

# PROF. DR. GERD MUEHLHEUSSER

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## CONTACT DETAILS

University of Hamburg  
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## ACADEMIC POSITIONS

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|-------------|--|
| 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)                                      |

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## EDUCATION

|             |  |
|-------------|--|
| 2002        | Dr. rer. pol., University of Bonn (Germany)<br>Dissertation: "Regulation of Damage Clauses in Labor Contracts with an Application to Transfer Systems in European Professional Sports"<br>(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)  |

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## 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)                |

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## 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                           |

## FIELDS OF RESEARCH

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

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## CURRENT WORKING PAPERS

Optimal Law Enforcement with Sophisticated and Naive Offenders (with B. Buechel and E. Feess), 2018

Whistle-blower protection: Theory and experimental evidence (with L. Mechtenberg and A. Roeder). CEPR Discussion Paper No. 11898, CESifo Working Paper No. 6394, IZA Discussion Paper No. 10607, 2017.  
(Media Coverage: VoxEU)

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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*, forthcoming  
(Media Coverage: Der Spiegel)
- (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. Roeder, and N. Wallmeier). *Economics Letters*, 128(March), 25–29, 2015.  
(Media Coverage: Sueddeutsche Zeitung, Bayerischer 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. Roeder). *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

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## NON-REFEREED PUBLICATIONS

Evidence-Based Management: A Symposium (Editorial) (with G. Friebel, 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.

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## WORK IN PROGRESS

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

Liability for Smart Products (with H. Dawid)

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

Product Line Competition (with S. Loertscher)

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## PRESENTATIONS

**Invited Seminars (Selection):** 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)

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## 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.

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## 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”

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SCHOLARSHIPS AND GRANTS

|             |  |
|-------------|--|
| 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)                                     |

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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)

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PERSONAL INFORMATION

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

Hamburg, June 14, 2018