

## DANIEL HALBHEER

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### Personal Information

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Date of Birth: November 18, 1974  
Citizenship: Swiss

### Appointment

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07/2008 – Senior Research Associate, Department of Business Administration  
Chair of Prof. Dr. Ulrich Kaiser

### Fields of Concentration

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Applied Microeconomics, Industrial Organization, Quantitative Marketing

### Education

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12/2002 – 12/2006 Doctorate in Economics (summa cum laude), University of Zurich  
Advisor: Armin Schmutzler, Co-advisor: Ernst Fehr  
02/2003 – 02/2004 Graduate Studies in Microeconomics, Study Center Gerzensee  
Faculty: Profs. K. M. Schmidt, J.-C. Rochet, M. Dewatripont, J. H. Moore  
10/1997 – 11/2002 Licentiate in Economics (summa cum laude), University of Zurich  
Major: Econometrics

### Research Experience

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02/2010 – 01/2011 Postdoctoral Fellow, Department of Economics, University of Virginia  
Host: Simon P. Anderson  
09/2008 – 2009/08 Lecturer, Department of Economics, University of St. Gallen  
01/2007 – 06/2008 Senior Research Associate, Department of Economics  
Chair of Prof. A. Schmutzler, University of Zurich  
(20% employment from April 2007)

10/2001 – 12/2006	Research and Teaching Assistant, Department of Economics Chair of Prof. A. Schmutzler, University of Zurich
08/2002 – 02/2003	Teaching Assistant, Department of Economics Chair of Prof. H. Garbers, University of Zurich
02/2001 – 08/2001	Research Assistant, Research Institute for Empirical Economics and Economic Policy, Chair of Prof. F. Jaeger, University of St. Gallen

### Industry Experience

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04/2007 – 06/2008	Research Associate, Center for Economics and Econometrics, Secretariat of the Swiss Competition Commission, Berne (80% employment)
04/1995 – 10/2000	Zurich Insurance Company, Strategic Controlling (30% employment from October 1997)

### Publications

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#### *Articles in Refereed Journals*

1. Buehler, Stefan and Daniel Halbheer (forthcoming): Persuading Consumers with Social Attitudes. *Journal of Economic Behavior and Organization*.
2. Buehler, Stefan and Daniel Halbheer (2011): Selling When Brand Image Matters, *Journal of Theoretical and Institutional Economics* 167(1), 102-118.
3. Gärtner, Dennis and Daniel Halbheer (2009): Are There Waves in Merger Activity After All? *International Journal of Industrial Organization* 27(6), 708-718.
4. Halbheer, Daniel, Ernst Fehr, Lorenz Goette and Armin Schmutzler (2009): Self-Reinforcing Market Dominance, *Games and Economic Behavior* 67(2), 481-502.
5. Buehler, Stefan, Dennis Gärtner and Daniel Halbheer (2006): Deregulating Network Industries: Dealing with Price-Quality Tradeoffs, *Journal of Regulatory Economics* 30(1), 99-115.
6. Halbheer, Daniel, Sarah Niggli and Armin Schmutzler (2006): What Does it Take to Sell Environmental Policy? An Empirical Analysis of Referendum Data, *Environmental and Resource Economics* 33(4), 441-462.

#### *Contributions to Edited Volumes*

7. Buehler, Stefan and Daniel Halbheer (2010): Ökonomische Grundlagen und Grundbegriffe, in: Amstutz, Marc and Mani Reinert (Eds.), *Basler Kommentar zum Kartellgesetz*, Helbing Lichtenhahn, Basel, 3-58.

### *Articles in the Public Press*

8. Halbheer, Daniel (2009): Notwendigkeit der Revision der Zusammenschlusskontrolle, *Die Volkswirtschaft*, Nr. 4, 25-28.
9. Halbheer Daniel (2009): Vorschläge für eine zeitgemässe Fusionskontrolle, *Finanz und Wirtschaft*, Nr. 26, 22.
10. Halbheer, Daniel and Armin Schmutzler (2005): Welche Umweltpolitik lässt sich den Stimmbürgern verkaufen?, *OecNews* 105, 16.

### *Working Papers*

11. Daniel Halbheer, Florian Stahl, Oded Koenigsberg and Donald R. Lehmann (2012): Sampling Strategies for Information Goods. *Working Paper, Columbia Business School*. Available at <http://www.gsb.columbia.edu/whoswho/getpub.cfm?pub=4609>

### **Current Research Projects**

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12. Gärtner, Dennis and Daniel Halbheer: Labeling Products with Carbon Footprints.
13. Bertini, Marco, Daniel Halbheer, and Oded Koenigsberg: Price Wars and the Managers Who Start Them.
14. Halbheer, Daniel, Markus Lang and Christian Jaag: Designing Optimal Innovation Incentives.
15. Buehler, Stefan, Daniel Halbheer and Ulrich Kaiser: The Economics of Fare Evasion.
16. Halbheer, Daniel: Diversion Ratios.

### **Teaching**

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#### *Lectures*

The Economics of Strategy (Graduate Level, scheduled Fall 2012, Fall 2011)  
Topics in Industrial Organization (Graduate Level, Fall 2008, University of St. Gallen)

#### *Seminars*

Topics in Network Economics (Graduate Level, Winter 2006/7, with Stefan Buehler)  
Incentives and Innovation (Graduate Level, Summer 2006, with Michael Kosfeld)  
Topics in Competition Policy (Summer 2005, with Stefan Buehler)  
Mergers and Joint Ventures (Graduate Level, Winter 2004/5, with Stefan Buehler)  
Environment and Globalization (Graduate Level, Winter 2003/4, with Armin Schmutzler)

#### *Tutorials*

Economics of Innovation (Graduate Level, Spring 2012, 2011, 2009)  
Principles of Microeconomics (Undergraduate Level, Fall 2010, University of Virginia)  
Advanced Industrial Organization (Graduate Level, Fall 2007)

Advanced Microeconomics II (General Equilibrium Theory; Graduate Level, Summer 2006)

Advanced Microeconomics I (Game Theory; Graduate Level, Winter 2005/6)

Microeconomics II (Undergraduate Level, Winter 2005/6, University of St. Gallen)

Industrial Organization and Regulation (Graduate Level, Summer 2003)

Advanced Econometrics (Time Series Analysis; Graduate Level, Winter 2002/3)

Macroeconomics I (Undergraduate Level, Summer 2002, 2001)

### **Selected Presentations at Conferences, Seminars and Workshops**

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2012	INFORMS Marketing Science Conference (Boston, scheduled)
2011	INFORMS Marketing Science Conference (Houston)
2010	SEA (Atlanta)   IAEC (Charleston)   Bankard Workshop in Industrial Organization and Economic Theory (University of Virginia)   Discussion Group in Experimental Social Science (University of Virginia)
2009	GEABA (Otto Beisheim School of Management)   Workshop on Industrial Organization: Theory, Empirics and Experiments (University of Salento)   Workshop on Swiss Competition Law (University of Berne, invited speaker)   Research Seminar in Experimental Economics (University of Zurich)   ISU Brown Bag Seminar (University of Zurich)
2008	GEABA (University of Augsburg)   Swiss IO Day (University of Berne)   IEW/SOI Brown Bag Seminar (University of Zurich)
2006	Swiss IO Day (University of Berne)
2005	Swiss Society of Economics and Statistics (ETH Zurich)   SFB/TR 15 Summer School on Industrial Organization (Bronnbach)
2004	EC2 Conference: Econometrics of Industrial Organization (Marseille)   IEW/SOI Brown Bag Seminar (University of Zurich)

### **Grants**

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Swiss National Science Foundation Grant #PA00P1-129097 to visit the Department of Economics at the University of Virginia (Fellowship for Advanced Researchers, CHF 49'000).

### **Professional Service**

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#### *Refereeing*

Economic Inquiry | Economica | Information Economics and Policy | International Journal of the Economics of Business | Journal of Applied Social Science Studies | Journal of Evolutionary Economics

### *Other Activities*

Local co-organizer of the GEABA 2011 (University of Zurich, joint with Nicole Ehram and Ulrich Kaiser) | Referee for the 2<sup>nd</sup> Workshop on Industrial Organization: Theory, Empirics and Experiments (2011, University of Salento) | Local co-organizer of the 6<sup>th</sup> Workshop on Media Economics (2008, University of Zurich, joint with Ulrich Kaiser and Susan Mendez)

### **References**

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Available upon request

Zurich, April 24, 2012