

# Curriculum Vitae: Matthias Fahn

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## Contact

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[www.relationalcontracts.net](http://www.relationalcontracts.net)

## Research Interests

Organizational and Labor Economics, Behavioral Economics, Personnel Economics, Relational Contracts, Industrial Organization, Corporate Finance

## Employment

Since 10/2017	<b>JKU Linz</b> Assistant Professor of Microeconomics
02/2019	<b>Yale University</b> Visiting Scholar, Yale School of Management
10/2013 – 09/2017	<b>LMU Munich</b> Postdoctoral Researcher, Chair of Organizational Economics (F. Englmaier)
03/2015	<b>University of California, San Diego</b> Visiting Scholar, Rady School of Management
01/2015 – 02/2015	<b>University of Bonn</b> Visiting Scholar
01/2012 – 09/2013	<b>University of Würzburg</b> Postdoctoral Researcher, Chair of Organizational Economics (F. Englmaier)
04/2011 – 12/2011	<b>University of Konstanz</b> Research Assistant, Chair of Organizational Economics (F. Englmaier)

## Academic Qualification

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

## Publications & Forthcoming Articles

Size Matters: How Over-investments Relax Liquidity Constraints in Relational Contracts (with F. Englmaier), 2019, *The Economic Journal*, 129(624), 3092-3106.

Relational Contracts with Private Information on the Future Value of the Relationship: The Upside of Implicit Downsizing Costs (with N. Klein), 2019, *American Economic Journal: Microeconomics*, 11(4), 33-58.

Teamwork as a Self-Disciplining Device (with H. Hakenes), 2019, *American Economic Journal: Microeconomics*, 11(4), 1-32.

The Commitment Role of Equity Financing (with V. Merlo, G. Wamser), 2019, *Journal of the European Economic Association*, 17(4), 1232-1260.

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.

## Working Papers

Inconsistent Time Preferences and On-the-job Search (with R. Seibel), revise and resubmit, *Games and Economic Behavior*

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

Pay Transparency under Subjective Performance Evaluation (with G. Zanarone), revise and resubmit, *Strategic Management Journal*

Reciprocity in Dynamic Employment Relationships, revise and resubmit, *Management Science*

Informal Incentives, Labor Supply, and the Effect of Immigration on Wages (with T. Murooka)

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, submitted

## Current Projects

Competition and Productivity – The Role of Informal Incentives (with T. Murooka)

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)

Informal Incentives and Product Market Competition – How Digitalization Affects Production Efficiency, Firm Size, and Consumer Welfare (with T. Murooka)

Overconfidence in Relational Contracts (with N. Klein)

What Drives Reciprocal Behavior? The Optimal Provision of Incentives Over the Course of Careers (with A. Schade, K. Schüssler, T. Stowasser), CESifo Working Paper No. 6635

## Scholarships/Grants

2020-2023	Co-Investigator, “ <i>New Insights on the Effects of Downsizing</i> ” (PI: Rudolf Winter-Ebmer), National Research Network funded by the Austrian Science Fund (€ 318,702.30)
2019	Best Paper Award, JKU Department of Economics
2018	Research Grant from Hardegg’sche Stiftung (€ 5,000)
2018	Best Paper Award, JKU Department of Economics
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

2020: Conference on Mechanism and Institution Design (online), 6<sup>th</sup> Workshop on Relational Contracts (online)

2019: Workshop on Behavioral Contract Theory (Osaka), 12<sup>th</sup> Maastricht Behavioral Experimental Economics Symposium, SIOE (Stockholm), 30<sup>th</sup> International Conference on Game Theory (Stony Brook), Verein für Socialpolitik (Leipzig)

2018: COPE (Munich), CESifo Conference on Applied Microeconomics (Munich), Austrian Economic Association (Vienna), CESifo Conference on the Minimum Wage Institution (Hydra), SIOE (Montreal), Verein für Socialpolitik (Freiburg)

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

2016: SIOE (Paris), Verein für Socialpolitik (Augsburg)

2015: EEA meetings (Mannheim), EARIE (Munich), ISNIE (Harvard), Lectures on the Economics of Organizations and Human Resources (Frankfurt), 1<sup>st</sup> Workshop on Relational Contracts (Munich), UECE Lisbon Meetings in Game Theory and Applications (Lissabon)

2014: COPE (Cologne), EARIE (Milan), ISNIE (Duke), Verein für Socialpolitik (Hamburg), GEABA (Regensburg)

2013: IIOC (Boston), COPE (Tuebingen), EEA/ESEM meetings (Gothenburg), EARIE (Evora)

2012: IIOC (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

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

## Refereeing

JOURNALS: American Economic Journal: Microeconomics, B.E. Journal of Economic Analysis and Policy, Conflict Management and Peace Science, Econometrica, Economic Inquiry, Economics of Governance, European Economic Review, Information Economics and Policy, International Economic Review, Journal of Development Economics, Journal of Economic Behavior and Organization, Journal of Economics & Management Strategy, Journal of Economic Theory, 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, Management Accounting Research, Management Science, Organization Science, Portuguese Economic Journal, RAND Journal of Economics, Review of Economic Design, Review of Economic Studies, Strategic Management Journal

CONFERENCES: Verein für Socialpolitik (2019, Leipzig; 2021, Regensburg), Conference on Mechanism and Institution Design (2020, Klagenfurt), Strategic Management Society (2020, London), Society for Institutional and Organizational Economics (2021, online) Workshop on Relational Contracts (2015, Munich; 2016, Madrid; 2017 Kellogg; 2018, Chicago; 2019, Madrid; 2020, Moscow)

RESEARCH COUNCILS: National Fund for Scientific and Technological Research Chile

## Other Professional Activities

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|-------------|---|
| Since 2021  | Member of the scientific committee of the Committee for Organizational Economics (Verein für Socialpolitik)   |
| 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), Universidad Carlos III de Madrid (2019, with William Fuchs), New Economic School Moscow (2020, with Marta Troya-Martinez) |
| 2015 – 2017 | Coordinator of the Departmental Seminar at the LMU Munich   |

2013 – 2017

Postdoctoral Mentor Internationales Doktorandenkolleg “Evidence-Based Economics”

## Teaching

### JKU Linz

Winter 2020/21	<i>Mathematics, Decisions in Firms</i> (MSc Level)
Summer 2020	<i>Microeconomics II, Decisions in Firms</i> (MSc Level)
Winter 2019/20	<i>The Financing of Corporations</i> (MSc Level)
Summer 2019	<i>Microeconomics II</i> (MSc Level)
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

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

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

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