

Florian P. Ederer

Yale School of Management
165 Whitney Avenue
New Haven, CT 06511

Email: florian.ederer@yale.edu
<https://florianederer.github.io/>

APPOINTMENTS

- 2019 – **Yale University, School of Management**
Associate Professor of Economics
Yale University, Department of Economics
Associate Professor of Economics (by courtesy)
Cowles Foundation for Research in Economics
Research Staff Member
- 2013 – 2019 **Yale University, School of Management**
Assistant Professor of Economics
- 2009 – 2013 **University of California at Los Angeles, Anderson School of Management**
Assistant Professor

EDUCATION

- 2009 **Massachusetts Institute of Technology, Department of Economics**
Ph.D. in Economics
- 2004 **University of Oxford, Nuffield College**
M.Phil. in Economics
- 2002 **University of Oxford, Worcester College**
B.A. in Economics and Management

RESEARCH INTERESTS

Organizational Economics, Innovation, Entrepreneurship, Experimental Economics, Antitrust

PUBLICATIONS

- “[Killer Acquisitions](#)” (with Colleen Cunningham and Song Ma), *Journal of Political Economy*, forthcoming.
- “[Trust and Promises over Time](#)” (with Frédéric Schneider), *American Economic Journal: Microeconomics*, forthcoming.
- “[Search Fatigue](#)” (with Bruce Carlin), *Review of Industrial Organization*, Vol. 54, No. 3, pp. 485-508, May 2019.
- “[Gaming and Strategic Opacity in Incentive Provision](#)” (with Richard Holden and Margaret Meyer), *RAND Journal of Economics*, Vol. 49, No. 4, pp. 819-854, Winter 2018.
- “[Moral Intuitions of Promise Keeping](#),” (with Alexander Stremitzer), *Principia*, Special Issue on Heuristics, Ethics and Epistemology of Law, Vol. LXV, pp. 5-33, December 2018.
- “[Promises and Expectations](#)” (with Alexander Stremitzer), *Games and Economic Behavior*, Vol. 106, pp. 161-178, November 2017.
- “[Understanding Mechanisms Underlying Peer Effects: Evidence from a Field Experiment on Financial Decisions](#)” (with Leonardo Bursztyn, Bruno Ferman and Noam Yuchtman), *Econometrica*, Vol. 82, No. 4, pp. 1273-1301, July 2014.
- “[Delay and Deadlines: Freeriding and Information Revelation in Partnerships](#)” (with Arthur Campbell and Johannes Spinnewijn), *American Economic Journal: Microeconomics*, Vol. 6, No. 2, pp. 163-204, May 2014.
- “[Is Pay-for-Performance Detrimental to Innovation?](#)” (with Gustavo Manso), *Management Science*, Vol. 59,

No. 7, pp. 1496-1513, July 2013.

"[Feedback and Motivation in Dynamic Tournaments](#)", *Journal of Economics & Management Strategy*, Vol. 19, No. 3, pp. 733-769, Fall 2010.

"[Interpersonal Comparison, Status and Ambition in Organizations](#)" (with Andrea Pataconi), *Journal of Economic Behavior & Organization*, Vol. 75, No. 2, pp. 348-363, August 2010.

BOOKS AND BOOK CHAPTERS

"[Incentives for Innovation: Bankruptcy, Corporate Governance, and Compensation Systems](#)" (with Gustavo Manso) in the *Handbook of Law, Innovation, and Growth*, Edward Elgar Publishing, 2011.

"[Solutions Manual to Accompany Contract Theory](#)" (with Arthur Campbell, Moshe Cohen, and Johannes Spinnewijn), *MIT Press*, September 2007.

WORKING PAPERS

"[Common Ownership, Competition, and Top Management Incentives](#)" (with Miguel Antón, Mireia Giné, and Martin Schmalz)

"[Incentives for Parallel Innovation](#)"

"[Deception and Incentives: How Dishonesty Undermines Effort Provision](#)" (with Ernst Fehr), *R&R at Management Science*

WORK IN PROGRESS

"[Innovation: The Bright Side of Common Ownership?](#)" (with Miguel Antón, Mireia Giné, and Martin Schmalz)

HONORS & GRANTS

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| 2020 | Robert F. Lanzillotti Prize |
| 2018 | INFORMS TIME Best Paper in Last 5 Years Award Yale SOM Elective Teaching Award Mark A. Satterthwaite Health Care Markets Best Paper Prize WFA Charles River Associates Corporate Finance Best Paper Award Academy of Management Sumantra Ghoshal Research and Practice Award |
| 2017 | SIOE Oliver Williamson Best Conference Paper Award Poets & Quants "Best 40 Business Professors under 40" |
| 2016 | IEAF-FEF Prize for Best Research Paper in Financial Economics |
| 2015 | Finalist for Exeter Prize for Research in Behavioral Economics |
| 2014 | Yale SOM Elective Teaching Award |
| 2013 | Center for Global Management Grant |
| 2012 | UCLA FRG Academic Senate Grant |
| 2011 | Russell Sage Foundation Research Grant for Behavioral Economics |
| 2011 | Garwood Entrepreneurship & Innovation Research Grant |
| 2007 – 2008 | NBER IPE Grant, Incentives and Creativity |
| 2004 – 2006 | MIT Castle Krobb Fellowship |
| 2002 – 2004 | UK Economic and Social Research Council Graduate Fellowship |
| 2003 | European Union Marie Curie Research Fellowship |
| 2002 | CIMA/BOC Prize for Best Performance in Economics Examinations Lubbock Prize for Best Performance in Management Examinations WCSA Prize for Best Performance in all Arts & Sciences Examinations |

OTHER EXPERIENCE

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| 2004 | Associate, McKinsey & Company, Vienna, Austria |
| 2001 | Analyst, Morgan Stanley, M&A Division, Sydney, Australia |
| 2000 | Analyst, JPMorganChase, Energy & Power Group, London, United Kingdom |

1998 – 1999 Military Service, Reconnaissance Battalion 1, Gratkorn, Austria

INVITED AND CONFERENCE PRESENTATIONS

2020 AEA, GCR Miami, NBER Organizational Economics (canceled), CEMFI (canceled), Universidad Carlos III (canceled), JKU Linz, Zürich, Regensburg, Munich (canceled), UCLA Anderson (postponed)

2019 AEA, DOJ Antitrust, FTC, WFA, Bates White, Analysis Group, CRA, ESA, UPenn, Brussels Antitrust Conference, Vienna

2018 AEA, UCLA, University of British Columbia, University of Colorado, NBER Organizational Economics, Northwestern Kellogg Health Care Markets Conference, ALEA, University of Michigan BIOMS, NBER Summer Institute IO, NYU IO Day, Northwestern Searle Antitrust Conference, Stanford, Chicago, UPenn, NYU, WashU Olin, EU Competition Commission, LSE, Princeton, Yale School of Public Health, Behavioral Personnel Economics Conference, INFORMS

2017 AEA, AFA, University of Utah, Simon Fraser University, Utah Winter Business Economics Conference, Berlin, Columbia, NYU, HBS, Brookings, Rochester Simon, NBER Entrepreneurship

2016 Queen's, Georgia Tech, Frankfurt, LMU Munich, University of Vienna VGSF, University of Zurich, NBER Organizational Economics, Case Western, University of Michigan

2015 AEA, University of Toronto (Rotman), Northwestern (Kellogg), Yale Institute for Network Science, Columbia Law School, Seoul National University, SITE, ESWC Montreal, HBS Entrepreneurship, London School of Economics

2014 AEA, MIT, 4th Annual Columbia Strategy Conference (Scientific Committee), NBER Organizational Economics Meeting, NBER Summer Institute Law & Economics

2013 HBS NOM, Yale SOM, UC Irvine, Boston University, SED, Wellesley, CGU

2012 Queen's University, SWET, University of California at San Diego (Economics), Yale, Columbia GSB, NYU Stern, MIT Sloan, HBS Strategy, University of Zurich, University of Vienna, University of Frankfurt

2011 USC Marshall, SWET, NBER Organizational Economics Meetings, University of Bonn, SED, University of California at Berkeley (Haas)

2010 BU Conference on Organization Theory, Erasmus University Rotterdam, ECARES, Stanford University (Economics & GSB)

2009 University of California at Berkeley (Economics & Haas), Northwestern University (Kellogg M&S), Columbia Business School (Microeconomics), University of Pennsylvania (Wharton BPP and Wharton Finance), Harvard Business School (EM Unit), University of Rochester (Simon), University of British Columbia (Sauder), University of California at San Diego (Rady), Washington University in St. Louis (Olin), IFN Conference on Ownership (Stockholm)

2008 Toulouse School of Economics, Economic Science Association (Caltech)

2007 NBER Corporate Finance Meeting

2006 EEA-ESEM (Vienna)

2005 Econometric Society World Congress London (UCL)

TEACHING

2014- MBA Elective Course in Behavioral Economics (Yale SOM)
MBA Elective Course in Competitive Strategy (Yale SOM)
MBA Elective Course in Competition Economics & Policy (Yale SOM)
Executive MBA Course in Competitive Strategy (Yale SOM)

2009-2013 PhD Course in Organizational Economics (2nd year course, joint with UCLA Economics)

2009-2012 MBA Core Course in Business Strategy (UCLA Anderson)

CONFERENCE ORGANIZATION

2020 Virtual Finance and Economics Conference, Organizer
2014 Columbia Strategy Conference, Organizing Committee

PHD STUDENTS

2013 George Georgiadis, UCLA Anderson Operations (Boston University, Economics)
Jim Ostler, UCLA Anderson Strategy (University of Michigan, Ross Strategy)
Shaun Davies, UCLA Anderson Finance (University of Colorado, Finance)
2011 Shogo Hamasaki, UCLA Economics (Analysis Group)

OTHER

Personal Married, 2 children
Nationality Austrian, US Permanent Resident
Hobbies Skiing, Climbing, Tennis