

# JOHANNES MÜNSTER

## CURRICULUM VITAE

September 2015

### PERSONAL DATA

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Phone: +49 - (0)221 - 470 - 4411 (office)

### EDUCATION

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Dr. rer. pol., Freie Universität Berlin, July 2006, Supervisors: Prof. Dr. Kai A. Konrad and Prof. Dr. Helmut Bester, summa cum laude  
Diplom Volkswirt, Freie Universität Berlin, October 2001  
M.A. in Philosophy & Economics, Freie Universität Berlin, August 2000

### CURRENT POSITION

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Associate Professor (W2, with tenure), Department of Economics, University of Cologne (since March 2012).

### PREVIOUS POSITIONS

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Assistant Professor (Juniorprofessor, W1), School of Economics and Business, Free University of Berlin (October 2010-February 2012).  
Research fellow, Department of Economics, Institute for Economic Theory, Free University of Berlin, SFB/TR 15 Project A1 (April 2009-September 2010).  
Visiting Professor (Lehrstuhlvertreter) Wirtschaftstheorie I, Rheinische Friedrich-Wilhelms-Universität Bonn (October 2007 – February 2008)  
Research fellow at the Social Science Research Center Berlin (WZB), Research Unit Market Processes and Governance (November 2001- March 2009).  
SFB/TR 15 „Governance and the Efficiency of Economic Systems“, Project A2 (January 2004-March 2009).  
Teaching Assistant (student. Hilfskraft) for philosophy with Prof. Dr. Peter Bieri at the Free University of Berlin (1997-2000).

### RESEARCH INTERESTS

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Applied microeconomic theory: industrial organization, contract theory, contests & tournaments, auctions, media economics  
Political economy: economics of war and conflict, lobbying, rent-seeking, media economics

1. Quantity restrictions on advertising, commercial media bias, and welfare, with Anna Kerkhof. Forthcoming, *Journal of Public Economics*.
2. Information sharing in contests, with Dan Kovenock and Florian Morath, *Journal of Economics and Management Strategy* (2015), Vol. 24 Number 3, 546-572.
3. Communication and commitment in contests, with Qiang Fu and Oliver Gürtler, *Journal of Economic Behavior and Organization* (2013), 95, 1– 19 (lead article).
4. Information acquisition in conflicts, with Florian Morath, *Economic Theory* (2013), 54, 99–129.
5. Information policy in tournaments with sabotage, with Oliver Gürtler and Petra Nieken, *Scandinavian Journal of Economics* (2013), 115(3), 932–966.
6. Rational Self-Sabotage, with Oliver Gürtler, *Mathematical Social Sciences* (2013), 65, 1–4.
7. A strategic mediator who is biased into the same direction as the expert can improve information transmission, with Lydia Mechtenberg, *Economics Letters* (2012), 117, 490–492.
8. How organizational structure can reduce rent-seeking, with Klaas Staal, *Public Choice* (2012), 150, 579-594.
9. War with Outsiders Makes Peace Inside, with Klaas Staal, *Conflict Management and Peace Science* (2011), 28(2), 91–110.
10. Sabotage in dynamic tournaments, with Oliver Gürtler, *Journal of Mathematical Economics* (2010), 46, 179–190.
11. Group contest success functions, *Economic Theory* (2009), Vol. 41 Iss. 2, 345 - 357.
12. Repeated contests with asymmetric information, *Journal of Public Economic Theory* (2009), Vol. 11 Issue 1, 89 – 118.
13. All Equilibria of the Multi-Unit Vickrey Auction, with Andreas Blume, Paul Heidhues, Jonathan Lafky, Meixia Zhang, *Games and Economic Behavior* (2009), Vol. 66, Issue 2, 729-741.
14. Private versus complete information in auctions, with Florian Morath, *Economics Letters* (2008), 101, 214–216.
15. Simultaneous Inter- and Intra-Group Conflicts, *Economic Theory* (2007), 32, 333-352.
16. Selection Tournaments, Sabotage, and Participation, *Journal of Economics & Management Strategy* (2007), Vol. 16, Nr. 4, 943–970.
17. Contests with Investment, *Managerial and Decision Economics* (2007), Volume 28, Issue 8, 849-862.
18. Rents, Dissipation and Lost Treasures: Comment, *Public Choice* (2007), Vol. 130, 329-335.
19. Lobbying Contests with Endogenous Policy Proposals, *Economics and Politics* (2006), Vol. 18, No. 3, 389-397.
20. Contests with an Unknown Number of Contestants, *Public Choice* (2006) Vol. 129, No. 3-4, 2006, 353-368.

## DISCUSSION PAPERS

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1. Online shopping and platform design with ex ante registration requirements, with Florian Morath, revise and resubmit, *Management Science*.
2. Subjective Evaluation versus Public Information, with Helmut Bester. Revise and resubmit, *Economic Theory*.
3. Centralized bargaining in press wholesale, with Frank-Christian May.
4. Advertisers' audience valuation and media content, with Anne Reckmann.

## WORK IN PROGRESS

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5. Sequential bargaining with externalities, with Markus Reisinger.
6. Shocks and conflict in a repeated game.

## EDITORIAL SERVICES

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Editorial Board, *Peace Economics, Peace Science and Public Policy* (since June 2012).

Guest Editor, with Stergios Skaperdas, Special Issue on Causes and Consequences of Conflict, *Economics of Governance* Vol. 11(2), 2010.

## OTHER PUBLICATIONS (NON-REFEREED)

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1. Kollektive Verhandlungen im Presse-Grosso (with Frank Christian May), in: Journalismus ist kein Geschäftsmodell. Aktuelle Studien zur Ökonomie und Nicht-Ökonomie des Journalismus, edited by Frank Lobigs and Gerret von Nordheim, Nomos Verlag 2014.
2. Der gekaufte Krieg. Söldner in Bürgerkriegen nach dem Zweiten Weltkrieg. WZB Mitteilungen 126, Dezember 2009, 38-40.
3. Mercenaries in Civil Wars, 1950-2000, with Sven Chojnacki and Nils Metternich. WZB Discussion Paper SP II 2009 – 05.
4. Mobbers, Robbers, and Warriors. Six essays on the theory of contests. Shaker Verlag 2007. (Ph.D. thesis.)
5. Wenn Wettbewerb schädlich ist. Sabotage im Kampf um Beförderungen und Prämien. WZB Mitteilungen 114, Dezember 2006, 49-51.

## TEACHING EXPERIENCE

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Microeconomics: Lecture “Advanced Microeconomics: Consumers, Firms, and Markets” (for first year Ph.D. students, Winter 2013/14, Winter 2014/15 University of Cologne) “Advanced Microeconomics II” (with Paul Heidhues, for first year Ph.D. students, Berlin Doctoral Program Economics and Management Science, Summer 2011), Lecture Industrial Organization (for second year undergraduates, University of Cologne Summer 2013), Lecture “Introductory Microeconomics” (with Helmut Bester, Free University of Berlin, for first year undergraduates, Summer 2010). Lecture Game Theory, University of Bonn, Winter 2007/08.

Media Economics: Lecture and exercise sessions “Medienordnung”, (for undergraduates, University of Cologne, Summer 2012, 2013, 2014), lecture “Theorie und Politik der Medienwirtschaft” (for MA students Winter 2012/13, 2013/14, 2014/15 University of Cologne), seminar on Media

Economics (for MA students, University of Cologne, Summer 2012, 2013, for BA students, Winter 2012, University of Cologne)

Political Economy: Seminar “Economics of Conflict” (MA, Winter 2012, University of Cologne). Lecture “Political Economics” (for MA students, Free University of Berlin, Summer 2011). Lecture on Political Economy, Free University Berlin 2009/10, 2010/11, 2011/12, 3<sup>rd</sup> year undergraduates. Lecture on “Topics in political economy” (for second year PhD students, Berlin Doctoral Programme in Economics and Management Science, 2007, 2009). Seminar on „Political economics“ (with Beate Jochimsen and Kai A. Konrad, for fourth year undergraduate students, 2005). Seminar on Political Economy, University of Bonn, Winter 2007/08. Seminar on Contests, University of Bonn, Winter 2007/08. Guest lecture, seminar on contests, LMU München, September 26, 2008. Guest lecture, seminar on economics of conflict, University of Magdeburg, January 15, 2009

Public finance: International public finance (exercise sections for third/fourth undergraduates, 2004/5). Social insurance (exercise sections for third/fourth year undergraduates, 2003).

Philosophy: formal logic, epistemology, philosophy of mind, and writing in philosophy (teaching assistant, for first year undergraduates, 1997-2000).

#### SEMINAR PRESENTATIONS

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University of Dortmund, July 6, 2015.

University of Marburg, May 15, 2014.

SFB/TR15 Seminar Berlin, November 4, 2013. University of Hamburg, April 18, 2013. University of Paderborn, January 7, 2013.

WHU, October 22, 2012. University of Copenhagen, September 24, 2012. University of Cologne, Center for Macroeconomic Research, July 4, 2012.

Universität Augsburg, December 12, 2011. University of Barcelona, November 11, 2011. Universität Siegen, July 29, 2011. Universität zu Köln, February 21, 2011.

University of East Anglia, December 10, 2009. University of Heidelberg, November 11, 2009. University of Mannheim, November 10, 2009. University of Edinburgh, School of Economics, October 12, 2009. Brownbag Seminar Humboldt University, May 11, 2009. University of Bonn, BGSE, May 6, 2009. Leibniz Seminar, Berlin, April 15, 2009. University of St. Gallen, February 26, 2009.

University of Namur, December 9, 2008.

Dresden Technical University, November 28, 2007. Stockholm School of Economics, September 21, 2007. Royal Holloway University of London, August 15, 2007. Kiev School of Economics, March 28, 2007. LMU Munich, February 5, 2007.

University of Hannover, December 18, 2006. University of Bonn, Economics Research Seminar, October 19, 2006.

MPI Recht der Gemeinschaftsgüter Bonn, November 30, 2005. University of Dortmund, November 28, 2005. University of Bonn, BGSE, November 23, 2005. University of Aberdeen Business School, May 17, 2005. University of Exeter, School of Business and Economics, March 18, 2005. Berlin Network of Labour Market Research (BeNa), Berlin, January 2005.

Center for European Integration Studies (ZEI), Bonn, December 2004.

#### PRESENTATIONS ON CONFERENCES

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Workshop on Media Bias, University of Hamburg & Hamburg Media School, June 26, 2015. Jahrestagung der Institute für Rundfunkrecht und Rundfunkökonomie, Universität zu Köln, June 19, 2015.

9th SFT/TR 15 Workshop for Young Researchers (invited speaker), University of Mannheim, April 5, 2014.

9. Weihnachtstreffen der deutschen Wirtschaftswissenschaftler im Ausland, Köln, December 21, 2012. Young Researchers' Workshop on Contests and Tournaments, Dortmund, November 16, 2012. Jahrestagung der Fachgruppe Medienökonomie der DGPK, Dortmund November 9, 2012. Jan Tinbergen Peace Science Conference, Berlin, June 27, 2012.

Young Researchers' Workshop on Contests and Tournaments, TU Berlin, December 3, 2011. Jan Tinbergen Peace Science Conference, Amsterdam, June 28, 2011.

Young Researchers' Workshop on Contests and Tournaments, Magdeburg, November 12, 2010. Econometric Society World Congress, Shanghai, August 19, 2010. SAET 2010, Singapore, August 15, 2010. Workshop "Natural Experiments and Controlled Field Studies", Holzhausen/Ammersee, June 11, 2010.

Young Researchers Workshop on Contests and Tournaments, Magdeburg, October 30, 2009. Verein für Socialpolitik, Annual Meeting, Magdeburg, September 10, 2009. 64th European Meeting of the Econometric Society (ESEM), Barcelona, August 25, 2009. 24th Annual Congress of the European Economic Association (EEA), Barcelona, 25 August 25, 2009. 10th Meeting of the SFB/TR 15, Caputh, May 2009.

Zukunft des Sozialstaates, Stiftung der Deutschen Wirtschaft, Bonn, October 25, 2008. Verein für Socialpolitik, Annual Meeting 2008, Graz, September 25, 2008. Conference on "Contests: Theory and Applications", Stockholm School of Economics, June 14, 2008.

Young Researchers' Workshop on Contests and Tournaments, WZB Berlin, November 17, 2007. Peace Science Society (International), 2007 North American Meeting, Columbia, South Carolina, November 3, 2007. Annual Meeting of Verein für Socialpolitik, Munich, October 10, 2007. 8th Conference of the Association for Public Economic Theory (APET), Nashville TN, Juli 7, 2007. Jan Tinbergen Peace Science Conference, Amsterdam, June 27, 2007. 6th Meeting of the SFB/TR 15, Mannheim, March 2007.

European Winter Meeting of the Econometric Society, Turin, November 11, 2006. IIPF 2006, Paphos, Cyprus, August 28, 2006. 7th Conference of the Association for Public Economic Theory (APET), Hanoi, August 2, 2006. Contests in Economics and Biology, WZB, July 2006. Jan Tinbergen Peace Science Conference, Amsterdam, June 27, 2006. Annual Meeting of the European Public Choice Society (EPCS), Turku (Finland), April 2006. 4th Meeting of SFB/TR 15 of the German Research Foundation, Caputh, April 2006.

EARIE 2005, September 2005, Porto. European Science Days, Poster Sessions, July 2005. 6th Conference of the Association for Public Economic Theory, Marseille, June 2005. Spring meeting young economists 2005, April 2005, Geneva. Annual Meeting of the European Public Choice Society (EPCS), Durham, March 2005. Annual Conference of the Royal Economic Society, Nottingham, March 2005. 8th Colloquium on Personnel Economics, Konstanz, March 2005.

Annual Meeting of the German Economic Association (Verein für Socialpolitik), Dresden, September 2004. 5th Conference of the Association

for Public Economic Theory (APET), Peking, August 2004. 19th Annual Congress of the European Economic Association (EEA), Madrid, August 2004. 1st Meeting of SFB/TR 15 of the German Research Foundation, Gumpersbach, July 2004. 38th Annual Meeting of the Canadian Economic Association (CEA), Toronto, Ontario, June 2004. IZA Summerschool labour economics (Poster Session), Buch, April 2004. Annual Meeting of the European Public Choice Society (EPCS), Berlin, April 2004. Annual Conference of the Royal Economic Society, Swansea, April 2004. 7th Colloquium on Personnel Economics, Bonn, March 2004.

2nd East-German Public Finance Meeting, Berlin, November 2003. Annual Meeting of the German Economic Association (Verein für Socialpolitik), Zürich, September 2003. European Association of Labour Economists (EALE) Conference, Sevilla, September 2003. 2nd Microworkshop Humboldt-University and Korea University, Berlin, August 2003. 21st World Congress of Philosophy, Istanbul, August 2003.

## DISCUSSANT

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Conference on Private Information, Interdependent Preferences and Robustness: Theory and Applications, Bonn, May 31, 2013. CESifo Venice Summer Institute “The Economics of Conflict - Theory and Policy Lessons”, July 21, 2011. Conference “Cheap Talk and Signalling”, WZB Berlin, June 18, 2011. Young Researchers’ Workshop on Contests and Tournaments, November 13, 2010, Magdeburg. Meeting of SFB/TR15, Bonn, October 21, 2010. Meeting of SFB/TR15, Caputh, May 21, 2010. Young Researchers’ Workshop on Contests and Tournaments, October 31, 2009, Magdeburg. CESIFO Summer Institute, Advances in the Theory of Contests and its Applications, Venice 2008. 6th Meeting of SFB/TR15, Gumpersbach, April 2008. Verein für Socialpolitik, October 10, 2007. 6th Meeting of the SFB/TR 15, March 2007. 5th Meeting of SFB/TR 15, October 11, 2006. IIPF 2006, Paphos, Cyprus, August 28, 2006. Annual Meeting of the European Public Choice Society EPCS 2006, Turku (Finland), April 2006. Conference “Interest Groups, Policy and Economic Performance”, WZB Berlin, October 2005. Conference “Advances in the Theory of Contests and Tournaments”, WZB Berlin, October 2005. SMYE 2005, April 2005, Geneva. 2nd Meeting of SFB/TR 15, Caputh, April 2005. Annual Meeting of the European Public Choice Society (EPCS), Durham, March / April 2005. 1st Meeting of SFB/TR 15, Gumpersbach, July 2004. Conference on “Rationalist approaches to war”, WZB Berlin, July 2004. Annual Meeting of the European Public Choice Society (EPCS), Berlin, April 2004. Conference on “Economics and Psychology”, WZB Berlin, October 2003.

## SHORT RESEARCH VISITS

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LSE, September 2013.

UC Berkeley, Haas School of Business, March –April 2011.

Max-Planck-Institut für Geistiges Eigentum, Wettbewerbs- und Steuerrecht, Munich, March 2010.

University of Bonn, December 2004, November 2005, October 2006, May 2007, May 2008, March 2009.

University of Munich (LMU), February 2007.

Kiev School of Economics, March 2007.

University of Aberdeen, May 2005.

## ACTIVITIES

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Direktor, Institut für Rundfunkökonomie der Universität zu Köln (since September 2013) (with Detlef Schoder).

Direktor, VWL Bibliothek, Universität zu Köln.

Member of the Steering Committee of the Network of European Peace Scientists (June 2007 – July 2012).

Beirat für Berufsangelegenheiten, stellvertretendes Mitglied, Universität zu Köln, since July 2012.

Gemeinsamer Prüfungsausschuss der WiSo Fakultät, Universität zu Köln, since April 2015; stellvertretendes Mitglied, July 2012-April 2015.

Member of the board of the SFB/TR 15 „Governance and the Efficiency of Economic Systems“, German Research Foundation (July 2004 - February 2012).

Member of the Scientific Council of the WZB (2004-2005).

Mentor, Xenion e.V. (2010-2012).

*Conference and seminar organization:* Co-organizer of the 11th Conference of the SFB/TR 15 „Industrial Organisation and Market Governance,“ (with Helmut Bester and Claudia Salim), Caputh, May 19-21, 2010. Co-organizer of the conference “Causes and Consequences of Conflict” (with Stergios Skaperdas and Kai A. Konrad), supported by a grant of the Thyssen Stiftung (19800 Euro), March 2008. Co-organizer of the Young Researchers’ Workshop on Contests and Tournaments (with Oliver Gürtler and Kai A. Konrad), November 16-17, 2007. Co-organizer of the conference “Contests in Economics and Biology” (with Thomas R. Cusack and Kai A. Konrad), July 2006, supported by a grant of the Thyssen Stiftung (15.000 Euro). Co-organizer of the conference “Advances in the Theory of Contests and Tournaments” (with Derek J. Clark, Thomas R. Cusack, Kai A. Konrad, and Lars-Hendrik Röller), October 2005; supported by a grant of the Volkswagen-Stiftung (26.000 Euro). Seminar Organizer of the WZB Economics Seminar Series, August 2002 - August 2004. Co-organizer of the conference “Advances in Auction Theory” (with Paul Heidhues and Kai A. Konrad), Berlin, October 2004.

## REFEREE FOR

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BE Press Journal of Theoretical Economics, Bulletin of Economic Research, Conflict Management and Peace Science, *Economica*, *Economic Inquiry*, *Economic Theory*, *Economics and Politics*, *Economics of Governance*, *European Journal of Operational Research*, *European Journal of Political Economy*, *Games and Economic Behavior*, *German Economic Review*, *International Economic Review*, *International Journal of Game Theory*, *International Journal of Industrial Organization*, *International Tax and Public Finance*, *Journal of Economic Behavior and Organization*, *Journal of Economic Theory*, *Journal of Economics*, *Journal of Economics and Management Strategy*, *Journal of Institutional and Theoretical Economics*, *Journal of Mathematical Economics*, *Journal of Politics*, *Journal of Public Economics*, *Journal of Public Economic Theory*, *Journal of Theoretical Politics*, *Labour Economics*, *Peace Economics Peace Science and Public Policy*, *Management Science*, *Public Choice*, *RAND Journal of*

Economics, Review of Economic Design, Scandinavian Journal of Economics, Southern Economic Journal, Theory and Decision.  
Spring Meeting Young Economists, Verein für Socialpolitik Jahrestagung.

#### AWARDS AND DISTINCTIONS

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Stuart A. Bremer Award 2007 for best paper delivered by a young European peace scientist at the Jan Tinbergen Peace Science Conference, Amsterdam.

Tiburtius-Preis - der Berliner Hochschulen 2007 (1. prize, for Ph.D. thesis).

Invited to present at the European Winter Meeting of the Econometric Society 2006.

Best Diploma in Economics, Freie Universität Berlin, Fall 2001.