

# WIELAND MÜLLER

## Curriculum Vitae

### ADDRESS

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Department of Economics  
University of Vienna  
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### PERSONAL

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Born: May 14, 1967  
Citizenship: German

### EDUCATION

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2003: Habilitation in Economics (German Venia Legendi), Humboldt University Berlin

1999: Ph.D. in Economics, Humboldt University Berlin  
(summa cum laude) Title: "Commitment: Experimental studies on games with (im)perfectly observable actions"  
Supervisor: Professor Werner Güth

1995: M.A. in Mathematics, Technical University Berlin

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## EXPERIENCE

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### Current Position:

- 2010– Full Professor, Department of Economics, University of Vienna
- 2006– Full Professor, Department of Economics, Tilburg University

### Previous Positions:

- 2004–2006: Associate Professor, Department of Economics, Tilburg University
- 2003–2004: Assistant Professor, Department of Economics, Tilburg University
- 2001–2003: Visiting Scholar, Department of Economics, New York University  
Research Fellow, German Research Foundation (DFG)
- 1996–2000: Research and Teaching Assistant, Institute for Economic Theory  
(Professor Werner Güth), Humboldt University Berlin
- 1993–1995: Teaching Assistant for Mathematical Economics, Technical  
University Berlin

### Other Positions:

- Director, Vienna Center for Experimental Economics (VCEE)
- Senior research fellow at:  
CentER for Economic Research, Tilburg University  
Tilburg Law and Economics Center (TILEC)  
Economics Network for Competition and Regulation (ENCORE)

### Editorial/Board Position:

- Member Editorial Board, *Experimental Economics*
- Member Editorial Board, *Journal of the Economic Science Association*
- Member of the scientific advisory board of the *German Institute for Economic Research* (DIW Berlin)

### Departmental Activities:

- Head of Department, Economics Department, University of Vienna (10/2014 – 9/2106)
- Chair Hiring Committee Professorship Industrial “Economic Policy” (Vienna)
- Chair Hiring Committee Professorship “Industrial Organization/International Economics” (Vienna)
- Member Hiring Committee Professorship “Industrial Organization”
- Member Hiring Committee Professorship “Strategic Management”
- Member of the Program Committee Economics (Tilburg)
- Educational coordinator of the Graduate School for Microeconomics (Tilburg)
- Member of the internal evaluation committee of the Graduate School (Tilburg)

Co-organizer of the departmental economics seminar series (Tilburg)  
Co-organizer of the annual 'Tilburg Symposium on Psychology and Economics'

**Consulting:**

Nederlandse Zorgautoriteit (Dutch Health Authority):

**FIELDS OF INTEREST**

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**Teaching:**

(At the Bachelor, Master and PhD level.)  
Industrial Organization, Experimental Economics, Game Theory, Microeconomics, Mathematical Economics, Competition Policy, Seminar "Religion and Economic Behavior", Seminar "Political Order, Culture, Geography and Economic Development"

**Research:**

Industrial Organization, Experimental Economics, (Evolutionary) Game Theory, Competition policy, Individual Decision Making

**PRIZES**

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- 2000: Heinz Sauermaann Prize for Experimental Economics (from the German Society for Experimental Economics, GEW)
- 2016: Schmölders Prize of the field committee "Social Sciences" of the Verein für Socialpolitik for the paper "Who is (more) rational?" (*American Economic Review* 104 (2014), 1518-1550) coauthored by Syngjoo Choi, Shachar Kariv, and Dan Silverman

**GRANTS AND FELLOWSHIPS**

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- 2001 – 2003: Research fellowships (MU 1631/1-1 and MU 1631/1-3) and Research grants (MU 1631/1-2, MU 1631/1-4) from the German Science Foundation. Project: "Sequential markets" (ca. 80,000 EUR)
- 2005 – 2010: VIDI grant from the Dutch Science Organization (NWO)  
Title: Strategic behavior by firms: A curse or a blessing?  
(Distinguishing healthy competition from abusive conduct)  
(ca. 649,000 EUR)

## PROFESSIONAL ACTIVITIES

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### Member:

Economic Science Association, Econometric Society, Society for Social Policy (Verein für Socialpolitik), German Society for Experimental Economics (GEW), Canadian Economics Association

### Referee:

American Economic Review; B.E. Journal of Economic Analysis & Policy; Bulletin of Economic Research; Canadian Journal of Economics; Econometrica; Economica; Economic Inquiry; Economic Journal; Economics Bulletin; Economics Letters; Economic Theory; Electronic Journal of Evolutionary Modeling and Economic Dynamics; European Economic Review; European Journal of Operational Research; Experimental Economics; Games and Economic Behavior; International Business Review; International Economic Review; International Game Theory Review; International Journal of Game Theory; International Journal of Industrial Organization; Journal of Economic Behavior and Organization; Journal of Economics; Journal of Economics & Management Strategy; Journal of Economic Theory; Journal of the European Economic Association; Journal of Evolutionary Economics; Journal of Industry, Competition and Trade; Journal of Industrial Economics; Journal of Institutional and Theoretical Economics; Journal of Network Industries; Journal of Public Economics; Journal of Risk and Uncertainty; Journal of Urban Economics; Management Science; Managerial and Decision Economics; Metroeconomica; Oxford Bulletin of Economics and Statistics; RAND Journal of Economics; Review of Economic Studies; Review of Industrial Organization; Southern Economic Journal; Theoretical Economics; Theory and Decision

Dutch Science Foundation (NWO), Israel Science Foundation, Max Planck Society, Social Sciences and Humanities Research Council of Canada, United States-Israel Binational Science Foundation

Member of the scientific committee: EARIE 2012, 2013, Verein für Socialpolitik 2007

Member of the NWO VIDI committee which allocates grants to advanced researchers at Dutch universities (2009)

### PhD students:

Ayse Mermer (Tilburg University, main supervisor, now at University of Manchester)

Christopher Nell (University of Vienna, main supervisor, now at Institute of Development Studies)

Alexander Rabas (University of Vienna, co-supervisor)

Florian Spitzer (University of Vienna, co-supervisor)

Elke Weidenholzer (University of Vienna, main supervisor)

## PUBLICATIONS

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### Book:

Commitment: Experimental studies on games with (im)perfectly observable actions, Aachen: Shaker 1999.

### Articles in refereed journals:

1. “Though this be madness, yet there is method in't.” A Counterfactual Analysis of Richard Wagner's *Tannhäuser*, ***Music and Letters*** 95, (2014), 584-602 (with Ilias Chrissochoidis, Heike Harmgart and Steffen Huck).
2. Output Commitment through Product Bundling: Experimental Evidence ***European Economic Review*** 65, (2014), 164-180 (with Jeroen Hinloopen and Hans-Theo Normann).
3. Who is (More) Rational?, ***American Economic Review*** 104 (2014), 1518-1550 (with Syngjoo Choi, Shachar Kariv, and Dan Silverman).
4. Taxation and Market Power, ***Canadian Journal of Economics*** 47 (2014), 173-202 (with Kai A. Konrad and Florian Morath).
5. Naked exclusion in the lab: The case of sequential contracting, ***Journal of Industrial Economics*** 62 (2014), 137-166 (with Jan Boone and Sigrid Suetens).
6. Who acts more like a game theorist? Group and individual play in a sequential market game and the effect of the time horizon, ***Games and Economic Behavior*** 82 (2013), 658-674 (with Fangfang Tan).
7. Framing Effects and Impatience: Evidence from a Large Scale Experiment, ***Journal of Economic Behavior and Organization*** 84 (2012), 701– 711 (with Eline van der Heijden, Tobias Klein, and Jan Potters).
8. Collusion in experimental Bertrand duopolies with convex costs: The role of cost asymmetry, ***International Journal of Industrial Organization*** 30 (2012), 508-517 (with Cédric Argenton).
9. Bertrand competition with asymmetric costs: Experimental evidence, ***Economics Letters*** 117 (2012), 134-137 (with Jan Boone, María Jose Larraín Aylwin, and Amrita Ray Chaudhuri).
10. Allais for all: Revisiting the paradox in a large representative sample, ***Journal of Risk and Uncertainty*** 44 (2012), 261-293 (with Steffen Huck).
11. The distribution of damages in price-fixing cases, ***International Journal of Industrial Organization*** 30 (2012), 265-276 (with Jan Boone).
12. Signaling without a common prior: Results on experimental equilibrium selection, ***Games and Economic Behavior*** 74 (2012), 102-119 (with Michalis Drouvelis and Alex Possajennikov).
13. Collusion through price ceilings? In search of a focal-point effect, ***Journal of Economic Behavior and Organization*** 79 (2011), 291-302 (with Dirk Engelmann).
14. Workaholics and drop outs in organizations, ***Journal of the European Economic Association*** 8 (2010), 717-743 (with Andrew Schotter).
15. The Miracle as a Randomization Device: A Lesson from Richard Wagner's Romantic Opera “Tannhäuser und der Sängerkrieg auf Wartburg,” ***Economics Letters*** 102 (2009), 33-35 (with Heike Harmgart and Steffen Huck).

16. Oligopoly limit pricing: Experimental evidence, *Games and Economic Behavior* 66 (2009), 373-393 (with Yossi Spiegel and Yaron Yehezkel).
17. Job-market signalling and screening: An experimental study, *Games and Economic Behavior* 64 (2008), 219–236 (with Dorothea Kübler and Hans-Theo Normann).
18. The merger paradox and why aspiration levels let it fail in the laboratory, *Economic Journal* 117 (2007), 1073–1095 (with Steffen Huck, Kai A. Konrad, and Hans-Theo Normann).
19. Conjectural variations and evolutionary stability: The case of a finite population, *Journal of Evolutionary Economics* 17 (2006) 53–61 (with Hans-Theo Normann).
20. Endogenous timing in duopoly: Experimental evidence, *International Journal of Game Theory* 34 (2006), 443-456 (with Miguel Fonseca and Hans-Theo Normann).
21. Spatial voting with endogenous timing, *Journal of Institutional and Theoretical Economics* 162(4), (2006), 557-570 (with Steffen Huck and Vicki Knoblauch).
22. Endogenous preemption on both sides of a market, *Economics Letters* 93 (2006), 126-131 (with Werner Güth and Jan Potters).
23. Noisy leadership: An experimental approach, *Games and Economic Behavior* 57 (2006), 37-62 (with Werner Güth and Yossi Spiegel).
24. From Ultimatum to Nash bargaining: Theory and experimental evidence, *Experimental Economics* 9(1), 2006, 17-33 (with Sven Fischer, Werner Güth, and Andreas Stiehler).
25. Allowing for two production periods in the Cournot duopoly: Experimental evidence, *Journal of Economic Behavior and Organization* 60 (2006), 100–111.
26. Conjectural variations and evolutionary stability: A rationale for consistency, *Journal of Institutional and Theoretical Economics* 161(3) 2005, 491-502 (with Hans-Theo Normann).
27. Burning money and (pseudo) first-mover advantages: An experimental study on forward induction, *Games and Economic Behavior* 51 (2005), 109-127 (with Steffen Huck).
28. Strategic Delegation in Experimental Markets, *International Journal of Industrial Organization* 22 (2004), 561-574 (with Steffen Huck and Hans-Theo Normann).
29. Profitable horizontal mergers without cost advantages: The role of internal organization, information, and market structure, *Economica* 71 (2004), 575–587 (with Steffen Huck and Kai A. Konrad).

30. On the Profitability of Collusion in Location Games, ***Journal of Urban Economics*** 54 (2003), 499-510 (with Steffen Huck and Vicki Knoblauch).
31. Attitudes towards risk: An experiment, ***Metroeconomica*** 54(1), 2003, 89-124 (with Jürgen Eichberger and Werner Güth).
32. Merger and collusion in contests, ***Journal of Institutional and Theoretical Economics*** 158 (4), 2002, 563-575 (with Steffen Huck and Kai A. Konrad).
33. Absent-minded drivers in the lab: Testing Gilboa's model, ***International Game Theory Review*** 4(4), 2002, 435-448 (with Steffen Huck).
34. Simultaneous and sequential price competition on heterogeneous duopoly markets: Experimental evidence, ***International Journal of Industrial Organization*** 20, 2002, 1437-1460 (with Dorothea Kübler).
35. Tax liability side equivalence in an experimental posted offer market, ***Southern Economic Journal*** 68 (3), 2002, 672-682 (with Rainald Borck, Dirk Engelmann, and Hans-Theo Normann).
36. To commit or not to commit: Endogenous timing in experimental duopoly markets, ***Games and Economic Behavior*** 38, 2002, 240-264 (with Steffen Huck and Hans-Theo Normann).
37. The East End, the West End, and King's Cross: On clustering in the four-player Hotelling game, ***Economic Inquiry*** 40 (2), 2002, 231-240 (with Steffen Huck and Nick Vriend).
38. Big fish eat small fish: On merger in Stackelberg markets, ***Economics Letters*** 73 (2), 2001, 213-217 (with Steffen Huck and Kai A. Konrad).
39. Why firms should care for customers, ***Economics Letters*** 72, 2001, 47-52 (with Manfred Königstein).
40. Stackelberg beats Cournot: On collusion and efficiency in experimental markets, ***Economic Journal*** 111 (474), 2001, 749-765 (with Steffen Huck and Hans-Theo Normann).
41. The relevance of equal splits in ultimatum games, ***Games and Economic Behavior*** 37, 2001, 161-169 (with Werner Güth and Steffen Huck).
42. Divisionalization in contests, ***Economics Letters*** (70)1, 2001, 89-93 (with Steffen Huck and Kai A. Konrad).
43. Strategies, heuristics and attitudes towards risk in a dynamic decision problem, ***Journal of Economic Psychology*** 22 (4), 2001, 493-522.
44. The quality of the signal matters: A note on imperfect observability and the timing of moves, ***Journal of Economic Behavior and Organization*** 45 (1), 2001, 99-106.
45. An experimental analysis of intertemporal allocation behavior, ***Experimental Economics*** 3(2), 2000, 137-152 (with Vital Anderhub, Werner Güth, and Martin Strobel).

46. Why the rich are nastier than the poor: A note on the distribution of wealth when individuals care for payoff differentials, *Kyklos* 53 (Fasc.2), 2000, 153-160 (with Steffen Huck).
47. Combining rational choice and evolutionary dynamics: The indirect evolutionary approach, *Metroeconomica* 51(3), 2000, 235-256 (with Manfred Königstein).
48. Perfect versus imperfect observability: An experimental test of Bagwell's result, *Games and Economic Behavior* 31 (2), 2000, 174-190 (with Steffen Huck).

**Other articles:**

49. On the emergence of attitudes towards risk: Some simulation results, in: *Computational Techniques for Modelling Learning in Economics*, ed. T. Brenner, Dordrecht: Kluwer 1999 (with Steffen Huck and Martin Strobel).
50. Fairness in Stackelberg Games, in: *Advances in Understanding Strategic Behaviour: Game Theory, Experiments, and Bounded Rationality: Essays in Honour of Werner Güth*, ed. S. Huck, Basingstoke: Palgrave, 2004 (with Steffen Huck and Manfred Königstein).
51. Mergers without Cost Advantages, in: *Issues in Competition Law and Policy*, American Bar Association, Section of Antitrust Law, 2008, 1575-1588 (with Steffen Huck and Kai A. Konrad).
52. Abuse of a dominant position: cases and experiments, *Experiments and Competition Policy*, eds.: Jeroen Hinloopen, Hans-Theo Normann, Cambridge University Press, 2009 (with Eric van Damme and Pierre Larouche).
53. TILEC's comments on: DG COM's discussion paper on exclusionary abuses (with Jan Boone, Eric van Damme, and Pierre Larouche).
54. Strategien der Erlösung: Über Aspekte der Rationalität in Richard Wagners „Tannhäuser,“ *Wagnerspectrum*, Heft 1/2007 (with Heike Harmgart and Steffen Huck).
55. Bertrand competition with convex costs in symmetric and asymmetric markets: Results from a pilot study, in: Wolfgang Franz, Werner Güth, Hans Jürgen Ramser and Manfred Stadler (eds.), *Experimentelle Wirtschaftsforschung*. Wirtschaftswissenschaftliches Seminar Ottobeuren 38, Tübingen: Mohr Siebeck, 2009 (with Cédric Argenton).
56. Experimental Economics in Antitrust, Chapter prepared for: *Oxford Handbook of International Antitrust Economics*, Oxford University Press, forthcoming (with Hans-Theo Normann).

**Work in progress:**

57. Cooperation in indefinitely repeated games of strategic complements and substitutes (with Ayse Mermer and Sigrid Suetens)
58. Building Trust: The Costs and Benefits of Gradualism (with Melis Kartal and James Tremewan)



59. Consistency and Stationarity of Individual Time Preferences (with Shachar Kariv, Syngjoo Choi, and Dan Silverman)
60. The Consistency and Heterogeneity of Individual Behavior under Uncertainty: A Combined Survey and Field Experiment (with Shachar Kariv, Syngjoo Choi, and Dan Silverman)
61. Cournot competition with incomplete cost information: Experimental evidence for the textbook example (with Radosveta Ivanova-Stenzel)

**Unpublished article:**

1. Private information, risk aversion, and the evolution of market research (with Sandra Güth and Werner Güth).