

# SIMON SIEGENTHALER

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## FIELD

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**Experimental Economics, Managerial Economics**

Topics: Bargaining & Negotiations, Market Design, Social Norms, Leadership

## ACADEMIC POSITIONS

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Associate Professor, School of Management, University of Texas at Dallas	8/2024 - present
Research Economist, National Bureau of Economic Research (NBER)	8/2023 - present
Assistant Professor, School of Management, University of Texas at Dallas	8/2017 - 7/2024
Visiting Scholar, University of California, San Diego	6/2016 - 8/2016
Postdoctoral Associate, New York University Abu Dhabi	9/2014 - 8/2017
Visiting Research Fellow, Brown University	1/2014 - 6/2014

## EDUCATION

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Ph.D. in Economics, University of Bern Summa Cum Laude & Eduard-Adolf-Stein-Prize	10/2010 - 12/2014
Swiss Program for Doctoral Students in Economics, Gerzensee	1/2011 - 1/2012
M.Sc. in Climate Sciences, University of Bern	9/2008 - 9/2010
B.A. in History and Economics, University of Bern	9/2005 - 9/2008

## PUBLICATIONS

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9. **Predicting Norm Change Using Threshold Models** (with Moritz Janas and Nikos Nikiforakis). *Current Opinion in Psychology* (Forthcoming).
8. **Beyond Dividing the Pie: Multi-Issue Bargaining in the Laboratory** (with Olivier Bochet and Manshu Khanna). *Review of Economic Studies* 91 (2024): 163–191.
7. **Commitment Timing in Coalitional Bargaining** (with Aaron Kamm). *Experimental Economics* 27 (2024): 130-154.
6. **Pathways to Prosocial Leadership: An Online Experiment on the Effects of External Subsidies and the Relative Price of Giving** (with Blaine Robbins, Daniel Karell, and Aaron Kamm). *European Sociological Review* (2023): jcad078.
5. **Predicting Social Tipping and Norm Change in Controlled Experiments** (with James Andreoni and Nikos Nikiforakis). *Proceedings of the National Academy of Science* 118 (2021): e2014893118.

4. **Competition and Price Transparency in the Market for Lemons: Experimental Evidence** (with Olivier Bochet). *American Economic Journal: Microeconomics* 13 (2021): 113-140.
3. **Referral Hiring and Wage Formation in a Market with Adverse Selection** (with Aurelie Dariel and Arno Riedl). *Games and Economic Behavior* 130 (2021): 109-130.
2. **Better Later than Never? An Experiment on Bargaining Under Adverse Selection** (with Olivier Bochet). *International Economic Review* 59 (2018): 947-971.
1. **Meet the Lemons: An Experiment on how Cheap-Talk Overcomes Adverse Selection in Decentralized Markets.** *Games and Economic Behavior* 102 (2017): 147-161.

Other Publications:

**Reproducibility in Management Science** (Fišar, M., Greiner, B., Huber, C., Katok, E., Ozkes, A., and the Management Science Reproducibility Collaboration). Note: Member of the Management Science Reproducibility Collaboration. *Management Science* 70 (2024): 1343-1356.

**Social Tipping Points and Forecasting Norm Change** (with James Andreoni and Nikos Nikiforakis). *VoxEU* (2021).

## WORKING PAPERS AND WORK IN PROGRESS

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**Leader Risk Mitigates the Effects of Pay Inequality on Team Coordination: An Experiment** (with Aurelie Dariel and Nikos Nikiforakis). *Revise & Resubmit, The Leadership Quarterly*

**Eliciting Thresholds for Interdependent Behavior** (with Nikos Nikiforakis and Moritz Janas). *NBER Working Paper*

**The Tower of Babel Revisited: Trade and Language in Diverse Markets** (with Sheen Levine and Bart Wilson). *Coming Soon*

**Preventing Impasses in Deadline-Driven Negotiations** (with Olivier Bochet and Manshu Khanna). *Coming Soon*

**Measuring Social Tipping Potential in Climate Change Action** (with Nikos Nikiforakis and Moritz Janas). *In Progress*

**The Power of Social Tipping in Public Goods Provision** (with Sara Constantino). *In Progress*

**Non-Severe Adverse Selection and Second-Order Optimism** (with Olivier Bochet and Jack Adeney). *In Progress*

**Coalitional Negotiations with Multiple Streams** (with Kyle Hyndman and Mert Kimya). *In Progress*

**Measuring Conspicuous Consumption Using Threshold Models** (with Nikos Nikiforakis and Moritz Janas). *In Progress*

## GRANTS & AWARDS

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**Co-PI NSF Grant #2242443 Social Tipping Points and Norm Change in Large-scale Laboratory Experiments:** with James Andreoni and Nikos Nikiforakis; \$513,030; 2023-2026

**Eduard-Adolf-Stein-Prize:** \$2500; 2015

## CONFERENCE PRESENTATIONS & INVITED PRESENTATIONS

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**2023-present:** Seminar at Florida State University; Seminar at University of Verona; Seminar at Middlebury College; Social Norms: Emergence, Stability, Social Change Workshop, Ascona Monte Verita; 2024 Bargaining: Experiments, Empirics, and Theory (BEET) Workshop, Maastricht; 2024 Bargaining, Markets, and Strategic Decision Making Workshop, New York University Abu Dhabi 2023 Seminar at University of Cologne; 2023 ESA World Meeting, GATE University of Lyon Seminar at Florida State University.

**2019-2022:** 2022 Norms and Behavioral Change Workshop (NoBeC), University of Pennsylvania; 2022 Society for the Advancement of Behavioral Economics (SABE) Conference, Lake Tahoe; 2022 Bargaining: Experiments, Empirics, and Theory (BEET) Workshop, Heidelberg; Seminar at NYU Abu Dhabi (2022); Seminar at IMT Lucca (2022); 13th (2021) Maastricht Behavioral and Experimental Economics Symposium (M-BEES); 2021 ESA Global Around-the-Clock Virtual Conference; Seminar at Newcastle University (2021); Seminar at Virtual East Asia Experimental and Behavioral Economics Seminar Series (2021); 2020 Annual Texas Experimental Association Symposium, Texas A&M University; 2020 ESA Global Around-the-Clock Virtual Conference; 2019 Norms and Behavioral Change Workshop (NoBeC), University of Pennsylvania; 2019 Bargaining: Experiments, Empirics, and Theory (BEET) Workshop, BI-Norwegian Business School; 2019 Annual Texas Experimental Association Symposium, Baylor University in Waco.

**2015-2018:** 2015 Workshop on Behavioral Political Economy, NYU Abu Dhabi; 2015 SED Conference on Economic Design, Istanbul Bilgi University; Enacting Change in Long-run Behavior and Attitudes, Berlin Social Science Center 2016; 2016 ESA European Meeting, Norwegian School of Economics in Bergen; 2016 NYU Global Network Experimental Social Sciences Workshop, NYU Abu Dhabi; Invited seminars at University of Vienna, Jindal School of Management at UT Dallas, University of Ottawa, University of Gothenburg, University of Melbourne (all 2017); 2018 ESA North American Meeting, Antigua, Guatemala; 2018 AEA Meeting, Session “Like Everybody Else: Experimental Economics of Conformity, Image, and Identity,” Philadelphia.

**2010-2014:** Winter Experimental Social Sciences Institute, NYU Abu Dhabi 2014; 2013 Asia-Pacific ESA Conference, Waseda University, Tokyo; New Directions in the Voluntary Provision of International Public Goods, ZEW Mannheim 2012; AURÖ Workshop, University of Bern 2012; 9th International NCCR Climate Summer School “Adaptation and Mitigation: Responses to Climate Change,” Grindelwald 2010.

## REFEREEING SERVICE

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Reviewer for *American Economic Review: Insights*, *American Economic Journal: Microeconomics*, *B.E. Journal of Theoretical Economics*, *Behavioral Sciences*, *Bulletin of Economic Research*, *Earth System Dynamics*, *Econometrica*, *Economic Inquiry*, *Economic Journal*, *European Economic Review*, *Experimental Economics*, *Games*, *Games and Economic Behavior*, *International Economic Review*, *International Journal of Game Theory*, *International Journal of Industrial Organization*, *Interactive Journal of Medical Research*, *Journal of Economic Behavior and Organization*, *Journal of Economic Psychology*, *Journal of Economic Theory*, *Journal of Mathematical Economics*, *Journal of Public Economic Theory*, *Journal of Political Economy Microeconomics*, *Journal of the Economic Science Association*, *Leadership Quarterly*, *Management Science*, *Mathematical Social Sciences*, *Nature Human Behaviour*, *Philosophical Transactions of the Royal Society B*, *PLOS One*, *Proceedings of the National Science Academy Nexus*, *Production and Operations Management*, *RAND Journal of Economics*, *Review of Financial Studies*, *Social Choice and Welfare*, *Sustainability*

## TEACHING

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### Course descriptions:

Advanced Research Methods: Experiments and Surveys—PhD-level class on the design, practical matters, and econometrics of laboratory experiments and surveys.

Advanced Topics in Capitalism: Ideas and Challenges that Shape the World—advanced undergraduate class on the benefits and risks arising in market societies, including technological progress, economic inequality, climate change, and economic policy.

Business Economics—graduate-level class on micro- and macroeconomic concepts used to study business applications.

Auction Theory—graduate-level class on auction theory.

### Courses taught:

Advanced Research Methods (Spring 2025), Executive DBA, 20 students

Advanced Topics in Capitalism (Fall 2024), undergraduate, 2 sections, 100 students

Advanced Topics in Capitalism (Fall 2023), undergraduate, 3 sections, 144 students, 4.85/5

Advanced Topics in Capitalism (Fall 2022), undergraduate, 3 sections, 120 students, 4.70/5

Advanced Topics in Capitalism (Spring 2022), undergraduate, 1 section, 40 students, 4.77/5

Business Economics (Fall 2021), 2 sections, MBA, 94 students, 4.86/5

Advanced Topics in Capitalism (Spring 2021), undergraduate (online), 1 section, 21 students, 5/5

Business Economics (Fall 2020), 2 sections, MBA (online), 70 students, 4.95/5

Business Economics (Fall 2019), 3 sections, MBA, 133 students, 4.85/5

Business Economics (Fall 2018), 3 sections, MBA, 125 students, 4.80/5

Business Economics (Fall 2017), 2 sections, Masters, 60 students, 4.80/5

Auction Theory (2014), TA

Experimental Economics (2012, 2013), TA

Economics of Nobel Prize Winners (2012, 2013, 2014), TA

Intertemporal Allocation of Natural Resources (2013), TA

Contracts and Incentives (2013), TA

### Supervision of graduate student projects:

Shaista—Predicting Norm Change and Social Tipping Points

Asim Siddiqui—Developing an Effective Regulatory Framework for IT Mergers & Acquisitions

Kunal Arora—Cultural Differences in Negotiations

Megan Kling—Social Norms, Norm Change, and Abortion

Aditya Puri Goswami—Impact of Virtual Currencies (Cryptocurrencies) on Governments and Central Bank Monetary Policies

## COMMITTEES & OTHER SERVICES

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2022-present: Seminar Series Organizer, Center and Laboratory for Behavioral Operations and Economics, School of Management, UT Dallas

2020 & 2022 & 2023 & 2024: Faculty Hiring Committee, Managerial Economics, School of Management, UT Dallas

2024-present: Committee for MS Energy Management (Chair), School of Management, UT Dallas

2023-present: Faculty Advisor *Small Business Owners*, School of Management, UT Dallas

2024-present: Mentor in the Faculty Success Program, School of Management, UT Dallas

2017-2024: Committee for MS Energy Management, School of Management, UT Dallas

## MISCELLANEOUS

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**Professional Affiliations:** American Economic Association, Economic Science Association, National Bureau of Economic Research, IGL Research Network

**Languages:** English, German (native), French (basic)

**Software:** Stata, Mathematica, MATLAB, Sophie, z-Tree, L<sup>A</sup>T<sub>E</sub>X

**Personal Details:** Swiss citizen, U.S. permanent resident, married and 3 children