

**Uwe Dulleck**

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**Curriculum Vitae**

- Date of birth:** March 14, 1969
- Nationality:** German
- Civil Status:** Single
- Education:**
- |           |   |
|-----------|---|
| 1995-1999 | PhD studies, Humboldt University of Berlin  |
| 1990-1995 | Diplom (Masters equivalent) studies in Economics, Free University Berlin (top 2%) |
| 1991-1992 | Visiting Student at Trinity College Dublin  |
- PhD thesis:** Essays on Bounded Rationality and Expert Services (Advisors Prof. Elmar Wolfstetter, Prof. Ulrich Kamecke), Humboldt University Berlin, Germany
- Diplomthesis:** Demand Side Management von Elektrizitätsversorgungsunternehmen durch Kundeninformation ("Demand Side Management of Electricity Utilities by Customer Information") (Advisors: Prof. Jürgen Wolters, Prof. Georg Meran), Free University Berlin, Germany
- Research Interests:** Expert Services, Industrial Organization, Social Networks, Transition Economics, Modelling of Social Capital in a Macro context
- Academic Positions:**
- |             |  |
|-------------|--|
| 2007 –      | Associate Professor, School of Economics and Finance, Queensland University of Technology, Australia |
| 2005 - 2006 | Temporary Full Professorship, Department of Economics, University of Linz                            |
| 1999 - 2006 | Assistant Prof., Department of Economics, University of Vienna                                       |
| 1995 - 1999 | “Wissenschaftlicher Mitarbeiter”, Institute of Economic Theory, Humboldt University Berlin           |
| 1992 - 1995 | Teaching Assistant (Tutor), Mathematics and Statistics for Economics, Free University Berlin         |
- Refereed Publications:** On Doctors, Mechanics and Computer Specialists – The Economics of Credence Goods, (with Rudolf Kerschbamer), *Journal of Economic Literature* **44** (2006), 5-42. Discussed in *The Economist*, April 15<sup>th</sup> 2006, Economics Focus: Sawbones, cowboys and cheats, p. 78 and in the *Frankfurter Allgemeine*

Sonntagszeitung (the Sunday issue of Germany's highest regarded quality newspaper) on October 1<sup>st</sup>, 2006.

Reducing Start-up Costs for New Firms: The Double Dividend on the Labour Market (with Paul Frijters and Rudolf Winter-Ebmer), *Scandinavian Journal of Economics* **108** (2006), 317-338.

The Electronic Mail Game Revisited – Modeling Rough Inductive Reasoning, *International Game Theory Review*, forthcoming

Dimensions of quality upgrading - Evidence for CEECs (with Neil Foster, Robert Stehrer, Julia Wörz), *Economics of Transition* **13** (2005), 51-76.

WTO's Anti-dumping Rule and the Protection of Incumbents, *Journal of International Trade and Economic Development* **14** (2005), 229-240.

Die Großen Zwei – Wettbewerb im Kreditkartenmarkt (The Big Two – How Competitive is the Market for Credit Cards – in German) (with Hans W. Friederiszick), *Jahrbücher für Nationalökonomie und Statistik (Journal of Economics and Statistics)* **224** (2004), 445-470.

Do Customer Information Programs Reduce Household Electricity Demand? – The Irish Program (with Sylvia Kaufmann), *Energy Policy* **32** (2004), 1025-1032.

The Absent-minded Centipede (with Jörg Oechssler)  
*Economics Letters* **55** (1997), 309-315.

#### **Other Publications:**

Why Transition Countries may Specialize in Low Quality Production (with Neil Foster), *Transition Studies Review* **11** (2004), 114-124.

Are CEECs trapped in low-quality export specialization? (with Neil Foster, Robert Stehrer and Julia Wörz), *Vienna Institute for International Studies - Monthly Report*, 8-9/03, 2003

Low Quality Trap or Quality Upgrading (with Neil Foster, Robert Stehrer and Julia Wörz), in M. Landesmann (ed.), *wiiw* (Vienna Institute for International Studies) *Structural Report on Central and Eastern Europe*, chapter 7, 2003

Besteuerungsobjekt Auto – Lenkungseffekte von Steuern und Abgaben (Cars and Taxes – on the incentive effects of taxes, in German, with Henry Udoetuk and Christine Zulehner), Publikationsreihe der Julius-Raab-Stiftung, Wien, 2002

Komitees, Karriereorientierung und interne Kommunikation (Committees, Careers and internal Communication, in German, with Hans W. Friederiszick), Publikationsreihe der Julius Raab Stiftung, Wien, 2002

Two Essays (in German) in Herz, Dietmar (Ed.), Lexikon Ökonomischer Werke (Dictionary of Economic Writings), 2006 on Fudenberg, D. and Tirole, J., Game Theory and Bertrand, J.L.F. Review of Walras, Theorie mathématique de la richesse sociale and Cournot, Recherches sur les principes mathématiques de la théorie de la richesse

**Papers:**

Experts vs. Discounters: Competition and Market Unraveling and Consumers Do Not Know What They Need, Discussion Paper No. 3565, CEPR, London (submitted).

Price Discrimination Via the Choice of Distribution Channels (with Rudolf Kerschbamer), Working Paper, University of Vienna, 2005 (submitted).

Social Capital, Creative Destruction and Economic Growth (with Dirk Bezemer and Paul Frijters), Working Paper University of Vienna, 2004 (submitted).

Why the US and not Brazil – Old Elites and the Development of a Modern Economy (with Paul Frijters), Working Paper, University of Vienna, 2004 (submitted).

Socialism, Capitalism, and Transition – Coordination of Economic Relations and Output Performance (with Dirk Bezemer and Paul Frijters), Working Paper, University of Vienna, 2003, (submitted).

Contacts, Social Capital and Market Institutions – A Theory of Development (with Dirk Bezemer and Paul Frijters), Working Paper, University of Vienna, 2003 (submitted).

Committees and Communication: Strategic voting and qualified majorities (with Hans W. Friederiszick), mimeo, 2002.

Demand Side Management by Customer Information, Humboldt University Discussion Paper - Economics Series - No. 73, HU Berlin, 1996.

Experts vs. Discounters – A Case of an asymmetric Bertrand Duopoly, mimeo.

**Research in progress:**

A General result on “Winner-takes-all” games (with Paul Frijters and Konrad Podczeck) .

Misdiagnosis in Markets for Credence Goods – Satisfaction Guaranteed and other Remedies.

- Conference Participation/ Research Visits/ Invitations:**
- 2006: Austrian Economic Association (NÖG), Vienna, Paper presented: Misdiagnosis in Markets for Expert Services ESEM/EEA Vienna, Papers presented: Misdiagnosis in Market for Expert Services, Committees and Consultants
  - 2005: Austrian Economic Association (NÖG), Innsbruck Paper presented: Experts vs. Discounters  
9<sup>th</sup> World Congress of the ES, London , EEA, Amsterdam Paper presented: Price Discrimination Via the Choice of Distribution Channels  
3<sup>rd</sup> Workshop on Public Finance, Innsbruck, Paper presented: A General Result on “Winner-takes-all” Games
  - 2004: EEA/ESEM, Madrid, Papers presented: Contacts, Social Capital and Market Institutions, Reducing Start-up Costs for New Firms, Price Discrimination in Markets for Expert Services Public Choice, Berlin, Paper presented: Why the US and not Brazil  
VfS (German Economic Association), Dresden, Papers presented: Price Discrimination in Markets for Expert Services, Reducing Start-up Costs for New Firms  
2<sup>nd</sup> Workshop on Public Finance, Innsbruck, Reducing Start-up Costs for new Firms
  - 2003: ESEM Stockholm, Paper presented: Socialism, Capitalism and Transition, ...,  
1<sup>st</sup> Workshop on Public Finance, Innsbruck, Austria, Paper presented: Cars and Taxes
  - 2002: Spring Meeting of Young Economists, Paris, Conference on Economic Design (SED), New York International Conference on Game Theory (SUNY Stony Brook) paper presented: Committees, Careers and Communication  
Austrian Economic Association (NÖG), Vienna, paper presented: Die Großen Zwei ...  
North American Meeting of the Econometric Society (LA) paper presented: On Doctors ...
  - 2001: Spring Meeting of Young Economists, Copenhagen, Workshop in Applied Game Theory, Hamburg Paper presented: Committees and Communication
  - 2000: Austrian Economic Association (NÖG), Vienna  
8<sup>th</sup> World Congress of the ES, Seattle  
Paper presented: On Doctors, Mechanics and Computer Specialists ...

1999: ESEM, Santiago de Compostella, Paper presented: Experts vs. Discounters

1998: EARIE, Copenhagen, ESEM, Berlin and VfS, Rostock Paper presented: The Credence Goods Monopoly Problem

1997: ESEM, Toulouse, Internat. Conf. on Game Theory, Stony Brook Paper presented: A Note on the E-Mail Game - Bounded Rationality and Induction

Australian National University (February 2005 and March 2003), invited by Prof. Paul Frijters, Paper presented: Experts Vs. Discounters (2005) and Price Discrimination Through the Choice of Distribution Channels (2003)

University of Melbourne (July 2002), invited by Prof. Paul Frijters, Paper presented: Committees and communication

University College London (Feb./March 1997 and Feb/March 1998) on invitation by Profs. Boergers and Binmore, Papers presented: A Note on the E-Mail Game – Bounded Rationality and Induction (1997) and The credence goods monopoly problem (1998)

University of Bonn (SFB 303), (May 1997) on invitation by Prof. Shaked, Paper presented: Experts vs. Discounters

Summer in Tel Aviv (July 1996), Paper presented: Experts vs. Discounters

Seminar presentations (in chronological order of first presentation, from 1995 onwards) at the Institute of Advanced Studies (Vienna), Economics and Business University Vienna, University of Cologne, Free University of Berlin, University of Dortmund, University College London, University of Bristol, Royal Holloway (University of London), University of Bonn, University of Mannheim, University of Bielefeld, University of Aarhus, University of Copenhagen, University of Dortmund, University of Linz, Vienna Institute for International Economic Studies, University of Melbourne, Royal Melbourne Institute of Technology, University of Innsbruck, Australian National University Canberra, University of Alicante, Helsinki School of Economics, University of Munich, CERGE Prague, University of Basel, University of Utrecht, University of Loughboro, Max Plank Institute Jena.

DFG Summer School in Oberwesel 1995 (on Bounded Rationality), 1996 (on Contract Theory) and 1997 (on Evolutionary Economics)

**Referee for:**

American Economic Review

International Journal of Industrial Organization  
 Berkeley Electronic Press Journal of Theoretical Economics  
 International Review of Game Theory  
 German Economic Review  
 Empirica  
 European Journal of Health Economics  
 Zeitschrift für Socialpolitik (former Journal of the German  
 Economic Association)  
 Vienna Yearbook of Population Research

Austrian Economic Association (NÖG), 2005  
 European Association for Research in Industrial Economics  
 (EARIE), Annual Meeting 2004  
 Spring Meeting of Young Economists (1996-2001)

**Externally Funded  
 Research Projects:**

Committees and Communication (joint with Hans W.  
 Friederiszick), funded by the Julius Raab Foundation

Cars and Taxes (with Henry Udoetuk and Christine Zulehner),  
 funded by the Julius Raab Foundation

North-South Trade and its effects on Austrian firms (joint with Neil  
 Foster) funded by the “Wirtschaftskammer Österreich”  
 A Macroeconomic Model of Firm Contacts and Imperfect Markets  
 (joint with Paul Frijters and Dirk Bezemer), funded by the  
 “Theodor Körner” Foundation

**Further Grants:**

Scholarship of the “Graf Hardegg’schen Doktorenstiftung“, 2001

Scholarships of the German Reserach Foundation (DFG) for  
 participation in the Summer Schools 1995-1997

**Other fund raising:**

Field trips/Excursions in Transition Economics to Warsaw (2000,  
 2001, 2003) and Bucharest (2004) (funded by the Raiffeisen  
 Zentralbank, Bank Austria and the Wirtschaftskammer Österreich)

**Administrative  
 Experiences:**

2000-2002 Teaching Coordinator, Department of Economics,  
 University of Vienna

2001, 2004 Member („Mittelbau“ – junior research staff) in  
 „Habilitation“- committees

**Miscellaneous:**

Initiation and Organization of the first (Essen, March 1996),  
 the second (Munich, April 1997) and the third (Berlin, April 1998)  
 Spring Meeting of Young Economists,  
 Speaker of the Board of Organizers (1998-1999), participation in  
 the Spring Meetings 1999 (Amsterdam), 2000 (Oxford), 2001  
 (Copenhagen) and 2002 (Paris), Member of the Board of  
 Organizers (2000-2003)

**Teaching experience:** Advanced Microeconomics, lectures and classes (University of Linz)  
 International Economics, lectures and classes (University of Linz)  
 Political Economy (with Tomaso Duso), lectures and seminar  
 Transition Economics, Lectures and Seminar and Excursion to Poland and Romania  
 Privatization and Public License Granting, Lecture and Seminar  
 Public Sector Economics (Introductory and Intermediate)  
 Environmental Economics: Applications and Extension, Lectures and Seminar  
 Bounded Rationality (Lectures and Seminar, with Jörg Oechssler)

Co-taught (independent classes) courses in  
 Microeconomics / Industrial Organization (all levels, incl. PhD program),  
 Game Theory (Intermediate)  
 Macroeconomics (Introductory)

Oct. 1992 - Mar. 1995  
 Tutorials in  
 Mathematics & Statistics for Economists (Introductory and Intermediate)

**Supervised  
 “Diplomarbeiten”:  
 (Masterthesis)**

S. Heinzl, “Die mit den Wölfen heulen – Eine Analyse der Korruptionsneigung internationaler Unternehmen auf Basis einer Umfrage unter 50 österreichischen Direktinvestoren in Tschechien und Rumänien.“, 2005  
 J. Gierlinger, ”Overlapping Markets For Expert Services”, 2004  
 M. Schweighofer, ”Costly Search for Differentiated Products”, 2004  
 M. Dinges, “Analyzing The Common Agricultural Policy: The Milk Market & International Trade Theory“, 2003  
 J. Hablick, ”Wettbewerb am Kreditkartenmarkt” (Competition on the Credit Card Market, in German), 2003  
 H. Stürzlinger, “Erstellung und Finanzierung von Arztdienstleistungen“ (Provision and Financing of Medical Services, in German), 2003  
 G. Riener, „Privatization in Austria“, 2003