

## Curriculum Vitae

Dezsö Szalay  
Professor of Economics  
Department of Economics  
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### Personal

Citizenship: Swiss  
Languages: German, English, French

### Fields of Concentration

Economics of Contracts and Information, Mechanism Design

### Positions

1.2009- Full Professor of Economics (W3), University of Bonn  
9.-12.2008 Associate Professor of Economics (tenured), University of Warwick  
2006-8.2008 Assistant Professor of Economics, University of Warwick  
2002-2006 Assistant Professor of Economics, HEC-University of Lausanne  
2001-2002 Post-doctoral research fellow University of Mannheim  
1996-2001 Ph.D. student University of Mannheim  
1998 Visiting Ph.D student Université Libre de Brussels (ULB) and ECARES

### Visiting Positions

2005/2006 Visiting Fellow University of Warwick  
Professeur invité HEI-University of Geneva  
2014 (Feb./March) Central European University, Budapest

### Degrees

2001 Ph.D. economics, University of Mannheim, with highest distinction  
(**summa cum laude**)  
1995 MSc. economics, (Lizentiat), University of Basel

### Ph.D. Thesis

Title: "Essays on Financial Contracting, R&D, and Growth"  
Supervisor: Martin Hellwig

### Papers

The Economics of Extreme Options and Clear Advice *Review of Economic Studies*  
(2005) Vol 72, 1173-1198

Contracts with Endogenous Information *Games and Economic Behavior* (2009) Vol. 65, 586-625

Taxes and Employment Subsidies in Optimal Redistribution Programs *American Economic Review* (2009) Vol. 99(1) pp. 216-242 (joint with Paul Beaudry and Charles Blackorby)

Cash breeds Success: The Role of Financing Constraints in Patent Races *Review of Finance* (2010), Vol 14(1), 73-118 (joint with Enrique Schroth)

Delegated Expertise, Authority, and Communication *American Economic Review* (2019) Vol 109(4), 1349-74 (joint with Inga Deimen)

Information and Communication in Organizations (joint with Inga Deimen), *AEA p&p* (2019), Vol 109 (May), 545-49

### **Active Working papers**

Brevity (2020) (joint with Peter Esö)

Authority in a theory of the firm (2020), joint with Inga Deimen

### **Work in Progress**

Advice from an overconfident sender, joint with Inga Deimen

Communication in the shadow of catastrophe, joint with Inga Deimen

Revenue sharing contracts and authority, joint with Inga Deimen

Optimal Contracting and Strategic Interaction (joint with Armin Schmutzler and Enrique Schroth)

### **Current research interests**

I currently continue my research agenda on the role of information in communication games. This includes, among other things, the comparison of decision-making institutions in risky environments and the role of revenue sharing in supply chain coordination problems.

### **Older papers**

Innovation Races and the Strategic Role of Cash Holdings: Evidence from Pharmaceutical Patents (October 2007) (joint with Enrique Schroth)

Communicating with a Team of Experts (November 2005) (joint with Ramon Arean)

Multidimensional Screening, Affiliation, and Full Separation (June 2007) (joint with Chuck Blackorby)

Regulating a Monopolist with unknown costs and unknown quality capacity (June 2008)  
(joint with Chuck Blackorby)

Monopoly, Non-linear Pricing, and Imperfect Information: A Reconsideration of the  
Insurance Market (September 2008)

Sequential Innovations and Intellectual Property Rights (September 2008) (joint with  
Frederic Payot)

Smooth, strategic communication (2014) (joint with Inga Deimen); this is a predecessor  
version of the two papers published in 2019.

Managerial Incentive Problems and Return Distributions (joint with Venuga  
Yokeeswaran, October 2014)

Regulating a Multiproduct and Multitype Monopolist (March 2013)

Pricing a package of services (2014), (joint with Felix Ketelaar)

Strategic Information Transmission and Stochastic Orders (September 2012)

### **Nonacademic publications**

Formule magique, collégialité, bientôt concordance sous le feu de l'UDC?  
(avec Ramon Arean, apparu 21 septembre 2004 dans Le Temps)

### **Supervision of Phd students**

Joao Montez (LBS, now HEC Lausanne) ; Inga Deimen (UofA), Nina Bobkova (Rice),  
Paul Voss (currently on the market)

### **Refereeing for (among others)**

*American Economic Review, Econometrica, Games and Economic Behavior, Rand  
Journal of Economics, Review of Economic Studies, Journal of the European Economic  
Association, International Journal of Industrial Organization, Management Science,  
Journal of Economics and Management Strategy, Journal of Economic Theory, Journal  
of Law, Economics, and Organization, Journal of Public Economics, Social Choice and  
Welfare, International Economic Review, Journal of Political Economy, Journal of Public  
Economic Theory, Theoretical Economics, Economic Theory, The B.E. Journal of  
Theoretical Economics. AER insights; AEJ micro; Journal of Finance,*

### **Current Teaching**

Game theory (bachelor)  
Topics in Microeconomic theory (PhD)  
Microeconomics (MSE)  
Economics of Contracts and Information (MSE)

### **Previous Teaching**

*University of Bonn:*

Microeconomics (Ph.D.)

*University of Warwick:*

Mathematical Economics (Game Theory)

Competition Policy

Microeconomics

*HEC-Lausanne:*

Industrial Organization Master

Industrial Organization for Undergraduates

*HEI- University of Geneva: (2005/6)*

Microeconomics for Master students

## **Awards and Honours**

Deutsche Forschungsgemeinschaft Scholarship, 1996

Swiss Science National Foundation Scholarship, 1998

FAME Publication Award 2005

Excellence in Refereeing Award, *American Economic Review*, 2009

Fellow of CEPR (Industrial Organization Programme), 2013

## **Acquired Research Funds**

2012-2015 Project leader in the DFG-funded SFB-TR15 Program. Acquired funding approx. 200'000€ for post-doc positions.

2012- Participating researcher Hausdorff Center of Mathematics

## **Invited Talks**

2001 WZB, Berlin, University of Bonn

2002 University of Munich

2003 ESSET Gerzensee, University College of London

2004 ESSET Gerzensee

2005 Gremaq Toulouse, University of Essex, University of Southampton, University of Warwick, University of Zürich, University of Grenoble

2006 University of Warwick, University of Frankfurt

2007 Universities of Basel, Zurich, Oxford, St.Gallen, University College of London, Max Planck Institute Bonn, ESSET Gerzensee

2008 University of Mannheim, Carlos III University of Madrid, ESSET Gerzensee

2009 HEC Lausanne, London Business School, University of Frankfurt, London School of Economics, ESSET Gerzensee, EIEF Rome, European University Institute Florence

2010 Tinbergen Institute Rotterdam, UPF, University of Maastricht, PSE, Max Planck (Bonn), HECER Helsinki, Warwick, Zürich, University of Minnesota, Kellogg (Northwestern), Oxford, Munich,

2011 WZB Berlin, Autònoma Barcelona, University of Naples

2013 Dice (Düsseldorf)

2014 Oxford, Copenhagen

2015 PSE

2016 Columbia, Crest Paris, University of Zürich, University of St. Gallen

2017	Cambridge, Toulouse, UofA, UPenn, Warwick, Southampton
2018	EUI, Utah-wbec, MIT-Sloan, Yale, Northwestern/MEDS, UBC
2019	Rice, City University of Hong Kong, ESSET
2020	Tel Aviv, Edinburgh, UCLA
2021	Queen Mary (scheduled), SAET (Seoul) (scheduled)

### **Presentations at Conferences**

1999	Econometric Society European Meeting, Santiago de Compostela,
2000	European Economic Association Meeting, Bolzano
2000	World Congress Econometric Society, Seattle
2001	Econometric Society European Meeting, European Economic Association, Lausanne
2003	German Economic Association
2004	Econometric Society Meeting, San Diego
2004	Econometric Society European Meeting, Madrid
2005	Society for the Advancement of Economic Theory (SAET) meeting in Vigo, Spain
2005	European Economic Association Meeting, Amsterdam
2005	Industrial Organization and Innovation, Grenoble
2007	American Economic Association, Chicago, Econometric Society European Meeting Budapest
2008	American Economic Association and Econometric Society New Orleans
2010	First Workshop ME@Velia Meetings in Economics at Velia, ESSET Gerzensee, EUI conference on Acquisition, Use and Transmission of Private Information
2012	ESSET Gerzensee
2013	ESEM Gothenburg, ESSET Gerzensee
2015	ESSET Gerzensee
2016	ESEM Geneva

### **Conference Organization:**

Since 2008-	Member of the organizing committee European Summer Symposium in Economic Theory (ESSET)
Since 2012-	Chair of organizing committee ESSET
2010	Market and Mechanism Design (focus session at ESSET 2010), joint with Christian Hellwig and Juuso Välimäki
2015	Persuasion and Information Acquisition (focus session at ESSET 2015) joint with Emir Kamenica
2017	Coordination, Communication, and Attention (focus session at ESSET 2017) joint with Joel Sobel

### **On-line seminar series**

Since 2020 Co-organizer SET (Seminars in Economic Theory)