

**Daniel Garrett**

**DANIEL F. GARRETT**

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## **CURRENT POSITIONS**

Professor at Toulouse School of Economics (2018 --)  
(Leader of the group 'Theoretical Economics' at TSE since 2019)

Research Affiliate of the CEPR, Industrial Organization (2015- present)  
Research Affiliate of CESifo, Applied Microeconomics (2015- present)

## **PREVIOUS and VISITING POSITIONS**

MIT Economics (Visiting Professor: 2018 Fall semester).  
Junior Chair (Assistant Professor), Toulouse School of Economics (2012 – 2017)

## **EDUCATION**

Ph.D., Economics, Northwestern University, Evanston, Illinois  
BCA(Hons): Economics, Victoria University of Wellington, Wellington, New Zealand, 2003.

## **RESEARCH AND TEACHING FIELDS**

Research and teaching: Microeconomic Theory, Industrial Organization

## **FELLOWSHIPS, GRANTS AND AWARDS**

ESEM award for best paper by a young economist (2019)  
Excellence in Refereeing Award (2017); *American Economic Review*  
ERC Starting Grant 'DYNMECH' (for 2017-2021; total Euro 1.3 million)  
Distinguished CESifo Affiliate Award: Applied Microeconomics (2015)  
EARIE Young Economists' Essay Award (joint with Renato Gomes and Lucas Maestri, 2014)  
Robert Eisner Memorial Fellowship (joint with Toomas Hinnosaar, 2009-10)  
Northwestern University Tuition Fellowship (2006-2010)  
Victoria University Medal for Academic Excellence (first in year for commerce, 2003)

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### PUBLICATIONS

1. "Bidding in a possibly common-value auction," with Yuk-fai Fong, *Games and Economic Behavior*, 2010, vol. 70, 494-501.
2. "Managerial Turnover in a Changing World," with Alessandro Pavan, *Journal of Political Economy*, 2012, vol. 120, 879-925.
3. "Robustness of Simple Menus of Contracts in Cost-based Procurement," *Games and Economic Behavior*, 2014, vol. 87, 631-641.
4. "Dynamic Managerial Compensation: On the Optimality of Seniority Based Schemes," with Alessandro Pavan, *Journal of Economic Theory*, 2015, vol. 159, pp 775-818.
5. "Intertemporal price discrimination: dynamic arrivals and changing values," *American Economic Review*, 2016, vol. 106, pp 3275-3299. (Winner of Distinguished CESifo Affiliate Award.)
6. "Dynamic Mechanism Design: Dynamic Arrivals and Changing Values," *Games and Economic Behavior*, 2017, vol. 104, pp 595-612.
7. "Overbooking," with Jeff Ely and Toomas Hinnosaar, *Journal of the European Economic Association*, 2017, vol. 15, pp 1258-1301. (Editor's Choice Collection of *JEEA*.)
8. "Residual Deterrence," with Francesc Dilme. *Journal of the European Economic Association*, 2019, vol. 17, pp 1654-1686.
9. "Competitive Screening under Heterogeneous Information," with Renato Gomes and Lucas Maestri, *Review of Economic Studies*, 2019, vol. 86, 1590-1630. (Winner of EARIE Young Economists Essay Award.)
10. "Fake Sales: A Dynamic Pricing Perspective," *Japanese Economic Review*, 2019, vol. 70, 375-382. (Special issue of the APIOC.)

### COMPLETED WORKING PAPERS

"A Dynamic Theory of Random Price Discounts" joint with Francesc Dilme, Revise and Resubmit at *American Economic Review*.

"Ready to trade? On budget-balanced efficient trade with uncertain arrival" (Reject and Resubmit at *Journal of Economic Theory*.)

"Robust Predictions of Dynamic Optimal Contracts" joint with Alessandro Pavan and Juuso Toikka.

"Payoff Implications of Incentive Contracting". (Winner of ESEM Award for best paper by a young economist.) (Submitted to *Theoretical Economics*.)

"Relational Contracts: Public versus Private Savings" with Francesc Dilme. (Submitted to *Review of Economic Studies*).

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### WORK IN PROGRESS

“Optimal Project Design” with George Georgiadis, Alex Smolin and Balazs Szentes.

### TEACHING EXPERIENCE

Recent:               `Contract Economics` (MIT: Second semester)  
                          `Dynamic Contract Theory` (DEEQA/PhD: 2015-)  
                          `Regulation and Incentives` (M2: 2013-)  
                          `Industrial Organization` (M1: 2014, 2015)

Teaching Assistant: Advanced Game Theory (2008 & 2009), Northwestern University.

### SERVICES TO THE PROFESSION

Referee for *American Economic Review*, *American Economic Journal: Microeconomics*, *B.E. Journal of Theoretical Economics*, *Dynamic Games and Applications*, *Econometrica*, *Economic Journal*, *Economic Theory*, *European Economic Review*, *Games and Economic Behavior*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Corporate Finance*, *Journal of Economic Theory*, *Journal of Economics*, *Behavior and Organization*, *Journal of Economics and Management Strategy*, *Journal of the European Economic Association*, *Journal of Finance*, *Journal of Industrial Economics*, *Journal of Law, Economics and Organization*, *Journal of Mathematical Economics*, *Journal of Political Economy*, *Management Science*, *Mathematics of Operations Research*, *Quarterly Journal of Economics*, *RAND Journal of Economics*, *Review of Economic Studies*, *Review of Financial Studies*, *Theoretical Economics*.

Grant evaluations for Austrian Science Fund, Israel Science Foundation, Swiss National Science Foundation, NSF, ERC

Associate Editor: *Journal of the European Economic Association* (2019, two-year term)  
Associate Editor: *International Journal of Game Theory*

Program Area Coordinator: Econometric Society World Congress (2020)  
Program Committee Member: World Congress of the Game Theory Society (2020)  
Organizer: Stanford Institute for Theoretical Economics (SITE) “Dynamic Games, Contracts and Markets” (2019)  
Program committee member of EARIE (2017, 2018)  
Program committee member of EEA-ESEM (2015-)  
Co-organizer of Industrial Organization Seminar at Toulouse School of Economics (2015-2018)  
Co-organizer of the Economic Theory Seminar at Toulouse School of Economics (2014-2016)  
Co-organizer of the Applied Economic Theory Workshop at TSE (2013-2016)

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### **COMMITTEE INVOLVEMENT AT TSE**

Member of the Recruiting Committee (2018-)  
Member of the CODEP (2019-)  
Tenure Review Committees (twice to date)  
Junior Recruiting Committee of TSE, 2017-2018.

### **PRESENTATIONS**

#### **Invited seminars:**

- 2019 Higher School of Economics, Berkeley, Boston University, ECARES, Stockholm School of Economics, Bocconi, Tel Aviv University, Hebrew University of Jerusalem, Frankfurt School of Finance and Management/Goethe University, UCL, Cambridge, Oxford, U. of Bonn, EUI.
- 2018 Paris Game Theory, UC3M, CERGE, Bath, Boston College, MIT
- 2017 University of Bristol, University of St. Gallen , U. Mannheim, U. Texas at Austin, UNC Chapel Hill
- 2016 London School of Economics
- 2015 Carnegie Mellon, ETH Zurich, National University of Singapore, NYU Stern, UCLA, UCSD, U. of Cambridge
- 2014 Bilkent, Monash U., U. of Essex, U. of Illinois at Urbana-Champaign, U. of Melbourne, U. of Munich, UNSW, U. of Queensland, U. of Southampton
- 2013 Paris School of Economics, U. of Bonn
- 2012 Arizona State U., HEC Paris, NYU, Toulouse School of Economics, U. of Auckland, U. di Bocconi, U. of British Columbia, U. of California at Berkeley, U. of Melbourne, UNSW, U. of Pennsylvania, Washington University at St. Louis.
- 2011 Aarhus U., Northwestern U.

#### **Conference presentations:**

- 2020 Kent Bristol City Workshop in Economic Theory
- 2019 Toulouse School of Economics Winter Meeting in Industrial Organization, EEA-ESEM Manchester
- 2018 IDEI/CSIO Joint Conference
- 2017 2<sup>nd</sup> Rome Junior Conference on Applied Microeconomics, SAET (Faro), Public Economic Theory 2017 (Paris), EARIE (Maastricht, invited speaker), SHADOW (Warsaw), Dynamic Pricing Workshop (Santiago de Chile)
- 2016 CESifo Area Conference on Applied Microeconomics, 1<sup>st</sup> Triangle Conference at UNC Chapel Hill, Asia Pacific Industrial Organisation Conference (invited speaker),
- 2015 IDEI/CSIO Joint Conference on Industrial Organization (Toulouse School of Economics), CESifo Area Conference on Applied Microeconomics
- 2014 European Economic Association (Toulouse), EARIE (Bocconi), IFORS (Barcelona), International Conference on Mechanism Design and Industrial Organization (Nanchang), Pricing Workshop (Collegio Carlo Alberto)
- 2013 Cowles Conference on Dynamic Mechanism Design (Yale, 2013), Midwest Economic Theory (Fall), SITE Summer Workshop (Stanford)

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- 2012 Midwest Economic Theory (Fall), Society for the Advancement of Economic Theory (Brisbane, Australia)
- 2011 Society for the Advancement of Economic Theory (Faro), Workshop of the Arne Ryde Memorial Lectures (Lund)
- 2010 Econometric Society World Congress, Midwest Economic Theory (Spring)
- 2009 Information and Mechanism Design at U. of Bonn, Midwest Economic Theory (Spring)