Economics

## Publications

- Segmentation or Agglomeration: Platform Markets with Competing Sellers (with Martin Peitz and Markus Reisinger), *Journal of Political Economy*, 128(6), 2329-2374, (2020).
- Selling in Advance to Loss-Averse Buyers (with Marc Möller), *International Economic Review*, 61(1), 441-468, (2020).
- Incomplete Contracting, Renegotiation, and Loss Aversion (with Fabian Herweg and Daniel Müller), *Journal of Economic Behavior & Organization*, 145, 176-201, (2018).

- Advertising and Attachment: Exploiting Loss Aversion through Pre-Purchase Information (with Heiner Schumacher), *RAND Journal of Economics*, 48(4), 875-1135, (2017).
- De-Targeting: Advertising an Assortment of Products to Loss-Averse Consumers (with Martin Peitz), *European Economic Review*, 95, 103-124, (2017).
- Signaling Quality with Increased Incentives (with Heiner Schumacher and Christian Staat), *European Economic Review*, 85, 8-21, (2016).
- Loss Aversion and Consumption Choice: Theory and Experimental Evidence (with Georg Kirchsteiger and Martin Peitz), *American Economic Journal: Microeconomics*, 7(2), 101-120, (2015).
- Competition under Consumer Loss Aversion (with Martin Peitz), *RAND Journal of Economics*, 45(1), 1-31, (2014).

### **Other Publications**

- Geschäftsklima im deutschen Beteiligungskapitalmarkt. Entwicklung und Einflussfaktoren (with Volker Zimmermann), *Finanz Betrieb*, 06, (2005).

### **Working Papers**

- Consumer Search and the Uncertainty Effect (with Heiner Schumacher), May 2020
- Student Performance and Loss Aversion (with Dirk Engelmann and Martin Peitz), May 2020
- The Focusing Effect in Negotiations (with Andrea Canidio), April 2020

### **Work in Progress**

- Excessive Targeting (with Markus Reisinger)
- Selling Information: Newspaper Competition and Media Slant (with Johannes Dittrich and Heiner Schumacher)

### **Honors and Grants**

- Supportive Funding for the Organization of a Workshop on Behavioral Economics at Frankfurt School (together with Sebastian Ebert) (10.000€), Fritz Thyssen Foundation, April 2018
- Member of Committee for Industrial Economics of the German Economic Association (Verein für Socialpolitik) since March 2018
- Organization of a Workshop on Behavioral Industrial Organization at Bad Homburg (Germany) (together with Paul Heidhues and Martin Peitz), March 2015
- Several Travel Grants from the Econometric Society and the Swiss Academy of Humanities and Social Sciences since 2010
- Research Grant, "The Impact of Contextual Reference Dependence on Purchase Decisions: An Experimental Study" (9.775€), National Bank of Belgium (BNB), February 2010
- Doctoral Studies Fellowship, German Research Foundation (DFG), September 2005-August 2006

- Fellowship from German Academic Exchange Association (DAAD) and McKinsey & Co. for studies at the University of California, Berkeley, August 2003-June 2004

## Conferences and Seminars

**2020** *Scheduled:*, Annual Meeting of the Committee for Industrial Economics (DICE, Düsseldorf), IO Workshop (Siegen), HEC Lausanne (Research Seminar), CESifo Munich

MaCCI Conference (Mannheim), DICE-ZEW Winter School

**2019**

German Economists Abroad Christmas Meeting (Frankfurt School), University of Innsbruck (Research Seminar), Young Researcher Workshop CRC 224 Montabaur (Keynote Speech), University of Kiel (Research Seminar), Annual Meeting Verein für Socialpolitik (Leipzig), EARIE Conference (Barcelona), Econometric Society Africa Meeting (Rabat, Morocco), ICT Conference (Mannheim), IBEO Workshop (Alghero, Italy), Swiss IO Day (Bern), 4<sup>th</sup> Economics of Platforms Workshop (Bologna), Behavioral Contract Theory Workshop (Osaka), UNSW Sydney (Research Seminar), UT Sydney (Research Seminar), University of Melbourne (Research Seminar), Monash University (Research Seminar), Annual Meeting of the Committee for Industrial Economics (Bern)

**2018**

Workshop on Theoretical IO (Bergamo), University of Liverpool (Research Seminar), EARIE (Athens), Marburg University (Research Seminar), Annual Meeting of the Committee for Industrial Economics (Vienna), UC Louvain (Research Seminar)

**2017**

Workshop on Theoretical IO (Bergamo), Annual Meeting Verein für Socialpolitik (Vienna), EARIE Conference (Maastricht), IIPF Annual Conference (Tokyo), PET Conference (University of Paris II), Goethe University Frankfurt (Research Seminar), Workshop on Behavioral IO (University of Amsterdam), IIOC Annual Conference (Boston), Finance and Economics Workshop (Bacharach, Germany), RWTH Aachen University (Research Seminar)

**2016**

Center for Law and Economics, ETH Zurich (Internal Seminar), HeiKaMaX (Mannheim), Tilburg University (Research Seminar), NCBE (BI, Oslo), Media Workshop (UZH Zurich), EARIE Conference (Nova, Lisbon), EEA-ESEM Annual Conference (Geneva), Econometric Society Africa Meeting (Mpumalanga, South Africa), Swiss Theory Day (University of Zurich), University of Bayreuth (Research Seminar), Swiss IO Day (University of Bern), Frankfurt School of Finance & Management (Research Seminar), University of Zurich (Internal Micro Seminar), Université catholique de Louvain, UCL (Research Seminar)

**2015**

UECE Lisbon Meetings on Game Theory (Lisbon), DICE, Heinrich Heine University of Düsseldorf (Research Seminar), EARIE Conference (LMU Munich), World Congress of the Econometric Society (Montreal), ISNIE Conference, (Harvard Law School), NHH Bergen, (Research Seminar), Center for Law and Economics, ETH Zurich (Internal Seminar), Social Norms and Institutions (Ascona), Zurich-Basel

Workshop Micro Theory (University of Zurich), WZB, Berlin (SFB/Tr 15 Seminar), KU Leuven (Research Seminar), MPI for Collective Goods, Bonn (Research Seminar)

## **2014**

University of Bern (Research Seminar), UECE Lisbon Meetings on Game Theory (Lisbon), Center for Law and Economics, ETH Zurich (Internal Seminar), NCBEE (Aarhus), EARIE Conference (Milan), International Conference on Game Theory (Stony Brook), Workshop of Intellectual Property (Castle Ringberg), IIOC Annual Conference (Chicago), Royal Economic Society, Annual Meeting (Manchester), WHU, Vallendar (Research Seminar), LMU Munich (Micro Workshop), Zurich-Basel Workshop in Micro Theory (University of Zurich)

## **2013**

Christmas Meeting, German Economists Abroad (Konstanz), Center for Law and Economics, ETH Zurich (Internal Seminar), University of Zurich (Internal Micro Seminar), Workshop on Reference Dependent Preferences & Self-Control (Aarhus), Annual Meeting Verein für Socialpolitik (DICE, Heinrich Heine University of Düsseldorf), EARIE Conference (Evora), ESA World Meetings (University of Zurich), European Summer Symposium in Economic Theory (Study Center Gerzensee), University of Cologne (Research Seminar), Workshop of Intellectual Property (Castle Ringberg), University of Zurich (Internal Micro Seminar)

## **2012**

Center for Law and Economics, ETH Zurich (Internal Seminar), University of Zurich (Experimental and Behavioral Econ Seminar), Annual Meeting Verein für Socialpolitik, (University of Göttingen), EARIE Conference (Rome), ICT Conference (ZEW, Mannheim), DICE, Heinrich Heine University of Düsseldorf (Research Seminar), Université de Cergy-Pontoise, Paris (Research Seminar), University of Mannheim (Experimental Economics Seminar), CORE, UCL, Louvain-la-Neuve (Research Seminar)

## **2011**

Christmas Meeting, German Economists Abroad (ESMT, Berlin), Center for Law and Economics, ETH Zurich (Internal Seminar), University of Innsbruck (Research Seminar), MPI for Collective Goods, Bonn (Research Seminar), ASSET Annual Conference (Evora), ECARES, ULB, Brussels (Internal Seminar), University of Mannheim (SFB/Tr 15 Seminar), Workshop on Behavioral Economics (University of Mainz), EARIE, Annual Conference (Stockholm), Maastricht Behavioral and Experimental Economics Symposium (Maastricht University), CEPR Applied IO School (Tel Aviv University)

## **2010**

University of Edinburgh (Research Seminar), World Congress of the Econometric Society (Shanghai), European Summer Symposium in Economic Theory (Study Center Gerzensee), Conference to Honor of Jacques Thisse, (CORE, UCL, Louvain-la-Neuve), FUNDP, Namur (Research Seminar)

## **2009**

TSE, Toulouse (Brown Bag Seminar), EEA-ESEM Annual Conference (Barcelona), European Summer Symposium in Economic Theory (Study Center Gerzensee), ECORE Summer School (ECARES, ULB, Brussels), SFB/Tr 15 Spring Conference, (Berlin/Caputh), University of Mannheim (CDSE Seminar), SMYE Annual Conference (Istanbul), IIOC Annual Conference (Boston), ECARES, ULB, Brussels (Research Seminar), ENTER Jamboree (UCL, London)

## **Pre 2009**

SFB/Tr 15 Fall Conference (Munich), University of Mannheim (SFB/Tr 15 Seminar), EARIE Annual Conference (Toulouse), Workshop on Economics of Advertising and

Marketing (Bad Homburg), GESY Summer School, Contract Theory, with Patrick Bolton and Mathias Dewatripont (Bronnbach), University of Mannheim (CDSE Seminar)

## **Teaching**

### **Lectures**

- Advanced Microeconomics (Frankfurt School, PhD level), 2016, 2017, 2018, 2019
- Microeconomics 1 (Frankfurt School, Bachelor level), 2016, 2017, 2018, 2020
- Microeconomics 2 (Frankfurt School, Bachelor level), 2018
- Behavioral Economics, (University of Bern, Bachelor level), 2014
- Topics in Contract Theory, Lecture (partial replacement for Prof. Mathias Dewatripont), (ECARES, ULB, Ph.D. level) 2010, 2011, 2012
- Advanced Industrial Organization, Invited lecture for Prof. Estelle Cantillon and Prof. Patrick Legros, (ECARES, ULB, Ph.D. level) 2009

### **Classes (as T.A.)**

- Microeconomics 1 (University of Mannheim, Bachelor level) 2007, 2009
- Industrial Organization (University of Mannheim, Ph.D. and Master level) 2007
- Principles of Economics (University of Mannheim, Bachelor level) 2007
- Microeconomics 2 (University of Mannheim, Bachelor level) 2002

### **Refereeing**

- American Economic Journal: Microeconomics
- Economic Letters
- European Economic Review
- Games and Economic Behavior
- International Economic Review
- International Journal of Industrial Organization
- Journal of Economic Behavior & Organization
- Journal of Economics & Management Strategy
- Journal of Economic Psychology
- Journal of Economic Theory
- Journal of Industrial Economics
- Journal of Mathematical Economics
- Journal of Risk and Insurance
- Journal of the European Economic Association
- RAND Journal of Economics
- Review of Economics and Statistics
- Review of Economic Studies
- Scandinavian Journal of Economics