

CURRICULUM VITAE

HANNES ULLRICH

AUGUST 2018

ADDRESS

DIW Berlin
Dept. Firms and Markets
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ACADEMIC POSITIONS

2017 - Research Associate (with tenure), Dept. Firms and Markets, DIW Berlin
2011 - Senior Research Associate, Dept. of Business Administration, University of Zurich
2013 - 2017 Research Associate (without tenure), Dept. Firms and Markets, DIW Berlin
2012 - 2013 Visiting Scholar, Department of Economics, University of California, Berkeley
2005 - 2010 Researcher, Dept. of Industrial Economics and Int'l Management, ZEW Mannheim

2017 - Member, Committee for Industrial Economics, German Economic Association
2017 - Affiliate, CESifo Research Network
2016 - 2017 Research Associate, Berlin Economics Research Associates (BERA) Program
2015 - Coordinator and Fellow, Berlin Centre for Consumer Policies (BCCP)

EDUCATION

2010 PhD in Management & Economics at the University of Zurich
2004 - 2005 Graduate course work at the Toulouse School of Economics
2005 M.A. in Economics (Diplom-Volkswirt) at the University of Mannheim

RESEARCH INTERESTS

Applied Microeconomics, Empirical Industrial Organization, Applied Econometrics

PUBLICATIONS

Career Prospects and Effort Incentives: Evidence from Professional Soccer (with Jeanine Miklós-Thal), *Management Science*, 62(6), pp. 1645-1667, 2016.

Reprinted in *Learning in Labour Markets*, edited by Michael Waldman, Edward Elgar Publishing, Cheltenham, 2017.

Media coverage: Badische Zeitung (8/2009), Focus (2009/33), Mannheimer Morgen (8/2009), Mindener Tageblatt (8/2009), presstext.com - Interview (8/2009), Science@ORF.at (8/2009), Spiegel Online (8/2009), frontiereconomy - Interview (10/2009), WirtschaftsWoche (6/2010), Handelsblatt (6/2010), El Observador (9/2016), PERSONALquarterly 3/2016 (2016)

Award: HUI Seminar UZH Best Paper Award 2012

Belief Precision and Effort Incentives in Promotion Contests (with Jeanine Miklós-Thal), *Economic Journal*, 125(589), pp. 1952-1963, 2015.

Regulation of Pharmaceutical Prices: Evidence from a Reference Price Reform in Denmark (with Ulrich Kaiser, Susan J. Méndez, and Thomas Rønde), *Journal of Health Economics*, 36, pp. 174-187, 2014.

WORKING PAPERS

Battling Resistance: Using Machine Prediction to Improve Antibiotic Prescribing (with Michael Ribers)

Assessing the Impact of Payment Card Fee Regulation (with Özlem Bedre-Defolie and Minjae Song)

Antibiotic Prescribing under Uncertainty about Resistance (with Michael Ribers)

A Note on Regressions with Interval Data on a Regressor (with Daniel Cerquera and Francois Laisney), DIW Discussion Paper No. 1419

Former title: Considerations on Partially Identified Regression Models, ZEW Discussion Paper 2012-024, BETA (Bureau d'Economie Théorique et Appliquée) Working Paper No. 2012-07

Consumer Welfare and Unobserved Heterogeneity in Discrete Choice Models: The Value of Alpine Road Tunnels (with Daniel Cerquera), ZEW Discussion Paper No. 10-095

WORK IN PROGRESS

Career Concerns and Managerial Risk Taking: Evidence from the NFL (with Florian Schütt)

Regulation and Equilibrium Prices in Pharmaceutical Markets (with Jonas Lieber)

UNPUBLISHED

Entry and Competition in Freight Transport: The Case of a Prospective Trans-alpine Rail Link between France and Italy (with Delphine Prady), ZEW Discussion Paper No. 10-010

SEMINARS AND CONFERENCES (INCL. SCHEDULED)

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| 2019 | Economics Research Seminar, Vienna University of Economics and Business |
| 2018 | Committee for Industrial Economics, German Economic Association, Vienna (Discus- sant); Research Seminar, ESMT Berlin; Internal Research Seminar, Bates White Eco- nomic Consulting, Washington, DC; Annual Health Econometrics Workshop, Johns Hopkins University, Baltimore; CESifo Area Conference on the Economics of Digitiza- tion, Munich |
| 2017 | MaCCI Annual Conference, Mannheim; Committee for Industrial Economics, German Economic Association, Munich; Research Seminar, Central Bank of Norway, Oslo; CESifo Area Conference on the Economics of Digitization, Munich |
| 2016 | University of St. Gallen; McGill, Economics; University of Rochester (Simon GSB); TILEC, Tilburg University; KU Leuven; GEA Christmas Meeting, Berlin |

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| 2015 | ifo IO Brown Bag, Munich; Düsseldorf Institute for Competition Economics (DICE); TILEC Conference on Competition, Standardization, and Innovation (Discussant) |
| 2014 | AFIO Seminar, Toulouse School of Economics |
| 2013 | Conference on Tournaments, Contests and Relative Performance Evaluation, UC Merced; Econometric Society NASM, USC, Los Angeles; Verein für Socialpolitik (German Economic Association), Düsseldorf; Empirical Economics Seminar, LMU Munich |
| 2012 | Düsseldorf Institute for Competition Economics (DICE); HUI Seminar UZH, Schloss Wartegg, Switzerland |
| 2011 | EARIE Conference, Stockholm; Royal Economic Society Conference, London; International Industrial Organization Conference, Boston; Internal IP Law and Economics Research Seminar, ETH Zurich |
| 2010 | II “Armand Carabén” Workshop on Sports Economics, Barcelona; CentER Economics Seminar, Tilburg; 9th Conference on Applied Infrastructure Research (INFRADAY), Berlin; UZH PhD Seminar ‘Economics of Innovation and Marketing Research’, Emmetten, Switzerland |
| 2009 | KUL-ZEW IO PhD Workshop, Mannheim; Microeconomics PhD Seminar, Zurich; 3rd RNIC Conference, Vienna; EEA Meeting, Barcelona; ISU Seminar, Zurich |
| 2008 | SFB/TR 15 Seminar, Mannheim; EARIE Conference, Toulouse; ZEW IO PhD Workshop, Mannheim |
| 2006 | 4th Annual Conference on ‘Railroad Industry Structure, Competition and Investment’, Madrid; EARIE Conference, Amsterdam; Seminar <i>Neo-Ökonomisierung des Europäischen Kartellrechts: Der ‘More Economic Approach’</i> , Tübingen, SFB/TR 15 Workshop, Würzburg |

SHORT-TERM RESEARCH VISITS

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| 2016 | Tilburg University (Florian Schütt) |
| 2015 | ifo Munich (Johannes Koenen) |
| 2014 | Aarhus University (Marianne Simonsen) |
| 2011 | Simon Graduate School of Business, University of Rochester (Jeanine Miklós-Thal) ESMT Berlin (Özlem Bedre-Defolie) |
| 2010 | Tilburg University (Wolfgang Sofka) |
| 2009 | Competition and Innovation Group, WZB Berlin (Tomaso Duso) |
| 2008 | Simon Graduate School of Business, University of Rochester (Minjae Song) |
| 2005 | Competition and Innovation Group, WZB Berlin |

RESEARCH GRANTS

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| 2019-2023 | ERC Starting Grant, “Antibiotic Resistance: Socio-Economic Determinants and the Role of Information and Salience in Treatment Choice”, EUR 1,498,920 |
| 2016 | BERA travel grant to visit the Simon Graduate School of Business, University of Rochester |
| 2014 | University of Zurich GSB travel grant to visit the Department of Economics, Aarhus School of Business and Social Sciences |

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| 2012 - 2013 | Swiss National Science Foundation Grant PBZHP1-143346 to visit the Department of Economics, University of California, Berkeley (Fellowship for Prospective Researchers, USD 58,200) |
| 2011 - 2014 | Swiss National Science Foundation Project Grant 100018-135257, "Governmental Intervention on Pharmaceutical Markets" (with Ulrich Kaiser and Bettina Klose), CHF 400,342 |
| 2010 | COST Action ISO604 Research Grant for research visit at Tilburg University |

TEACHING

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| 2014 - | Structural Econometrics in Labor and IO (half-course, PhD, DIW Graduate Center / Berlin Doctoral Program in Economics and Management Science) |
| 2012 | Economics of Innovation (Tutorials, Master, U Zurich) |
| 2011 | Markets and Strategies (IO for business students, Seminar, Bachelor, U Zurich) |

PROFESSIONAL SERVICE

Refereeing

B.E. Journal of Economic Analysis and Policy, Canadian Journal of Economics, Economic Inquiry, Empirical Economics, German Economic Review, Health Economics, International Journal of Industrial Organization, Journal of Economic Psychology, Journal of Economics & Management Strategy, Journal of Labor Economics, Management Science, Scandinavian Journal of Economics, Social Science and Medicine, Transport Policy

Scientific Committee

EARIE Annual Conference, 2015, 2016

Annual Conference of the German Economic Association, 2015, 2016, 2017

Econometric Conference in Honour of François Laisney, 2015,

3rd RNIC Conference: 'Competition Policy and Innovation: Where do we stand?', 2009

Conference Organization

BCCP Conference and Policy Forum 'Regulatory Challenges in Digital Markets: Trust Online', Berlin, 2018

BCCP Conference and Policy Forum 'Regulatory Challenges in Digital Markets: Algorithms and Platform Competition', Berlin, 2017

BCCP Conference and Policy Forum 'Regulatory Challenges in Digital Markets: Privacy', Berlin, 2016

RNIC Workshop 'Structural Models in Industrial Organization': Dynamic Games, Mannheim, 2009

RNIC Workshop 'Structural Models in Industrial Organization', Mannheim, 2008

1st RNIC Conference: 'Modern approaches in Competition Policy', Mannheim, 2007

4th Annual Conference of the Association of Competition Economics, Mannheim, 2006

Other

Co-organizer of the Berlin IO Day, 2014 -

Co-organizer of the Berlin Applied Micro Seminar, 2015 -

Organizer of the BCCP Forum, 2015 -

DIW IO junior hiring committee, 2015 - 2018

POLICY BRIEFS AND OUTREACH (PARTLY IN GERMAN)

EU-Kartellstrafe: Was bedeutet der Fall Google? (with Tomaso Duso) DIW Wochenbericht No. 29/2017, 608.

Junge Wissenschaftler brauchen Perspektiven, um deutsche Universitäten attraktiv zu machen, (with Luke Haywood), DIW Wochenbericht No. 30/2016, 672.

In the Media: Abgeschreckt, *Zeit Chancen Brief*, 23rd June 2016 (with Luke Haywood und Felix Weinhardt)

Ein Plädoyer für einen gelassenen Umgang mit Unternehmensdaten für statistische Zwecke, (with Tomaso Duso), DIW Wochenbericht No. 18/2016, 416.

Drug pricing reforms: the Danish experience (with Ulrich Kaiser, Susan J. Méndez, and Thomas Rønne), *European Pharmaceutical Review: Regulatory Insights*, 20(2), pp. 18-19, 2015.

Leistungsanreize in Unternehmen, DIW Roundup No. 32/2014.

Verschreibungspflichtige Medikamente: Marktorientierte Regulierung von Festbeträgen wirkt kostendämpfend, DIW Wochenbericht No. 14/2014.

Unsicherheit spornt Fußballer an (with Jeanine Miklós-Thal), ZEWnews No. 09/2009.

NON-ACADEMIC POSITIONS

Summer 2007 Visiting Economist, Chief Economist Team at DG Competition, EC, Brussels

Fall 2003 Internship, German-Tunisian Chamber of Commerce and Industry, Tunis

1998 - 1999 Civilian Service (Conscientious Objector): Nursing Assistant, LMU Hospital, Munich

CONSULTING

Calculation of Hard-core Cartel Damages in Private Antitrust Enforcement. Commissioned by Cartel Damage Claims Services SPRL (CDC), Brussels, 2010.

Modernization of the Concentration Reporting at the Monopolies Commission. Commissioned by the German Federal Ministry of Economics and Technology (BMWi), 2010.

Further Economic Research and Analysis Capacity Strengthening of the Latvian Competition Council. Commissioned by DG Enlargement of the European Commission and the Ministry of Finance of the Republic of Latvia, 2009.

OTHER SKILLS

Languages German (native), English, French (fluent), Spanish (basic)

Computer Matlab, Stata, R, Python, SAS

PERSONAL

Married, three children (born 2012, 2014, 2017), German citizen