

J. Philipp Reiss

Curriculum Vitae

Personal information

Prof. Dr. J. Philipp Reiss
Karlsruhe Institute of Technology
Institute of Economic Theory & Statistics
Chair in Industrial Organization
Karlsruhe, Germany

philipp.reiss@kit.edu
Status: 09 November 2012

Married, family with three children: Antonia (2001), Helena (2007), Katharina (2009)

Positions

09/2012 – Full Professor (W3), Chair in *Industrial Organization*,
Karlsruhe Institute of Technology (KIT).

09/2006 – 08/2012 Assistant Professor ‘Microeconomics’ (tenure-track; tenured in 10/2011),
Maastricht University, The Netherlands.

01/2008 – 08/2012 Deputy Director of *Behavioral and Experimental Economics Laboratory* (BEElab),
Maastricht University.

04/2006 – 08/2006 Assistant Professor (Juniorprofessor W1) ‘Theoretical and Experimental
Microeconomics’, University of Magdeburg.

04/1999 – 03/2006 Research associate (Wiss. Mitarbeiter, BATIIa) of Prof. Dr. Dr. h.c. Gerhard
Schwödiauer, Chair in Economic Theory, University of Magdeburg.

Awards and External Funding

2008 – 2012 *METEOR* Fellow (*Maastricht Research School in Economics, Technology and Organisation*)

2008 – 2012 Various grants of the *Universiteitsfonds Limburg/swol*, NWO, *METEOR* to help fund the
Maastricht Behavioral and Experimental Economics Symposium (jointly with Arno Riedl).

2007 *Van der Laan* research grant for project “Are non-monotonic contracts superior to
standard debt contracts? – An Experimental approach”
METEOR Small Scale Research Grant

2006 Biannual Heinz-Sauermann-Prize of the *Gesellschaft für Experimentelle
Wirtschaftsforschung* (German Society for Experimental Economics) for best Ph.D. thesis in
2004 and 2005.

2005 Prize of the Faculty of Economics and Management/University of Magdeburg
for best Ph.D. thesis

1999 Best graduate in the Faculty of Economics and Management/University of Magdeburg

1996/97 German Academic Exchange Fellowship (DAAD)

Refereed Publications

- 2012 Measuring the distribution of spitefulness, *PLoS ONE*, 7(8), e41812, (joint with: Erik O. Kimbrough).
- 2011 Out-of-equilibrium bids in auctions - Wrong expectations or wrong bids?, *Economic Journal*, 121(557), 1361-1397, (joint with: Oliver Kirchkamp).
- 2010 First-price equilibrium and revenue equivalence in a sequential procurement auction model, *Economic Theory*, 43(1), 99-141, (joint with: Jens Robert Schöndube).
- 2009 Outside options: Another reason to choose the first-price auction, *European Economic Review*, 53(2), (joint with: Oliver Kirchkamp and Eva Poen).
- 2007 Entry decisions and bidding behavior in sequential first-price procurement auctions: An experimental study, *Games and Economic Behavior* 58(1)(joint with: Jeannette Brosig).
- 2006 The size and performance of public sector activities in Europe: an overview, *Acta Oeconomica* 56 (4) (with: Heinz Handler, Bertrand Koebel, Margit Schratzenstaller)
- 2005 Entrepreneurs, moral hazard, and endogenous growth, *Journal of Macroeconomics* 27, 69-86 (joint with: Lutz Weinert)
- 2004 First-price bidding and entry behavior in a sequential procurement auction model, in: Ahr/Fahrion/Roland/Reinelt (Hrsgb.), *Operations research proceedings 2003*, 459-466, Berlin et al.: Springer (joint with: Jens Robert Schöndube)

Working Papers

1. A pure variation of risk in private-value auctions, (joint with: Oliver Kirchkamp and Karim Sadrieh).
2. Could we overcome the Winner's Curse by (behavioral) auction design? (joint with: Dan Levin)
3. (Strategic) Uncertainty and the Explanatory Power of Nash Equilibrium: An Example using Tullock Contests (joint with: Aidas Masiliunas and Friederike Mengel).
4. Incentive effects of funding contracts: An experiment, (joint with: Irenaeus Wolff).
5. Vacuous information affects bargaining, (joint with: Christian Korth),
6. Funding entrepreneurs: An experimental approach, (joint with: Irenaeus Wolff).
7. Auctioning small-ticket items competitively: A natural field experiment
8. Optimal auctions with outside competition.
9. On the convergence speed in growth models.

Other ongoing research projects

10. Auctions and posted-prices selling with a common value, (joint with: Dan Levin).

11. Opportunity cost drives overbidding posted prices in auctions,
(joint with: Erik Kimbrough).
12. Eliminating risk in experimental games,
(joint with: Claudia Niemeyer and Karim Sadrieh).
13. Bargain-prices and the law of one price in auctions with outside competition,
(joint with: Lavinia Gotovan).

Education

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| 09/2005 | Ph.D. in Economics, University of Magdeburg (summa cum laude)
Committee: Horst Gischer, Werner Güth, Karim Sadrieh, Gerhard Schwödiauer,
Ludwig von Auer, and Joachim Weimann. |
| 07/2004 | <i>Zeuthen Lectures</i> on "Auctions, Resource Allocation and Efficiency" by
Eric Maskin (Princeton), University of Copenhagen. |
| 07/2003 | <i>Mannheim Empirical Research Summer School (MERSS)</i> on Experimental Economics and
Econometrics, University of Mannheim. |
| 09/2000 | Summer School "The Sources of European Growth" of the <i>European Economic
Association</i> , Universidad Autónoma Barcelona. |
| 09/1998 | Diploma in Economics, University of Magdeburg,
Grade of diploma thesis: 1.0 (title: On the convergence speed in growth models). |
| 07-08/1997 | Summer class at the London School of Economics, Advanced Econometrics, grade: A. |
| 1996-1997 | Graduate Student at the Economics Department of the Louisiana State University,
Baton Rouge, USA. |

Invited talks

1. Northwestern University, Kellogg School, Evanston, USA, Conference on Security Market Auctions and IPO's, host: Rakesh Vohra, 11/2012.
2. Bilkent University, Ankara, Turkey, Workshop on Networks and Institutions, host: Emin Karagozoglu, 07/2012.
3. Ohio State University, Columbus, USA, Economic Theory Seminar, host: Dan Levin, 07/2011.
4. University of Düsseldorf, DICE, Economics research seminar, host: Hans-Theo Normann, 06/2011.
5. University of Munich, *Micro seminar series*, host: Martin Kocher, 05/2011.
6. University of Bayreuth, *Economics research colloquium*, host: Stefan Napel, 10/2010.
7. Tinbergen Institute, University of Amsterdam, *Seminar Series on Institution and Decision Analysis*, host: CREED (Theo Offerman and Sander Onderstal), 04/2009.
8. University of Duisburg-Essen, *Economics research colloquium*, host: Jeannette Brosig, 01/2009.
9. University of Erfurt, *Economics research colloquium*, host: Bettina Rockenbach, 07/2007.
10. University of Cologne, *Economics research colloquium*, host: Axel Ockenfels, 04/2007.
11. Max Planck Institute Jena, *ESI Workshop*, host: Werner Güth, 03/2007.
12. METEOR colloquium, Maastricht University, host: Jean-Jacques Herings, 05/2006.

13. Max Planck Institute Jena, host: Werner Güth, 11/2005.
14. University of Bochum, host: Justus Haucap, 06/2005.
15. Institute of Economic Theory I, HU Berlin, host: Elmar Wolfstetter, 01/2005.
16. Research colloquium at Consip, Rome, hosts: Gustavo Piga and Giancarlo Spagnolo, 10/2004.
17. University of Dresden, host: Alexander Karmann, 09/2003.
18. University of Fribourg, host: Robert F. Göx, 09/2002.
19. Louisiana State University, Baton Rouge, USA, host: Theodore Palivos, 03/2001.

Conference presentations

1. European Meeting of the *Economics Science Association* (ESA), U Cologne, 09/2012.
2. 4th World Congress of the *Game Theory Society*, Bilgi University, Istanbul, 07/2012.
3. International Meetings of the *Economics Science Association* (ESA), NYU, 06/2012.
4. 8th *C&R Meeting: Behavioral Competition and Regulation*, University of Amsterdam, 04/2012.
5. International Meetings of the *Economics Science Association* (ESA), U Chicago, 07/2011.
6. Annual Congress of the *Royal Economic Society*, Royal Holloway University, London, 04/2011
7. Annual Congress of the *Society of Experimental Research* (GfEW), Luxembourg, 09/2010.
8. Econometric Society World Congress 2010, Shanghai, 08/2010.
9. Annual Congress of the *Verein für Socialpolitik*, University of Magdeburg, 09/2009.
10. *EEA-ESEM 2009*, European Meeting of the *Econometric Society*, Barcelona, 08/2009.
11. Annual Congress of the *Verein für Socialpolitik*, University of Graz, 09/2008.
12. European Meeting of the *Economics Science Association* (ESA), Lyon, 09/2008.
13. 3rd World Congress of the *Game Theory Society*, Northwestern University, 07/2008.
14. International Meetings of the *Economic Science Association* (ESA), Caltech, Pasadena, 06/2008,
15. Annual Congress of the *Verein für Socialpolitik*, University of Munich (LMU), 10/2007.
16. International Meetings of the *Economic Science Association* (ESA), Rome, 07/2007.
17. Annual Congress of the *Society of Experimental Research* (GfEW), Goslar, 06/2007.
18. European Meeting of the *Economic Science Association* (ESA), Nottingham, 09/2006.
19. International Meetings of the *Economic Science Association* (ESA), Atlanta, 06/2006.
20. Annual Congress of the *Verein für Socialpolitik*, University of Bonn, 09/2005, (2).
21. International Meetings of the *Economic Science Association* (ESA), Montreal, 06/2005, (2).
22. Annual Congress of the *Society of Experimental Research* (GfEW), University of Cologne, 05/2005, (2).
23. *Zeuthen Workshop 'Auctions, Resource Allocation and Efficiency'* (with: Eric Maskin and Dan Levin), University of Copenhagen, 11/2004.
24. Annual Congress of the *European Economic Association/ESEM 2004*, Univ. Carlos III, Madrid, 08/2004.
25. 2nd World Congress of the *Game Theory Society*, Greqam, Marseille, 07/2004, (2).
26. International Meetings of the *Economic Science Association*, University of Amsterdam, 06/2004.
27. Annual Congress of the *Royal Economic Society*, University of Swansea, 04/2004.
28. 4th Symposium on the economic analysis of the firm, *German Economic Association of Business Administration* (GEABA), University of Frankfurt/M., 09/2003.
29. Annual Congress of the *Gesellschaft für Operations Research*, University of Heidelberg, 09/2003.
30. *Mannheim Empirical Research Summer School*, University of Mannheim, 07/2003.
31. 7th Spring Meeting of *Young Economists*, University of Leuven, 04/2003.
32. Annual Congress of the *Royal Economic Society*, University of Durham, 04/2001.
33. Annual Congress of the *European Economic Association*, Free University of Bozen, 08/2000.
34. 3rd Spring Meeting of *Young Economists*, University of Amsterdam, 04/1999.

Referee for

B.E. Journals in Theoretical Economics, European Economic Review, Experimental Economics, Games and Economic Behavior, Journal of Economic Behavior and Organization, Journal of Economics, Journal of Institutional and Theoretical Economics, Journal of Macroeconomics, Management Science, Metroeconomica, Theory and Decision, McGraw-Hill Publishing.

Teaching

- Lectures, KIT:
 - Game Theory I, Summer 2012, number of students: 120
 - Economics I, Winter 12/13, number of students: 800
- Coordinator of Research-Based-Learning (Marble) on Strategic Interaction, (with: Rene Saran), Maastricht University, 3rd year Bachelor students, Top 20%.
- Lectures, Course Coordinatorships, Maastricht University
 - *EBC1009 Economics and Business*: 4h/week, 1st year, Bachelor/International Business, Winter 2006/07, 2007/08, 2008/09, 2009/10, 2010/11, 2011/12, number of students: 550
 - *Internet Economics*: 4h/week, compulsory course, M.Sc. Infonomics in: Winter 2008/09, Summer 2008/09
 - *SSC1027 Principles of Economics*: 4h/week, 1st year Bachelor/UCM in: Winter and Summer 2011/12
 - *SSC1002 Economics and Business*: 4h/week, 1st year Bachelor/UCM in: Winter and Summer 2006/07, 2007/08, 2008/09, 2009/2010, 2010/11
- Lecture in the German Language Program, University of Magdeburg
 - Intermed. Microeconomics: 4h/week, 2nd year, Bachelor/Economics + Management, in: Summer 2006 (number of students: ca. 740)
- Lectures in the English Language Programs, University of Magdeburg
 - Mathematical Economics: 4h/week, 1st year Master/Economics and Finance, in: Winter 2005/06
 - Principles of Microeconomics: 4h/week, 1st year Bachelor/Economics, Management, in: Winter 2001/02, Winter 2002/03, Winter 2003/04, Winter 2004/05

Other Professional Activities

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| 2008 –2012 | Coordinator of METEOR Seminar Series in Economic Theory and Behavioral and Experimental Economics (jointly with: Hans Peters). |
| 2008 - 2012 | Co-organizer and co-chair of program committee of 1 st , 2 nd , 3 rd , 4 th and 5 th (annual) <i>Maastricht Behavioral and Experimental Economics Symposium</i> (jointly with: Arno Riedl). |
| 2007 - 2012 | Academic Advisor, University College Maastricht. |
| 04-08/20006 | Advising member, Council of the Faculty of Economics & Management (Fakultätsrat), University of Magdeburg. |
| 2001-2006 | Coordinator of the PhD student seminar series, University of Magdeburg. |
| 1999-2002 | Elected member, Council of Scientific Assistants of the University of Magdeburg. |

- 02-10/2001 Leading project manager of the German Economic Association (*Verein für Socialpolitik*) Annual Congress 2001 at the University of Magdeburg (25.-28. September)
- 650 participants, 230 talks
 - my interest in auctions stems from my design of a sequential auction procedure that I used to efficiently allocate presentation displays to all exhibitors such as, e.g., Springer, Blackwell, DIW, ZEW, ifo: revenue increased by 180%.
 - Since that time Springer is lobbying against the use of an auction mechanism.
- 1999 Co-organized the Symposium on Operations Research, Annual Conference of the GOR, Magdeburg.

Memberships

American Economic Association, Econometric Society, Economic Science Association, Game Theory Society, Gesellschaft für Experimentelle Wirtschaftsforschung, Royal Economic Society, Verein für Socialpolitik.