

# Regina SEIBEL

## CONTACT INFORMATION

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Department of Economics  
University of Zurich  
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<https://reginaseibel.github.io/>

## EDUCATION

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08/2017-NOW PhD candidate in ECONOMICS, **University of Zurich**  
09/2021-03/2022 Visiting Assistant in Research, **Yale University**, New Haven  
10/2015-07/2017 M.Sc. in ECONOMICS, **Ludwig-Maximilians-Universität (LMU)**, Munich  
08/2016-12/2016 Visiting Student, **University of California**, Berkeley  
10/2013-07/2016 B.Sc. in ECONOMICS, **LMU**, Munich  
10/2011-09/2015 B.Sc. in BUSINESS ADMINISTRATION, **LMU**, Munich  
02/2014-07/2014 Visiting Student, **Monash University**, Melbourne

## RESEARCH INTERESTS

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Industrial Organization, Innovation, Competition Policy, Collusion, Auctions

## JOB MARKET PAPER

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[Collusion by Exclusion in Public Procurement](#), with Samuel Skoda

**Abstract** This paper studies bid-rigging in auctions with bidder preselection. We develop a theoretical model to analyze the optimal behavior of a partial bid-rigging cartel and show how commonly used two-stage auction formats, in which the first stage is used to preselect bidders, may be exploited. Bidder preselection based on opening bids allows cartels to exclude competitive rivals and thereby increase procurement costs above what would be possible without preselection. To test our predictions, we use administrative data from public procurement in Slovakia. We develop a collusion marker reflecting the optimal cartel strategy and identify bidders suspected of collusion. After a selective auction procedure was abandoned, these collusive bidders adjusted their strategy, and the savings gap between auctions with and without collusion decreased by almost 60%.

We received the Slovak Economic Association Award for Young Economists (best paper authored by economist(s) up to 35 years of age)

## PUBLICATIONS

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Fahn, Matthias and Seibel, Regina, "Present Bias in the Labor Market – When it Pays to be Naïve", *Games and Economic Behavior*, 2022, Vol. 135, pp. 144-167.

## WORKING PAPERS

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### [Amazon Entry on Amazon Marketplace](#)

(with Gregory Crawford, Matteo Courthoud & Simon Zuzek)

*CEPR Discussion Paper 17531*, please see the [Disclosure Statement](#)

### [Killer Acquisitions and Beyond: Policy Effects on Innovation Strategies](#)

(with Igor Letina & Armin Schmutzler)

## WORK IN PROGRESS

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Social Learning and the Gains from Exploration: Evidence from Airbnb

(with Florian Dendorfer)

Information is Power: Data Use for Platform-Owner Entry

Mechanisms of Common Ownership (with Florian Ederer and Weicheng Min)

## TEACHING

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### Teaching Assistant

Fall 2019, 2020 Microeconomics for Research Students Part I (*1st year PhD*)

Sep 2018 - 2020 Math Camp: Probability Theory (*1st year PhD*)

Fall 2018 - 2020 Advanced Industrial Organization and Competition Policy (*Graduate Seminar*)

## INVITED TALKS AND CONFERENCE PRESENTATIONS

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2022 CRESSE, EARIE

2021 IIOC, CEPR/JIE School on Applied Industrial Organization, Swiss IO Day

2020 JKU Linz (Economics Research Seminar), EEA Virtual Conference,  
LMU (Innovation Brown Bag)

## SCHOLARSHIPS AND AWARDS

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11/2020 Mobility Fellowship by the Swiss National Science Foundation

10/2017 Alumni-Award for Young Economists, Department of Economics, LMU

08/2017 PhD Scholarship at the Department of Economics, University of Zurich

10/2013 Scholarship from the Max Weber-Program funded by the State of Bavaria

09/2012 Scholarship from the German Academic Scholarship Foundation  
("Studienstiftung des deutschen Volkes")

## REFEREEING

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Journal of Political Economy, International Journal of Industrial Organization

## WORK AND PROFESSIONAL EXPERIENCE

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09/2018-05/2019 Research Assistant for Pietro Biroli, University of Zurich

02/2017-06/2017 Student Assistant at the CHAIR FOR ORGANIZATIONAL ECONOMICS  
Prof. Florian Englmaier, LMU Munich

12/2015-07/2016 Student Assistant at the SEMINAR FOR COMPARATIVE ECONOMICS,  
Prof. Monika Schnitzer, LMU Munich

08/2014-12/2014 Intern at TNS INFRATEST, a market research company, Munich

03/2013-05/2013 Student Assistant at FRAUNHOFER GESELLSCHAFT, a research organization,  
Munich

## PROGRAMMING SKILLS

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STATA, R, Matlab, Python

## REFERENCES

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Armin Schmutzler  
Professor of Economics  
Department of Economics  
University of Zurich  
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## PLACEMENT DIRECTOR

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Joachim Voth  
Professor of Economics  
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University of Zurich  
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## OTHER

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Languages ENGLISH (fluent), GERMAN (native), RUSSIAN (conversational), FRENCH (basic)

Personal Born on April 11, 1991, in Sakar Chage, Turkmenistan