

CURRICULUM VITAE

HANNES ULLRICH

AUGUST 2020

ADDRESS

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ACADEMIC POSITIONS

- 2019 - Associate Professor, Department of Economics, University of Copenhagen
- 2017 - Research Associate (with tenure), Department Firms and Markets, DIW Berlin
- 2013 - 2019 Research Associate, Department of Business Administration, University of Zurich
- 2013 - 2017 Research Associate, Department Firms and Markets, DIW Berlin
- 2012 - 2013 Visiting Scholar, Department Economics, University of California, Berkeley
- 2011 - 2012 Postdoctoral Researcher, Department of Business Administration, University of Zurich
- 2005 - 2010 Researcher, Department of Industrial Economics and Int'l Management, ZEW Mannheim
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- 2020 - Faculty member, Berlin School of Economics (BSE) / Berlin Doctoral Program in Economics and Management Science (BDPEMS)
- 2019 - Core Member, Centre for Computational Economics, University of Copenhagen
- 2017 - Member, Committee for Industrial Economics, German Economic Association
- 2017 - Affiliate, CESifo Research Network
- 2015 - Fellow, Berlin Centre for Consumer Policies (BCCP)
- 2016 - 2017 Research Associate, Berlin Economics Research Associates (BERA) Program

EDUCATION

- 2010 PhD in Management and 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 Rønede), *Journal of Health Economics*, 36, pp. 174-187, 2014.

WORKING PAPERS

Machine Predictions and Human Decisions with Variation in Payoffs and Skill (with Michael Ribers)

Battling Antibiotic Resistance: Can Machine Learning Improve Prescribing? (with Michael Ribers), DIW Discussion Paper No. 1803

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

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)

Product Consideration and Equilibrium Prices: Evidence from Danish pharma (with Jonas Lieber)

Evaluating Machine Learning Policies using Observational Data: The Case of Antibiotic Prescribing (with Michael Ribers)

Selection Bias in Routine Surveillance of Antibiotic Resistance (with Michael Ribers)

Information Acquisition and Treatment Decisions: The Case of Antibiotic Prescribing (with Michael Ribers)

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)

- 2020 13th Digital Economics Conference, Toulouse School of Economics; RITM Economics Seminar, University Paris-Saclay; Digital Economy Workshop, Tel Aviv University (canceled talk); Committee for Industrial Economics, German Economic Association, Düsseldorf (canceled); 6th International Conference on Computational Social Science (IC2S2), virtual/MIT; Econometric Society World Congress 2020, virtual/Bocconi; Electronic Health Economics Colloquium (EHEC), virtual
- 2019 Economics Research Seminar, Vienna University of Economics and Business; Digital Economy Workshop, Católica Lisbon; Committee for Industrial Economics, German Economic Association, Bern (Discussant); NBER Conference on Machine Learning in Health Care, Cambridge; One Health Workshop, Leibniz Association, Berlin
- 2018 Committee for Industrial Economics, German Economic Association, Vienna (Discussant); Research Seminar, ESMT Berlin; Internal Research Seminar, Bates White Economic Consulting, Washington, DC; Annual Health Econometrics Workshop, Johns Hopkins University, Baltimore; CESifo Area Conference on the Economics of Digitization, 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
- 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

2019-2023	Leibniz Association, Leibniz Science Campus "Berlin Centre for Consumer Policies - BCCP" (co-principal investigator), EUR 1,132,800
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
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

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)

PHD SUPERVISION

Shan Huang (main advisor), DIW Berlin, 2017 -

Maximilian Schäfer (second advisor), DIW Berlin, 2015-2020 (Initial placement: post-doc, University of Bologna)

Kevin Ducbao Tran (second advisor), DIW Berlin, 2015-2020 (Initial placement: tenure-track Assistant Professor, University of Bristol)

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 Applied Econometrics, 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

External evaluator: Marie Skłodowska-Curie Actions, European Commission

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: The Rise of Corporate Power’, Berlin, 2019
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-editor of the Berlin School of Economics Insights on the Corona Crisis, 2020
Co-initiator and co-organizer of the Virtual Digital Economy (VIDE) Seminar, 2020 -
Co-organizer of the Berlin IO Day, 2014 -
Co-organizer of the Berlin Applied Micro Seminar, 2015 -
Organizer of the BCCP Forum, 2015 - 2019
Coordinator, Berlin Centre for Consumer Policies (BCCP), 2015 - 2019
DIW IO junior hiring committee, 2015 - 2018

SHORT-TERM RESEARCH VISITS

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

POLICY BRIEFS AND OUTREACH (PARTLY IN GERMAN)

Fusion von Google und Fitbit: Wettbewerbsbehörden können jetzt ein Zeichen setzen, (with Tomaso Duso), Kommentar, DIW Wochenbericht No. 35/2020.

In the Media: Wenn Google einkauft, *Frankfurter Rundschau*, 31 August 2020

Digitalisierung für das Gemeinwohl: neue Werkzeuge für eine bessere Politik, (with Tomaso Duso), Kommentar, DIW Wochenbericht No. 3/2020.

In the Media: Auf geht’s Deutschland!: Noch gibt es die Chance, Digitalisierung zu steuern – dafür braucht Deutschland Mut, *Focus Online*, 9 January 2020

Künstliche Intelligenz und Daten können bei der Eindämmung von Antibiotikaresistenzen helfen, (with Michael Ribers), DIW Wochenbericht No. 19/2019.

In the Media: Antibiotika oder nicht? Künstliche Intelligenz kennt die Antwort, *Perspective Daily*, 10 September 2019

Artificial Intelligence and Big Data Can Help Contain Resistance to Antibiotics, (with Michael Ribers), DIW Weekly Report No. 19/2019.

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

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

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

Ein Plädoyer für einen gelassenen Umgang mit Unternehmensdaten für statistische Zwecke, (with Tomaso Duso), Kommentar, 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 (BMW), 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, R, SAS, Stata

PERSONAL

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