

Florian P. Ederer

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ACADEMIC POSITIONS

- 2023 – **Boston University, Questrom School of Business**
Allen and Kelli Questrom Professor in Markets, Public Policy & Law
- 2019 – 2023 **Yale University, School of Management**
Associate Professor of Economics
- 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

AFFILIATIONS

- 2023 – **European Corporate Governance Institute**
Research Member
- 2023 – **Centre for Economic Policy Research**
Research Fellow
Steering Committee, Competition Policy Research and Policy Network
- 2022 – **National Bureau of Economic Research**
Research Associate
Productivity, Innovation and Entrepreneurship
Industrial Organization
- 2013 – 2023 **Cowles Foundation for Research in Economics**
Research Staff Member

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

Innovation, Organizational Economics, Antitrust, Corporate Governance & Strategy

JOURNAL PUBLICATIONS

- Florian Ederer and Bruno Pellegrino, [A Tale of Two Networks: Common Ownership and Product Market Rivalry](#), accepted at *Review of Economic Studies*.
- Florian Ederer, Paul Goldsmith-Pinkham, and Kyle Jensen, [Anonymous Attention and Abuse](#), *AEA Papers & Proceedings*, forthcoming.
- Miguel Antón, Florian Ederer, Mireia Giné, and Martin Schmalz, [Innovation: The Bright Side of Common Ownership?](#), accepted at *Management Science*.

- Miguel Antón, Florian Ederer, Mireia Giné, and Martin Schmalz, [Common Ownership, Competition, and Top Management Incentives](#), *Journal of Political Economy*, Vol. 131, No. 5, pp. 1294-1355, May 2023.
- Florian Ederer and Bruno Pellegrino, [The Great Start-up Sellout and Rise of Oligopoly](#), *AEA Papers & Proceedings*, Vol. 113, pp. 274-278, May 2023.
- Miguel Antón, Florian Ederer, Mireia Giné, and Bruno Pellegrino, [Mergers and Acquisitions under Common Ownership](#), *AEA Papers & Proceedings*, Vol. 113, pp. 294-298, May 2023.
- Florian Ederer and Frédéric Schneider, [Trust and Promises over Time](#), *American Economic Journal: Microeconomics*, Vol. 14, No. 3, pp. 304-320, August 2022.
- Colleen Cunningham, Florian Ederer, and Song Ma, [Killer Acquisitions](#), *Journal of Political Economy*, Vol. 129, No. 3, pp. 649-702, March 2021 (lead article).
- Bruce Carlin and Florian Ederer, [Search Fatigue](#), *Review of Industrial Organization*, Vol. 54, No. 3, pp. 485-508, May 2019.
- Florian Ederer, Richard Holden, and Margaret Meyer, [Gaming and Strategic Opacity in Incentive Provision](#), *RAND Journal of Economics*, Vol. 49, No. 4, pp. 819-854, Winter 2018.
- Florian Ederer and Alexander Stremitzer, [Moral Intuitions of Promise Keeping](#), *Principia*, Special Issue on Heuristics, Ethics and Epistemology of Law, Vol. LXV, pp. 5-33, December 2018.
- Florian Ederer and Alexander Stremitzer, [Promises and Expectations](#), *Games and Economic Behavior*, Vol. 106, pp. 161-178, November 2017.
- Leonardo Bursztyn, Florian Ederer, Bruno Ferman and Noam Yuchtman, [Understanding Mechanisms Underlying Peer Effects: Evidence from a Field Experiment on Financial Decisions](#), *Econometrica*, Vol. 82, No. 4, pp. 1273-1301, July 2014.
- Arthur Campbell, Florian Ederer, and Johannes Spinnewijn, [Delay and Deadlines: Freeriding and Information Revelation in Partnerships](#), *American Economic Journal: Microeconomics*, Vol. 6, No. 2, pp. 163-204, May 2014.
- Florian Ederer and Gustavo Manso, [Is Pay-for-Performance Detrimental to Innovation?](#), *Management Science*, Vol. 59, No. 7, pp. 1496-1513, July 2013.
- Florian Ederer, [Feedback and Motivation in Dynamic Tournaments](#), *Journal of Economics & Management Strategy*, Vol. 19, No. 3, pp. 733-769, Fall 2010.
- Florian Ederer and Andrea Pataconi, [Interpersonal Comparison, Status and Ambition in Organizations](#), *Journal of Economic Behavior & Organization*, Vol. 75, No. 2, pp. 348-363, August 2010.

BOOKS AND BOOK CHAPTERS

- Florian Ederer and Gustavo Manso, [Incentives for Innovation: Bankruptcy, Corporate Governance, and Compensation Systems](#), *Handbook of Law, Innovation, and Growth*, Edward Elgar Publishing, pp. 90-111, 2011.
- Arthur Campbell, Moshe Cohen, Florian Ederer, and Johannes Spinnewijn, [Solutions Manual to Accompany Contract Theory](#), MIT Press, September 2007.

WORKING PAPERS

- Florian Ederer, Paul Goldsmith-Pinkham, and Kyle Jensen, [Anonymity and Identity Online](#), *R&R at Review of Economic Studies*
- Florian Ederer, [Incentives for Parallel Innovation](#), *R&R at Journal of Law, Economics, and Organization*
- Florian Ederer and Ernst Fehr, [Deception and Incentives: How Dishonesty Undermines Effort Provision](#), *R&R at Management Science*
- Florian Ederer and Weicheng Min, [Bayesian Persuasion with Lie Detection](#)
- Miguel Antón, Florian Ederer, Mireia Giné, and Guillermo Ramirez-Chiang, [Common Ownership around the World](#)

HONORS AND AWARDS

- 2024 American Antitrust Institute Jerry S. Cohen Award (2nd win) for “Common Ownership,

	Competition, and Top Management Incentives”
	BU Questrom MBA Core Faculty Teaching Award
2023	Yale SOM Elective Teaching Award (3 rd win)
	American Law & Economics Association Best Paper in Antitrust & Competition Policy
2022	Association of Competition Economists Best Paper Award
	Econometric Society Best Paper Award
	American Antitrust Institute Jerry S. Cohen Award (1 st win) for “Killer Acquisitions”
2021	Equitable Growth Research Grant
2020	Robert F. Lanzillotti Prize
	AdC Competition Policy Award
2018	INFORMS TIME Best Paper in Last 5 Years Award
	Yale SOM Elective Teaching Award (2 nd win)
	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
	Red Rock Finance Conference Best Discussant
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 (1 st win)
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

SEMINARS AND CONFERENCE PRESENTATIONS

2025	AEA, Duke Fuqua, University of Alabama, DOJ (scheduled), USC (scheduled), Brandeis (scheduled), UCSD Rady (scheduled), University of Graz (scheduled)
2024	AEA, Brussels Antitrust Conference, Ofcom, IIOC, Max Planck Institute for Innovation and Competition, LMU Munich, Competition & Markets Authority, Harvard Law School, DICE Competition Conference (Keynote)
2023	AEA, AFA, IFC World Bank Competition Conference, CU Boulder Leeds, Stigler Antitrust Conference, UNC Triangle Micro Conference, Tsinghua, Stanford GSB, UW Foster, UCL, Bundeskartellamt, Bates White Antitrust Conference, HEC, NBER Summer Institute, University of Toronto, Boston University, CRA Antitrust Conference
2022	Michigan Ross, HBS Strategy, Georgetown McDonough, Berkeley Haas, Duke, Toronto Rotman, Monash University, Carnegie Mellon, NBER Organizational Economics, NBER Megafirms, IIOC, Strategy Science, SIOE, SED, Equitable Growth, Peking University, University of Zurich, ETH, NYU Stern Economics, University of Pennsylvania Law, Berkeley-Columbia IO Theory Conference, NYU Stern Management, ACE Competition Conference
2021	Boston University, LSE Law & Finance, OECD Competition Day, UCSD, Econometric Society, SIOE, Hal White Antitrust Conference, SAET, University of Helsinki, Bundeswettbewerbsbehörde, IIOC, ESEM, EARIE, NBER Summer Institute,

	Northwestern Antitrust Conference, Duke Fuqua, HKUST, University of Utah, Northwestern Kellogg, AEA, Düsseldorf DICE, Berlin, Toulouse, Rice Johnson, Cornell, APIOC
2020	AEA, GCR Miami, NBER Organizational Economics, CEMFI, Universidad Carlos III, JKU Linz, Zürich, Regensburg, Munich, UCLA Anderson, Georgetown, HKUST, Universidad de Montevideo, Case Western, University of Graz, WashU Olin, Autoridade da Competencia, ESEM
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, AEA, 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, 4 th Annual Columbia Strategy Conference, 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
2008	Toulouse School of Economics, Economic Science Association
2007	NBER Corporate Finance Meeting
2006	EEA-ESEM (Vienna)
2005	Econometric Society World Congress London (UCL)

TEACHING

2024 –	Undergraduate Course in Microeconomics for Business and Strategy (BU Questrom)
2023 –	MBA Core Course in Managerial Economics (BU Questrom)
2021	PhD Course in Antitrust and Competition Policy (CEMFI Summer School)
2018 – 2023	MBA Elective Course in Competition Economics & Policy (Yale SOM)
2014 – 2023	MBA Elective Course in Behavioral Economics (Yale SOM)
	MBA Elective Course in Competitive Strategy (Yale SOM)
2014	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)

PHD STUDENTS AND POSTDOCS

2024 Aslihan Asil, Yale Law School and Yale SOM (1st placement: Duke Law School)
2023 Regina Seibel, University of Zurich (Toronto Rotman)
2022 Weicheng Min, Yale Economics (Shanghai Jiao Tong University)
Yifei Zhang, Toulouse School of Economics (Peking University, HSBC Business School)
2018 Frédéric Schneider, Yale SOM (University of Cambridge Judge Business School)
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)

CONFERENCE AND SEMINAR ORGANIZATION

2022 IIOC Rising Stars, Co-organizer
2019 – 2023 Thurman Arnold Project, Faculty Member
2019 – 2023 Yale SOM Entrepreneurship & Innovation Seminar, Founder and Co-organizer
2019 – 2020 Virtual Finance and Economics Conference, Co-organizer
2014 Columbia Strategy Conference, Organizing Committee
2009 – 2012 UCLA Anderson Strategy & Policy Seminar, Organizer

COMMITTEE SERVICE

2024 – Midterm Review Committee Chair (BU Questrom)
2024 – Research Scholarship Committee Member (BU Questrom)
2023 – BU Questrom MBA PDC Committee Member (BU Questrom)
2023 – Allen and Kelli Questrom Chair Search Committee Member (BU Questrom)
2014 – 2015 AACSB Accreditation Committee (Yale SOM)
2013 – 2016 Junior Economics Faculty Recruiting (Yale SOM)
2009 – 2013 Strategy & Policy PhD Program (UCLA Anderson)

OTHER EXPERIENCE

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

PERSONAL

Personal Married to [Julia Simon-Kerr](#) (Evangeline Starr Professor of Law, UConn School of Law)
2 children
Nationality Austria, USA
Hobbies Skiing, Climbing, Tennis, Chamber Music
Languages German (native with an Austrian accent), English (fluent with an eccentric British-Austrian accent), French (fluent), Spanish (good enough to read Marca and to discuss soccer)