

# ANDREAS HEFTI



## OFFICE CONTACT

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## EDUCATION

- 2017 - 2018 CAS of higher and professional education, Zurich University of Applied Sciences
- 2007 - 2012 Ph.D. in Economics (*Thesis title: "Attention Competition"*, summa cum laude), University of Zurich
- 2008 - 2009 Swiss Program for Doctoral Students in Economics: Econometrics and Microeconomics, Study Center Gerzensee
- 2001 - 2006 M.A. in Economics and Mathematics (summa cum laude), University of Zurich

## ACADEMIC POSITIONS

- 2018 - Scientific Director, Center for Economic Policy, School of Management and Law, Zurich University of Applied Sciences
- 2017 - 2018 Co-Director Center for Energy and Environment (CEE), School of Management and Law, Zurich University of Applied Sciences
- 2015 - Senior Lecturer (Associate Professor), School of Management and Law, Zurich University of Applied Sciences
- 2013 - Senior Scientist, Department of Economics, University of Zurich
- 2012 - 2013 Visiting Researcher, Department of Economics, Harvard University
- 2009 Lecturer on Statistical Methods, Institute of Tourism, Zurich
- 2007 - 2012 Research Associate, Department of Economics, University of Zurich

## NON-ACADEMIC EXPERIENCE

2003 - 2005	Teacher of History and English Language, Oberstufe Monchaltorf
2002 - 2003	Accounting Assistant, Migros-Genossenschafts-Bund
2001	Telemarketing, Direct Marketing Center, Swisscom
2000 - 2001	Sales and Administration, Pizza-Blitz Winterthur
1997 - 2000	Teacher of English Language and History, Oberstufe Uster

## PEER-REVIEWED PUBLICATIONS AND BOOKS

- Limited Attention, Competition and Welfare (**Journal of Economic Theory** 178, 2018)
- Does personalized information improve health plan choices when individuals are distracted? (with C. Kaufmann, T. Muller and S. Boes, **Journal of Economic Behavior and Organization** 149, 2018)
- Equilibria in symmetric games: Theory and Applications (**Theoretical Economics**, 12, 2017)
- On the relationship between uniqueness and stability in sum-aggregative, symmetric and general differentiable games (**Mathematical Social Sciences** 80, 2016)
- Symmetric Stability in Symmetric Games (**Theoretical Economics Letters** 6, 2016)
- A differentiable characterization of local contractions on Banach spaces (**Fixed Point Theory and Applications** 106, 2015)
- On the economics of superabundant information and scarce attention (with S. Heinke, **Economia** 5, 2015, p. 37 – 76)
- Spillovers in Sports Leagues with Promotion and Relegation (with H. Dietl, M. Grossmann, M. Lang, **Scottish Journal of Political Economy** 62, 2015, p. 59 – 74)
- Attention Competition, *Monograph 2011, University of Zurich*
- Revising the Salop-equilibrium in the case of attention restricted consumers, *EEA P&P, 2009*

## PAPERS IN THE PUBLICATION PROCESS

- Market power and information effects in a multi-unit auction
- Limited Attention and targeted information (with Shuo Liu, revision invited by **RAND Journal of Economics**)
- Distributional comparative statics with heterogeneous agents (working paper)

- Mental Capacities, Trading Styles and Asset Market Bubbles: Theory and Experiment (with Frederic Schneider and Steve Heinke, working paper)
- Obfuscation, Polarization and Competition (with A. Schmutzler and S. Liu, work in progress)
- Labor Allocation, Financial Intermediation and Growth: Theory and Evidence (with L. Khabibulina and A. Fazlia, working paper)
- Distributional prize effects in dynamic contests (with Martin Grossmann, working paper)
- Price competition, market structure and the allocation of limited attention (working paper)
- Intransparency and strategic bidding in multi-unit electricity auctions with a large share of renewables: An experimental investigation (with Regina Betz and Iain McGill, working paper)

## **WORKING PAPERS AND WORK IN PROGRESS**

- Social comparison and the formation of endogenous risk cultures (with S. Vogt and Ch. Efferson, work in progress)
- Attention and Competition (working paper)

## **UNIVERSITY TEACHING AND RESEARCH FIELDS**

*Research fields:* Microeconomics, Bounded Rationality, Game Theory, Risk and Uncertainty, Inequality and Growth, Industrial Organization

*University teaching:* Introductory, intermediate and PhD-level Microeconomics, Applied Game Theory, Mathematics for PhD candidates in economics, Repeated and Dynamic Games for PhD candidates, Behavioral Theory, Linear Algebra for Economists, Analysis for Economists, Introductory Statistics, Introductory Macroeconomics, Intertemporal Public Finance

## GRANTS AND AWARDS

- 2017 KTI grant on Behavioral Finance and Risk Attitudes (jointly with startup firm “Riskifier”)
- 2017 KTI grant renewal (jointly with several Swiss university) on SCCER CREST
- 2015 Best paper Award, JEI annual meeting
- 2015 Distinction for outstanding teaching, Zurich University of Applied Science
- 2014 SNF Grant for the project “Mental Capabilities, Trading Behavior and Asset Bubbles”
- 2014 Distinction for outstanding teaching award, Zurich University of Applied Science
- 2012 SNF Grant for the project “Competition and Obfuscation”

## AFFILIATIONS

- 2012 - 2014 Research Fellow, Harvard University
- 2012 - Research Fellow, University of Zurich

## CONFERENCES AND INVITED PRESENTATIONS

- 2018 DICE (Dusseldorf, Jan), Shanghai Tech (Apr), TAU (Tel Aviv, May), ESEM (Munich, Aug), EARIE (Athens, Aug), UECE (Lisbon, Oct), Nice (Nov), SEAE (Madrid, Dec)
- 2017 NYU (New York, Oct), University of Lucerne (Oct), ICMAIF (Crete, May), SSES annual meeting (Lausanne, June), Swiss Finance Days (Gerzensee, June), EAERE (Athens, June), ESEM (Lisbon, August)
- 2016 EEA (Geneva, Aug), EARIE (Lisbon, Aug), JEI (Mallorca, Sep), ICMAIF (Crete, May)
- 2015 EEA (Mannheim, Aug), EARIE (Munich, Aug), JEI (Alicante, Sep), SSES annual meeting (Basel, June), Swiss IO day (Bern, June), ICMAIF (Crete, May), University of Mainz (Feb)
- 2014 Conference on Macroeconomics (Crete, May), EEA (Toulouse, Aug), Workshop on Limited Attention (Copenhagen, Oct)
- 2013 MIT (Mar), IIOC (Boston, Mai)
- 2012 University of Memphis (Nov), Harvard University (Nov), Midwest Theory Meeting (Okt), EEA-ESEM (Malaga, Aug), IIOC (Arlington, Mar), Scottish Society of Economics Conference (Perth, Apr), Swiss IO Day (Berne, Mai), SMYE (Mannheim, Apr), World Congress of the Game Theory Society (Istanbul, Jul)
- 2011 UECE Lisbon meeting on game theory and applications (Lisbon, Okt), Invited research presentation (University of Waikato, New Zealand, Okt), Invited research presentation (University of Innsbruck, Austria, Okt), International Conference on Applied Business and Economics (Piraeus, Sep), Southwestern Society of Economists Conference (Houston, Mar)
- 2010 Midwest Theory meeting (Chicago, Jun)

2009 EEA-ESEM (Barcelona, Sep), Swiss IO day (Berne, Mai), 13th Conference on Macroeconomics (Crete, Jun)

### **PROFESSIONAL SERVICES**

**Referee service:** Econometrica, Quarterly Journal of Economics, American Economic Journal: Microeconomics, Journal of Health Economics, Journal of Behavior and Organization, European Economic Review, Mathematical Social Sciences, B.E. Journal in Theoretical Economics, German Economic Review, Journal of Economic Asymmetries, Journal of Economics, Statistical Review, Theoretical Economics Letters

Reviewer for the Israel Science Foundation

Reviewer for the American Mathematical Association (2018 - )

**Juror**, SIAF economics award 2014

**Chief scientific adviser**, Riskifier