

DANIEL HALBHEER

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Personal Information

Date of Birth: November 18, 1974
Citizenship: Swiss

Appointment

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

Fields of Concentration

Applied Microeconomics, Industrial Organization, Managerial Economics

Education

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

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

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

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. Stahl, Florian, Daniel Halbheer, Oded Koenigsberg and Donald R. Lehmann (2011): Optimal Sampling of Paid Content. *Working Paper, Columbia Business School*.
11. Buehler, Stefan and Daniel Halbheer (2011): Persuading Consumers with Social Attitudes. *University of St. Gallen, Department of Economics Working Paper 2011-17*.
[Revise and resubmit at the Journal of Economic Behavior & Organization]
12. Stahl, Florian, Daniel Halbheer, Oded Koenigsberg and Donald R. Lehmann (2010): Sampling Information Goods: How Much Should Be Free? *Working Paper, Columbia Business School*.

Research Projects

13. Dennis Gärtner and Daniel Halbheer: Green Marketing.
14. Stefan Bühler, Daniel Halbheer and Ulrich Kaiser: The Economics of Fare Evasion.
15. Daniel Halbheer, Markus Lang and Christian Jaag: Timing of Innovation.
16. Daniel Halbheer: Submitting to Authority.
17. Daniel Halbheer: Diversion Ratios

Teaching

Lectures

The Economics of Strategy (Graduate Level, Fall 2011)

Topics in Industrial Organization (Graduate Level, Fall 2008, University of St. Gallen)

Seminars

IBW Brown Bag Seminar (PhD Research Seminar, scheduled Spring 2012, with Hannes Ullrich)

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, scheduled 2012)

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 Organi-
 zation: 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 (Uni-
 versity 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
Columbia Business School, New York, USA, June 13-21, 2011
 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, CHF 49'000)

Professional Service

Refereeing

Economica | International Journal of the Economics of Business | Journal of Applied Social Science Studies | Journal of Evolutionary Economics

Other Service

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

References

Available upon request

Zurich, October 26, 2011