

CURRICULUM VITAE

HANNES ULLRICH

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ADDRESS

DIW Berlin
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ACADEMIC POSITIONS

2019 - Associate Professor, Department of Economics, University of Copenhagen
2017 - Senior 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

2023 - Deputy Head of Department, Department Firms and Markets, DIW Berlin
2021 - Member, CEPR Competition Policy RPN
2020 - Faculty member, Berlin School of Economics
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

2011 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, Digitization, Empirical Industrial Organization, Health Care & Policy

PUBLICATIONS

Complementarities Between Algorithmic and Human Decision-making: The Case of Antibiotic Prescribing, (with Michael A. Ribers), forthcoming at *Quantitative Marketing and Economics*

Provider Effects in Antibiotic Prescribing: Evidence from Physician Exits (with Shan Huang), forthcoming at *Journal of Human Resources*

The Value of Data for Prediction Policy Problems: Evidence from Antibiotic Prescribing (with Shan Huang and Michael A. Ribers), *Economics Letters*, 213(110360), pp. 1-4, 2022.

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), pressetext.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

Machine Predictions and Human Decisions with Variation in Payoffs and Skill: The Case of Antibiotic Prescribing (with Michael A. Ribers), Berlin School of Economics Discussion Paper No. 27, revise and resubmit at *Journal of the European Economic Association*

Facebook Shadow Profiles (with Luis Aguiar, Maximilian Schäfer, and Christian Peukert), DIW Discussion Paper Nr. 1998

Returns to Data: Evidence from Web Tracking (with Luis Aguiar, Tomaso Duso, Jonas Hannane, and Christian Peukert), DIW Discussion Paper Nr. 2091

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

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

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

The causal effect of antibiotic prescribing on population antibiotic resistance (with Shan Huang, Michael Allan Ribers, Barbara Juliane Holzknicht, Jonas Bredtoft Boel, Jette Brommann Kornum, and Michael Pedersen)

Competitive pressure and antibiotic prescribing in primary care (with Temulun Borjigen)

SEMINARS, CONFERENCES, AND INVITED LECTURES (INCL. SCHEDULED)

- 2024 AI in Healthcare: Advancing Patient Outcomes and Responsible Governance, IDA Copenhagen; Research Seminar in Economics, Freie Universität Berlin; Applied Economics in Digital Health Workshop, Potsdam; Invited Lecture at Leibniz INFECTIONS Summer School 2024, Neuglobsow; Committee for Health Economics, German Economic Association, Lausanne; Data Science Lab Brownbag Seminar, Hertie School, Berlin; AEEF Seminar, CY Cergy Paris Université / ESSEC; Keynote “Health and AI” at Dauphine Digital Days, Université Dauphine-PSL
- 2023 Economics Seminar, Toulouse Business School; IO Seminar, Helsinki Graduate School of Economics; Digital Economy Workshop, HEC Lausanne (Discussant); EMAC Annual Conference 2023, University of Southern Denmark; 1st CEPR Health Economics Conference, Toulouse School of Economics; American-European Health Economics Study Group, Harvard University
- 2022 Pharma and Health Care Workshop, ESMT Berlin; Digital Economy Workshop, Centre for Competition Policy at University of East Anglia; Annual Conference of the German Economic Association, Invited Panel “Big Data for Policy Evaluation and Policy Consulting”, University of Basel; Workshop in AI+Economics, ETH Zurich
- 2021 Committee for Industrial Economics, German Economic Association, Berlin/virtual; Digital Economy Workshop, LMU Munich/virtual; European Quant Marketing Seminar/virtual; Symposium “Management of UTI in clinical practice: How to achieve the best use of evidence?”, Würzburg/virtual; Applied Micro Seminar, University of Konstanz/virtual; ASHEcon 2021 – 10th Annual Conference of the American Society of Health Economists, virtual; CRC TR 224 Economics Seminar, University of Mannheim; Essen Health Economics Seminar; EPRN seminar, Danish Ministry of Health and Department of Economics, University of Copenhagen; Workshop on the Economics of Antibiotics, Toulouse School of Economics
- 2020 13th Digital Economics Conference, Toulouse School of Economics; RITM Economics Seminar, University Paris-Saclay; BCCP Virtual Mini-Conference 2020 - Regulatory Challenges in Digital Markets: the Future of Artificial Intelligence for Policy Making (Moderator); 6th International Conference on Computational Social Science (IC2S2), virtual/MIT; Econometric Society World Congress 2020, virtual/Bocconi; Electronic Health Economics Colloquium (EHEC), virtual; Digital Economics Research Seminar, virtual/ZEW Mannheim
- 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, IESE Business School, 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

RESEARCH GRANTS

2019-2024	ERC Starting Grant, “Antibiotic Resistance: Socio-Economic Determinants and the Role of Information and Salience in Treatment Choice”, EUR 1,498,920
2019-2024	Leibniz Association, Leibniz Science Campus “Berlin Centre for Consumer Policies - BCCP” (co-principal investigator), EUR 1,132,800
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

2023 -	Advanced Applied Econometrics (partial course on empirical IO, PhD, DIW Graduate Center / Berlin School of Economics)
2014 - 2022	Advanced Econometrics in Labor and IO (half-course, PhD, DIW Graduate Center / Berlin School of Economics)
2012	Economics of Innovation (Tutorials, Master, U Zurich)
2011	Markets and Strategies (IO for business students, Seminar, Bachelor, U Zurich)

PHD SUPERVISION

Temulun Borjigen (main advisor), DIW Graduate Center and Berlin School of Economics, 2020 -

Jonas Hannane (second advisor), DIW Graduate Center and Berlin School of Economics, 2019 -

Shan Huang (main advisor), University of Copenhagen, DIW Graduate Center, and Berlin School of Economics, 2017 - 2023

Initial placements: postdoc, University of Zurich / Stockholm School of Economics

Maximilian Schäfer (second advisor), DIW Graduate Center and Berlin School of Economics, 2015-2020

Initial placements: postdoc, University of Bologna / Yale University

Kevin Ducbao Tran (second advisor), DIW Graduate Center and Berlin School of Economics, 2015-2020

Initial placement: Assistant Professor, University of Bristol

PROFESSIONAL SERVICE

Refereeing

Academic journals: American Economic Review, B.E. Journal of Economic Analysis and Policy, Bank of Canada Staff Working Paper Series, Canadian Journal of Economics, Economic Inquiry, Empirical Economics, European Economic Review, German Economic Review, Health Economics, Information Economics and Policy, International Journal of Industrial Organization, Journal of Applied Econometrics, Journal of Economic Psychology, Journal of Economics & Management Strategy, Journal of Health Economics, Journal of Labor Economics, Journal of Law, Economics, & Organization, Journal of the European Economic Association, Management Science, Mayo Clinic Proceedings: Digital Health, Proceedings of the National Academy of Sciences, Scandinavian Journal of Economics, Social Science and Medicine, Transport Policy

Institutions: European Research Council (Starting Grants)

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 ‘AI: Prospects, Challenges, and Regulation’, Berlin, 2024

DIW-HPI-ZEW Workshop ‘Applied Economics in Digital Health’, Potsdam, 2024

Annual Meeting, Committee for Industrial Economics, German Economic Association, virtual, 2021

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-initiator and co-organizer of the Virtual Digital Economy (VIDE) Seminar, 2020 -
Co-editor of the Berlin School of Economics Insights on the Corona Crisis, 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 -

POLICY BRIEFS AND OUTREACH (MOSTLY IN GERMAN)

Mit der Google-Entscheidung in den USA ändern sich die globalen Vorzeichen für Digitalkonzerne, Kommentar, DIW Wochenbericht No. 34/2024.

Kommentar "Generative KI: Zwischen Produktivitätsbooster und Marktmachtverstärker", Table.Media

Gesundheitsdaten: Von Nachbarländern lernen (with Martin Fischer, Hendrik Jürges, Stefan Mangelsdorf, Simon Reif, and Amelie Wuppermann), Zeitgespräch, Wirtschaftsdienst, 103(11), 737-740, November 2023. Long version can be downloaded [here](#).

Daten als Wettbewerbsvorteil: Regulierer und Wettbewerbsbehörden sollten aufmerksam bleiben (with Jonas Hannane, Tomaso Duso, Christian Peukert, and Luis Aguiar), DIW Wochenbericht No. 27/2023.

In the Media: taz, Table.Media, finanzen.net, ntv.

Plattformen wie Facebook können mehr als die Hälfte der Internetaktivität beobachten (with Christian Peukert, Maximilian Schäfer, and Luis Aguiar), DIW Wochenbericht No. 29-30/2022.

In the Media: Tagesspiegel, Der Standard, Kronenzeitung, Heise, PC-Welt, and BR.

Der gesellschaftliche Mehrwert verknüpfter Daten: Algorithmen als Entscheidungshilfen bei Antibiotikaverschreibungen, (with Shan Huang and Michael Ribers), DIW Wochenbericht No. 13-14/2021.

Mit einer ambitionierten Teststrategie den Schaden begrenzen, Kommentar, DIW Wochenbericht No. 87/2020.

In the Media: Auch der Wirtschaft wäre geholfen: Eine breite Teststrategie könnte weiteren Schaden begrenzen, *Tagesspiegel*, 15 December 2020 and 3 March 2021

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 Rønde), *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

External expert for Alcis Advisers acting as monitoring trustee for commitments made in antitrust proceedings. Commissioned by the French Competition Authority, 2022 -.

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.

LANGUAGES

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