

# Dainis Zēgners

September 2018

## Research Interests

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Digitization and Platforms  
Media Markets  
Industrial Organization  
Competitive Strategy

## Contact Information

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## Personal

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Born:	Bonn - Germany
Citizenship:	Latvian and German

## Current Position

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Since 09/2018	Assistant Professor (Tenure Track) Rotterdam School of Management – Erasmus University Department of Technology & Operations Management Business Information (BIM) Group
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## Academic Experience

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2017 – 2018	Assistant Professor (Non-Tenure Track) University of Cologne Faculty of Management, Economics and Social Sciences Digital Transformation and Value Creation Group
2011 – 2017	Research Assistant Institute for Strategy, Technology and Organization (ISTO) Munich School of Management LMU Munich
02/2014 – 05/2014	Visiting Researcher Télécom ParisTech, Paris – France (Host: Marc Bourreau)

## Education

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2011 - 2016	Ph.D. (Dr. oec. publ.) LMU Munich Advisors: Tobias Kretschmer (primary), Florian Englmaier (secondary)
2011 - 2014	Master of Business Research LMU Munich
2003 - 2009	Diplom-Volkswirt (equivalent to M.Sc. in Economics) University of Bonn

## **Publications (Referred Journals)**

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“Competition with Aftermarket Power when Consumers are Heterogeneous.”  
(with Tobias Kretschmer). *Journal of Economics and Management Strategy*. 26/1 (2017), 96-122.

## **Working Papers and Work in Progress**

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“Voluntary Disclosure of Product Information: The Case of E-book Samples.” (*Available on SSRN*).

“Building an Online Reputation with Free Content: Evidence from the E-book Market.”  
(*Available on SSRN*).

“Having the Lead vs. Lagging Behind: The Incentive Effect of Handicaps in Tournaments.”  
(with Andreas Steinmayr and Rudi Stracke). (*Available on SSRN*).

“Reference Points and Behavior: Evidence from Professional Chess.” (with Anthony Strittmatter and Uwe Sunde). *Work in Progress*.

“Negativity Bias in News-Media.” (with Johannes Münster and Markus Dertwinkel-Kalt).  
*Work in Progress*.

## **Presentations (Invited Seminars and Conferences)**

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- 2018 University of St. Gallen (invited seminar, *scheduled*), EEA Annual Meeting, Cologne; Academy of Management (AOM) Annual Conference, Chicago; Academy of Management (AOM) Special Conference on Big Data and Managing in a Digital Economy, Surrey; Rotterdam School of Management (invited seminar); Loughborough University London (invited seminar); COPE Workshop on Personnel Economics, Munich.
- 2017 University of Liège (invited seminar); LEOH Workshop on Organizational Economics, Cologne (poster); Annual Conference of the German Economic Association (VfS), Vienna; Searle Conference on Internet Commerce and Innovation, Chicago; Munich Summer Institute (poster presentation), Munich; IIOC Annual Meeting, Boston; Economics of ICT Conference, Paris; Royal Economic Society PhD Meeting, London
- 2016 Spanish Economic Association Annual Meeting, Bilbao; KU Leuven (invited seminar); Télécom ParisTech (invited seminar); University of Surrey (invited seminar); Informs Annual Meeting, Nashville (invited session); Media Economics Workshop, Zürich (poster); ETH Zürich (invited seminar); LEOH Workshop on Organizational Economics, Munich (poster); KLU Hamburg (invited seminar); EARIE Annual Meeting, Lisbon (selected for Rising Star session); EEA Annual Meeting, Geneva; Goethe-University Frankfurt (invited seminar); Munich Summer Institute, Munich; ZEW Conference on the Economics of ICTs, Mannheim; University of Cologne (invited seminar); Natural Experiments and Controlled Field Studies (poster presentation), Ohlstadt; Workshop on Economics of Network Industries, Paris; IIOC Annual Meeting, Philadelphia; Workshop on the Digital Economy, Louvain-la-Neuve
- 2015 ORG Seminar at LMU Munich, Munich; TIME Seminar, Munich
- 2014 Internal Seminar at Télécom ParisTech, Paris; PhD Workshop on Industrial Economics, Reus; Workshop on the Economics of ICTs, Porto; EEA Annual Meeting, Toulouse; EARIE Annual Meeting, Milan
- 2013 ICT Conference, Munich; EARIE Annual Meeting, Evora; Workshop on the Economics of ICTs, Evora; TIME Seminar, Munich

## **Workshop and Lecture Participations**

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TIM Junior Faculty Consortium 2018, Academy of Management Annual Meeting, Chicago; Lectures on Organizational Economics (LEOH) 2017 given by Paul Heidhues, University of Cologne; TIM Doctoral Consortium 2016, Academy of Management Annual Meeting, Anaheim; Lectures on Organizational Economics (LEOH) 2015 given by Robert Gibbons, Frankfurt Goethe-University; Lectures on Organizational Economics (LEOH) 2016 given by Oliver Hart, LMU Munich; Natural Experiments and Controlled Field Studies Workshop, 2015 - 2016, Ohlstadt.

## **Teaching**

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### *Bachelor*

Media Markets (U Cologne, Lecture and Seminar, 2018)  
Regulation and Competition Policy in the Digital Economy (U Cologne, Seminar, 2017 - 2018)  
Management & Economics of Network Industries  
(LMU Munich, BSc., Lecture: 2015, Tutorial: 2012 - 2014)  
Actors & Strategies in Regulated Markets (LMU Munich, Seminar, 2011 - 2015)  
Public Affairs (LMU Munich, Seminar, 2012)

### *Master*

Strategy and Economics of Platforms (U Cologne, Lecture & Tutorial, 2017)  
Managerial Economics (EM Lyon, Tutorial, 2014 - 2016)  
Project Course with External Industry Partners (LMU Munich, Seminar, 2013 - 2016)  
Advanced Management & Economics of Network Industries (LMU Munich, Tutorial, 2011)

## **Professional Activities and Services**

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Reviewer for *Journal of Economics & Management Strategy, Information Economics and Policy, Strategic Management Journal, AOM Annual Meetings*  
Member of Local Organizing Team for yearly conference of the European Association for Industrial Economics (EARIE) 2015 in Munich  
Coordinating Assistant for Munich School of Management Ph.D. program  
Coordinating Teaching Activities of Institute for Strategy, Technology and Organization

## **Scholarships & Grants**

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C-SEB Starting Grant, University of Cologne (5000 €, joint with M. Dertwinkel-Kalt and J. Münster); DAAD (German Academic Exchange Service) Scholarship during visit at Télécom ParisTech

## **Other Professional Experience**

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2010 - 2011 Analyst Competition Economics, EE&MC Consultants, Bonn - Germany  
2008 - 2010 Student Research Assistant eHealth, Empirica mbh, Bonn - Germany

## **Personal Interests and Hobbies**

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Chess, Running, Photography

## **References**

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Prof. Tobias Kretschmer  
Department of Management  
LMU Munich

Prof. Florian Englmaier  
Department of Economics  
LMU Munich

Prof. Marc Bourreau  
Chair of Innovations & Regulation  
Télécom ParisTech

Justin Tumlinson, Ph.D.  
Institute for Innovation and Entrepreneurship  
Loughborough University