

SEBASTIAN DENGLER

Tilburg University
Department of Economics
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Education

Ph.D. in Economics, Tilburg University (<i>expected 2017</i>)	Since 2013
M.Sc. (Research Master) in Economics (<i>with distinction</i>), Tilburg University	2011–2013
B.Sc. in Management, Philosophy & Economics, Frankfurt School of Finance & Management	2007–2011

Research Fields

Primary: Behavioral Economics, Industrial Organization, Law & Economics
Secondary: Applied Microeconomic Theory, Experimental Economics

Job Market Paper

“Consumers’ Privacy Choices in the Era of Big Data” (*with J. Prüfer*)

While consumers often feel overwhelmed by the complexity involved in choices regarding personal data, sellers with superior information processing algorithms are enabled to make more tailored offers in times of increasing datafication. We construct a model where consumers are confronted with a seller whose big data algorithms extract surplus via customized pricing. They face a trade-off between a direct, transaction cost-free sales channel and a privacy-protecting, but costly, channel when buying a product. We show that the privacy-protecting channel is used even in the absence of an explicit taste for privacy if consumers are not *too* strategically sophisticated, thereby providing a micro-foundation for consumers' privacy choices.

Working Papers

“Climate Policy Commitment Devices” (*with R. Gerlagh, S. Trautmann, and G. van de Kuilen*)

We develop a dynamic resource extraction game that mimics the global multi-generation planning problem for climate change and fossil fuel extraction. We implement the game under different conditions in the laboratory. Compared to a "liberal" baseline condition, we find that policy interventions that provide a costly commitment device or reduce climate threshold uncertainty reduce resource extraction. We also study two ethics conditions to assess the underlying social preferences and the viability of ecological dictatorship. Our results suggest climate-change policies to focus on investments that lock the economy into carbon-free energy sources.

Work in Progress

“Predictive Algorithms and Consumer Behavior”

This project investigates how consumers fare when predictive algorithms are not working for, but against them: when they predict not only which product a consumer is interested in, but also how much he or she is willing to pay for it. Developing a laboratory experiment, where subjects can hide their assigned valuation of a good from a computerized seller at a cost, I ask: Do subjects anticipate that hiding their valuation can be exploited in such markets and can their behavior be explained by a limited sophistication model of level-k thinking? Preliminary tests show subjects' behavior to be inconsistent with unlimited strategic sophistication as the strategic nature of the game seems hard to grasp.

Fellowships and Awards

Privacy Scholars Fellowship at George Mason University Law & Economics Center (<i>12 000 \$</i>)	2015–2016
Best TILEC Master Thesis: “The Ostrich Effect in the Economics of Privacy” (<i>500 €</i>)	2013
CentER Scholarship (<i>10 000 € in total</i>)	2011–2013
Scholarship for Students from Evangelisches Studienwerk e. V. Villigst (<i>35 000 € in total</i>)	2007–2013

Memberships

Economic Science Association (ESA)	Since 2016
Society for Institutional & Organizational Economics (SIOE)	Since 2015
Tilburg Law and Economics Center (TILEC)	Since 2013

Refereed Conferences and Invited Talks

2017: Department Seminar at Telecom ParisTech (*scheduled*)

2016: Economic Science Association (ESA) European Meeting · The Choice Lab PhD Workshop at Norwegian School of Economics (NHH) · 20th Annual Conference of the Society for Institutional & Organizational Economics (SIOE) · 14th ZEW Conference on The Economics of Information and Communication Technologies · Program on Economics & Privacy: Digital Information Policy Scholars Conference · ENTER Jamboree 2016 · 2nd Workshop on Industrial Organization in the Digital Economy

2015: Research Roundtable for Economists on Law & Economics of Privacy and Data Security · 19th Annual Conference of the International Society for New Institutional Economics (ISNIE) · 9th Competition Law and Economics European Network (CLEEN) Workshop · ENTER Exchange Seminar

2014: 13th Session of the European School on New Institutional Economics (ESNIE 2014)

Teaching Experience

Lecturer in Business Taxation and Decision-Making Processes <i>Tilburg University, M.Sc. International Business Tax Economics</i>	2013–2016
Teaching Assistant in Industrial Organization <i>Tilburg University, B.Sc. Business Economics</i>	2014–2016
Supervisor Bachelor Thesis <i>Tilburg University, B.Sc. Economics</i>	2015
Teaching Assistant in Theories and Models in Rational Decision-Making I <i>Frankfurt School of Finance & Management, B.Sc. Management, Philosophy & Economics</i>	2010
Teaching Assistant in Game Theory I & Game Theory II <i>Frankfurt School of Finance & Management, B.Sc. Management, Philosophy & Economics</i>	2009

Departmental Service

Faculty Council Representative, Tilburg University	Since 2016
Chairman of the Graduate Students Society, Tilburg University	2014–2016
Graduate Students Representative, Tilburg University	2011–2014

Personal

Citizenship: German
 Languages: German (native), English (fluent), Dutch (good), Spanish (intermediate)

References

Jan Potters (<i>supervisor</i>) Professor of Economics Department of Economics Tilburg University j.j.m.potters@uvt.nl	Jens Prüfer (<i>supervisor</i>) Assistant Professor of Economics Department of Economics Tilburg University j.prufer@uvt.nl	
Alessandro Acquisti Professor of Information Technology and Public Policy Heinz College Carnegie Mellon University acquisti@andrew.cmu.edu	Eric van Damme Professor of Economics Department of Economics Tilburg University eric.vandamme@uvt.nl	Stefan Trautmann Professor of Behavioral Finance Department of Economics University of Heidelberg stefan.trautmann@awi.uni- heidelberg.de