

Curriculum Vitae: Matthias Fahn

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Contact

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Research Interests

Organizational Economics, Relational Contracts, Corporate Finance, Industrial Organization, Behavioral Economics, Household Economics, Learning & Experimentation

Employment

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| Since 10/2017 | JKU Linz Assistant Professor of Microeconomics |
| 10/2013 – 09/2017 | LMU Munich Postdoctoral Researcher, Chair of Organizational Economics (Prof. Dr. F. Englmaier) |
| 03/2015 | University of California, San Diego Visiting Scholar, Rady School of Management |
| 01/2015 – 02/2015 | University of Bonn Visiting Scholar |
| 01/2012 – 09/2013 | University of Würzburg Postdoctoral Researcher, Chair of Organizational Economics (Prof. Dr. F. Englmaier) |
| 04/2011 – 12/2011 | University of Konstanz Research Assistant, Chair of Organizational Economics (Prof. Dr. F. Englmaier) |

Academic Qualification

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| 10/2006 – 11/2011 | LMU Munich Munich Graduate School of Economics Obtained Degree: PhD (Dr. oec. publ.; <i>summa cum laude</i>) |
| 10/2009 – 09/2010 | Northwestern University Kellogg School of Management, Department Management & Strategy, Visiting PhD Student |
| 02/2009 – 06/2009 | Northwestern University Department of Economics, Visiting PhD Student |
| 10/2004 – 10/2006 | LMU Munich Undergraduate and Graduate Studies in Economics |
| 09/2003 – 06/2004 | Hanken School of Economics, Helsinki, Finland Undergraduate and Graduate Studies in Economics, Exchange Student |
| 10/2001 – 09/2003 | Catholic University Eichstätt-Ingolstadt Bachelor and Undergraduate Studies in Business Administration |

Publications & Accepted Articles

Size Matters: How Over-investments Relax Liquidity Constraints in Relational Contracts (with F. Englmaier), accepted at *The Economic Journal*

Teamwork as a Self-Disciplining Device (with H. Hakenes), accepted at *American Economic Journal: Microeconomics*

The Commitment Role of Equity Financing (with V. Merlo, G. Wamser), *Journal of the European Economic Association* (forthcoming).

Minimum Wages and Relational Contracts, 2017, *Journal of Law, Economics, and Organization*, 33(2), 301-331.

Relational Contracts for Household Formation, Fertility Choice and Separation (with R. Rees, A. Wuppermann), 2016, *Journal of Population Economics*, 29(2), 421-455.

Optimal Contracting with Private Military and Security Companies (with T. Hadjer), 2015, *European Journal of Political Economy*, 37, 220-240.

On the Genesis of Multinational Foreign Affiliate Networks (with P. Egger, G. Wamser, V. Merlo), 2014, *European Economic Review*, 65(1), 136-163.

Research Papers Submitted to Journals

Relational Contracts with Private Information on the Future Value of the Relationship: The Upside of Implicit Downsizing Costs (with N. Klein), JKU Linz Department of Economics Working Paper No. 1714; revise and resubmit (2nd round), *American Economic Journal: Microeconomics*

Long -Term Employment Relations when Agents are Present-Biased (with F. Englmaier, M. Schwarz), CESifo Working Paper No. 6159, revise and resubmit, *Journal of Labor Economics*

Relational Contracts, the Costs of Enforcing Formal Contracts, and Capital Structure Choice -- Theory and Evidence (with V. Merlo, G. Wamser), JKU Linz Department of Economics Working Paper No. 1711

Current Projects

The Effects of Information Sharing on Moral Hazard in Credit Markets – Theory and Evidence from a Randomized Evaluation in the Philippines (with K. Czura, L. Spantig)

Inconsistent Time Preferences and On-the-job Search (with R. Seibel)

Market Competition and Informal Incentives (with T. Murooka)

What Drives Reciprocal Behavior? The optimal provision of incentives over the course of careers (with A. Schade, K. Schüssler), CESifo Working Paper No. 6635

Scholarships/Grants

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| 2015 | Research Grant from the German Science Foundation via SFB/TR-15 (€ 16,000) for organizing a Workshop on Relational Contracts |
| 2013 | Research Grant from the University of Munich (€ 2,000) |
| 2013 | Travel Grant from the European Economic Association |
| 12/2009 – 09/2010 | Scholarship for Research Visit (Northwestern) from the DAAD (German Academic Exchange Service) |
| 10/2006 – 09/2009 | Doctoral Scholarship, German Science Foundation (DFG) |
| 2006 | “Alumni Prize for Young Economists ” for the 2nd best exam of the year |

Memberships/Affiliations

CESifo Research Network, Committee for Organizational Economics (Verein für Socialpolitik)

Conference Presentations

2018: Colloquium on Personnel Economics (Munich), CESifo Conference on Applied Microeconomics (Munich), Austrian Economic Association (Vienna), CESifo Conference on the Minimum Wage Institution (Hydra), Society of Institutional and Organizational Economics (Montreal), Verein für Socialpolitik (Freiburg)

2017: Colloquium on Personnel Economics (Zürich), Royal Economic Society (Bristol), EARIE (Maastricht), Verein für Socialpolitik (Vienna), 2nd Workshop on Relational Contracts (Kellogg), Erasmus Accounting and Economics Workshop (Rotterdam), New Economic School 25th Anniversary Conference (Moscow)

2016: Society of Institutional and Organizational Economics (Paris), Verein für Socialpolitik (Augsburg)

2015: EEA meetings (Mannheim), EARIE (Munich), International Society for New Institutional Economics (Harvard), Lectures on the Economics of Organizations and Human Resources (Frankfurt), 1st Workshop on Relational Contracts (Munich), UECE Lisbon Meetings in Game Theory and Applications (Lissabon)

2014: Colloquium on Personnel Economics (Cologne), EARIE (Milan), International Society for New Institutional Economics (Duke), Verein für Socialpolitik (Hamburg), German Economic Association of Business Administration (Regensburg)

2013: International Industrial Organization Conference (Boston), Colloquium on Personnel Economics (Tuebingen), EEA/ESEM meetings (Gothenburg), EARIE (Evora)

2012: International Industrial Organization Conference (George Mason), American Law and Economics Association (Stanford), Verein für Socialpolitik (Göttingen)

2011: European Association of Labour Economists (Cyprus), Conference on the Economics of the Family in Honor of Gary Becker (Paris), European Trade Study Group (Copenhagen)

2010: American Law and Economics Association (Princeton), Israel Strategy Conference (Be'er Sheva)

2009: European Association of Law and Economics (Rome), Verein für Socialpolitik (Magdeburg)

Invited Talks

Bonn, ETH Zürich, Hannover, Hohenheim, Konstanz, LMU München, MPI Bonn, Northwestern, Regensburg, Tübingen, UC San Diego, Universität der Bundeswehr München, Universitat de Barcelona, University of Montreal, Vienna, WHU Koblenz

Refereeing

American Economic Journal: Microeconomics, B.E. Journal of Economic Analysis and Policy, Conflict Management and Peace Science, Economics of Governance, International Economic Review, Journal of Development Economics, Journal of Economic Behavior and Organization, Journal of Economics & Management Strategy, Journal of the European Economic Association, Journal of Institutional Economics, Journal of Institutional and Theoretical Economics, Journal of Law, Economics and Organization, Journal of Mathematical Economics, Portuguese Economic Journal, RAND Journal of Economics, Review of Economic Studies, Strategic Management Journal

Other Professional Activities

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| Since 2015 | Co-Organizer of a Workshop on Relational Contracts: Munich (2015, with Marta Troya-Martinez), Madrid (2016, with Giorgio Zanarone), Kellogg (2017, with Daniel Barron), Chicago Law School (2018, with Lisa Bernstein) |
| 2015 – 2017 | Coordinator of the Departmental Seminar at the LMU Munich |
| Since 2013 | Postdoctoral Mentor Internationales Doktorandenkolleg “Evidence-Based Economics” |

Teaching

JKU Linz

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| Winter 2018/19 | <i>The Financing of Corporations</i> (MSc Level) |
| Summer 2018 | <i>Microeconomics II</i> (MSc Level) |
| Winter 2017/18 | <i>The Theory of Incentives</i> (MSc Level) |

LMU Munich

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| Summer 2017 | <i>Industrial Organization</i> (BSc Level), Lecture and Tutorial |
| Winter 2016/17 | <i>Mathematics for Economists</i> (MSc Level), Lecture |
| Summer 2016 | <i>Industrial Organization</i> (BSc Level), Lecture and Tutorial |
| Winter 2015/16 | <i>Mathematics for Economists</i> (MSc Level), Lecture |
| Summer 2015 | <i>Industrial Organization</i> (BSc Level), Lecture and Tutorial |
| Winter 2014/15 | <i>Mathematics for Economists</i> (MSc Level), Lecture and Tutorial |
| Summer 2014 | <i>Advanced Microeconomics</i> (MSc Level), Tutorial |
| Winter 2013/14 | <i>Mathematics for Economists</i> (MSc Level), Tutorial <i>Advanced Topics in Organizational Economics</i> (PhD Level), Tutorial |
| Winter 2010/11 | <i>Mathematics for Economists</i> (MSc Level), Tutorial |
| Summer 2007 | <i>Introductory Microeconomics</i> (BSc Level), Tutorial |

University of Würzburg

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|----------------|---|
| Summer 2013 | <i>Contract Theory</i> (MSc Level), Tutorial |
| Winter 2012/13 | <i>Informational Economics</i> (BSc Level), Tutorial |
| Summer 2012 | <i>Economic Decisions under Risk</i> (BSc Level), Lecture <i>Contract Theory</i> (MSc Level), Tutorial |

University of Konstanz

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|----------------|---|
| Winter 2011/12 | <i>Advanced Topics in Contract Theory</i> (PhD Level), Tutorial |
| Summer 2011 | <i>Contract Theory</i> (PhD Level), Tutorial |

Supervision of numerous Master Theses, Bachelor Theses, and Seminars