

# Curriculum Vitae - Philipp Kircher

2021

Dept of Econ, ILR, Cornell University, Ives Hall, Ithaca, NY 14853, USA

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## Professional Positions:

Irving M. Ives Professor of Industrial and Labor Relations, ILR, Cornell	since 2020
Researcher at Université catholique de Louvain	since 2020
Honorary Professorial Fellow at University of Edinburgh	since 2020
Professor at the European University Institute	2017 – 2020 (80% seconded from UoE)
Professor at University of Edinburgh	2012 – 2020
Professor at the London School of Economics	2012 – 2013 (leave: 09/12-08/13)
Reader at the London School of Economics	2010 – 2012
Lecturer at University of Oxford and Corpus Christi College	2009 – 2010
Assistant Professor at the University of Pennsylvania	2006 – 2011 (leave: 2009-2011)

## Positions at Journals:

Chairman and one of the Directors: <i>Review of Economic Studies</i>	2017 – 2019
Editorial Board: <i>Review of Economic Studies</i>	2010 – 2019
Managing Editor (joint): <i>Review of Economic Studies</i>	2011 – 2015
Associate Editor: <i>Review of Economic Dynamics</i>	2010

## Professional Affiliations/Activities:

Fellow:	Econometrics Society	since 2018
Fellow:	European Economic Association	since 2017
Group Leader:	National Bureau of Economic Research EFMD Group	since 2014
Executive Committee:	European Economic Association	2014 - 2017
Research Fellow:	CESifo Research Network	since 2014
Council Member:	European Economic Association	2012 – 2017
Research Fellow:	Center for Economic Policy Research - CEPR	since 2011
Executive Committee:	Search and Matching Research Group ( <a href="http://sam.univ-lemans.fr">http://sam.univ-lemans.fr</a> )	since 2010
Program Chair (joint):	Society of Economic Dynamics Annual Meeting	2011

## Education:

Ph.D. University of Bonn (Economics), 2006  
M.S. University of Karlsruhe (Industrial Engineering), 2001  
MBA University of Wisconsin – Milwaukee (Business Administration), 1999

## Publications

- (1) “Directed and Competitive Search: A Guided Tour” with Randy Wright, Benoit Julien and Veronica Guerrieri, *Journal of Economic Literature*, 2021 **59**(1): 90-148.
- (2) “Inferring Risk Perceptions and Preferences using Choice from Insurance Menus: Theory and Evidence” with Keith Ericson, Johannes Spinnewijn and Amanda Starc, *Economic Journal*, 2021 **131**: 713-744.
- (3) “An Equilibrium Model of the African HIV/AIDS Epidemic,” with J. Greenwood, C. Santos and M. Tertilt, *Econometrica*, 2019 **87**(4): 1081-1113.
- (4) “Providing Advice to Job Seekers at Low Cost: An Experimental Study on Online Advice” w. Michele Belot and Paul Muller, *Review of Economic Studies*, 2019 **86**(4): 1411-1447.
- (5) “Assortative Matching with Large Firms” with Jan Eeckhout, *Econometrica*. 2018 **86**(1): 85-132.
- (6) “The Role of Marriage in Fighting HIV: A Quantitative Illustration for Malawi,” with J. Greenwood, C. Santos and M. Tertilt., *American Economic Review* P&P, 2017 **107**(5): 158–162.
- (7) “Matching, Sorting and the Distributional Impact of International Trade,” with G. Grossman and E. Helpman, *Journal of Political Economy*, 2017 **124**(1), 224-264.

- (8) "Efficient Competition through Cheap Talk: The Case of Competing Auctions" with Kyungmin Kim, *Econometrica*. 2015 **83**(5), 1849-1875.
- (9) "Efficient Firm Dynamics in a Frictional Labor Market," with Leo Kaas, *American Economic Review*, 2015 **105**(10), 3030-3060.
- (10) "The U-Shapes of Occupational Mobility" with F. Groes and I. Manovskii, *Review of Economic Studies*, 2015 **82**(2), 659-692.
- (11) "On the Difference Between Social and Private Good," with S. Ludwig and A. Sandroni, *B.E. Journals of Theoretical Economics*, 2013 (**13**/1).
- (12) "On the Game-theoretic Foundations of Competitive Search Equilibrium," with Manolis Galenianos, *International Economic Review*, 2012 (**53**), 1-21.
- (13) "Identifying Sorting – In Theory," with Jan Eeckhout, *Review of Economic Studies*, 2011 (**78**), 872-906.
- (14) "Market Power and Efficiency in a Search Model," with Manolis Galenianos and Gabor Virag, *International Economic Review*, 2011 (**52**), 85-104.
- (15) "Sorting and Decentralized Price Competition," with Jan Eeckhout, *Econometrica*, 2010 (**78**), 539–574.
- (16) "Sorting vs Screening – Search Frictions and Competing Mechanisms," with Jan Eeckhout, *Journal of Economic Theory*, 2010 (**145**), 1354-1385.
- (17) "Efficiency of Simultaneous Search", *Journal of Political Economy*, 2009 (**117**), 861- 913.
- (18) "Directed Search with Multiple Job Applications," with Manolis Galenianos, *Journal of Economic Theory*, 2009 (**114**), 445-471.
- (19) "A Model of Money with Multilateral Matching," with Manolis Galenianos, *Journal of Monetary Economics*, 2008 (**55**), 1054-1066.
- (20) "Strategic Firms and Endogenous Consumer Emulation," with Andrew Postlewaite, *Quarterly Journal of Economics*, 2008 (**123**), 621-661.

### Working Papers and Work in Progress

- "How Wage Announcements Affect Job Search Behavior – A Field Experiment", *R&R at AEJ Macro* with Michele Belot and Paul Muller.
- "Eliciting time preferences when income and consumption vary: Theory, validation and application to job search", with Michele Belot and Paul Muller
- "An Economic Model of the Covid-19 epidemic with young and old agents: Behavior, testing and policies", with Luiz Brotherhood, Cezar Santos and Michele Tertilt.

### Books

*Poverty Reduction Strategies*, Peter Lang Verlag, Frankfurt, Germany, 2002.

### Other Publications

- (I) "Search and Learning" in R. Scott and S. Kosslyn (eds) *Emerging Trends in the Social and Behavioral Sciences*, John Wiley & Sons, 2015.
- (II) "Knowledge-Based Resources as Determinants of MNC Structure: Tests of an Integrative Model," with Tailan Chi and Paul Nystrom, *Journal of International Management*, 2004, 10: 219 – 238.

### Honors and Awards

IZA Young Labor Economist Award to honor outstanding labor economist with PhD<15 years	2019
EALE Frisch-Tinbergen Plenary Lecture, Uppsala	2019
Royal Economic Society public lecture, London/Manchester	2017
British Academy's inaugural Wiley Prize for outstanding research by early career economist	2013
Young Economist Award, European Economic Association	2007

European Recovery Program scholarship, German Ministry of Economic Affairs	2002 – 2004
Bonn Graduate School of Economics scholarship	2001 - 2002
DaimlerChrysler Aerospace Airbus scholarship	1998 - 2001
German National Merit Foundation scholarship	1998 - 2001
Fulbright Foundation scholarship	1998 – 1999

## Grants

PI of ERC Consolidator Grant “Technological Change: New Sources...” (#818859, €1,268,000)	2019-2024
PI of ERC Starting Grant “Labor Heterogeneity in Search Markets (#284119; €1,170,000)	2012 – 2017
PI of NSF “Sorting Effects in Competitive Search Markets” (SES0752076; \$212,675)	2008 – 2011
Co-I of ESRC “Credit and Labour Market Foundations of the Macroeconomy” (ES/L009633/1; Co-I; ~£6,000,000)	2015-2020
Co-I of ESRC-DFID “Agricultural Misallocation, Occupational Choice and Aggregate Productivity” (ES/L012499/1; Co-I; £389,695)	2014-2017
Co-I of NSF Grant “Rationalization” (SES-0922404; Co-I; \$227,825)	2009 – 2012

## Short-term academic visits

NYU Abu Dhabi (1 week & 2 weeks)	2015 & 2016
Columbia University (1 week)	2013
University of Chicago, Becker-Friedman Institute (2 weeks)	2013
Aix-Marseille (2 weeks)	2012
Toulouse School of Economics (1 week)	2012
VU Amsterdam (1 week)	2011
Yale University (1 week)	2010
UC San Diego (1 month)	2010
Minnesota FED (2 weeks)	2008

## Other Conference Organization

Joint Program Chair: EEA Annual Congress 2021, (~400 presenters and 800 participants)

Joint Organizer: NBER Summer Institute, Micro and Macro Perspectives of the Aggregate Labor Market (EFMPL), 2015 - 2019 (~20 presenters, ~100 participants), 2020 and 2021 virtual (9 presenters, ~100 participants),

Joint Organizer: Theory of Frictional Markets, 2019 in Princeton (~6 presenters+discussants, ~50 participants)

Joint Organizer: NBER Micro and Macro Perspectives on the Aggregate Labor Market (EFMPL) Winter Meetings 2016 in Minnesota

Joint Organizer: Matching: Theory and Estimation, Barcelona BGSE Annual Conference, 2014 & 2016 (~20 presenters)

Joint Local Organizer: Search and Matching Research Group Annual Conference, Edinburgh, 2014 (~20 presenters, ~60 posters, ~110 participants)

Joint Local Organizer: Review of Economic Studies Tour, May Meeting, Edinburgh, 2013 (7 presenters, ~80 participants)

Joint Program Chair: Society of Economic Dynamics Annual Conference, 2011 (~450 presenters)

Joint Organizer: Conference in Honor of Andy Postlewaite, Philadelphia, 2007 (~20 presenters, ~60 participants)

Organizer: Penn Search and Matching Workshops (quarterly in 2006, 2007, 2008) (~6 presenters, ~20 participants)

Program Committee Member: European Economic Association annual congress, 2013, 2014, 2016

Program Committee Member: Royal Economic Association annual conference, 2013, 2014 & 2015

Program Committee Member: Society of Economic Dynamics Annual Meeting, 2009 & 2010

Invited Session Organizer: EALE 2018, “Field Experiments on Labor Markets”

Session Organizer: RES 2014, “Sorting in the Labour Market”

Session Organizer: AEA 2008, “Directed Search Models of Labor and Consumer Product Markets”

## **Referee Activities:**

*American Economic Journal – Microeconomics, American Economic Journal – Macroeconomics, American Economic Review, American Economic Review: Insights, BE Journal on Macroeconomics, BE Journal on Economic Theory, Econometrica, Economic Theory, Games and Economic Behavior, International Economic Review, Journal of Economic Theory, Journal of Human Capital, Journal of Money Credit and Banking, Journal of Political Economy, Labour Economics, Nature, RAND, Review of Economic Dynamics, Review of Economic Studies, Scandinavian Journal of Economics.*

## **Presentations / Conferences**

### 2020:

*Conference Presentations:* LISER-IAB Conference on Digital Transformation and the Future of Work (Luxembourg, keynote), Covid-19 Search and Matching Workshop (webinar), MacCaLM conference on Economics of Covid-19 (webinar, University of Edinburgh), Armenian Economic Association Annual Meeting 2020 (webinar)

*Research Seminars:* Paris School of Economics (webinar), Essex and Royal Holloway Search and Matching (webinar), Guanghua School of Management (Beijing, webinar), Penn (webinar), CREST (webinar), Ohio State (webinar), IZA (Bonn, webinar), Carlos III (webinar), UT Austin (webinar)

### 2019:

*Conference Presentations:* EALE (Uppsala, Frisch-Tinbergen keynote lecture), 4th Collier Conference on Behavioral Economics (Tel Aviv), New Developments in the Macroeconomics of Labor Markets (Stockholm, Sveriges Riksbank, keynote), Search and Matching Annual Conference (Oslo, poster)

*Research Seminars:* Philadelphia FED, Cornell, Universita di Roma Tor Vergata, Universita degli Studi di Siena

### 2018:

*Conference Presentations:* EALE (Lyon, invited session), ESPE (Antwerp), Workshop on “New Challenges, New Objectives and New Tools for Public Policy” (Cologne, Reinhard-Selten-Institute), Workshop on “Evaluation of Labor Market Policies: New Data and New Approaches” (IZA Bonn), Workshop on “Firms, Jobs, and Inequality” (Briq, Bonn, Keynote lecture)

*Research Seminars:* Princeton, Minneapolis FED, Institute for Fiscal Studies (London), Bocconi, Bolzano

### 2017:

*Conference Presentations:* Workshop on Unemployment and Labor Market Policies (Barcelona), SED (Edinburgh), ESPE (Glasgow), Markets with Search Frictions (Inaugural conference, Dale Mortensen Center, Aarhus), CEPR/IZA Annual Symposium in Labor Economics (London)

*Research Seminars:* Einaudi (Rome), CREI (Barcelona), ULB (Brussels),

### 2016:

*Conference Presentations:* Winter Workshop in Labour Economics (Tinbergen Institute, Amsterdam), Effective Labour Market Interventions (Welsh Government, Cardiff), Incentives and Behavioural Change (Amsterdam), European Search and Matching Research Group Annual Conference (Amsterdam, poster)

*Research Seminars:* Rotterdam, NYU Abu Dhabi, CEMFI, Hamburg, UK Department of Work and Pensions (Leeds)

*Discussant:* “Price Dynamics with Customer Markets,” by Luigi Paciello, Andrea Pozzi and Nicholas Trachter at the CEPR/JIE Conference on Applied IO (London)

### 2015:

*Conference Presentations:* Conference on Labor Market Models and their Applications (keynote, Sandberg/Aarhus), Behavioural Exchange 2015 (London), Experimental Methods in Policy (Cancun, Mexico), EEA annual meeting (Mannheim), SED annual conference (Prague), ESPE annual conference (Izmir), European Search and Matching Research Group Annual Conference (Aix-en-Provence, poster)

*Research Seminars:* UCL, NYU Abu Dhabi, Royal Holloway, Leicester, St. Andrews, Maastricht, Manchester, Bonn, Essex, Oxford, Zurich, EUI, Toronto, Boston University, Pittsburgh

2014:

*Conference Presentations:* CESifo Area Conference on Applied Microeconomics (Munich, keynote speaker), EEA meetings Toulouse (invited session), AEA meetings Philadelphia, RES meetings Manchester, Search and Matching Research Group Annual Conference (Edinburgh, poster), Barcelona GSE Summer Forum (Session on Matching: Theory and Estimation), S&M workshop NYU, Workshop on Consumer Search (Bad Homburg)

*Research Seminars:* Budapest, CRAI and Pompeu Fabra, Warwick, Cologne, Cambridge, Frankfurt, NYU, Wisconsin, Nottingham, IESE Business School

2013:

*Conference Presentations:* NBER Summer Institute Boston, Royal Economic Association annual conference (London), Cowles Foundation Summer Conference on Macroeconomics (Yale), Workshop on Behavioral and Experimental Economics (Florence), EEA annual meeting, Joint Paris Search and Matching Workshop (Paris, keynote speaker)

*Research Seminars:* Glasgow, Collegio Carlo Alberto (Turin), Bocconi (Milan), Columbia University, Einaudi Institute for Economics and Finance (Rome), Stirling, Heriot-Watt, Becker-Friedman Institute and University of Chicago (Micro and Marco Seminar), University of Pennsylvania

2012

*Conference Presentations:* Panel Discussion at the AEA meetings in Chicago on “Markets with Frictions” (joint w. D. Mortensen, P. Diamond, R. Shimer), Workshop on “Industry and Labor Market Dynamics” at Barcelona.

*Research Seminars:* UCSB, BI in Oslo, Autonoma, Bilbao, Bristol, Chicago Booth, Chicago FED

*Discussant:* “Liquidity and Asset Market Dynamics” by Guillaume Rocheteau and Randall Wright, at the Bank of England and Euro Area Business Cycle Network conference “Money is Back”.

2011

*Conference Presentations:* SED, ESPE, “Matching: Findings, Flaws and Future” at Northwestern, “Matching and Price Theory” at Chicago, “Buyer and Seller Relationships” at Warwick, “New Developments in the Theory of a Frictional Labour Market” at Mainz.

*Research Seminars:* Helsinki, UCL, Cambridge, European University Institute, UCSD (micro and macro), UCLA, Mainz, Namur, Marseille, Bonn, Simon Lang Grammar School For Boys in Canterbury, Edinburgh.

*Discussant:* “Evidence for a Collective Intelligence Factor in the Performance of Human Groups” by Christopher Chablis and co-authors, at the workshop on Psychology and Economics of Scarce Attention (Toulouse)

2010

*Conference Presentations:* SED, NBER Summer Institute, EALE/SOLE, Applied Microeconometrics Conference (Oxford), Economics and Musik (Essex), Labour Market Search and Policy Applications (Konstanz), Cool3 Macro Conference (London)

*Research Seminars:* Toulouse, Yale, Queen Mary, LSE, Essex, Philadelphia FED, Minnesota FED, Northwestern, Heidelberg, Mannheim, Cape Town, Carlos III Madrid, LBS, CEMFI Madrid

*Discussant:* “Awareness and AIDS: A Political Economy Model,” by Gani Aldashev and Jean-Marie Baland at the Center for the Study of African Economies (Oxford University)

2009

*Conference Presentations:* COWLES Foundation and JET conference on Search Theory (New Haven), SED Annual Conference (Istanbul), SAET Annual Conference (Iscia), NBER Summer Institute (Boston), NBER Conference on Micro and Macro Perspectives on the Aggregate Labor Market (Atlanta), NBER Conference on

Macroeconomics across Space and Time (Philadelphia), Philadelphia FED – New York FED conference (Philadelphia), IZA conference on Unemployment and Flexicurity (Bonn)

*Research Seminars:* LSE, Aarhus, Zurich, MIT, Rutgers, Maryland, Oxford, Penn State, Philadelphia FED, Rochester

*Discussant:* “A Supply and Demand Model of the College Admissions Problem,” by Hector Chade, Gregory Lewis and Lones Smith at NBER Conference on Micro and Macro Perspectives on the Aggregate Labor Market (Atlanta FED)

“Family Job Search, Wage Bargaining, and Optimal Unemployment Insurance” by Susanne Ek and Bertil Holmlund at IZA conference on unemployment and flexicurity (Bonn, December 2009)

## 2008

*Conference Presentations:* NBER Summer Institute, Economic Fluctuations and Growth (Boston), Society for Economic Dynamics (Boston), Society for Economic Design (Ann Arbor), Winter Meeting of the Econometric Society (New Orleans), Economic and Music (Essex), Winter meeting of the American Economic Association (New Orleans), Penn Search and Matching Workshop (Philadelphia), Duke-Northwestern-Texas IO Theory Conference (Austin)

*Research Seminars:* University of Bonn, University of Leicester, University of Mannheim, Minnesota Federal Reserve Bank, University of Munich, Arizona State University, Washington University, UCLA, UCSB, CalTech,

*Discussant:* “Labor Market Dynamics under Long Term Wage Contracting,” by Leena Rudanko at Philadelphia FED - NY FED Workshop (Philadelphia, April 2008),

“Liquidity Provision in Capacity Constraint Markets” by Pierre-Olivier Weill at Journal of Money, Credit and Banking Conference (Cleveland, November 2008)

## 2007

*Conference Presentations:* Society of Economic Dynamics (Prague), European Meeting of the Econometric Society (Budapest), Workshop on Optimal Monetary Policy and Central Bank Communication (Locarno), European Economic Association Meetings (Budapest), Society for the Advancement of Economic Theory Summer Meeting (Kos), Midwest Micro Theory Meetings (Minnesota), Midwest Micro Theory Meetings (Ann Arbor), Penn Search and Matching Workshop (Philadelphia).

*Research Seminars:* Yale University, Georgetown University, Michigan State University, Simon Fraser University, University of British Columbia, University of California at Los Angeles, University of Pennsylvania

*Discussant:* “Unobserved Heterogeneity in Directed Search Equilibrium,” by Michael Peters at NBER Conference on Micro and Macro Perspectives on the Aggregate Labor Market (Chicago)

“Sovereign Default and Banking,” by Igor Livshits at Workshop on Optimal Monetary Policy and Central Bank Communication (Locarno)

## 2006

*Conference Presentations:* NBER Summer Institute, Economic Fluctuations and Growth (Boston), Conference on Matching and Two-Sided Markets (Bonn), Cleveland FED Workshop on Money, Banking and Credit (Cleveland).

*Research Seminar:* University of Michigan, University of Pennsylvania, University of Bonn

## 2005

*Conference Presentations:* Minnesota Workshop on Macroeconomic Theory (Minneapolis), Conference in Tribute to Jean-Jacques Laffont (Toulouse, invited talk), Verein für Socialpolitik, (Bonn), Penn Search and Matching Workshop (Philadelphia).

*Research Seminars:* University of Helsinki, University of Basel, University of Karlsruhe

## 2002/2003/2004:

*Conference Presentations:* European Economic Association (Madrid 2004), Society of Economic Design (Mallorca 2004), Society for Economic Dynamics (Paris 2003)

## **University Committee's / Other Organization**

Member of the EEA ad hoc committee for establishing EEA Code of Conduct (2019-2020)  
Member of the EEA ad hoc committee on establishing EEA Research Ethics Code (2017-2018)  
Co-Organizer: Departmental Seminars, EUI (2018-2020)  
Editorial board EUI First Year Paper, 2018-2020  
Member of the College Promotions Committee, College of Humanities and Social Sciences, University of Edinburgh (2012/2013/2014/2015)  
Co-Organizer: LSE Theory Workshop (2009/2010/2011/2012)  
Corpus Christi Admissions Committee (2009)  
Penn Ph.D. Admission Committee (2006, 2007, 2008)  
Co-Organizer: Penn Applied Micro Theory Seminar (2006, 2007, 2008)

**Ph.D. Students (Committee Member/ Letter Writer):** Juan Licari (06), Adhemar Villani Jr. (07), Athanasios Geromichalos (08), Matthew Swartz (08), Efraim Berkovich (08), Deniz Selman (08), KyungMin (Teddy) Kim (08), Simo Kalla (08), Chao Fu (09), Markus Riegler (14), Paul Muller (15), Stuart Baumann (2017), Tomasz Sulka (2018), Alessandro Ferrari (2<sup>nd</sup> supervisor EUI, '19), Alessandro Spignati (Post-Doc mentor EUI, '19), Xiaoming Cai ('19), Oliko Vardishvili (2<sup>nd</sup> supervisor EUI, '20), David Cerezo (2<sup>nd</sup> supervisor EUI, '20), Daniele Angelini (1<sup>st</sup> supervisor EUI, '20), Philipp Grubener (2<sup>nd</sup> supervisor EUI, '20)

**External on Thesis Committee:** Isabel Cairo (Pompeu Fabra, 14), Thibaut Lamadon (UCL, 14), Paul Muller (Amsterdam 16), Alexey Gorn (Bocconi 17), Alexandra Fotiu (Bocconi 17), Bastian Schulz (Munich, 18), Morgan Raux (Aix-Marseille, '20).

#### **Courses Taught**

Game Theory (Tutorials, 2004), Intermediate Micro (Tutorials 2005), Econ 101 – Intermediate Microeconomics (2006/2007, 2007/2008), Econ 682 – Graduate Game Theory (2008/2009), Econ 712 – Frictionless Matching, Competing Mechanism Design and Competitive Search (2008/2009), Advanced Undergrad. Microeconomic Theory (2009), Oxford Paired Undergraduate Tutorials, Corpus Christi College (2009/2010), Advanced Graduate Macroeconomics – Labor Search (2010), LSE Advanced Graduate Microeconomics tutorials (2010/2011), EC100 – Economics for Non-Economists (2011-2012), MSc and PhD Introductory Course on Search Markets and Sorting (2013), Scottish Institute for Research in Economics Ph.D. Training Course on Search and Matching (2013). Lectures in EPA Economic Principals and Analysis (2015), Directed Search and Sorting (2017), Core Macro III – Labor Search (2017/2018, 2018/2019, 2019/2020), Competitive Search (2018), Applied Microeconomics – Theory and Empirics (2018, 2019, 2020), Econ3030 Intermediate Microeconomic Theory (2021, Spring & Fall), Econ7465 Advances in Labor Economics (2021, Spring & Fall)

**Languages :** English (fluent), German (native speaker), French (intermediate), Italian (beginner)