

Curriculum Vitae

Markus Reisinger

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Address

Frankfurt School of Finance & Management
Economics Department
Adickesallee 32-34
60322 Frankfurt am Main
Germany
Phone: + 49 69 154 008 764
E-Mail: m.reisinger@fs.de

Employment

since 08/2015	Professor, Frankfurt School of Finance & Management (Head of the Economics Department since 11/2015)
04/2011 – 07/2015	Professor, WHU – Otto Beisheim School of Management, Vallendar
03/2013 – 08/2013	Sabbatical at Northwestern University, Kellogg School of Management
10/2010 – 03/2011	Acting Professor (non-tenured), Free University of Berlin
10/2009 – 09/2010	Acting Professor (non-tenured), University of Munich
11/2008 – 03/2009	Post-Doctoral Position, University of Toulouse, IDEI
10/2007 – 03/2008	Post-Doctoral Position, University of Toulouse, IDEI
07/2005 – 09/2009	Assistant Professor, University of Munich
09/2004 – 06/2005	Post-Doctoral Position, University of Chicago, Graduate School of Business
06/2000 – 08/2004	Ph.D. Student and Teaching Assistant with Prof. Sven Rady, University of Munich

Education

06/2000 – 08/2004	Ph.D. (Dr. oec. publ.) in Economics, University of Munich, Thesis title: <i>Three Essays on Oligopoly: Product Bundling, Two- Sided Markets, and Vertical Product Differentiation</i> (summa cum laude)
11/1995 – 05/2000	Diploma (equiv. M.Sc.) in Economics, University of Munich

Publications

- Imperfect Targeting and Advertising Strategies (with Heiko Karle), *Management Science*, forthcoming.
- Personalized Pricing and Distribution Strategies (with Bruno Jullien and Patrick Rey), *Management Science*, 2023, 69(3), pp. 1687-1702.

- Spillover Effects in Empirical Corporate Finance (with Tobias Berg and Daniel Streitz), *Journal of Financial Economics*, 2021, 142, pp. 1109-1127.
- How Complementors Benefit from Taking Competition to the System Level (with Jens Schmidt and Nils Stieglitz), *Management Science*, 2021, 67(8), pp. 5106-5123.
- Vertical Contracting with Endogenous Market Structure (with Marco Pagnozzi and Salvatore Piccolo), *Journal of Economic Theory*, 2021, Article-No.: 105288.
- Segmentation versus Agglomeration: Competition between Platforms with Competitive Sellers (with Heiko Karle and Martin Peitz), *Journal of Political Economy*, 2020, 128(6), pp. 2329-2374.
- Interchange Fee Regulation and Service Investments (with Hans Zenger), *International Journal of Industrial Organization*, 2019, 66, pp. 40-77.
- Parallel Imports, Price Controls, and Innovation (with Lluís Saurí and Hans Zenger), *Journal of Health Economics*, 2019, 66, pp. 163-179.
- Patent Pools, Vertical Integration, and Downstream Competition (with Emanuele Tarantino), *RAND Journal of Economics*, 2019, 50(1), pp. 168-200.
- Vertical Foreclosure and Multi-Segment Competition (with Bruno Jullien and Patrick Rey), *Economics Letters*, 2018, 169, pp. 31-34.
- Manufacturer Collusion: Strategic Implications of the Channel Structure (with Tim Paul Thomes), *Journal of Economics and Management Strategy*, 2017, 26(4), pp. 923-954.
- Either or Both Competition: A “Two-Sided” Theory of Advertising with Overlapping Viewerships (with Attila Ambrus and Emilio Calvano), *American Economic Journal: Microeconomics*, 2016, 8(3), pp. 189-222.
- The Economics of Internet Media (with Martin Peitz), in: *Handbook of Media Economics*, Volume 1A, by: Simon Anderson, David Stromberg, and Joel Waldfoegel (editors), Elsevier, Amsterdam: North-Holland, 2016, pp. 445-530.
- Vertical Integration, Foreclosure, and Productive Efficiency (with Emanuele Tarantino), *RAND Journal of Economics*, 2015, 46(3), pp. 461-479.
- Indirect Taxation in Vertical Oligopoly (with Martin Peitz), *Journal of Industrial Economics*, 2014, 62(4), pp. 709-755.
- Market Structure and the Competitive Effects of Vertical Integration (with Simon Loertscher), *RAND Journal of Economics*, 2014, 45(3), pp. 471-494.
- Crowding-In of Complementary Contributions to Public Goods: Firm Investment into Open Source Software (with Ludwig Rössner, Richard Schmidtke and Tim Paul Thomes), *Journal of Economic Behavior and Organization*, 2014, 106, pp. 78-94.
- Two-Part Tariff Competition between Two-Sided Platforms, *European Economic Review*, 2014, 68, pp. 168-180.
- On the Competition Enhancing Effects of Exclusive Dealing Contracts (with Linda Gratz), *International Journal of Industrial Organization*, 2013, 31(5), pp. 429-437.
- Successive Oligopolies with Differentiated Firms and Endogenous Entry (with Monika Schnitzer), *Journal of Industrial Economics*, 2012, 60(4), pp. 537-577.
- Competition for Advertisers and Users in Media Markets, *International Journal of Industrial Organization*, 2012, 30(2), pp. 243-252.
- Exclusive Territories and Manufacturers’ Collusion (with Salvatore Piccolo), *Management Science*, 2011, 57(7), pp. 1250-1266.
- The Choice of Prices vs. Quantities under Uncertainty (with Ludwig Rössner), *Journal of Economics and Management Strategy*, 2009, 18(4), pp. 1155-1177.
- Two-Sided Markets with Pecuniary and Participation Externalities (with Ludwig Rössner and Richard Schmidtke), *Journal of Industrial Economics*, 2009, 57(1), pp. 32-57.

Further Publications

- Biased Managers as Strategic Commitment (with Florian Englmaier), *Managerial and Decision Economics*, 2014, 35 (5), 350-356.
- Information, Coordination, and the Industrialization of Countries (with Florian Englmaier), *CESifo Economic Studies*, 2008, 54 (3), 534 - 550.
- Comment on “Patterns of Diffusion of Electronic Commerce” by Emin M. Dinlersoz and Pedro Pereira, *CESifo Economic Studies*, 2005, 51 (2-3), 295 - 297.
- Why do Low Cost Carriers Arise and How can they Survive the Competitive Responses of Established Airlines?: A Theoretical Explanation, in: *Competition versus Predation in Aviation Markets: A Survey of Experience in North America, Europe, and Australia*, by: P. Forsyth, D.W. Gillen, O.P. Mayer, and H.-M. Niemeier (eds.), Ashgate Publishing, London, 2005, 269 - 287.

Working Papers

- The Interplay between Product Variety and Customer Retention: Theory and Evidence (with Ulrich Kaiser and Reinhold Kesler), May 2024
- The Competitive Effects of Mergers with Cournot Competition (with Hans Zenger), January 2024
- Information Sharing and Coordination between Supply Chains with Bottom-Up Negotiations (with Salvatore Piccolo), December 2023
- Sequencing Bilateral Negotiations with Externalities (with Johannes Münster), July 2022.

Work in Progress

- Selling on Platforms: Demand Boost versus Customer Migration (with Heiko Karle and Marcel Preuss)
- Competition with Capacity Constraints and Non-Linear Pricing, with an Application to Mergers (with Hans Zenger)
- Outsourcing and the Trade-Off between Economics of Scale and Specialization (with Anna Ressi)
- Asymmetric Hotelling Competition (with Johannes Hoerner, Christian Seel and Frauke Stehr)

Professional Activities

Associate Editor, *Journal of Industrial Economics*, since May 2013

Invited Memberships and Visits

- Since July 2022: Member of the Austrian Competition Commission (proposed by the Austrian minister of economics)
- Since November 2019: CEPR Research Fellow
- Visiting Professor at the University of Bergamo, 09/2017

- Since 06/2017: Member of the Working Group “Competition Economics” of the German Federal Cartel Office (Bundeskartellamt)
- 01/2017-12/2019: Academic member of the Steering Committee of the Association of Competition Economists (ACE)

Policy-Oriented Publications

- Personalized Pricing and Distribution Strategies (with Bruno Jullien and Patrick Rey), *VoxEU Colum*, August 2022
- Asics vs Coty: Competitive Effects of Selective Distribution Systems in Light of Diverging Court Decisions, *Competition Policy International, Europe Column*, May 2018
- Vertical Contracts and Their Effects on the Passing-On of Overcharges, *Agenda*, November 2017

Awards and Grants

- December 2022: 214,600€ approved by the German Science Foundation (DFG) for a project on “Consumer Behavior and Search on Platforms” (Principal Investigator) within a Research Group on “Consumer Preferences, Consumer Mistakes, and Firms’ Responses”
- Prize for the best theory paper 2012-2013 in the *Journal of Industrial Economics*, for the paper “Successive Oligopolies with Differentiated Firms and Endogenous Entry” (with Monika Schnitzer)
- Honorable Mention within the Best Conference Paper Prize of the Strategic Management Society, 2014, Madrid.
- Certificate of Excellence in Reviewing of the *International Journal of Industrial Organization*, 2013
- Walther-Rathenau-Award of the German Economic Association of Business Administration (GEABA), Frankfurt, 2010
- Scholarship of the ENABLE-Network for a post-doctoral position at the University of Toulouse, IDEI, October 2007 – March 2008
- Scholarship of the German Academic Exchange Service for a post-doctoral year at the University of Chicago, Graduate School of Business, September 2004 - June 2005
- Young Economists’ Essay Award, E.A.R.I.E conference, Berlin, 2004
- Alumni Award for best dissertation in the year 2004 (shared), University of Munich, 2004
- Alumni Prize for young economists for 2nd best exam of the year, 2000
- Several Travel Grants from the Verein für Socialpolitik, the German National Bank, and the Swiss National Bank since 2002

Invited and Keynote Presentations

- Industrial Organization Theory Workshop, Athens University of Economics and Business, 2023

- Plenary Session on “Frontiers in Theoretical Industrial Organization”, XXXIII Jornadas de Economía Industrial, University of Barcelona, 2018
- Keynote Speech, Swiss IO Day, University of Bern, 2018
- Keynote Lecture, 10th Paris Conference on Digital Economics, Telecom ParisTech, 2018
- Keynote Lecture, Workshop on “Industrial Organization in the Digital Economy”, University of Liège, 2017
- Keynote Lecture on Applied Theory, 7th Workshop on Institutions, Individual Behavior and Economic Outcomes, (Alghero, Sardegna), 2016

Policy Oriented Talks

2017

- Workshop on “Quantification of Passing-on of Overcharges in Damages Actions”, DG Competition, Brussels

2016

- Talk at the Chief Economist Team, DG Competition, Brussels
- 4th E.CA Competition Law & Economics Expert Forum, Invited Speaker, Berlin

2015

- Meeting of the Working Group on Antitrust Law, Invited Panelist, German Federal Cartel Office (Bundeskartellamt), Bonn
- Talk at German Federal Cartel Office (Bundeskartellamt), Bonn

2014

- “The Pros and Cons of Antitrust in Two-Sided Markets”, Invited speaker, Swedish Competition Authority (Stockholm)

Seminar and Conference Presentations

2024

CEMFI Madrid (FIRMS Research Seminar), MaCCI Conference (Mannheim), 16th Digital Economics Conference (Toulouse)

2023

50th E.A.R.I.E. Conference (LUISS Rome), Conference on the 60th Birthday of Sven Rady (University of Bonn), University of Tilburg (Research Seminar), MaCCI Conference (University of Mannheim), Department of Justice, Economics Division (Washington DC), Workshop “Competition Economics” at the Austrian Competition Authority (Vienna)

2022

5th Industrial Organization Winter Symposium (Passo di Tonale), 6th CESifo Conference on Digitization (Munich), Compass Lexecon Economics Conference on “Recent Developments in the Economics of Mergers” (Oxford), University of Duisburg-Essen (Research Seminar), Microeconomics Workshop (Barcelona), Yale-

Toulouse Workshop on “Regulating the Digital Economy” (Toulouse), MaCCI Conference (Mannheim), 3rd Winter Symposium (Bergamo)

2021

European Commission, DG COMP, (Brussels, virtual), MaCCI Summer Institute (Annweiler am Trifels), University College Dublin (Research Seminar, virtual), MaCCI Conference (Mannheim, virtual), LUISS Rome (Research Seminar, virtual), University of Barcelona (Research Seminar, virtual)

2020

University of Groningen (Research Seminar), Hanken School of Economics, Helsinki (Industrial Organization Seminar), Workshop on “Advances in Platform Economics” (Bonn), Yale Tobin Center Workshop on Digital Markets (Yale University)

2019

Conference of the German Economists Abroad (Frankfurt), University of Crete, Rethymno (Research Seminar), German Economic Association (Leipzig), University of Porto (Research Seminar), Toulouse School of Economics (Industrial Organization Seminar), Conference of the “Society for the Advancement of Economic Theory” (Ischia), Collegio Carlo Alberto, Turin (Microeconomics Seminar), Industrial Organization Committee of the German Economic Association (Bern), University of Antwerp (Research Seminar), University of Grenoble (Research Seminar)

2018

2nd Workshop on Advances in Industrial Organization (Bergamo), German Economic Association (Freiburg), University of Minho, Braga (Economics Seminar), MaCCI Conference (Mannheim), University Paris-Dauphine (Decision, Interaction, and Markets Seminar), University of Oxford (Learning, Games and Networks Seminar)

2017

1st CESifo Conference on Digitization (Munich), University Pompeu Fabra Barcelona (Microeconomics Seminar), 1st Workshop on Advances in Industrial Organization (Bergamo), University of Bergamo (Economics Seminar), 44th E.A.R.I.E. Conference (Maastricht), University of Cologne (Marketing Seminar), ZEW Conference on “The Economics of Information and Communication Technologies” (Mannheim), Workshop on “Competition and Bargaining in Vertical Chains” (Dusseldorf), University of Frankfurt (Micro & Management Seminar), University of Cergy-Pontoise (THEMA Seminar), Industrial Organization Committee of the German Economic Association (Munich), MaCCI Conference (Mannheim), WZB Berlin (Berlin Micro Theory Seminar), SKEMA Business School (KTO Seminar)

2016

University of Bologna (Research Seminar), 14th Media Economics Workshop (Zurich), GGS Heilbronn (Research Seminar), University of Munich (Micro Workshop), CREST Paris (Research Seminar), Workshop “Competition and Bargaining in Vertical Chains” (Toulouse), Industrial Organization Committee of the German Economic Association (Regensburg), MaCCI Conference (Mannheim), University of Paderborn (Research

Seminar)

2015

Workshop on Platforms at NUS (Singapore), Paris School of Economics (IO Seminar), UECE Meetings (Lisbon), University of Mannheim (Research Seminar), Conference of the GEABA (Hamburg), 42nd E.A.R.I.E. Conference (Munich), 30th Annual Meeting of the EEA (Mannheim), Workshop on “Competition and Bargaining in Vertical Chains” (Dusseldorf), University of Dusseldorf (Research Seminar), University of Bamberg (Research Seminar), Tilburg University (Research Seminar)

2014

Workshop on “Antitrust for Platform and Network Markets” (University Paris-Nanterre), University of Bayreuth (Research Seminar), Oxford University (IO Seminar), University of Hamburg (Research Seminar), CORE University of Louvain (Research Seminar), University of St. Gallen (Research Seminar), Strategic Management Society Conference (Madrid), 41st E.A.R.I.E. Conference (Milan), Frankfurt School of Finance and Management (Research Seminar), SFB/TR 15 Workshop for Young Researchers, Invited Speaker (Mannheim), ETH Technical University of Zurich (Law and Economics Lunchtime Seminar), MaCCI Conference (Mannheim), CESifo Area Conference on Applied Microeconomics (Munich)

2013

University of Maastricht (Research Seminar), University of Bergen (BECCLE Seminar), Norwegian School of Economics (Research Seminar), UECE Meetings (Lisbon), University of Regensburg (Research Seminar), 14th Conference of the GEABA (Magdeburg), German Economic Association (Dusseldorf), 11th IIOC (Boston), University of Texas at Dallas (Research Seminar), Cornell University (Theory Seminar), Northwestern University, Kellogg School of Management (Lunchtime Seminar), Industrial Organization Committee of the German Economic Association (Wurzburg), MaCCI Conference (Mannheim), Max-Planck Institute Bonn (Research Seminar)

2012

University of Toulouse (IO Seminar), 39th E.A.R.I.E. Conference (Rome), ANR-DFG Workshop on “Market Power in Vertically Related Markets” (Toulouse), University of Rostock (Research Seminar), Annual Conference of the VHB (Bolzano), University of Bern (Research Seminar), 7th Swiss IO Day (Bern), MaCCI Inaugural Conference, (Mannheim), CESifo Area Conference on Applied Microeconomics (Munich)

2011

12th Conference of the GEABA (Zurich), German Economic Association (Frankfurt), 26th Annual Meeting of the EEA (Oslo), University of Dusseldorf (DICE Seminar), 2nd Workshop on the Economics of ICTs (Evora), ANR-DFG Workshop on “Market Power in Vertically Related Markets” (Paris)

2010

11th Conference of the GEABA (Frankfurt), 25th Annual Meeting of the EEA (Glasgow), 8th ZEW Conference on the Economics of Information and Communication Technologies

(Mannheim), ZEW Conference on Platform Market (Mannheim), Spring Meeting of the SFB/TR 15 (Caputh), CESifo Area Conference on Applied Microeconomics (Munich), Workshop on “Market Power in Vertically Related Markets” (DIW Berlin), Winter Workshop on “Competition and Regulatory Policy” (Munich)

2009

10th Conference of the German Economic Association of Business Administration (GEABA) (Vallendar), 64th ESEM (Barcelona), German Institute for Research in Economics (DIW Berlin), European Summer Symposium in Economic Theory (Gerzensee), University of Heidelberg (Theory Workshop), Spring Meeting of the SFB/TR 15 (Caputh), University of Naples (Theory Seminar), CESifo Area Conference on Public Sector Economics (Munich)

2008

University of Cologne (Theory Seminar), Fall Meeting of the SFB/TR 15 (Fraueninsel), German Economic Association (Graz), 35th E.A.R.I.E. Conference (Toulouse), Conference on “Market Power in Input Markets, Vertical Restraints and Competition Policy” (DIW Berlin), University of Mannheim (SFB-Seminar), 6th IIOC (Arlington), Spring Meeting of the SFB/TR 15 (Gummersbach)

2007

University of Toulouse (Theory Seminar), German Economic Association (Munich), University of Melbourne (Economic Theory Seminar), 34th E.A.R.I.E. Conference (Valencia), 62nd ESEM (Budapest), University of Bern (Micro Seminar), 2nd Swiss IO Day (Bern)

2006

3rd Christmas Conference of German Expatriate Economists (Munich), German Economic Association (Bayreuth), Fall Meeting of the SFB/TR 15 (Fraueninsel), 61st ESEM (Vienna), IDEI Conference “Competition Policy in Two-Sided Markets (Toulouse), University of Bonn (Research Seminar), Swiss Society for Economics and Statistics (Lugano), University of Innsbruck (Lunch Time Seminar), Free University Berlin (SFB Seminar)

2005

3rd Workshop on Media Economics (Hamburg), 3rd Kiel-Munich Workshop on the Economics of Information and Network Industries (Munich), 20th Annual Meeting of the EEA (Amsterdam), European Summer Symposium in Economic Theory (Gerzensee), University of Chicago, Graduate School of Business (Workshop in the Theory of Organizations), 3rd IIOC (Atlanta)

Pre 2005

University of Illinois at Urbana-Champaign (Micro Seminar), 31st E.A.R.I.E. Conference (Berlin), 2nd Kiel-Munich Workshop on the Economics of Information and Network Industries (Seon Monastery), 9th Spring Meeting of Young Economists (Warsaw), IDEI-CEPR Conference on "The Economics of Two-Sided Markets" (Toulouse), Verein für Socialpolitik (German Economic Association) (Zurich), 58th ESEM (Stockholm), 3rd

European Doctoral Group in Economics Jamboree (Copenhagen), 29th E.A.R.I.E. Conference (Madrid), University of Augsburg (Research Seminar)

Teaching

Lectures

- Advanced Game Theory (Frankfurt School), 2019, 2020, 2021, 2022, 2023, 2024
- Advanced Industrial Organization (Frankfurt School), 2024
- Strategic Competition (Frankfurt School and WHU), 2012, 2013, 2014, 2015, 2016, 2018, 2020, 202, 2022, 2023
- Markets, Incentives and Ethical Management (Frankfurt School), 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023
- Markets, Games and Incentives (Frankfurt School): 2022
- Business Environment: Institutions and Competition (Frankfurt School), 2018
- Micro II: General Equilibrium and Strategic Interaction (WHU), 2011, 2012, 2013, 2014, 2015
- Economics of Strategy (Bucerius Law School and WHU), 2013
- Industrial Organization (FU Berlin), 2010/2011
- Advanced Microeconomic Theory (University of Munich and FU Berlin) 2009/2010, 2010/2011
- Microeconomics for minor students (University of Munich) 2010
- Advanced Industrial Organization (University of Munich) 2005/2006, 2007, 2008, 2009
- Theory of Financial Markets (University of Munich) 2008, 2009, 2010

Classes

- Microeconomics for minor students (University of Munich) 2006/2007
- Advanced Game Theory (University of Munich) 2006
- Advanced Microeconomic Theory (University of Munich) 2005/2006
- Dynamic Methods in Economics and Finance (University of Munich) 2004
- Theory of Financial Markets (University of Munich) 2000/2001, 2001/2002, 2003, 2004
- Intermediate Macroeconomics (University of Munich) 2001, 2001/2002, 2002

Seminars

- Foundations and Behavioral Aspects of Market Mechanisms (WHU) 2012
- Topics in Industrial Economics (University of Munich) 2009
- Housing Prices, Asset Pricing, and Anomalies in Financial Markets (University of Munich) 2008
- Portfolio Choice: Theory and Empirics (University of Munich) 2006
- Networks, Standards, and Two-Sided Markets (University of Munich) 2006
- Asset Prices and Economic Activity (University of Munich) 2005
- Portfolio Choice and Wealth Allocation (University of Munich) 2003
- Asset Pricing (University of Munich) 2002

Refereeing

In alphabetical order:

American Economic Journal: Microeconomics, American Economic Review, American Economic Review: Insights, Applied Economics Quarterly, B.E. Journal of Economic Analysis and Policy, B.E. Journal of Theoretical Economics, Bulletin of Economic Research, Business Research, Canadian Journal of Economics, CESifo Economic Studies, China Economic Review, Computers and Mathematics with Applications, Econometrica, Economica, Economic Inquiry, Economic Journal, Economics Bulletin, Energy Economics, European Economic Review, European Journal of Operational Research, Industrial and Corporate Change, Information Economics and Policy, Games and Economic Behavior, Geneva Risk and Insurance Review, German Economic Review, German Israeli Foundation, German Science Foundation (Deutsche Forschungsgemeinschaft), Industrial and Corporate Change, International Economic Review, International Journal of Business and Economics, International Journal of Industrial Organization, International Journal of the Economics of Business, International Tax and Public Finance, Journal of Economic Behavior and Organization, Journal of Economics, Journal of Economics and Business, Journal of Economics and Management Strategy, Journal of Economic Theory, Journal of Health Economics, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Law, Economics, and Organization, Journal of Mathematical Economics, Journal of Media Economics, Journal of Political Economy, Journal of Public Economics, Journal of Public Economic Theory, Journal of Regulatory Economics, Journal of the European Economic Association, Managerial and Decision Economics, Management Science, Marketing Science, National Science Foundation, Netherlands Organization for Scientific Research (NWO), Operations Research, Perspektiven der Wirtschaftspolitik, Portuguese Economic Journal, RAND Journal of Economics, Review of Economic Design, Review of Economic Studies, Review of Industrial Organization, Review of International Economics, Review of Network Economics, Scandinavian Journal of Economics, Southern Economic Journal, Strategic Management Journal

Miscellaneous

- since 2022: Director of a (virtual) “Centre for Competition Economics”: Organization of around 4 virtual talks per year and an annual conference
- 2019: Main reviewer for the field “Industrial Organization” of the Annual Meeting of the German Economic Association, Leipzig
- 2018 and 2019: Co-organizer of the 2nd and 3rd Workshop on Advances in Industrial Organization, Bergamo
- Since 11/2015: Head of the Economics Department, Frankfurt School of Finance & Management
- 11/2015: Member of the Scientific Committee, UECE Lisbon Meetings in Game Theory and Applications
- 08/2005 - 03/2010 Coordinator of the Research Seminar, University of Munich