

**DANIEL HALBHEER**

**Contact**

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**Personal**

Date of Birth:	November 18, 1974
Nationality:	Swiss

**Education**

2002 – 2006	Doctorate in Economics, University of Zurich (summa cum laude) Advisor: Armin Schmutzler, Co-advisor: Ernst Fehr
2003 – 2004	Graduate Studies in Microeconomics, Study Center Gerzensee Faculty: Profs. K. M. Schmidt, J.-C. Rochet, M. Dewatripont, J. H. Moore
1997 – 2002	Licentiate in Economics, University of Zurich (summa cum laude) Major: Econometrics
1995 – 1997	Education in Business Administration, Kaderschule Zürich

**Research Interests**

Microeconomic Theory and Applications, Industrial Organization, Business Strategy

**Academic Positions**

07/2008 –	Senior Research Associate, Department of Business Administration, Chair of Prof. U. Kaiser, University of Zurich
02/2010 – 02/2011	Postdoctoral Fellow, Department of Economics, University of Virginia Host: Simon P. Anderson
09/2008 – 2009/08	Associate Lecturer, University of St. Gallen
01/2007 – 06/2008	Senior Research Associate, Socioeconomic Institute, Chair of Prof. A. Schmutzler, University of Zurich (20% employment from April 2007)
10/2001 – 12/2006	Research and Teaching Assistant, Socioeconomic Institute, Chair of Prof. A. Schmutzler, University of Zurich

08/2002 – 02/2003	Teaching Assistant, Institute for Empirical Research in 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

### Non-Academic Positions

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

### Publications

#### *Articles in Refereed Journals*

1. Buehler, Stefan and Daniel Halbheer (2011): Selling When Brand Image Matters, *Journal of Theoretical and Institutional Economics* 167(1), 102-118.
2. Gärtner, Dennis and Daniel Halbheer (2009): Are There Waves in Merger Activity After All? *International Journal of Industrial Organization* 27(6), 708-718.
3. Halbheer, Daniel, Ernst Fehr, Lorenz Goette and Armin Schmutzler (2009): Self-Reinforcing Market Dominance, *Games and Economic Behavior* 67(2), 481-502.
4. Buehler, Stefan, Dennis Gärtner and Daniel Halbheer (2006): Deregulating Network Industries: Dealing with Price-Quality Tradeoffs, *Journal of Regulatory Economics* 30(1), 99-115.
5. 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*

6. 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*

7. Halbheer, Daniel (2009): Notwendigkeit der Revision der Zusammenschlusskontrolle, *Die Volkswirtschaft*, Nr. 4, 25-28.
8. Halbheer Daniel (2009): Vorschläge für eine zeitgemässe Fusionskontrolle, *Finanz und Wirtschaft*, Nr. 26, 22.

9. Halbheer, Daniel and Armin Schmutzler (2005): Welche Umweltpolitik lässt sich den Stimmbürgern verkaufen?, *OecNews* 105, 16.

#### *Working Papers*

10. Buehler, Stefan and Daniel Halbheer (2011): Persuading Consumers with Social Attitudes. *University of St. Gallen, Department of Economics Working Paper 2011-17*.
11. Stahl, Florian, Daniel Halbheer, Oded Koenigsberg and Donald R. Lehmann (2010): Sampling Information Goods: How Much Should Be Free? *Working Paper, Columbia Business School*.

#### *Work in Progress*

12. Daniel Halbheer, Ulrich Kaiser and Minjae Song: Horizontal Mergers in the Media Industry.
13. Daniel Halbheer: Diversion Ratios.
14. Daniel Halbheer: Submitting to Authority.

### **Teaching Experience**

#### *Lectures*

The Economics of Strategy (Graduate Level, Upcoming 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*

Principles of Microeconomics (Undergraduate Level, Fall 2010, University of Virginia)

Economics of Innovation (Graduate Level, Spring 2009, 2011)

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 2001, 2002)

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

- 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)

### **Research Visits**

Columbia Business School, New York, USA, February 12-21, 2010

Sponsors: Oded Koenigsberg and Donald R. Lehmann

### **Grants**

Swiss National Science Foundation Grant #PA00P1-129097 to visit the University of Virginia  
(Fellowship for Advanced Researchers)

### **Refereeing**

Economica | International Journal of the Economics of Business | Journal of Evolutionary Economics

### **Other Services for the Profession**

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

### **References**

Available upon request

Zurich, April 21, 2011