

# CURRICULUM VITAE

HANNES ULLRICH

OCTOBER 2017

---

## ADDRESS

DIW Berlin  
Dept. Firms and Markets  
Mohrenstraße 58  
D-10117 Berlin  
Phone: +49 30 897 89 521  
Email: hullrich@diw.de  
Homepage: <http://hannesullrich.com>

University of Zurich  
Dept. of Business Administration  
Affolternstrasse 56  
CH-8050 Zurich  
+41 44 634 21 18  
[hannes.ullrich@business.uzh.ch](mailto:hannes.ullrich@business.uzh.ch)

---

## 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), DIW Berlin, Dept. Firms and Markets  
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

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

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

---

## WORK IN PROGRESS

Prescription Patterns and Antibiotic Resistance (with Michael Ribers)

Antibiotic Prescribing under Uncertainty about Resistance (with Michael Ribers)

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

Governmental Intervention on Pharmaceutical Markets (with Ulrich Kaiser)

---

## SHORT-TERM RESEARCH VISITS

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

---

## SEMINARS AND CONFERENCES (INCL. SCHEDULED)

- 2017 MaCCI Annual Conference, Mannheim; Industrieökonomischer Ausschuss, Verein für Socialpolitik, Munich; 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
- 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 *Neo-Ökonomisierung des Europäischen Kartellrechts: Der ‘More Economic Approach’*, Tübingen, SFB/TR 15 Workshop, Würzburg

---

## RESEARCH GRANTS

- 2014 University of Zurich GSB travel grant to visit the Department of Economics at Aarhus School of Business and Social Sciences
- 2012 - 2013 Swiss National Science Foundation Grant PBZHP1-143346 to visit the Department of Economics at the 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

2014 - 2017	Structural Econometrics in Labor and IO (half-course, PhD, DIW GC / BDPEMS)
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, Health Economics, International Journal of Industrial Organization, Journal of Economic Psychology, Journal of Economics & Management Strategy, Journal of Labor Economics, 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: 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 junior hiring committee, 2015 -

---

## 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 kostendämmend, 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

---

## REFERENCES

Upon request.