

Matan Tsur

<http://homepage.univie.ac.at/matan.tsur/>
matan.tsur@univie.ac.at

UNIVERSITY OF VIENNA

Address University of Vienna
Department of Economics,
Oskar Morgenstern Platz 1
Vienna, 1090 , Austria

Phone +43 142 773 7435 (office)
+43 680 111 8287 (Cell)

Employment

Assitant Professor, Department of Economics, University of Vienna, 2013- present

Education

PhD. In Economics, New York University, 2007-2013

Thesis Title: Financial Contracts and Bargaining.

B.S. in Mathematics and Economics, Hebrew University, 2002-2006

Publications

Tsur, Matan (2008), " Selectivity Effect of Past Experience on Purchasing Decisions: Implications for the WTA–WTP Disparity," Journal of Economic Psychology, 29, 5, 739–746

Working Papers

Financial Contracts and Bargaining

We explore how a firm optimally finances multiple projects when profits depend on subsequent negotiations with other parties, a common situation in procurement projects and vertical industries. The financial contract specifies how the proceeds will be allocated between the investors and the firm. Consequently, when the firm negotiates with other parties, it only gets a fraction of the proceeds and the investors get the remainder. We find that under quite general conditions, the optimal contract takes a simple form. The firm finances projects separately with multiple independent loans.

Aspiration Based Choice (joint with Begum Guney and Michael Richter)

We provide a revealed preference theory of aspirations. Motivated by experimental findings and intuition, we extend the standard model to incorporate the effect of aspirations. In contrast to rationalizing choices through a utility maximization procedure, we derive a subjective distance function and view choices as arising from a distance minimization procedure: the decision maker first forms her aspiration and then chooses the "closest" available alternative. We analyze the behavior of aspirational agents in two economic settings to offer explanations for (i) the difference between pre- and post-sale consumption levels of a good, and (ii) conformity and correlation of choice in a social network.

Research In Progress

Dynamic Insurance Contracts With One Sided Commitment (Joint with Tomasz Sadzik)

Social Norms For Gender Specialization and Matching Frictions (joint with Michael Richter)

Refereeing

American Economic Review, Games and Economic Behavior, Journal of Public Economic Theory

Conference and Seminar Presentations

2014- European Meetings of the Econometric Society, SAET Conference on Current Trends in Economics, Paris School of Economics, Hebrew University of Jerusalem, Tel Aviv University, Humboldt University

Teaching and Research Fields

Primary fields: Microeconomic Theory and Contract Theory

Secondary field: Financial Economics

Teaching Experience

2009-2012

Principles of Economics, New York University

2013

Intermediate Microeconomics, University of Vienna