

Jeanine Miklós-Thal

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CURRENT POSITIONS and APPOINTMENTS

2021– Professor of Economics & Management and of Marketing, *Simon Business School, University of Rochester*
2022– Director, Business and Policy Initiative, Simon Business School
2022– CEPR Research Fellow
2022– MaCCI Research Fellow
2016– DIW Research Fellow

PAST POSITIONS and APPOINTMENTS

2016–2021 Associate Professor (with tenure) of Economics & Management and of Marketing, *University of Rochester, Simon Business School*
2009–2016 Assistant Professor of Economics & Management and of Marketing, *University of Rochester, Simon Business School*
2008–2009 Academic visitor, *MIT Sloan*
2007–2010 Research Associate, *ZEW Mannheim*
2007–2008 Assistant Professor (W1) of Economics, *University of Mannheim*
2006–2007 Max Weber Fellow, *European University Institute*

EDITORIAL WORK

2017 – Co-Editor, *International Journal of Industrial Organization*
2016 – Associate Editor, *Management Science* (departments: marketing, 2016–; strategy, 2021–)
2020 – Associate Editor, *RAND Journal of Economics*
2012–2017 Associate Editor, *European Economic Review*

EDUCATION

University of Toulouse 1

2006 Ph.D. in Economics (with highest honors)

2002 Master in Economic Theory and Econometrics (ranked 1st/26)

University of Maastricht

2001 Master in Economics (with distinction)

PUBLICATIONS

“Partial Secrecy in Vertical Contracting” (with Jihwan Do)
International Journal of Industrial Organization, EARIE 2022 Special Issue, forthcoming

“The Economics of Dual Pricing in Vertical Agreements” (with Greg Shaffer)
Concurrences Review, N° 2-2022, Art. N° 106194, May 2022

- "Input Price Discrimination by Resale Market" (with Greg Shaffer)
RAND Journal of Economics, Vol. 52(4), pp. 727-757, Winter 2021
- "Third-Degree Price Discrimination in Oligopoly with Endogenous Input Costs" (with Greg Shaffer)
International Journal of Industrial Organization, EARIE 2020 Special Issue, Vol. 79, December 2021
- "Pass-through as an Economic Tool: On Exogenous Competition, Social Incidence, and Price Discrimination" (with Greg Shaffer)
Journal of Political Economy, Vol. 129(1), pp. 323-335, 2021
- "Collusion by Algorithm: Does Better Demand Prediction Facilitate Coordination between Sellers?" (with Catherine Tucker)
Management Science, Vol. 65(4), pp. 1552-1561, 2019
- "What are We Really Good at? Product Strategy with Uncertain Capabilities" (with Michael Raith & Matt Selove)
Marketing Science, Vol. 37(2), pp. 294-309, 2018
- "Private Contracting with Externalities: Divide and Conquer?" (with Greg Shaffer)
International Journal of Industrial Organization, EARIE 2015 Special Issue, Vol. 50, pp. 460-472, 2017
- "Naked Exclusion with Private Offers" (with Greg Shaffer)
American Economic Journal: Microeconomics, Vol. 8(4), pp. 174-194, 2016.
- "Career Prospects and Effort Incentives: Evidence from Professional Soccer" (with Hannes Ullrich)
Management Science, Vol. 62(6), pp. 1645-1667, 2016.
- Reprinted in Waldman, Michael (ed.), *Learning in Labour Markets*, Edward Elgar Publishing, 2017.
 - Selected media coverage: Handelsblatt, Wirtschaftswoche, Spiegel Online, Focus
- "Belief Precision and Effort Incentives in Promotion Contests" (with Hannes Ullrich)
Economic Journal, Vol. 125 (589), pp. 1952-1963, 2015.
- "The Value of Recommendations" (with Heiner Schumacher)
Games and Economic Behavior, Vol. 79, pp. 132-147, 2013.
- "(De)marketing to Manage Consumer Quality Inferences" (with Juanjuan Zhang)
Journal of Marketing Research, Vol. 50(1), pp. 55-69, 2013.
- "Colluding through Suppliers" (with Salvatore Piccolo)
RAND Journal of Economics, Vol. 43(3), pp. 492-513, 2012.
- "Linking Reputations through Umbrella Branding"
Quantitative Marketing and Economics, Vol. 10(3), pp. 335-374, 2012.
- "Buyer Power and Intrabrand Coordination" (with Patrick Rey & Thibaud Vergé)
Journal of the European Economic Association, Vol. 9(4), pp. 721-741, 2011.
- "Optimal Collusion under Cost Asymmetry"
Economic Theory, Vol. 46(1), pp. 99-125, 2011.

“Vertical Relations” (with Patrick Rey and Thibaud Vergé)
International Journal of Industrial Organization, EARIE Special Issue, Vol. 28(4), pp. 345-349, 2010.

“Delivered Pricing and the Impact of Spatial Differentiation on Cartel Stability”
International Journal of Industrial Organization, Vol. 26(6), pp. 1365-1380, 2008.

WORKING PAPERS

“Opportunism in Vertical Contracting: A Dynamic Perspective” (with Jihwan Do), CEPR Discussion Paper 16951, January 2022, R&R *RAND Journal of Economics*

“Digital Hermits” (with Avi Goldfarb, Avery Haviv, and Catherine Tucker)
CEPR Discussion Paper 17865, January 2023
NBER Working Paper 30920, February 2023

WORK IN PROGRESS

“Automated versus Manual Pricing” (with Egor Kudriavtcev and Catherine Tucker)

“The Ethics of Online Steering” (with András Miklós)

HONORS AND AWARDS (POST-GRADUATION)

2023	Superior Teaching Award, MBA class of 2023, Simon Business School
2022	Keynote speaker, TOI Workshop on Industrial Organization, Chile
2022	Finalist, Spotlight Educational Innovation Award, Simon Business School
2022	Invited speaker, EARIE annual conference
2021	Invited speaker, Asia-Pacific IO conference
2020	Superior Teaching Award, MBA class of 2021, Simon Business School
2020	Invited speaker, EARIE annual conference
2017	INFORMS Society for Marketing Science Doctoral Consortium Faculty Fellow
2015	Invited speaker, EARIE annual conference
2014	<i>I/O</i> Excellence in Reviewing Award
2012	Best paper prize, University of Zurich “Handeln und Institutionen Seminar”, for “Career Prospects and Effort Incentives: Evidence from Professional Soccer” (with Hannes Ullrich)
2008	Prize of the Toulouse Chamber of Commerce for best PhD thesis at the <i>University of Toulouse 1</i> in 2006/07

Teaching Honor Roll, Simon Business School: 2014, 2016, 2017, 2018, 2019, 2021, 2022

TEACHING

University of Rochester, Simon Business School

Ethics & Policy of Tech (online MSBA; co-taught with D. Primo and A. Miklós), 2023–
Game Theory for Managers (full-time and part-time MBA), 2016 –
Advanced Pricing (full-time and part-time MBA, MS Marketing Analytics), 2009 –
Pricing Policies (full-time and part-time MBA, MS Marketing), 2010 – 2016
IO Theory (PhD; co-taught with H. Rantakari and G. Shaffer), 2019 –

University of Mannheim, Economics Department
Microeconomics B (Bachelor), 2007

Competition Policy (Master), 2007
Topics in Industrial Organization (PhD), 2008

University of Toulouse 1, 2002-2005

Microeconomics A (PhD), TA for H. Cremer; Microeconomics B (PhD), TA for P. Rey

SEMINAR and CONFERENCE PRESENTATIONS (incl. scheduled)

2023: CREST/Ecole Polytechnique, Paris; University at Buffalo; ICT Conference, ZEW Mannheim; Cornell Digital Markets workshop; EARIE

2022: TOI Workshop on Industrial Organization & Economic Theory (keynote speaker, Chile); UIUC-USTC; EARIE (invited lecture); MaCCI Summer Institute on Competition Policy (by invitation); NBER Economics of AI (discussant)

2021: CEPR Virtual IO seminar; European University Institute; Düsseldorf Institute for Competition Economics; UT Dallas; HKUST; MaCCI Summer Institute on Competition Policy (by invitation); Asia-Pacific IO conference (invited speaker)

2020: ESSEC; National University of Singapore Business School; Paris School of Economics; Yale Tobin Center Digital Economics Workshop (by invitation); EARIE (invited lecture); NBER Economics of AI (discussant)

2019: Toulouse School of Economics; Cambridge Judge Business School; MaCCI Summer Institute on Competition Policy (by invitation); Zero Decade Marketing Theory Symposium (by invitation); CEPR Conference on Applied Industrial Organisation; Searle Centre Conference on Antitrust Economics and Competition Policy, Northwestern University (discussant); University of Florida Competition Policy Conference (by invitation)

2018: University of Florida, Warrington College of Business; Tilburg University; KU Leuven; MaCCI Annual Conference, Mannheim University; Yale Marketing-IO Conference; MaCCI Summer Institute on Competition Policy (by invitation)

2017: University of Cologne, Economics Department; Cornell University, Strategy and Business Economics workshop; Goethe-University Frankfurt, Microeconomics and Management Department; University of Bergamo, Economics Department; Summer Institute in Competitive Strategy, UC Berkeley; INFORMS Society for Marketing Science Doctoral Consortium; Quantitative Marketing and Economics conference, Frankfurt (invited discussant)

2016: Paris School of Economics; Télécom ParisTech; Maastricht University; Chapman University; European School of Management and Technology (ESMT); Norwegian School of Economics; ANR-DFG workshop "Competition and Bargaining in Vertical Chains," Toulouse (by invitation); Hal White Antitrust Conference, Washington DC (by invitation); CREST Antitrust and Consumer Protection Workshop (by invitation); IIOC

2015: London School of Economics, Capabilities, Competition and Innovation Seminar; Indiana University, Kelley School of Business; DIW Berlin, Competition and Consumers Department; University of British Columbia, Sauder School of Business, Marketing Division; EARIE (invited session); Summer Institute in Competitive Strategy, UC Berkeley; UBC Summer Conference on Industrial Organization (by invitation); Macci Summer Institute on Competition Policy (by invitation); IIOC (2 papers, 1 in sponsored session); Mannheim Center for Competition and Innovation Annual Conference; McGill International Marketing Workshop (invited discussant); World Congress of the Econometric Society

2014: University of Toronto, Rotman School, Business Economics Seminar; University of Vienna; Indiana University-Purdue University Indianapolis; IIOC; Workshop Industrial Organization: Theory, Empirics and Experiments, Alberobello

2013: MaCCI Summer Institute on Competition Policy (by invitation); IIOC

2012: Yale School of Management, Marketing Department; Queen's University, School of Business; Cornell University, Johnson Graduate School of Management; University of Zurich, Department of Business Administration; University of Frankfurt, Department of Management and Microeconomics; Macci Summer Institute on Competition Policy (by invitation); Workshop on Market Power in Vertically Related Markets, Toulouse (by invitation); Workshop on Reputation in organizations and markets, Mannheim (by invitation); INRA-IDEI Conference: Industrial Organization and the Food Processing Industry, Toulouse; UTD Frank M. Bass FORMS conference

2011: CSEF-IGIER Symposium on Economics and Institutions, Capri; Workshop on Buyer Power and Vertical Relations, Nanjing University (by invitation); IIOC (2 papers); Tournaments, Contests and Relative Performance Evaluation conference, NC State University; UTD Frank M. Bass FORMS conference (discussant)

2010: INFORMS Marketing Science Conference; IIOC

2009: Ecole Polytechnique of Paris; ESSEC Business School; University of Amsterdam, Economics Department; BBCRST Marketing Workshop, Simon Business School; Max Weber conference, European University Institute

2008: University of Rochester, Simon Business School; MIT marketing workshop; MIT organizational economics lunch; London School of Economics, STICERD seminar; Tilburg Law and Economics Center; Amsterdam Center for Law and Economics; Workshop on the Economics of Advertising and Marketing, Bad Homburg (invited); Workshop on the Economic Analysis of Trade Marks and Brands, Alicante (invited); EARIE; CEPR conference on Applied Industrial Organization, Paris (invited discussant); IDEI conference "Health Economics and the Pharmaceutical Industry," Toulouse (discussant)

2007: London Business School; IESE Business School; University of Mannheim (2 seminars); Pompeu Fabra University, Economics Department; Bocconi IGIER; University of Warwick, Economics Department; Institute of Higher Studies, Vienna; ASSET; EEA

2006: University of Munich, Economics Department; Toulouse School of Economics, Gremaq lunch seminar; CREST-LEI, Paris; European University Institute, Economics Department; IDEI/Institute Veolia conference "Public Services and Management: Designs, Issues and Implications for Local Governance," Toulouse (discussant)

2005: European Winter Meeting of the Econometric Society, Istanbul (by invitation); Centre for Competition Policy Ph.D. Students Workshop, University of East Anglia (by invitation); Econometric Society World Congress; IIOC; CEPR conference "Competition Policy for International Development" (discussant)

2004: NERA Economic Consulting; CEPR conference "Collusion and Cartels"; EARIE

PROFESSIONAL SERVICE

Scientific Committees: IIOC Rising Star Sessions, 2015 & 2016; EARIE, 2011-2019, 2021-2023; ASSET, 2008

EARIE Director, 2023-

Organizing Committee, CEPR VIOS seminar, 2022

Academic Steering Committee, Antitrust Writing Awards 2021

Co-Chair, QME Conference Committee, 2022

Referee for: *American Economic Journal: Microeconomics*; *American Economic Review*; *B.E. Journal of Economic Analysis & Policy*; *B.E. Journal of Theoretical Economics*; *Econometrica*; *Economics Bulletin*; *Economics Letters*; *Economic Journal*; *Economic Theory*; *European Economic Review*; *Games and Economic Behavior*; *International Economic Review*; *International Journal of Industrial Organization*; *International Journal of Game Theory*; *Journal of Commerce, Industry, and Trade*; *Journal of Economics*; *Journal of Economics and Management Strategy*; *Journal of Economic Theory*; *Journal of the European Economic Association*; *Journal of Industrial Economics*; *Journal of Law, Economics, and Organization*; *Journal of Marketing Research*; *Management Science*; *Marketing Science*; *Rand Journal of Economics*; *Review of Economic Studies*; *Review of Industrial Organization*; *Theory and Decision*; *Quantitative Marketing and Economics*; Stanford University Press; Research Grants Council Hong Kong; National Science Foundation

SIMON BUSINESS SCHOOL SERVICE

2021	Intellectual Capital Taskforce
2019 – 2020	Dean Search Committee
2018 –	Promotions and Tenure Committee
2018 – 2021	Simon School Nominating Committee
2018	Dean Review Committee
2015 – 2018	Executive and Part-time Programs Committee
2010 – 2015	Academic Integrity Committee
2010 – 2016	Organizer of the Economics & Management seminar series

CORPORATE EXPERIENCE

2004	Summer analyst, NERA, San Francisco, CA
2003	Summer analyst, NERA, London, UK

LANGUAGES

German (native), English (fluent), French (fluent), Italian (good)

PERSONAL INFORMATION

Married, one daughter (born 2013)
US permanent resident
