Simon Schulten

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Research Interests

Applied Microeconomics, Behavioral Economics, Industrial Organisation.

References

Prof. Dr. Paul Heidhues, *DICE, University of Düsseldorf*.
heidhues@dice.hhu.de

Prof. Dr. Joel Stiebale, *DICE, University of Düsseldorf*.
stiebale@dice.hhu.de

Prof. Dr. Florian Heiß, *University of Düsseldorf*.
florian.heiss@hhu.de

Education

2018 – 2023 (expected) **PhD in Economics**, *DICE, University of Düsseldorf*.

2015 – 2018 **Master of Science in Economics**, *University of Mannheim*.

2011 – 2015 **Bachelor of Science in Economics**, *University of Mannheim*.

Fall 2013 **Exchange semester**, *Xiamen University*.

Research

Job Market Paper **Managing Bidder Learning in Retail Auctions**, *with Paul Schäfer*.

When firms exploit behavioral biases it is natural to think that, eventually, consumers will learn to avoid their mistakes, limiting their exploitation. Profit maximizing firms, however, have an incentive to undermine such learning. We study the consumer learning dynamics and the firm's response in a multi-unit descending price auction with a simultaneous fixed price offer. In our panel of 8 million bids by 280.000 bidders, consumers often bid more than the fixed price. Depending on competing bids, an overbid can lead to paying more than the fixed price (overpaying). We argue overpaying increases the saliency of the consumers' mistake by making it payoff relevant, which is likely to affect consumer learning. Indeed, bidders who overpay subsequently overbid less often and are more likely to leave the market compared to bidders who similarly overbid but did not overpay. We show the resulting loss in future profits makes overpaying undesirable, and document a structural break in our data at which the firm eliminates such overpayments — and the resulting consumer learning — through changes in how it runs its auctions. Methodologically, we discuss identification of our treatment effects using causal graphs and show how these treatment effects identify a three-type structural model of bidder behavior with learning dynamics.

Managerial Overconfidence in Europe, *with David Zeimentz, Dennis Gottschlich.*
We study the impact of managerial overconfidence on investment cash-flow sensitivity, innovation, and CEO compensation using data from France, Germany and the UK. Using self-collected stock trades and option exercises of C-suite directors, we revisit the canonical overconfidence classification and discuss the portability of the approach from the US to Europe. Exploiting the fact that we observe managers at different stages of their professional life, we propose a novel classification to disentangle optimism and overestimation of managerial ability. On the methodological side, we discuss the canonical identification strategies in this literature using causal graphs.

Work in Progress

Stock Options for Rank and File Employees, *Single authored.*
Abstract coming soon.

Seminars, Conferences and Workshops

2022 EARIE (University of Vienna), CORE (UCLouvain, scheduled).
2021 Causal Data Science Meeting (CBS and Maastricht Universtiy).
2019 Paris Summer School (PSE), CISS (Montenegro).
2017 Datafest Germany (University of Mannheim, team member).
2016 Datafest Germany (LMU Munich, participant).
2015 Datafest Germany (University of Mannheim, participant).

Employment

2018 – **Doctoral Researcher**, *DICE, University of Düsseldorf.*
Fall 2017 **Research Assistant**, *University of Mannheim.*
Spring 2017 **Intern Market Design**, *Centre for European Economic Research (ZEW).*
2016 **Teaching Assistant**, *University of Mannheim.*

Teaching

Fall 2019 – 2022 **Methods in Institutional Economics**, *DICE, University of Düsseldorf.*
Lecture with integrated exercise sessions

2019 – 2022 **Thesis and Term Paper Supervision**, *DICE, University of Düsseldorf.*
I supervised multiple term papers and co-supervised two Bachelors theses.

Fall 2016 **Econ 101**, *University of Mannheim.*
Exercise session

Spring 2016 **Micro A**, *University of Mannheim.*
Exercise session

Personal and technical skills

Languages **German** (native)**, English** (fluent)
Programming **R** (advanced)**, Python** (intermediate)**, Otree** (basic)
Coursera **Specialization: Algorithms** — Courses 1 and 2.