

# DR. DAVID J. KUSTERER

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## ADDRESS

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## POSITIONS

01/2024–	Assistant Professor of Marketing, Rotterdam School of Management, Erasmus University Rotterdam, The Netherlands
10/2022–03/2023	Interim professor for Microeconomics and Spatial Economics (Vertretungsprofessor), University of Stuttgart
02/2016–12/2023	Postdoctoral researcher (Akademischer Rat auf Zeit) at the Department of Economics, University of Cologne
01/2013–01/2016	Research assistant at the Department of Economics, University of Cologne
04/2010–09/2011	Research assistant (part-time) at the Department of Economics, University of Cologne

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## AFFILIATIONS

since 2015	Center of Excellence C-SEB, University of Cologne, Member (2015–2023), Affiliate (2024–)
2013–2017	DFG research unit “Design and Behavior” (FOR 1371), Affiliated member

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## EDUCATION

10/2009–06/2014	Dr. rer. pol. in Economics (summa cum laude), University of Cologne, Cologne Graduate School in Management, Economics and Social Sciences
10/2003–09/2009	Diploma in Economics (with special reference to social sciences), University of Cologne

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## PUBLICATIONS

- “Social Preferences and the Informativeness of Subjective Performance Evaluations”, with Dirk Sliwka. Accepted at *Management Science*.
- “Rate This Transaction: Coordinating Mappings in Market Feedback Systems”, with Gary E. Bolton and Alina Ferecatu. *Management Science*, Vol. 70, 2024, 567–588.
- “Public Goods, Property Rights, and Investment Incentives: An Experimental Investigation”, with Patrick W. Schmitz, *Journal of Economic Behavior and Organization*, Vol. 177, 2020, 514–532.
- “Inflated Reputations: Uncertainty, Leniency, and Moral Wiggle Room in Trader Feedback Systems”, with Gary Bolton and Johannes Mans, *Management Science*, Vol. 65, 2019, 4951–5448.
- “The Management of Innovation: Experimental Evidence”, with Patrick W. Schmitz, *Games and Economic Behavior*, Vol. 104, 2017, 706–725.
- “Public-Private Partnerships Versus Traditional Procurement: An Experimental Investigation”, with Eva I. Hoppe and Patrick W. Schmitz, *Journal of Economic Behavior and Organization*, Vol. 89, 2013, 145–166.
- “Conflicting Tasks and Moral Hazard: Theory and Experimental Evidence”, with Eva I. Hoppe, *European Economic Review*, Vol. 55, 2011, 1094–1108.
- “Behavioral Biases and Cognitive Reflection”, with Eva I. Hoppe, *Economics Letters*, Vol. 110, 2011, 97–100.

## WORKING PAPERS

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- “Searching for Evidence: Less can be More”, with Florian Gössl and Achim Wambach.

## WORK IN PROGRESS

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- “Coordinating Rating Mappings for Optimal Incentive Provision with Strategic Sellers”, with Gary E. Bolton and Alina Ferecatu.
- “Fake Reviews in Digital Markets: Analysis and Solutions”, with Matthias Greiff, Janina Kraus, Jan-Philipp Krügel and Fabian Paetzel.
- “Self-evaluations and Subjective Performance Evaluations”, with Marina Schröder and Dirk Sliwka.
- “Trust in AI Recommendations on Electronic Markets: Experimental Evidence”.
- “Cognitive Reflection, Risk Aversion, and Gender: Experimental Evidence”, with Patrick W. Schmitz.

## OTHER PUBLICATIONS

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- “Reproducibility in Management Science”, Miloš Fišar, Ben Greiner, Christoph Huber, Elena Katok, Ali I. Ozkes, and the Management Science Reproducibility Collaboration. *Management Science*, Articles in Advance. Note: Member of the Management Science Reproducibility Collaboration.

## TEACHING EXPERIENCE (OVERALL EVALUATION: 4.4 OUT OF 5)

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2022	Lecture <i>Introduction to Economics</i> , undergraduate level, University of Stuttgart
2022	Lecture and classes <i>Innovation Economics</i> , graduate level, University of Stuttgart
2022	Lecture and classes <i>Non-cooperative Games, Auctions, and Experiments</i> , graduate level, University of Stuttgart
2016–2023	Classes <i>Contract Theory</i> , graduate level, University of Cologne
2021	Seminar <i>Feedback and Reputation Systems in Online Markets</i> , graduate level, University of Cologne
2014–2023	Seminar <i>Topics in Contract Theory</i> , graduate level, University of Cologne
2016–2023	Supervision of 22 bachelor and master theses, University of Cologne

## GRANTS, AWARDS AND SCHOLARSHIPS

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2022–2024	Research grant (Co-PI) <i>Fake Reviews in Digital Markets</i> , Fritz Thyssen Foundation, 250,000€
2014	Heinz Sauermann-Award 2013/2014, German Association for Experimental Economics (Gesellschaft für experimentelle Wirtschaftsforschung)
2012	Scholarship for research stay at Penn State University by the DAAD (German Academic Exchange Service)
2011	Reinhard-Selten-Award 2011, German Economic Association (Verein für Socialpolitik)
2009–2012	Full PhD Scholarship granted by the Federal State North Rhine-Westphalia

## RESEARCH VISITS

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03/2017–05/2017	Naveen Jindal School of Management, University of Texas at Dallas, USA
04/2012	School of Economics, University of New South Wales, Australia
01/2012–06/2012	Smeal College of Business, Pennsylvania State University, USA

## INVITED SEMINARS

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2023	Rotterdam School of Management, Netherlands; City, University of London, UK (virtual); University of Leicester, UK (virtual); Paderborn University, Germany
2020	Karlsruher Institut für Technologie (KIT), Germany

## CONFERENCE PRESENTATIONS

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2024	Digital Economy Workshop 2024, Rotterdam, Netherlands
2023	Meeting of the Association for Operations Research (Gesellschaft für Operations Research, GOR) working group “Game Theory & Behavioral Management Science”, Cologne, Germany; XXII. Symposium on the Economic Analysis of the Firm (GEABA), Paderborn, Germany
2022	Colloquium on Personnel Economics (COPE), Aarhus, Denmark; Maastricht Behavioral Economic Policy Symposium (M-BEPS), Maastricht, Netherlands; European ESA Conference, Bologna, Italy; Annual Meeting of the German Economic Association (Jahrestagung des Vereins für Socialpolitik), Basel, Switzerland
2021	Annual Meeting of the German Association for Experimental Economics (Gesellschaft für experimentelle Wirtschaftsforschung), Magdeburg, Germany
2020	Winter School on Applied Microeconomics, Saas-Fee, Switzerland
2019	Maastricht Behavioral Experimental Economics Symposium (M-BEES), Maastricht, Netherlands; Annual Congress of the European Economic Association, Manchester, UK; Annual Meeting of the German Economic Association (Jahrestagung des Vereins für Socialpolitik), Leipzig, Germany
2016	Annual Meeting of the German Economic Association (Jahrestagung des Vereins für Socialpolitik), Augsburg, Germany; Winter School on Applied Microeconomics, Lenzerheide, Switzerland
2013	International ESA Conference, Zurich, Switzerland
2012	European ESA Conference, Cologne, Germany
2011	International ESA Conference, Chicago, Illinois, USA; Annual Meeting of the German Economic Association (Jahrestagung des Vereins für Socialpolitik), Frankfurt, Germany

## UNIVERSITY SERVICE

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Stuttgart	Acknowledgement of examinations from other universities
Cologne	Member of multiple hiring committees, internal grant reviewer, organization of a two-day course on oTree

## REFeree AND REVIEWER SERVICE

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Ad-hoc referee for *B.E. Journal of Economic Analysis and Policy*, *Bulletin of Economic Research*, *Decision*, *Decision Analysis*, *Econometrica*, *Games and Economic Behavior*, *Journal of Economic Behavior & Organization*, *Journal of Economic Psychology*, *Management Science*, *PLOS ONE*, *Scandinavian Journal of Economics*.

Ad-hoc grant reviewer for *Swiss National Science Foundation (SNSF)*, *DFG research unit “Design & Behavior” Female Researchers Grant*.

Rotterdam, February 6, 2024.