

Tobias Gesche

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Academic Education & Positions

Post-Doctoral Researcher

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|---|-------------------|
| Center for Law & Economics, ETH Zurich | 07/2018 - |
| Department of Economics, Harvard University (visiting, sponsored by the SNSF) | 09/2017 - 06/2018 |
| Department of Economics, University College London (visiting, sponsored by the SNSF) | 01/2017 - 09/2017 |
| Ph.D. in Economics , University of Zurich <i>summa cum laude</i> | 09/2011 - 12/2016 |
| M.Sc. in Economics , University of Warwick <i>with distinction</i> | 09/2009 - 09/2010 |
| B.A. in Political Economics , University of Heidelberg <i>top in class, studies at the University of Warwick and the University of Lausanne</i> | 09/2006 - 08/2009 |
| Vordiplom Engineering Management , Mannheim University of Applied Sciences | 04/2005 - 08/2006 |

Research

Fields: behavioral economics and applied microeconomics, in particular in the context of communication

Methods: experiments, analysis of observational field data, (applied) theory

Persistent Bias in Advice-Giving

Experiment and theory showing that removing incentives to bias advice does not restore impartial advice.
with Zhuoqiong (Charlie) Chen, covered [here](#) and [here](#)

Reference Price Shifts and Customer Antagonism: Evidence from Reviews for Online Auctions

Uses data from a large-scale sales campaign to show how reference point shifts lead to harmful feedback.
single-authored

De-Biasing Strategic Communication

Theory which shows that disclosing senders' conflict of interests helps rational but hurts naive receivers.
single-authored

Honesty in the Digital Age

Online experiment showing that computerized communication causes lies and that liars sort accordingly.
with Alain Cohn and Michel Maréchal

Does the Absence of Human Sellers Bias Bidding Behavior in Auction Experiments?

Theory and experiment on (anti-)social preferences towards the seller in second-price auctions.
Journal of the Economic Science Association, 2017, 3(1): 44-61, with Björn Bartling and Nick Netzer

References

Björn Bartling
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Antonio Cabrales
University College London
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María Saéz-Martí
Yale University
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Presentations (* denotes invited presentations; including scheduled talks)

2018: University of Bern, Economics Brown Bag*; Experimental Finance 2018, Heidelberg; VfS Annual Meeting, Freiburg

2017: Yale Microeconomics Group*; Workshop on "The Effects of Formal and Informal Controls on Organizational and Market Risk", Center for Economic Analysis of Risk, GSU Atlanta*; THEEM, Kreutzingen; EEA & ESEM Annual Meetings, Lisbon; VfS Annual Meeting & ESA European Congress, Vienna

2016: Workshop on "Enacting change in long-run behavior and attitudes", WZB Berlin*; Law & Econ Brownbag Seminar, ETH Zurich*; TIBER Symposium, Tilburg; ESA World Congress, Jerusalem

2015: Game Theory Festival, Stony Brook NY; Society for Economic Design, Istanbul

2014: ZWE Workshop, Solothurn; ASFEE, Besançon

2013: ZWE Workshop, Schaffhausen; ESA World Congress, Zurich

Teaching (all at the University of Zurich)

Organizational Economics, graduate seminar class with focus on empirics (2015, 2016)

Personnel and Organizational Economics, undergraduate exercise class with focus on theory (2014)

Introduction to Game Theory, undergraduate exercise class and substitute for lecture (2011, 2013, 2015)

Advanced Microeconomics, graduate exercise class (2012)

Awards and Grants (approximate conversions to US\$)

Early.PostDoc Mobility fellowship by the Swiss National Science Foundation SNSF (2016)

C-SEB Junior start-up grant (with Florian Engl 2016)

Research grant by the Swiss National Science Foundation (2016)

Several conference travel grants by the Zurich Graduate School of Economics (2013 - 2015)

Scholarship by the German Academic Exchange Service DAAD (2009 - 2010)

Scholarship by the Friedrich-Naumann Foundation (2007 - 2010)

Refereeing

Bulletin of Economic Research, Economic Inquiry, Journal of Banking & Finance, Journal of Economic Behavior & Organization, Management Science

Skills

Software: R, STATA, Access and Excel (including VBA), L^AT_EX, z-tree, Qualtrics

Languages: I am fluent in English and German (my mother tongue). I also speak some French.