

Jeanine Miklós-Thal

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CURRENT AFFILIATIONS AND EDITORIAL SERVICE

Associate Professor (with tenure) of Economics and Management and of Marketing,
University of Rochester Simon Business School, 2016 –

Research Fellow, *DIW Berlin*, 2016 –

Co-Editor, *International Journal of Industrial Organization*, Jan. 2017 –

Associate Editor, *Management Science*, 2016 –

Associate Editor, *European Economic Review*, 2012 –

PROFESSIONAL HISTORY

2009–2016 Assistant Professor of Economics and Management and of Marketing,
University of Rochester Simon Business School

2008–2009 Academic visitor, *MIT Sloan*

2007–2010 Research Associate, *ZEW Mannheim*

2007–2008 Assistant Professor (W1) of Economics, *University of Mannheim*

2006–2007 Max Weber Fellow, *European University Institute*

EDUCATION

University of Toulouse 1

2006 Ph.D. in Economics (with highest honors)

2002 Master in Economic Theory and Econometrics (ranked 1st/26)

University of Maastricht

2001 Master in Economics (with distinction)

HONORS AND AWARDS (POST-GRADUATION)

2017 INFORMS Society for Marketing Science Doctoral Consortium Faculty Fellow

2016 Simon Business School Teaching Honor Roll (MBA Game Theory for Managers)

2015 Invited speaker, European Association for Research in Industrial Economics (EARIE) annual meeting

2015 *International Journal of Industrial Organization* Excellence in Reviewing Award

2014 Simon Business School Teaching Honor Roll (MBA Advanced Pricing)

2012 Best paper prize, University of Zurich “Handeln und Institutionen Seminar” for “Career Prospects and Effort Incentives: Evidence from Professional Soccer” (with Hannes Ullrich)

2008 Prize of the Toulouse Chamber of Commerce for the best PhD thesis at the *University of Toulouse 1* in 2006/07

PUBLICATIONS AND FORTHCOMING PAPERS

“Private Contracting with Externalities: Divide and Conquer?” (with Greg Shaffer)
International Journal of Industrial Organization, EARIE Special Issue, forthcoming

“Naked Exclusion with Private Offers,” (with Greg Shaffer)
American Economic Journal: Microeconomics, Vol. 8(4), pp. 174-194, 2016.

“Career Prospects and Effort Incentives: Evidence from Professional Soccer” (with Hannes Ullrich)
Management Science, Vol. 62(6), pp. 1645-1667, 2016.

- To be reprinted in Waldman, Michael (edt.), *Learning in Labour Markets*, Edward Elgar Publishing, 2017.
- Selected media coverage: Handelsblatt, Wirtschaftswoche, Spiegel Online, Focus

“Belief Precision and Effort Incentives in Promotion Contests” (with Hannes Ullrich)
Economic Journal, Vol. 125 (589), pp. 1952-1963, 2015.

“The Value of Recommendations” (with Heiner Schumacher)
Games and Economic Behavior, Vol. 79, pp. 132-147, 2013.

“(De)marketing to Manage Consumer Quality Inferences” (with Juanjuan Zhang)
Journal of Marketing Research, Vol. 50(1), pp. 55-69, 2013.

“Colluding through Suppliers” (with Salvatore Piccolo)
RAND Journal of Economics, Vol. 43(3), pp. 492-513, 2012.

“Linking Reputations through Umbrella Branding”
Quantitative Marketing and Economics, Vol. 10(3), pp. 335-374, 2012.

“Buyer Power and Intrabrand Coordination” (with Patrick Rey & Thibaud Vergé)
Journal of the European Economic Association, Vol. 9(4), pp. 721-741, 2011.

“Optimal Collusion under Cost Asymmetry”
Economic Theory, Vol. 46(1), pp. 99-125, 2011.

“Vertical Relations” (with Patrick Rey and Thibaud Vergé)
International Journal of Industrial Organization, EARIE Special Issue, Vol. 28(4), pp. 345-349, 2010.

“Delivered Pricing and the Impact of Spatial Differentiation on Cartel Stability”
International Journal of Industrial Organization, Vol. 26(6), pp. 1365-1380, 2008.

SELECTED WORKING PAPERS AND WORK IN PROGRESS

“What are We Really Good at? Product Strategy with Uncertain Capabilities” (with Michael Raith & Matt Selove), *Marketing Science*, revise & resubmit

“Making Sense of Restrictions on Online Sales” (with Greg Shaffer)

“Resale Price Maintenance in the Age of Showrooming” (with Greg Shaffer)

TEACHING

University of Rochester Simon Business School

Game Theory for Managers (full-time and part-time MBA), 2016 –
Pricing Policies (full-time and part-time MBA, MS), 2011 –
Advanced Pricing (full-time and part-time MBA), 2010 –

University of Mannheim, Economics Department

Microeconomics B (Bachelor), 2007
Competition Policy (Master), 2007
Topics in Industrial Organization (PhD), 2008

University of Toulouse I, 2002-2005

Microeconomics A (PhD), TA for Helmuth Cremer
Microeconomics B (PhD), TA for Patrick Rey

INVITED SEMINARS AND CONFERENCE PRESENTATIONS

2016: Paris School of Economics; Télécom ParisTech; Maastricht University; Chapman University; European School of Management and Technology (ESMT); Norwegian School of Economics; ANR-DFG workshop "Competition and Bargaining in Vertical Chains," Toulouse (invited); Hal White Antitrust Conference, Washington DC (invited); Paris CREST Antitrust and Consumer Protection Workshop (invited); IIOC

2015: London School of Economics, Capabilities, Competition and Innovation Seminar; Indiana University, Kelley School of Business; DIW Berlin, Competition and Consumers Department; University of British Columbia, Sauder School of Business, Marketing Division; EARIE (invited session); Summer Institute in Competitive Strategy, Berkeley; UBC Summer Conference on Industrial Organization (invited); Mannheim Center for Competition and Innovation Summer Institute on Competition Policy (invited); IIOC (2 papers, 1 in sponsored session); Mannheim Center for Competition and Innovation Annual Conference; McGill International Marketing Workshop (invited discussant); World Congress of the Econometric Society

2014: University of Toronto, Rotman School of Management, Business Economics Seminar; University of Vienna; Indiana University-Purdue University Indianapolis; IIOC; Workshop Industrial Organization: Theory, Empirics and Experiments, Alberobello

2013: Mannheim Center for Competition and Innovation Summer Institute on Competition Policy (invited); IIOC

2012: Yale School of Management, Marketing Department; Queen's University, School of Business; Cornell University, Johnson Graduate School of Management; University of Zurich, Department of Business Administration; University of Frankfurt, Department of Management and Microeconomics; Mannheim Center for Competition and Innovation Summer Institute on Competition Policy (invited); Workshop on Market Power in Vertically Related Markets, Toulouse (invited); Workshop on Reputation in organizations and markets, Mannheim (invited); INRA-IDEI Conference: Industrial Organization and the Food Processing Industry, Toulouse; UTD Frank M. Bass FORMS conference

2011: CSEF-IGIER Symposium on Economics and Institutions, Capri; Workshop on Buyer Power and Vertical Relations, Nanjing University (invited); IIOC (2 papers);

Tournaments, Contests and Relative Performance Evaluation conference, NC State University; UTD Frank M. Bass FORMS conference (discussant)

2010: INFORMS Marketing Science Conference; IIOC

2009: Ecole Polytechnique of Paris; ESSEC Business School; University of Amsterdam, Economics Department; BCCRST Marketing Workshop, Simon Business School; Max Weber conference, European University Institute

2008: University of Rochester, Simon Business School; MIT marketing workshop; MIT organizational economics lunch; London School of Economics, STICERD seminar; Tilburg Law and Economics Center; Amsterdam Center for Law and Economics; Workshop on the Economics of Advertising and Marketing, Bad Homburg (invited); Workshop on the Economic Analysis of Trade Marks and Brands, Alicante (invited); EARIE; CEPR conference on Applied Industrial Organization, Paris (invited discussant); IDEI conference “Health Economics and the Pharmaceutical Industry,” Toulouse (discussant)

2007: London Business School; IESE Business School; University of Mannheim (2 seminars); Pompeu Fabra University, Economics Department; Bocconi IGIER; University of Warwick, Economics Department; Institute of Higher Studies, Vienna; ASSET; EEA

2006: University of Munich, Economics Department; Toulouse School of Economics, Gremaq lunch seminar; CREST-LEI, Paris; European University Institute, Economics Department; IDEI/Institute Veolia conference “Public Services and Management: Designs, Issues and Implications for Local Governance,” Toulouse (discussant)

2005: European Winter Meeting of the Econometric Society, Istanbul (invited); Centre for Competition Policy Ph.D. Students Workshop, University of East Anglia (invited); Econometric Society World Congress; IIOC; CEPR conference “Competition Policy for International Development” (discussant)

2004: NERA Economic Consulting; CEPR conference “Collusion and Cartels”; EARIE

PROFESSIONAL SERVICE

Scientific Committees

IIOC Rising Star Sessions, 2015 – 2016

EARIE, 2011 – 2016

ASSET, 2008

Referee for: *American Economic Journal: Microeconomics*; *American Economic Review*; *B.E. Journal of Economic Analysis & Policy*; *B.E. Journal of Theoretical Economics*; *Econometrica*; *Economics Bulletin*; *Economics Letters*; *Economic Journal*; *Economic Theory*; *European Economic Review*; *Games and Economic Behavior*; *International Economic Review*; *International Journal of Industrial Organization*; *International Journal of Game Theory*; *Journal of Commerce, Industry, and Trade*; *Journal of Economics*; *Journal of Economics and Management Strategy*; *Journal of Economic Theory*; *Journal of the European Economic Association*; *Journal of Industrial Economics*; *Journal of Law, Economics, and Organization*; *Journal of Marketing Research*; *Management Science*; *Marketing Science*; *Rand Journal of Economics*; *Review of Economic Studies*; *Review of Industrial Organization*; *Theory and Decision*; *Quantitative*

Marketing and Economics; Stanford University Press; Research Grants Council Hong Kong; National Science Foundation

SIMON BUSINESS SCHOOL SERVICE

2015 – Executive and Part-time Programs Committee
2010 – 2015 Academic Integrity Committee
2010 – 2016 Organizer of the Economics & Management seminar series

CORPORATE EXPERIENCE

2004 Summer analyst, NERA, San Francisco, CA
2003 Summer analyst, NERA, London, UK

LANGUAGE SKILLS

German (native), English (fluent), French (fluent), Italian (good)

PERSONAL INFORMATION

Married, with one daughter born in 2013
US permanent resident, citizen of Germany
