

PROF. DR. GERD MUEHLHEUSSER

CONTACT DETAILS

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ACADEMIC POSITIONS

since 2011	Full Professor (W3, with tenure), Department of Economics, University of Hamburg (Germany)
2008 - 2011	Associate Professor (W2, with tenure), University of Bielefeld (Germany)
2003 - 2008	Assistant Professor, University of Bern (Switzerland)

EDUCATION

2002	Dr. rer. pol., University of Bonn (Germany) Dissertation: "Regulation of Damage Clauses in Labor Contracts with an Application to Transfer Systems in European Professional Sports" (Supervisors: Prof. Dr. Urs Schweizer and Prof. Dr. Georg Nöldeke)
1999 - 2000	London School of Economics (UK), European Doctoral Programme in Quantitative Economics. Advanced Year
1998 - 1999	University of Bonn, European Doctoral Programme in Quantitative Economics. Preliminary Year
1998	Diplom-Volkswirt, University of Frankfurt (Germany)

LONGER RESEARCH VISITS

2017	University of Adelaide (Australia), School of Economics (2 months)
2005 - 2006	Northwestern University, Evanston (USA) Kellogg School of Management, Department of Management & Strategy (12 months)
2002 - 2003	European University Institute, Florence (Italy) Department of Economics (Jean Monnet Fellow, 9 months)

FURTHER ACADEMIC AFFILIATIONS AND ACTIVITIES

since 2012	Journal of Institutional and Theoretical Economics (JITE), Managing Editor
since 2014	University of Adelaide (Australia), School of Economics, Visiting Research Fellow
since 2009	CESifo, Research Fellow
since 2003	Institute for the Study of Labor (IZA), Research Fellow
2009-2015	University of Bielefeld, Institute for Mathematical Economics (IMW), Affiliated Professor

FIELDS OF RESEARCH

Applied Microeconomics: Economics of Contracts, Industrial Organization, Personnel and Organizational Economics, Law & Economics, Behavioral Economics, Economics of Sports, and Environmental Economics.

CURRENT WORKING PAPERS

- (3) [Smart Products: Liability, Timing of Market Introduction, and Investments in Product Safety](#) (with Herbert Dawid)
 - (2) [Optimal Law Enforcement with Sophisticated and Naïve Offenders](#) (with B. Buechel and E. Feess), previous version circulated as CESifo Working Paper No. 7106. Submitted at: Journal of Economic Behavior & Organization. Status: Revise & Resubmit
 - (1) Whistle-blower protection: Theory and experimental evidence (with L. Mechtenberg and A. Roider). CEPR Discussion Paper No. 11898, CESifo Working Paper No. 6394, IZA Discussion Paper No. 10607.
(Media Coverage: VoxEU, Institutional Money)
Submitted at: European Economic Review. Status: Revise & Resubmit
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PUBLICATIONS IN PEER-REVIEWED JOURNALS

- (26) The contribution of managers to organizational success: Evidence from German soccer (with S. Schneemann, D. Sliwka, and N. Wallmeier). Journal of Sports Economics, 19(6), 786-819, 2018
(Media Coverage: Der Spiegel, The Guardian, The Telegraph)
- (25) Cost of completion versus diminution of value damages for deliberate breach: An economic analysis: Comment. Journal of Institutional and Theoretical Economics (JITE), 173(1), 18-21, 2017.
- (24) Black sheep or scapegoats? Implementable monitoring policies with unobservable levels of misbehavior (with B. Buechel). The Journal of Legal Studies, 45(2), 331-366, 2016.
- (23) The impact of managerial change on performance. The role of team heterogeneity (with S. Schneemann, and D. Sliwka). Economic Inquiry, 54(2), 1128-1149, 2016.
(Media Coverage: Der Spiegel)
- (22) Repeated Selection with Heterogenous Individuals and Relative Age Effects (with H. Dawid). Journal of Economic Behavior & Organization, 116, 387-406, 2015,
- (21) Gender differences in honesty: Groups versus individuals (with G. A. Roider, and N. Wallmeier). Economics Letters, 128(March), 25-29, 2015.
(Media Coverage: Sueddeutsche Zeitung, Bayrischer Rundfunk (Radio), Frankfurter Rundschau, VoxEU)
- (20) Contracts as rent seeking devices: Evidence from German soccer (with E. Feess and M. Gerfin). Economic Inquiry, 53(1), 714-730, 2015.
- (19) Optimal incentive contracts for knowledge workers (with F. Englmaier, and A. Roider). European Economic Review, 67(April), 82-106, 2014.
- (18) The state's enforcement monopoly and the private protection of property: Comment. Journal of Institutional and Theoretical Economics (JITE), 170(1), 24-26, 2014.
- (17) Discretion, productivity, and work satisfaction: Comment. Journal of Institutional and Theoretical Economics (JITE), 169(1), 26-28, 2013.
- (16) Sequential location games (with S. Loertscher). RAND Journal of Economics, 42(4), 639-663, 2011.

- (15) Screening in courts: On the joint use of negligence and causation standards (with E. Feess and A. Wohlschlegel). *Journal of Law, Economics, & Organization*, 27(2), 350–375, 2011.
- (14) Environmental liability under uncertain causation (with E. Feess and A. Wohlschlegel). *European Journal of Law and Economics*, 28(2), 133–148, 2009.
- (13) How often should you open the door? Optimal monitoring to screen heterogeneous agents (with A. Ichino). *Journal of Economic Behavior & Organization*, 67, 820–831, 2008.
- (12) Black sheep and walls of silence (with A. Roider). *Journal of Economic Behavior & Organization*, 65, 387–408, 2008.
- (11) Global and local players in a model of spatial competition (with S. Loertscher). *Economics Letters*, 98(1), 100–106, 2008.
- (10) The inquisitorial and the adversarial procedure in a criminal court setting: Comment. *Journal of Institutional and Theoretical Economics (JITE)*, 165(1), 44–46, 2008.
- (9) Unfair contests (with E. Feess and M. Walzl). *Journal of Economics*, 93(3), 267–291, 2008.
- (8) Regulating damage clauses in (labor) contracts. *Journal of Institutional and Theoretical Economics (JITE)*, 163(4), 531–551, 2007
- (7) Transfer fee regulations in European football (with E. Feess). *European Economic Review*, 47(4), 645–668, 2003.
- (6) The impact of transfer fees on professional sports: an analysis of the new transfer system for European football (with E. Feess). *Scandinavian Journal of Economics*, 105(1), 139–154, 2003.
- (5) Economic consequences of transfer fee regulations in European football (with E. Feess). *European Journal of Law and Economics*, 13(3), 221–37, 2002.
- (4) Auswirkungen des neuen Transfersystems auf den Europäischen Fussball: Eine mikroökonomische Analyse (with E. Feess). *Zeitschrift für Betriebswirtschaft*, EH 4/02, 143–162, 2002
- (3) Strategic environmental policy, clean technologies and the learning curve (with E. Feess). *Environmental and Resource Economics*, 23(2), 149–166, 2002
- (2) Settling multidefendant lawsuits under asymmetric information (with E. Feess). *International Review of Law and Economics*, 20(2), 295–313, 2002
- (1) Strategic environmental policy, international trade and the learning curve: The significance of the environmental industry (with E. Feess). *Review of Economics*, 50(2), 178–194, 1999

NON-REFEREED PUBLICATIONS

Evidence-Based Management: A Symposium (Editorial) (with G. Friebe, F. Englmaier, and A. Roider). *Journal of Institutional and Theoretical Economics (JITE)*, 172(2), 305–311

Implications from the theory of contests for modelling and designing sports competitions. In V. Andreff and S. Szymanski, editors, *The Edward Elgar Companion to the Economics of Sports*. Edward Elgar

Cassis-de-Dijon für die Schweiz? (with K. Neusser), *Berner Zeitung*, 21.6.2005.

WORK IN PROGRESS

Voting on Unethical Decisions (with E. Feess and F. Kerzenmacher)

The Effect on Overconfidence and Attractiveness on Bargaining Outcomes: Evidence from a TV Show (with L. Gerhards and L. Goerges)

The Intertemporal Value of the Right of Redemption (with R. Bayer and F. Weber)

Product Line Competition (with S. Loertscher)

PRESENTATIONS

Invited Seminars (Selection): Taiwan National University (NTU, Taipeh), EUI Florence, Graz, Ulm, Bonn, Tel Aviv, Paris X Nanterre, Paderborn, Adelaide, Melbourne, Fribourg, Bath, Seoul National University, Humboldt U Berlin, Frankfurt, Bern, Groningen, Konstanz, Hamburg, Duisburg-Essen, Marburg, Tübingen, WHU Vallendar, Heidelberg, RWTH Aachen, Innsbruck, Bielefeld, Mannheim, LMU Munich, Passau, Nürnberg, Bonn, Northwestern (Kellogg School of Management), Bayreuth, Basel, Essex, Zurich, WZB Berlin, UC Irvine, USC, Indiana (Kelley School of Business), UC Irvine,

Conferences (Selection): Econometric Society Meetings (Lausanne 2001, Los Angeles 2002, Minneapolis 2006, Evanston 2003, Providence 2004), Verein für Socialpolitik (German Economic Association, Annual Meetings Magdeburg 2001, Zurich 2003, Munich 2007, Düsseldorf 2013. Industrial Economics Group Meetings: Berlin 2008, Bonn 2009, Vienna 2011 Munich 2012, Würzburg 2013, Hamburg 2014), German Economic Association of Business Administration (GEABA) (Bielefeld 2006, Tübingen 2007, Zurich 2011), American Law & Economics Association (Berkeley 2006, Chicago 2014, New York 2015, Boston 2018), International Association of Sports Economists (New York 2002), International IO Conference (Boston 2006), Workshop “Frontiers in the Economic Analysis of Contract Law” (Bonn 2009)

REFEREEING

American Economic Review, Quarterly Journal of Economics, European Economic Review, Games and Economic Behavior, RAND Journal of Economics, Journal of Labor Economics, International Economic Review, Economic Theory, Journal of Economic Behavior and Organization, Journal of Economics and Management Strategy, Journal of Industrial Economics, Labour Economics, German Economic Review, Journal of Economic Psychology, Southern Economic Journal, Journal of Economics, European Journal of Law and Economics, Economic Inquiry.

TEACHING EXPERIENCE

Undergraduate Level:

“Microeconomics” (1st and 2nd year, Lectures)
“Industrial Organization” (Lecture)
“Law & Economics” (Lecture)
“Behavioral Economics” (Lecture)
“Introduction to Game Theory” (Lecture)
“Competition Policy” (Lecture and Seminar)
“Incentives in Organizations” (Lecture)
“Sports Economics” (Lecture)
“The Sports Sector as a Laboratory for Microeconomic Research“ (Seminar)
“Organizational Economics“ (Seminar)

Graduate Level:

“Advanced Microeconomics”
“Theory of the Firm”
“Topics in Organizational Economics”
”Behavioral Law & Economics”
”Behavioral Contract Theory”

SCHOLARSHIPS AND GRANTS

2019 - 2022	Deutsche Forschungsgemeinschaft (DFG), Research Grant (joint with A. Roider), Euro 400.000
2014 - 2015	Fritz Thyssen Foundation, Research Grant (joint with A. Roider), Euro 100.000
2010 - 2012	State of North Rhine-Westphalia, Research Grant (joint with D. Sliwka), Euro 135.000
2007 - 2009	Swiss National Science Foundation (SNF), Research Grant (joint with E. Feess and M. Gerfin), CHF 120.000
2005 - 2006	Swiss National Science Foundation (SNF), Scholarship for Research visit at Northwestern University, Evanston (USA), CHF 80.000
2002 – 2003	European Union, Jean-Monnet Fellowship at European University Institute, Florence (Italy), Euro 30.000
1998 - 2002	German Research Association (DFG), Ph.D. scholarship within Graduiertenkolleg “Quantitative Ökonomik” (3 years in total), University of Bonn
1999 - 2000	German Academic Exchange Service (DAAD), Scholarship for 1-year visit at London School of Economics (UK)

SUPERVISION OF DOCTORAL STUDENTS AND POST-DOCS

Dr. Igor Legkiy (2018), [Dr. Kathrin Thiemann](#) (2017), [Dr. Sandra Schneemann](#) (2017), [Prof. Dr. Berno Buechel](#) (2016), Dr. Stefanie Pohlkamp (2014)

PERSONAL INFORMATION

Date of birth: January 24, 1972. German citizenship.

Hamburg, June 17, 2019