

SANDER ONDERSTAL

Curriculum Vitae

September 17, 2018



PERSONAL INFORMATION

Name: Prof. dr. Sander Onderstal
Born: 27 October 1973, Deurne, The Netherlands
Nationality: Dutch
Address: University of Amsterdam, Roetersstraat 11, 1018 WB Amsterdam
Phone: +31-20-525-7161
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PROFESSIONAL POSITIONS

2018 Full professor of Strategy & Markets at the University of Amsterdam
2010-2018 Associate professor at the University of Amsterdam
2012 Visiting professor at the Erasmus University Rotterdam
2004-2010 Assistant professor at the University of Amsterdam
2004-2009 Post-doc in Jacob Goeree's VICI project at CREED, the University of Amsterdam
2007-2008 Senior economist at the Dutch Ministry of Economic Affairs
2001-2004 Researcher at the CPB, sector Competition and Regulation

EDUCATION

1997-2002 Ph.D. student, Tilburg University (supervised by Eric van Damme)
University College London (supervised by Philippe Jehiel)
1997-2000 NAKE (Netherlands Network of Economics)
1998-1999 MPhil in Economics, Tilburg University
1992-1997 Undergraduate Econometrics, Tilburg University

PRIZES AND HONORS

2006- Research Fellow of the Tinbergen Institute
2006- Fellow of ACLE (Amsterdam Center for Law & Economics)
2002 KVS medal for the best Ph.D. thesis in Economics in the Netherlands for 2001 and 2002

PUBLICATIONS

"Inequity Aversion Revisited" *Journal of Economic Psychology* **54** (2016), 1-16 (with Yang Yang and Arthur Schram)

"Firm-specific Information and Explicit Collusion in Experimental Oligopolies" *European Economic Review* **82** (2016), 132-141 (with Francisco Gomez-Martinez and Joep Sonnemans)

"Equilibrium Selection in Experimental Cheap Talk Games" *Games and Economic Behavior* **91** (2015), 14-25 (with Adrian de Groot Ruiz and Theo Offerman)

"Going Once, Going Twice, Reported! Cartel Activity and the Effectiveness of Antitrust Policies in Experimental Auctions" *European Economic Review* **70** (2014), 317-336 (with Jeroen Hinloopen)

"Combinatorial Auction Design for Real-Estate Markets" *Interfaces* **44** (2014), 351-363 (with Dries Goossens, Frits Spieksma, and Jan Pijnacker)

"For Those about to Talk We Salute You: An Experimental Study of Credible Deviations and ACDC" *Experimental Economics* **17** (2014) (with Adrian de Groot Ruiz and Theo Offerman)

"Bidding to Give in the Field" *Journal of Public Economics* **105** (2013), 72-85 (with Arthur Schram and Adriaan Soetevent)

Reprinted as: Onderstal, S., A.J.H.C. Schram, and A.R. Soetevent (2014), "Reprint of: Bidding to Give in the Field" *Journal of Public Economics* **114**, 87-100

"Self-selection and the Power of Incentive Schemes: An Experimental Study" *Applied Economics* **44** (2012), 4211-4219 (with Jana Vyrastekova and Pierre Koning)

"Solids: A Combinatorial Auction for a Housing Corporation" in: P. Coles, S. Das, S. Lahaie, B. Szymanski (eds.), *Auctions, Market Mechanisms, and Their Applications* (2012). Berlin: Springer (with Dries Goossens and Frits Spieksma.)

"Fighting Collusion in Auctions: An Experimental Investigation" *International Journal of Industrial Organization* **29** (2011), 84-96 (with Audrey Hu and Theo Offerman)

"If You Pay Peanuts... A Laboratory Experiment on Reward Schemes in Employment Service Contracting" *European Journal of Social Security* **12** (2010), 272-288 (with Arthur van de Meerendonk)

"Bidding for the Unemployed: An Application of Mechanism Design to Welfare-to-Work Programs" *European Economic Review* **53** (2009), 715-722

"Bidding to Give: An Experimental Comparison of Auctions for Charity" *International Economic Review* **50** (2009), 431-457 (with Arthur Schram)

"The Chopstick Auction: A Study of the Exposure Problem in Multi-Unit Auctions" *International Journal of Industrial Organization* **27** (2009), 286-291 (with Florian Englmaier, Pablo Guillén, Loreto Llorente, and Rupert Sausgruber)

"Making Uncompetitive Auctions Competitive: A Survey of Experiments" in: J. Hinloopen and H.

Normann (eds.), *Experiments and Competition Policy* (2009), Cambridge: Cambridge University Press (with Theo Offerman)

“Procurement Design: Lessons from Economic Theory and Illustrations from the Dutch Procurement of Welfare-to-work Projects” in: K.V. Thai (ed.) *International Handbook of Public Procurement* (2008), Boca Raton: Taylor & Francis Group (with Flora Felsö)

“Seeking Rents in the Shadow of Coase” *Public Choice* **139** (2009), 171-196 (with Giuseppe Dari-Mattiacci and Francesco Parisi)

“How (Not) to Design Procurement Mechanisms: A Laboratory Experiment” in: Best Practices in Public Procurement: *Proceedings of the 3rd International Public Procurement Conference* (2008), 391-421 (with Arthur van de Meerendonk)

“Auctions with Financial Externalities” *Economic Theory* **32** (2007), 551-574 (with Emiel Maasland)

“Going, Going, Gone! A Swift Tour of Auction Theory and Its Applications” *De Economist* **154** (2006), 197-249 (with Emiel Maasland)

“How (Not) to Raise Money” *Journal of Political Economy* **113** (2005), 897-918 (with Jacob Goeree, Emiel Maasland, and John Turner)

BOOKS

Economics of Organizations and Markets (2014). Amsterdam: Pearson.

Papers in Auction Theory. Ph.D. thesis (2002), Tilburg University

PUBLICATIONS IN DUTCH

“Markten: consumenten gedragen zich net als mensen.” In R. Dur (Ed.), *Gedragseconomie en Economisch Beleid: Preadviezen van de Koninklijke Vereniging voor de Staathuishoudkunde* (pp. 60-66). Amsterdam: KVS (with Marco Haan en Jeroen Hinlopen)

“Vijf argumenten voor veel wiskunde in het academische economieonderwijs (en vijf mogelijke tegenwerpingen).” *TPEdigitaal* **10** (2016), 67-75

“Inleiding: Academisch economieonderwijs na de crisis.” *TPEdigitaal* **10** (2016), 1-4 (with David Hollanders)

“Marktfalen in de markt voor academische economieopleidingen.” In L. Bovenberg & F. Haan (Eds.), *Economieonderwijs: Preadviezen van de Koninklijke Vereniging voor de Staathuishoudkunde* (pp. 151-159). Amsterdam: KVS (with David Hollanders)

“Klant Advocaat Wil Geen Uurtarief.” *Economisch Statistische Berichten* **100** (2015), 262-265 (with Flóra Felsö and Jo Seldeslachts)

“Naschrift bij: Klant Advocaat Wil Geen Uurtarief.” *Economisch Statistische Berichten* **100** (2015), 587 (with Flóra Felsö and Jo Seldeslachts)

“Inleiding: Veldexperimenten voor Beleid” *TPEdigitaal* **9**(3) (2015), 1-3

“Helpt Competitief Beoordelen Mannelijke Studenten Weer op de Rails? Een Overzicht van Experimenteel Bewijs” *TPEdigitaal* **9**(3) (2015) 50-58

“Inleiding: Veilingen en Aanbestedingen” *TPEdigitaal* **6**(1) (2012), 1-3

“Veilen van Laagwaardig Radiospectrum in een VOA-procedure” *TPEdigitaal* **6**(1) (2012), 21-34 (with Emiel Maasland)

“Inleiding: Gedragseconomie” *TPEdigitaal* **4**(4) (2010), 1-3

“Ruimte voor Professionals: Economische Perspectieven” in: T. Jansen, G. van den Brink, and J. Kole (eds.), *Beroepstrots. Een Ongekende Kracht* (2009), Amsterdam: Uitgeverij Boom (with Iris Lackner, Otto de Smeth, and Jelte Theisens)

“Ruimte voor Professionals” *TPEdigitaal* **2**(2) (2008), 114-126 (with Iris Lackner, Otto de Smeth, and Jelte Theisens)

“No Cure, No Pay: Een Goed Idee” *Economisch Statistische Berichten* **4502** (2007), 46-47 (with Inge Groot)

“Bloed, Zweet en Tranen: De Radiomarkt en de Verdeling van de Commerciële Radiofrequenties” in W. Dolfsma and R. Nahuis (eds.) *Pre-adviezen van de Koninklijke Vereniging voor de Staathuishoudkunde 2005* (2005), 98-115 (with Emiel Maasland and Paul Rutten)

“Werkzoekenden onder de Hamer” *Economisch Statistische Berichten* **4446** (2004), 544-546 (with Pierre Koning)

“Gelijk Speelveld met Beleid” *Economisch Statistische Berichten* **4430** (2004), 161-163 (with Marja Appelman)

“Welvaart en de Regulering van Networksectoren” *Tijdschrift voor Politieke Economie* **24** (2003), 98-105 (with Victoria Shestalova)

“Marktruiming per Computer” *Economisch Statistische Berichten* **4408** (2003), 330.

POLICY REPORTS

Verdeling op Afroep: Verdeling van Frequenties. ECORYS report (2008), Rotterdam, The Netherlands (with Nicolai van Gorp, Frederik van Doorn, and Marcel Canoy)

Werkt de reïntegratiemarkt? SEO publication 946 (2006), Amsterdam, The Netherlands (with Inge Groot, David Hollanders, and Peter Hop)

Better Safe than Sorry? Reliability Policy in Network Industries. CPB Document 73 (2004), The Hague, The Netherlands (with Rob Aalbers, Elbert Dijkgraaf, and Victoria Shestalova)

Goed Aanbesteed is het Halve Werk: Een Economische Analyse van de Aanbesteding van Reïntegratie. CPB Document 63 (2004), The Hague, The Netherlands (with Pierre Koning)

Equal Rules or Equal Opportunities? Demystifying Level Playing Field. CPB Document 34 (2003),

The Hague, The Netherlands (with Marja Appelman, Joeri Gorter, Mark Lijesen, and Richard Venniker)

Tight Oligopolies: In Search of Proportionate Remedies. CPB Document 29 (2003), The Hague, The Netherlands (with Marcel Canoy)

POPULAR PUBLICATIONS

“Economieonderwijs vereist andere prioriteiten”, *Me Judice*, 12 december 2016 (with David Hollanders)

“Vraag van de Week: Hoe Kan de Organisatie van het EK zijn Tickets volgens U het Beste Verkopen?” *ESB* **4537**, 352 (2008).

“Mechanism Design: Theory and Application to Welfare-to-work Programs” *AENORM* **60** (2008), 43-46

“Geld Inzamelen voor het Goede Doel: Hoe Doe je Dat?” *AENORM* **51** (2006), 30-32 (with Emiel Maasland)

“Auction Theory” *Medium Econometrische Toepassingen* **13** (2005), 4-8 (with Emiel Maasland)

“Reïntegratie als Overheidstaak” *Reïntegratie* **4** (2004), 35-37 (with Pierre Koning)

“Ontkoppel Netwerk en Levering” *NRC Handelsblad* 10 March 2004 (with Mark Lijesen)

“Energienetwerken: Publiek of Privaat” *Energie Nederland* 4 May 2004 (with Machiel Mulder)

“Lessons from Regulatory Reform in the Netherlands” *CPB Report* **2003/2**, 54-56 (with Renate Krommenhoek)

“Competition Law under Review” *CPB Report* **2002/2**, 59-60

“De Speltheoreticus: Consultant in Liefde en Telecom” *Defacto* (2002)

WORKING PAPERS

“Keeping Out Trojan Horses: Auctions and Bankruptcy in the Laboratory” Tinbergen Institute Discussion Paper 11-024/1 (with Ailko van der Veen) *R&R Journal of Economics and Management Strategy*

“Signaling in Auctions: Experimental Evidence” Tinbergen Institute Discussion Paper 17-053/VII (Olivier Bos, Francisco Gomez-Martinez, and Tom Truyts)

“Premium Auctions in the Field” Tinbergen Institute Discussion Paper TI 2017-024/VII

“Information Acquisition before and after the Contract” (with Giuseppe Dari-Mattiacci and Francesco Parisi)

“Trading Places: An Experimental Comparison of Mechanisms for Priority Queuing” Tinbergen Institute Discussion Paper 15-063/VII (with Anouar El Haji)

“Does Relative Grading Help Male Students? Evidence from a Field Experiment in the Classroom” Tinbergen Institute Discussion Paper 2014-116/V (with Eszter Czibor, Randolph Sloof, and Mirjam van Praag)

“What Clients Want: Choices between Lawyers’ Offerings” Tinbergen Institute Discussion Paper 2014-020/VII (with Flóra Felső and Jo Seldeslachts)

“Power and the Privilege of Clarity: An Analysis of Bargaining Power and Information Transmission” Tinbergen Institute Discussion Paper 2011-055/1 (with Adrian de Groot Ruiz and Theo Offerman)

“Collusion and the Choice of Auction: An Experimental Study” Tinbergen Institute Discussion Paper 10-120/1 (with Jeroen Hinloopen)

WORK IN PROGRESS

“Crowdfunding mechanisms” (with Andrej Woerner and Arthur Schram)

“Collusion and Corporate Social Responsibility: A Laboratory Experiment” (with Francisco Gomez Martinez and Maarten Pieter Schinkel)

“Online Experimental Auctions” (with Anouar El Haji and Jayson Lusk)

INVITED LECTURES

Seminars

- Radboud University Nijmegen (2018)
- University of Nottingham (2018)
- Newcastle University (2018)
- Berlin Behavioral Economics Colloquium and Seminar (2017)
- Heinrich Heine University Düsseldorf (2016)
- Manchester University (2016)
- University of Paderborn (2015)
- Saint Louis University Brussels (2015)
- CPB (2015, 2013)
- Tinbergen Institute (2015, 2013)
- Tilburg University (2014, 2012, 2003)
- Goethe University Frankfurt am Main (2013)
- Essex University (2013)
- University of East Anglia (2013)
- University of Amsterdam (2013, 2010, 2008, 2007, 2005)
- Erasmus University Rotterdam (2012)
- Bicocca Milan (2012)
- Panthéon-Assas Paris II University (2011)
- NMa (Netherlands Competition Authority) (2011, 2007, 2003)
- Ministry of Finance (2011)
- University of Bonn (2009)
- University of Cologne (2009)

- University of Aachen (2009)
- University of Munich (2009)
- Waseda University, Tokyo (2008)
- London School of Economics (2008)
- OPTA (Dutch Post and Telecommunications Regulator) (2008)
- Innsbruck University (2007)
- National University of Singapore (2007)
- Essex University (2006)
- Groningen University (2006)
- Utrecht School of Economics (2005)
- Ministry of Economic Affairs (2004)
- Antwerp University (2003)
- European Commission DG Competition (2003)
- Universiteit Maastricht (2003)
- Humboldt University Berlin (2002)

Conferences and workshops

- ESA 2018, Berlin
- Workshop on Behavioral IO 2018, Amsterdam
- ESA 2017, Vienna
- Workshop on Behavioral IO 2017, Amsterdam
- ESA 2016, Jerusalem
- EARIE 2015, Munich
- SED 2015, Istanbul
- IIOC 2015, Boston
- NED 2014, Amsterdam
- ESA 2014, Prague
- ABEE 2014, Amsterdam
- Workshop Game Theory and Mechanism Design 2014, Utrecht University
- Workshop Crowdfunding 2014, Amsterdam
- EARIE 2013, Évora
- ESA 2013, Zürich
- IMEBE 2013, Madrid
- NED 2012, Amsterdam
- ESA 2012, New York City
- EARIE 2011, Stockholm
- Tiber Symposium on Psychology and Economics 2011, Tilburg
- ESA 2011, Chicago
- M-BEES 2011, Maastricht
- IMEBE 2011, Barcelona
- EARIE 2010, Istanbul
- ESA 2010, Copenhagen
- M-BEES 2010, Maastricht
- ACLE workshop 2010, Amsterdam
- ESA 2009, Innsbruck
- EARIE 2009, Ljubljana
- CRESSE 2009, Chania
- Giving & Volunteering Research Conference 2009, Amsterdam

- SED 2009, Maastricht
- M-BEES 2009, Maastricht
- IIOC 2009, Boston
- EARIE 2008, Toulouse
- IPPC 2008, Amsterdam
- IIOC 2008, Arlington
- Public Choice World Meeting 2007, Amsterdam
- ACLE workshop 2007, Amsterdam
- EALE 2006, Prague
- ESA 2006, Nottingham
- IIOC 2006, Boston
- Conference on “Incentives and Work Motivation in the Public Sector”, 2005, Rotterdam
- EARIE 2005, Porto
- SING 2005, Maastricht
- Competition workshop 2004, CPB/Ministry of Economic Affairs/CentER
- NAKE research day 2000, 2001, 2002, 2003, 2004, Amsterdam
- Workshop Competition Policy 2003, Universiteit Maastricht
- FEEM workshop on “Auctions and Market Design”, 2003, Milan
- Auctions workshop 2003, University of Amsterdam
- EARIE 2003, Helsinki
- EARIE 2002, Madrid
- ESEM 2001, Lausanne
- ENTER meeting 2001, Mannheim
- SED 2000, Istanbul
- Games 2000, Bilbao
- ENTER meeting 2000, University College London
- Game Theory Workshop UCL 1999, Kenilworth
- EEA summer school 1999, Toulouse
- EEA 1999, Santiago de Compostela

PH.D. SUPERVISION

2017-	Leonard Treuren
2015-	Andrej Woerner
2013-2016	Francisco Gomez Martinez (placement and current position: Carlos III Madrid)
2010-2014	Yang Yang (placement and current position: Sun Yat-Sen University Guangzhou)
2010-2016	Arthur van de Meerendonk (unfinished)
2008-2017	Flóra Felső (placement: IPSE Delft; current position: Kansspelautoriteit)
2007-2012	Adrian de Groot Ruiz (placement: Radboud University Nijmegen; current position: True Price)
2006-2012	Ailko van der Veen (placement: University of East Anglia; current position: University of Amsterdam)
2006-2010	Audrey Hu (placement: Tilburg University; current position: City University of Hong Kong)

MEMBER PH.D. THESIS COMMITTEE

2018	Vasileios Kotsidis (University of Nottingham)
2017	Anouar el Haji (University of Amsterdam)
2016	Joyce Delnoy (Utrecht University)
2016	Zara Sharif (Erasmus University Rotterdam)
2016	Hsin-Mien Wang (Bielefeld University and University of Amsterdam)
2015	Xiaoming Cai (VU University Amsterdam)
2015	Anita Kopányi-Peuker (University of Amsterdam)
2015	Dávid Kopányi (University of Amsterdam)
2014	Asli Selim (Erasmus University Rotterdam)

REFEREEING

American Economic Review, American Journal of Agricultural Economics, Annales d'Economie et de Statistique, Annals of Operations Research, B.E. Journal of Theoretical Economics, Applied Economics, Bulletin of Economic Research, CPB report, De Economist, Econometrica, Economica, Economic Inquiry, Economic Journal, Economic Theory, Economics Bulletin, European Economic Review, European Journal of Political Economy, Experimental Economics, Games, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, Journal of Competition Law and Economics, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of Economic Theory, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Law, Economics, and Organization, Journal of Mathematical Economics, Journal of Public Economic Theory, Journal of Public Economics, Journal of Public Procurement, Journal of the European Economic Association, Management Science, Mathematical Social Sciences, RAND Journal of Economics, Review of Economic Studies, Review of Economics and Statistics, Review of Law and Economics, Scandinavian Journal of Economics, Southern Economic Journal, Tijdschrift Politieke Economie, TPEdigitaal, NWO, Czech Science Foundation, Social Sciences and Humanities Research Council of Canada, and Swiss National Science Foundation

OTHER ACADEMIC EXPERIENCE

- Associate editor of the Journal of Public Procurement (2016-2017)
- Organizer of the Organizations and Markets seminar series at TI (2012-)
- Organizer of the ABEE 2015 conference
- Scientific committee of Nederlandse Economendag (2015-)
- Scientific committee of the International Public Procurement Conference (2012-)
- Editor of [TPEdigitaal](#) (2010-)
- Board member of CentER Society (2003-2008)
- Scientific committee and local organizing committee EARIE 2006

TEACHING

Summer school

- Experimental Economics (Sun Yat-sen University, Guangzhou)

MPhil

- Topics in Organization and Markets (Tinbergen Institute)
- Mechanism Design and Market Institutions (Tinbergen Institute)
- Micro III: Information and Behavioral Economics (Tinbergen Institute)

MSc

- Research Seminar Public Economic Policy
- Research Seminar Industrial Organization, Regulation, and Competition Policy
- Advanced Industrial Organization
- Regulation
- Competition Policy

BSc

- Economics, Markets, and Organizations II (PPLE college University of Amsterdam)
- Economic Policy Analysis (Honours course)
- Economics of Markets and Organizations
- Advanced Micro-Economics (Amsterdam University College)
- Theory of Industrial Organization
- Marktwerking & Mededinging
- Industrial Economics & Organization (Radboud University Nijmegen)
- Applied Industrial Organization

EDUCATION MANAGEMENT

2013-	Director honors program Faculty of Economics & Business
2011-2016	Coordinator MSc track Public Economic Policy
2010-2013	Member of the Board of Studies Economics & Business

CONSULTANCY

2017	Advice on the 700-1400-2100 MHz spectrum auction in the Netherlands (Ministry of Economic Affairs and Climate Change)
2016	Advice on the television spectrum auction (Ministry of Economic Affairs)
2014	Advice on the 2100 MHz spectrum auction in the Netherlands (Ministry of Economic Affairs)
2012	Advice on the multi-band radio spectrum auction in the Netherlands (Ministry of Economic Affairs)
2011-2012	Advice on auctions for low profile radio spectrum (Agentschap Telecom)
2011	Second opinion on the multi-band radio spectrum auction in the Netherlands (Ministry of Economic Affairs)
2010	Advice on the design of combinatorial auctions for condominiums (Stadgenoot)
2010	Advice on the Transdev/Veolia merger (NMa)
2010	Advice on bidding in government procurement (Verdonck, Klooster & Associates)
2008	ECORYS project on first-come first-served allocation of spectrum (Ministry of Economic Affairs)
2008	Advice on the auction rules for the 2,6 GHz spectrum (Smile Telecom International)

2007-2008	SEO project on health care auctions (Dutch Healthcare Authority NZa)
2007	The "Pre-Tender" project, a simulation program for public procurement
2006-2007	The "Zuidas-Dok" project (the city of Amsterdam and the Ministries of Finance and Economic Affairs)
2006	SEO project on the value of the GSM 900 spectrum (Ministry of Economic Affairs)
2006	SEO project on the allocation of welfare-to-work programs (Ministry of Social Affairs and Employment)
2005-2006	ENCORE brainstorm on tradable energy savings certificates (Ministry of Economic Affairs)
2005	ENCORE brainstorm on the allocation of GSM frequencies (Ministry of Economic Affairs)
2000	Advice on the auction of AM and FM radio frequencies (Ministry of Transport, Public Works, and Water Management)
1998-2000	Advice on auctions for petrol stations (Ministry of Finance)
1998	Advice on bidding in the GSM auction (Dutchtone)