

# Tobias Gesche

Harvard University & University College London - Department of Economics  
Littauer Center, 1805 Cambridge St, Cambridge MA 02138, USA  
or Drayton House, 30 Gordon St, London WC1H 0AX, UK  
tgesche@fas.harvard.edu +49.2642.4052722 (SIP) <http://tobiasgesche.weebly.com>

## Academic Education & Positions

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**Post-Doctoral Researcher**, sponsored by the Swiss National Science foundation

Department of Economics, Harvard University 09/2017 -

Department of Economics, University College London 01/2017 -

**Ph.D. in Economics**, University of Zurich 09/2011 - 12/2016  
*summa cum laude*

**M.Sc. in Economics**, University of Warwick 09/2009 - 09/2010  
*with distinction*

**B.A. in Political Economics**, University of Heidelberg 09/2006 - 08/2009  
*top in class, studies at the University of Warwick and the University of Lausanne*

**Vordiplom Engineering Management**, Mannheim University of Applied Sciences 04/2005 - 08/2006

## Research

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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

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**Björn Bartling**  
University of Zurich  
bjoern.bartling@uzh.ch

**Antonio Cabrales**  
University College London  
a.cabrales@ucl.ac.uk

**María Saéz-Martí**  
Yale University  
maria.saez@yale.edu

## Presentations (\* denotes invited presentations)

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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, Kreuzlingen; 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)

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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\$)

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Early.PostDoc Mobility fellowship by the Swiss National Science Foundation (2016; 79,000\$)

C-SEB Junior start-up grant (with Florian Engl; 2016; 3,500\$)

Research grant by the Swiss National Science Foundation (2016; 4,600\$)

Several conference travel grants by the Zurich Graduate School of Economics (2013 - 2015; total 4,200\$)

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

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

## Refereeing

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Bulletin of Economic Research, Economic Inquiry, Journal of Economic Behavior and Organization, Management Science

## Skills

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Software: R, STATA, Access and Excel (including VBA), L<sup>A</sup>T<sub>E</sub>X, z-tree, Qualtrics

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

## Work experience

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Research and teaching assistant, Department of Economics, University of Zurich	2011 - 2016
Student research assistant, Department of Economics, University of Heidelberg	2008 - 2009
Intern in Business Intelligence, German-Arab Chamber of Commerce, Cairo	2007
Intern in Operations Management, Heidelberger Druckmaschinen AG, Wiesloch	2006
Student consultant, Integra e.V., Mannheim	2005 - 2007