

# Dirk Bergemann

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Date of Birth: September, 23, 1964  
German and US citizen

## Academic Background

University of Pennsylvania, Ph.D. (Economics) 1994  
Thesis Committee: George Mailath (Chair), Andrew Postlewaite, Rafael Rob  
Yale University, M.A. (Privatim) 2003  
University of Pennsylvania, M.A. (Economics) 1992  
J.W.Goethe University, Frankfurt, Vordiplom (Economics), 1989

## Academic Appointments

2013 - present Chair, Department of Economics  
2015 - present Professor of Finance (secondary), School of Management  
2013 - present Contributing Faculty, Yale-NUS College, Singapore  
2008 - present Professor of Computer Science (secondary)  
2006 - present Research Fellow, CEPR  
2005 - present Douglass and Marion Campbell Professor of Economics  
2004 - present Research Fellow, CESifo  
1996 - present Staff Member of the Cowles Foundation

## Past and Visiting Appointments

2015 - 2016 Consulting Researcher, Microsoft Research (previously 2010 - 2011)  
2004 - 2005 Visiting Professor, Columbia University  
2003 - 2004 DFG Mercator Research Professor, University of Munich  
2003 - 2004 Professor, Yale University  
2001 - 2002 Associate Professor (with tenure), Yale University  
1998 - 1999 Visiting Assistant Professor, MIT  
1995 - 1996 Visiting Scholar, Boston University  
1995 Visiting Assistant Professor, Bonn University  
1995 - 2000 Assistant Professor, Yale University  
1994 - 1997 Research Associate, Institute of Economic Analysis, Barcelona  
1994 - 1995 Assistant Professor, Princeton University

## Grants, Fellowships and Honors

2015 - present Fellow, Economic Theory  
2012 - present Fellow, European Economic Association  
2007 - present Fellow, Econometric Society  
2016 - 2018 National Science Foundation Research Grant, (SES 1459899 with S. Morris)  
2014 - 2016 Hans Fischer Senior Fellow, Technical University Munich  
2014 - 2015 Google Faculty Fellowship  
2012 - 2015 National Science Foundation Research Grant, (ICES 1215808 with S. Morris)  
2009 - 2012 National Science Foundation Research Grant, (SES 0851200 with S. Morris)  
2008 Best Advisor Award, Department of Economics, Yale University  
2005 - 2008 National Science Foundation Research Grant, (SES 0518929 with S. Morris)

2005 Alexander von Humboldt Foundation Fellowship (declined)  
 2004 - 2008 National Science Foundation Research Grant (CNS 0428422 with J. Feigenbaum & S. Shenker)  
 2003 - 2004 DFG Mercator Research Professorship  
 2002 Best Teacher Award, Department of Economics, Yale University  
 2001 - 2004 National Science Foundation Research Grant, (SES 0095321 with S. Morris)  
 1999 - 2001 Alfred P. Sloan Research Fellowship  
 1998 - 1999 Yale University Junior Faculty Fellowship  
 1997 - 2000 National Science Foundation Research Grant, (SBE 9709887) , with J. Välimäki)  
 1989 - 1994 German National Science Foundation Ph.D. Fellowship  
 1989 - 1990 Fulbright Scholarship

## Refereed Publications

1. "Should First-Price Auctions Be Transparent?" *American Economic Journal: Microeconomics*, 2018, forthcoming, with Johannes Hörner
2. "The Design and Price of Information", *American Economic Review*, 2018, forthcoming, with Alessandro Bonatti and Alex Smolin
3. "Belief-Free Rationalizability and Informational Robustness", *Games and Economic Behavior*, 2017, **104**, 744-759, with Stephen Morris
4. "Interdependent Preferences and Strategic Distinguishability", *Journal of Economic Theory*, 2017, **168**, 329-371, with Stephen Morris and Satoru Takahashi
5. "First Price Auctions with General Information Structures: Implications for Bidding and Revenue", *Econometrica*, 2017, **85**, 107-143, with Benjamin Brooks and Stephen Morris
6. "Information Design, Bayesian Persuasion, and Bayes Correlated Equilibrium", *American Economic Review Papers and Proceedings*, 2016, **106**, 586-591, with Stephen Morris.
7. "Bayes Correlated Equilibrium and the Comparison of Information Structures in Games", *Theoretical Economics*, 2016, **11**, 487-522, with Stephen Morris.
8. "Dynamic Revenue Maximization: A Continuous Time Approach", *Journal of Economic Theory*, 2015, **159**, 819-853, with Philipp Strack.
9. "Sequential Information Disclosure in Auctions", *Journal of Economic Theory*, 2015, **159**, 1074-1095, with Achim Wambach.
10. "Information and Volatility", *Journal of Economic Theory*, 2015, **158**, 427-465, with Tibor Heumann and Stephen Morris.
11. "Selling Cookies," *American Economic Journal: Microeconomics*, 2015, **7**, 259-294, with Alessandro Bonatti.
12. "The Limits of Price Discrimination", *American Economic Review*, 2015, **105**, 921-957, with Benjamin Brooks and Stephen Morris.
13. "Robust Predictions in Games with Incomplete Information," 2013, *Econometrica*, **81**, 1251-1308, with Stephen Morris.
14. "An Introduction to Robust Mechanism Design," 2013, *Foundations and Trends in Microeconomics*, **8**, 169-230, with Stephen Morris.

15. “Multi-Dimensional Mechanism Design with Limited Information,” 2012, *Conference Proceedings of the ACM-EC 2012*, joint with Ji Shi, Yun Xu and Edmund Yeh.
16. “Efficient Auctions and Interdependent Types”, 2012, *American Economic Review Papers and Proceedings*, **102**, 319-324, joint with Stephen Morris and Satoru Takahashi.
17. “Mechanism Design with Limited Information: The Case of Nonlinear Pricing”, 2012 2nd International ICST Conference on Game Theory for Networks, Shanghai, 2011, Lecture Notes of the Institute for Computer Sciences, 2012, **75**, 1-10, Springer Verlag, Berlin, joint with Ji Shen, Yun Xu, and Edmund Yeh.
18. “Robust Monopoly Pricing”, 2011, *Journal of Economic Theory*, **146**, 2527-2543, joint with Karl Schlag.
19. “Targeting in Advertising Markets: Implications for Offline vs Online Media”, 2011, *RAND Journal of Economics*, **42**, 414-443 (lead article) joint with Alessandro Bonatti.
20. “Rationalizable Implementation”, 2011, *Journal of Economic Theory*, **146**, 1253-1274, joint with Stephen Morris and Olivier Tercieux.
21. “Robust Implementation in General Mechanisms”, 2011, *Games and Economic Behavior*, **71**, 261-281, joint with Stephen Morris.
22. “The Dynamic Pivot Mechanism”, 2010, *Econometrica*, **78**, 771-789, joint with Juuso Välimäki.
23. “Robust Implementation in Direct Mechanisms” 2009, *Review of Economic Studies*, **76**, 1175-1204, (lead article), joint with Stephen Morris.
24. “Information Acquisition in Interdependent Value Auctions” 2009, *Journal of the European Economic Association*, **7**, 61-89, joint with Xianwen Shi and Juuso Välimäki.
25. “Robust Virtual Implementation” 2009, *Theoretical Economics*, **4**, 45-88, joint with Stephen Morris.
26. “The Role of the Common Prior in Robust Implementation”, 2008, *Journal of the European Economic Association Papers and Proceedings*, **6**, 551-559, joint with Stephen Morris.
27. “Pricing without Priors”, 2008, *Journal of the European Economic Association Papers and Proceedings*, **6**, 560-569, joint with Karl Schlag.
28. “Ex Post Implementation” 2008, *Games and Economic Behavior*, **63**, 527-566, joint with Stephen Morris.
29. “Information Structures in Optimal Auctions”, 2007, *Journal of Economic Theory*, **137**, 580-609, joint with Martin Pesendorfer.
30. “Dynamic Pricing of New Experience Goods”, 2006, *Journal of Political Economy*, **114**, 713-743, joint with Juuso Välimäki.
31. “Optimal Pricing with Recommender Systems”, 2006, *Proceedings of ACM-EC 06*, 43-51, ACM Press, New York, joint with Deran Ozmen.
32. “Efficient Recommender Systems”, 2006, *Proceedings of IEEE-CEC 06*, joint with Deran Ozmen.
33. “Dynamic Price Competition”, 2006, *Journal of Economic Theory*, **127**, 232-263, joint with Juuso Välimäki.

34. "Flexibility as an Instrument in Digital Rights Management," 2005, *Proceedings of Workshop on Economics of Information Security (WEIS)*, joint with Thomas Eisenbach, Joan Feigenbaum, and Scott Shenker.
35. "The Financing of Innovation", 2005 , *RAND Journal of Economics*, **36**, 719-752, (lead article) joint with Ulrich Hege.
36. "Robust Mechanism Design", 2005, *Econometrica*, **73**: 1771-1813, joint with Stephen Morris.
37. "Dynamic Common Agency", 2003, *Journal of Economic Theory*, 111: 23-48, joint with Juuso Välimäki.
38. "Entry and Vertical Differentiation", 2002, *Journal of Economic Theory*, 106: 91-125, joint with Juuso Välimäki.
39. "Strategic Buyers and Privately Observed Prices", 2002, *Journal of Economic Theory*, 105: 469-482, joint with Juuso Välimäki.
40. "Information Acquisition and Efficient Mechanism Design", 2002, *Econometrica*, 70: 1007-1034, joint with Juuso Välimäki.
41. "Stationary Multi Choice Bandit Problems", 2001, *Journal of Economic Dynamics and Control*, 25: 1585-1594, joint with Juuso Välimäki.
42. "Experimentation in Markets", 2000, *Review of Economic Studies*, 67: 213-234, joint with Juuso Välimäki.
43. "Dynamic Venture Capital Financing, Learning and Moral Hazard", *Journal of Banking and Finance*, 22: 703-735, 1998, joint with Ulrich Hege.
44. "Market Diffusion with Two-Sided Learning", *RAND Journal of Economics*, 28: 773-795, 1997, joint with Juuso Välimäki.
45. "Learning and Strategic Pricing", *Econometrica*, 64: 1125-1150, 1996, joint with Juuso Välimäki.

**Book:**

1. *Robust Mechanism Design*, 2012, World Scientific Publishing, Singapore, joint with Stephen Morris.

**Essays and Surveys:**

1. "Introduction to Symposium on Dynamic Contracts and Mechanism Design", 2015, *Journal of Economic Theory*, 159, 679-701, joint with Alessandro Pavan.
2. "Robust Mechanism Design: An Introduction" in *Robust Mechanism Design*, 2012, World Scientific Publishing, Singapore, joint with Stephen Morris.
3. "Dynamic Auctions: A Survey", 2011, Wiley Encyclopedia of Operations Research and Management Science, edited by J.J. Cochrane, Volume 2, 1511-1522, joint with Maher Said.
4. "Bandit Problems" 2008, in: Steven Durlauf and Larry Blume (eds.), *The New Palgrave Dictionary of Economics*, 2nd edition, Macmillan Press, joint with Juuso Välimäki.

5. "Information in Mechanism Design", 2007, in: Richard Blundell, Whitney Newey, and Torsten Persson (eds.), Proceedings of the 9th World Congress of the Econometric Society, Cambridge University Press , Chapter 5, 186- 221, joint with Juuso Välimäki.
6. "The Value of Benchmarking," in: J.A. McCahery and L. Renneboog (eds.), Venture Capital Contracting and the Valuation of High Tech Firms, Oxford University Press 2003, 83 -107, joint with Ulrich Hege.
7. "Learning and Incentive Contracts", in Albach, H. (ed.): Global Intellectual Property Rights. WZB Berlin 1994.

### **Editorial and Service Activity**

Co-Editor, *Econometrica*, 2014 -

Editor, *Journal of the European Economic Association*, 2011 - 2014

Associate Editor, *American Economic Journal: Microeconomics* , 2007 - 2014

Associate Editor, *Econometrica* , 2008 - 2014

Associate Editor, *Games and Economic Behavior*, 2006 - 2011

Associate Editor, *Journal of Economic Theory* , 2005 - 2011

Foreign Editor, *Review of Economic Studies*, 2004 - 2010

Associate Editor, *Theoretical Economics*, 2005 - 2009

Associate Editor, *RAND Journal of Economics*, 2002 - 2006

Associate Editor, *Economic Theory*, 2003 - 2007

Associate Editor, *B.E. Journal in Theoretical Economics*, 2000 - 2007

Associate Editor, *Journal of Economic Dynamics and Control* , 2002 - 2006

Member, Advisory Board of Graduate School of Economic and Social Sciences, University of Mannheim

*American Economic Review, Econometrica, Economic Letters, Economic Theory, Games and Economic Behavior, International Economic Review, Journal of Banking and Finance, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Economics and Management Strategy, Journal of Economic Theory, Journal of Finance, Journal of Law, Economics and Organization, Journal of Mathematical Economics, Management Science, Mathematical Social Sciences, Quarterly Journal of Economics, Review of Economic Design, Review of Economic Studies, Rand Journal of Economics, Theoretical Economics*

Deutscher Akademischer Austauschdienst (DAAD), North American Panel; Deutsche Forschungsgemeinschaft (DFG), Excellence Initiative Panel Member (2007, 2012); European Science Foundation Panel Member; Israeli Science Foundation, National Science Foundation, National Science Foundation (Cybertrust 2009, ICES 2011, Secure and Trustworthy Cyberspace 2012, 2016)

Academic Press, Cambridge University Press, Oxford University Press, W.W. Norton.

### **Program Committees**

2018 European Summer Symposium in Economic Theory, Gerzensee, Co-Chair

2018 Marketing-Industrial Organization Conference Yale University, Co-Chair

2016 Cowles Foundation Summer Conference in Economic Theory: Information Choice, Co-Chair

2016 17th ACM Conference on Electronic Commerce, Maastricht, Co-Chair

2015 Society of Economic Design: Istanbul

2015 16th ACM Conference on Electronic Commerce, Portland, Senior Committee Member

2013 Max Planck Institute for Research on Collective Goods: Conference on Private Information, Interdependent Preferences and Robustness, Bonn, Chair  
 2013 Cowles Foundation Conference on Dynamic Mechanism Design, Chair, Yale University  
 2013 European Economic Association Meeting, Göteborg.  
 2012 New York Area Computer Science and Economics (NYCE V): Big data, information and privacy  
 2012 13th ACM Conference on Electronic Commerce, Valencia, Senior Committee Member  
 2012 European Economic Association Meeting, Malaga  
 2011 European Economic Association Meeting, Oslo  
 2010 European Economic Association Meeting, Edinburgh  
 2010 European Summer Symposium in Economic Theory, Gerzensee, Co-Chair  
 2010 11th ACM Conference on Electronic Commerce, Cambridge, Senior Committee Member  
 2010 North American Winter Meeting Econometric Society, Atlanta, Chair  
 2009 European Economic Association Meeting, Barcelona  
 2009 Dynamic Mechanism Design Conference, Haussdorff Center for Mathematics, University of Bonn, Chair  
 2009 North American Winter Meeting Econometric Society, San Francisco  
 2008 Workshop on Internet and Network Economics, Shanghai  
 2008 European Economic Association Meeting, Milan  
 2008 Cowles Foundation Conference in Microeconomic Theory, Co-Chair  
 2008 9th ACM Conference on Electronic Commerce, Chicago  
 2007 European Economic Association Meeting, Budapest  
 2007 Cowles Foundation Conference in Microeconomic Theory, Co-Chair  
 2007 8th ACM Conference on Electronic Commerce  
 2006 North American Summer Meeting of the Econometric Society  
 2005 6th ACM Conference on Electronic Commerce  
 2004 Biannual Meeting of the Society for Economic Design  
 2004 Cowles Foundation Conference on Robust Mechanism Design, Co-Chair  
 2002 North American Winter Meeting of the Econometric Society, Boston  
 2002 SITE Stanford University “Economics of the Internet”

### **Invited Lectures**

Dynamic Pricing Conference, Santiago de Chile, Plenary Speaker, 2017  
 EARIE, Annual Meetings, Maastricht University, Plenary Speaker, 2017  
 Korean Economic Association, Annual Meetings, Seoul National University, Plenary Speaker, 2016  
 WINE 2013, The 9th Conference on Web and Internet Economics, Harvard University, “The Limits of Price Discrimination”  
 Asia Econometric Society Meetings, New Delhi, Plenary Speaker, “Bayes Correlated Equilibrium in Games of Incomplete Information”, 2012  
 North American Econometric Society Meetings, Evanston, Plenary Speaker, “Correlated Equilibrium in Games of Incomplete Information”, 2012  
 Society of Economic Design, Montreal, Plenary Speaker, “Robust Predictions in Games of Incomplete Information”, 2011  
 Stony Brook Game Theory Conference, Plenary Speaker, “Robust Predictions in Games of Incomplete Information”, 2011  
 European Econometric Society Summer Meeting, Barcelona, Plenary Speaker, “Robust Implementation”, 2009  
 World Congress of the Game Theory Society, Evanston, Plenary Speaker, “Belief Free Games of Incomplete Information”, 2008  
 World Congress of the Econometric Society, London, Invited Symposium, “Information in Mechanism Design”, 2005  
 Stony Brook Game Theory Conference: Seminar on Contract Theory, 2001

New York University Conference "Financing of Small Businesses", 1997  
Stanford University Conference "The Economic Foundations of Venture Capital Financing", 1997  
European Summer Symposium in Economic Theory, Gerzensee, 1994, 1997, 2001  
*Review of Economic Studies* European Lecture Series (London, Bruxelles, Toulouse, Tel Aviv), 1994

### **Professional Committees**

American Economic Society: American Economic Journal: Microeconomic Theory Editor Selection Committee, 2015  
Econometric Society: North American Meetings, Schumpeter Lecture Selection Committee, 2012

### **University Affairs and Committees**

Chair, Department of Economics, Yale University (2013 - present)  
Yale University Teaching Space Committee, (2017 - present)  
Yale University McMillan Center for International Affairs Executive Committee, (2016 - present)  
Yale University Advisory Committee for Yale Institute in Network Sciences (2013 - present)  
Yale University Advisory Committee for Ethics, Politics and Economics Program (2013 - present)  
Yale University Graduate School Executive Committee, (2014/15)  
Yale University Chair Agenda Committee, Co-Chair (2014/15)  
Yale University Founding Committee for Yale Institute in Network Sciences (2012/13 - 13/14)  
Yale University Decanal Structure Committee, (2012/13 - 13/14)  
Yale-NUS College Singapore Social Sciences Personnel Committee, Chair (2010/11 - 12/13)  
Yale University Social Science Divisional Committee (2008/09 - 11/12)  
Yale College Executive Committee (2006/07)  
Cowles Foundation Executive Committee (2005/06 - 2007/08 )  
Cowles Foundation, Co-Director Theory Program (2005/06 - 2007/08, 2011/12)  
Senior Recruiting Committee (2001/02, 2002/03, Chair 2005/06 - 07/08)  
Committee for the Selection of Fulbright Scholarships (2001/02 - 03/04, 2005/06 - 08/09)  
Term Appointments Committee (2001/02 - 02/03)  
Social Science Planning Committee (2001/02 - 02/03)  
Committee on the Economic Status of the Faculty (2000/01 - 02/03)  
Advisor (Economics) for the Joint Major in Economics and Mathematics (1996/97 - 97/98, 1999/00 - 00/01)  
Ph.D. Admissions Committee (1996/97, 2003/04, Chair 2006/07)  
Junior Recruiting Committee (1995/96, 1997/98, 1999/00 - 01/02, 2005/06)

### **Graduate Students**

Students whose committees I have served recently (listed alphabetically with date of degree and first employer, \* Dissertation Director):

- Yi Chen
- Nina Bobkova
- Tibor Heumann\* (2016, HEC Montreal)
- Alex Smolin\* (2016, University of Bonn)
- Aron Tobias\* (2016, Syracuse University)
- Lorenzo Magnolfi (2016, University of Wisconsin)
- Camilla Roncoroni (2016, University of Warwick)

Students whose committees I have served on and who were awarded Ph.D.'s since 1996

Rossella Argenziano\* (2005, University of Essex), Brian Baisa\* (2013, Amherst College), Talia Bar\* (2003, Cornell University), Alessandro Bonatti\* (2009, MIT Sloan), Benjamin Brooks, (2014, University of Chicago), Amil Dasgupta (2001, LSE), Ettore Damiano (2000, University of Toronto), Rahul Deb\* (2010, University of Toronto), Jason Draho\* (2001, Morgan Stanley), Vitor Farinha-Luz\* (2014, University of British Columbia), Yingni Guo (2014, Northwestern University), Stephanie Lau\* (2003, Washington University, St. Louis), June Lee\* (1998, U.S. Department of Justice), Brian Lonergan (1999, Charles River Consulting), Ricky Lam (2000, Northwestern University), Daniel Monte (2007, Simon Fraser University), Sofia Moroni (2015, University of Pittsburgh), Deran Ozmen\* (2005, Boston Consulting), Maher Said\* (2009, Microsoft Research and Olin Business School, Washington University), Anne-Katrin Roessler (2015, University of Michigan), Marina Rossi\* (2015, National University of Brasilia), Xianwen Shi\* (2007, University of Toronto), Colin Stewart (2007, University of Toronto), Richard van Weelden\* (2010, University of Chicago), Yun Xu (2013, Electrical Engineering).