

_Curriculum Vitae

Georg Götz

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Positions

Since April 2007: Full Professor of Economics, Chair VWL I – Industrial Organization, Regulation and Antitrust, Department of Economics, Justus-Liebig-University Giessen.

August 2015 – January 2016: Fulbright visiting scholar, Department of Economics, University of Kentucky, Lexington.

March 2013 – February 2014: Visiting professor, Department of Economics, Vienna University of Economics and Business.

October 2002 – April 2007: Associate Professor, Department of Economics, University of Vienna

June 1995 – October 2002: Assistant Professor, Department of Economics, University of Vienna

November 1991 – May 1995: Assistant, Department of Economics, University of Regensburg

April 1990 – October 1991: Assistant, Department of Economics, Technical University of Darmstadt

December 1989 – March 1990: Assistant, Department of Economics, University of Regensburg

Personal Data:

Citizenship: German

Born in 1963

Family: Married, two children

Education:

Habilitation, University of Vienna, October 2002.

University of Regensburg: Dr. rer. pol., 1995, Dissertation: Technological Progress and Monopolistic Competition

University of Regensburg: Diplom-Volkswirt, 1989

Awards:

OBAG dissertation prize

Hessian Award for Excellency in Teaching: Honorable Mention 2012 and 2013.

Presentations:

‘The effect of mergers on the incentives to innovate and to invest.’ Talk (in German), Kölner Kartellrechtsgespräche (Antitrust Workshop, University of Cologne), 06/2019.

‘Relative market power: Pioneering concept or German exceptionalism?’ Talk (in German), Workshop of the Suisse Think Tank Avenir Suisse, Zurich, 10/2018.

‘Vertical restraints – An economist’s perspective.’ Panel statement at the European Competition Day of the Austrian EU presidency, Vienna, 09/2018.

‘Competition policy, market power and the income of the upper ten thousand – an anecdotal survey’ Talk (in German), Economic Policy Working Group of the German Economic Association, Witten, 03/2018.

‘Leapfrogging: Time of Entry and Firm Productivity.’ European Association for Research in Industrial Economics (EARIE), Maastricht, and German Economic Association (VfS), Vienna, 09/2017.

‘Exclusionary Practices in Two-Sided Markets: The Effect of Radius Clauses on Competition between Shopping Centers.’ Conference of the Southern Economic Association, New Orleans, USA, 11/2015 and BECCLE Competition Policy Conference, Bergen, Norway, 04/2016, Annual Meeting, German Economic Association (VfS), Augsburg, Germany, 09/2016.

‘Coexistence of Service- and Facility-Based Competition: The Relevance of Access Prices for “Make-or-Buy“-Decisions.’ International Telecommunications Society Regional Conference, Los Angeles, USA, 10/2015.

The Value of User-Specific Information for Two-Sided Matchmakers. Research Seminar, Department of Economics, University of Kentucky, Lexington, USA, 09/2015 and Research Seminar, Department of Economics, University of Linz, Austria, 04/2016

‘How Compliance Can Prevent Competition Law Violations and Enhance Corporate Performance. Report on Competition Law Compliance Research Project.’ High-level working group on competition law compliance, German Federal Ministry of Economic Affairs and Energy, Berlin, September 2014, and Federal Cartel Office, Bonn, September 2014.

‘Effective Regulation for the deployment of high-speed access networks in Europe’. FTTH Conference in Stockholm, 2014.

‘Do pay-as-bid auctions favor collusive behaviour? Evidence from the German Reserve Power Market’. European Association for Research in Industrial Economics (EARIE) in Evry, Portugal (2013).

‘Economic Aspects of the Digital Agenda’, 13th Salzburg Telecom-Forum of RTR GmbH, European Commission and Universität Salzburg. Salzburg, August 2012.

‘Competition, regulation, and investment in new communications infrastructure’. Keynote lecture, 23rd European Regional International Telecommunications Society Conference in Vienna, July 2012

‘Cost Shifting Incentives in Network Industries’. European Association for Research in Industrial Economics (EARIE) in Stockholm, September 2011.

‘Biased Quality Investment and Organisational Structures – An Application to the Railway Industry’. Congress of the European Economic Association in Oslo, August 2011, and Conference on Privatization and Liberalization in Stockholm, June 2011.

‘The Importance of Screening Devices for Antitrust Enforcement’, ZEW-Symposium Monopolkommission, Mannheim, May 2011, Economic methods in competition law enforcement conference, ZEW Mannheim, June 2011, and presentation at Studienvereinigung Kartellrecht (association of antitrust lawyers), Arbeitsgruppe Österreich, Vienna, April 2011.

‘Chain-store competition with endogenous entry: Localized vs. uniform pricing’. European Association for Research in Industrial Economics (EARIE) in Istanbul, 2010, and at the Economics seminars at Universities of Frankfurt, Marburg, Cologne and Duesseldorf.

‘Competition, Regulation, and Broadband Access to the Internet.’ ZEW-Conference The Economics of Information and Communication Technologies, Mannheim, 2008, Infraday, Berlin 2008, Annual Conference of the European Economic Association, Barcelona, 2009, NEREC-Conference, Madrid, 2009, Instituto Superior Técnico, Lissabon, 2009.

‘Regulation and Competition in Fixed-Line Telephony’. European Association for Research in Industrial Economics (EARIE) in Toulouse (2008).

‘Diffusion of new technology – The case of multiple generations’. European Association for Research in Industrial Economics (EARIE) in Valencia (2007), Annual Meeting (2007) of the German Economic Association in Munich, Meeting of the IO-Working Group of the German Economic Association in Berlin (2007), 2006 Congress of European Economic Association in Vienna, Annual Meeting (2006) of the Austria Economic Association, Workshop on Innovation in Kiel, 3rd Austrian Workshop on Empirical Industrial Organization in Vienna, and at the Seminars of the BusEcon Departments of University of Toronto and of the Department of Economics at SUNY Buffalo (2006).

‘Location, Technology, and Competitive Strategy’. Research seminars at the Universities of Würzburg (May 2004) and of Innsbruck (November 2004), European Association for Research

in Industrial Economics in Porto, 2005 and at the Annual Meeting (2005) of the German Economic Association in Bonn.

‘Mergers and product variety under spatial competition: Evidence from retail gasoline’. Annual Conference of the German Economic Association (2003), Zürich, Switzerland.

‘Business Start-ups, R&D, and Welfare’. Conference of the European Association for Research in Industrial Economics in Helsinki, 2003.

‘Vertical foreign direct investment, welfare, and employment’. European Economic Association Annual Congress, Venice, 2002. Conference of the European Association for Research in Industrial Economics, Madrid, 2002.

‘Spatial Competition, Sequential Entry, and Technology Choice’. Research seminar at MERIT, University of Maastricht, Maastricht 2002

‘Non-existence of Cournot Equilibrium: The Importance of Entry, Market Size and Technology Choice’. Conference of the European Association for Research in Industrial Economics, Dublin, Ireland, 2001.

‘Vertical foreign direct investment, industry structure and welfare’. Annual Conference of the German Economic Association, Magdeburg, Germany, 2001.

‘Spatial Competition, Sequential Entry, and Technology Choice’. Conference of the European Association for Research in Industrial Economics, Lausanne, Switzerland, 2000

‘The German Telecommunications Market Two Years after Liberalization: An Assessment from the Consumers’ Point of View’. Regional conference of the International Telecommunication Society, Lausanne, Switzerland, 2000.

‘Technology choice and monopolistic competition’. Annual Conference of the Austrian Economic Association, Linz, Austria, 1999. Annual Conference of the German Economic Association, Mainz, Germany, 1999.

‘Sunk costs, windows of profit opportunities and the dynamics of entry’. European Economic Association Annual Congress, Berlin, Germany, 1998. Conference of the European Association for Research in Industrial Economics, Copenhagen, Denmark, 1998.

‘Strategic timing of adoption of new technologies under uncertainty’. Economic Theory Research Seminar of the Viennese Universities, 1997.

‘Monopolistic competition and the diffusion of new technology’. Econometric Society European Meeting Istanbul, Turkey, 1996. Conference of the European Association for

Research in Industrial Economics, Vienna, Austria, 1996. METEOR-Conference, Maastricht, The Netherlands, 1996.

Teaching:

Undergraduate courses in Microeconomics, Macroeconomics, Competition Policy and Industrial Organization. Graduate courses in Economics of Regulation, Economics of Innovation, International Economics, Theory of International Trade, Industrial Organization, Product Differentiation, Economics of Network Industries with special focus on Telecommunications, Economics of Antitrust and Regulation. Interdisciplinary seminar on Pharmacoeconomics together with members from the medical and the law school of JLU.

Other activities:

Consulting: The effects of deregulation and privatization of the telecommunications sector on the consumers. Report for the Arbeiterkammer (Workers' Association), Vienna, 2000.

Consulting: Report for Telekom Austria on the determination of interconnection fees in Austria (joint with Gerhard Clemenz), Vienna, 2002.

Consulting: Report on the economic impact of a merger of Österreichischen Bundesbahnen and Postbus AG (joint with G. Clemenz, T. Duso, B. Yurtoglu and C. Zulehner), Vienna, July 2003.

Consulting: Court appointed expert (Higher regional court Duesseldorf) in case of the German business insurance cartel for the calculation of overcharges, 2009.

Consulting: Economic advisor in the Hutchison/Orange/Telekom Austria merger transaction (2012)

Consulting: Expert Report for Deutsche Post DHL in Federal Cartel Office case of abuse of dominance (2014)

Consulting: Expert report for Janssen and Cilag on the Cost-effectiveness of Interferon-free therapy for Hepatitis C in Germany (2014)

Consulting: Economic expert in cartel damage cases: Austrian elevator cartel on behalf of a defendant (since 2009), European trucks cartel on behalf of a plaintiff.

Consulting: Economic expert report on behalf of the Austrian Railway regulator Schienen-Control on the setting of train access charges by the railway infrastructure manager (2017/18).

Economic expert in several other antitrust cases and regulatory proceedings.

'Barriers to cross-border entry into retail energy markets'. Expert study for ACER, the EU Agency for the Cooperation of Energy Regulators, joint with Samuel de Haas, and various consulting firms, 2014.

Member of the programme committee of the Annual Conference 2002 of the Austrian Economic Association, of EARIE 2004, of the Annual Conference of the German Economic Association, 2004, and of the European Regional Conferences of the International Telecommunications Society 2011, 2012, 2013, 2015 and 2017.

Organization of Workshops at my Chair at JLU

Effective Competition in Network Industries (2010), Keynote Speaker: Stephen Littlechild
Financing and Performance of the European Rail Sector (2017), Keynote Speaker: Chris Nash.
Economics of Fixed Book Price Systems (2019), Keynote Speaker: Joel Waldfogel.

Membership of Professional Organizations

American Economic Association, European Economic Association, German Economic Association, International Telecommunications Society, European Association of Research in Industrial Economics, Research Fellow of ENCORE, Austrian Economic Association, Member of the Working Group on Competition Law at the German Federal Cartel Office, Member of the Academic Advisory Council of the FIW research institute.

Editorships

Review of Network Economics, since March 2016

Referee:

B.E. Journal of Economic Analysis & Policy, Bulletin of Economic Research, Economic Inquiry, Economics Letters, Economics of Innovation and New Technology, Empirica, German Economic Review, German Science Foundation (DFG), International Economic Review, International Game Theory Review, International Journal of Industrial Organization, International Review of Economics and Finance, Jahrbücher für Nationalökonomie und Statistik, Journal of Economic Dynamics and Control (outstanding referee reward 2006), Journal of Economics, Journal of Economics and Business, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Industry, Competition and Trade, Journal of Institutional and Theoretical Economics, Journal of Regional Science, Journal of Systems Science and Systems Engineering, The Manchester School, Marketing Science, Oxford Economic Papers, Papers in Regional Science, Review of Industrial Organization, Review of International Economics, Review of Network Economics, Review of Regional Research: Jahrbuch für Regionalwissenschaft, Schweizerische Zeitschrift für Volkswirtschaft und Statistik, Small Business Economics, Telecommunications Policy, Telecommunication Systems, Zeitschrift für Wirtschafts- und Sozialwissenschaften.

Publications:

Editorial: Special Issue on ‘Financing, Regulation and Performance of the European Rail Sector.’ Joint with Jan Schäfer. *Review of Network Economics* 16 (2), 2017, S. 63–65. DOI: 10.1515/rne-2018-0023.

Public Budget Contributions to the European Rail Sector. Joint with Jan Schäfer. *Review of Network Economics* 16 (2), 2017, S. 89–123. DOI: 10.1515/rne-2017-0044.

Exclusionary practices in two-sided markets. The effect of radius clauses on competition between shopping centers. Joint with Tim Brühn. *Manage. Decis. Econ.* 39 (5), 2018, S. 577–590. DOI: 10.1002/mde.2928.

Quality competition and entry deterrence. When to launch a second brand. Joint with Stephan Müller, *Manage. Decis. Econ.* (2017) 38 (8), p. 1201–1215. DOI: 10.1002/mde.2858.

Results of a Survey in Germany, Austria, and Switzerland on How to Prevent Violations of Competition Laws. Joint with D. Herold and J. Paha. In: Johannes Paha (ed) (2016): *Competition Law Compliance Programmes: An Interdisciplinary Approach*. Cham: Springer International Publishing, p. 37–58.

Cost-effectiveness of adalimumab for rheumatoid arthritis in Germany. Joint with Christian Gissel and Holger Repp: *Zeitschrift für Rheumatologie* (2016). DOI: 10.1007/s00393-016-0071-9.

Cost-effectiveness of Interferon-free therapy for Hepatitis C in Germany - an application of the efficiency frontier approach. Joint with Christian Gissel, Jörg Mahlich and Holger Repp, *BMC Infectious Diseases* (2015) 15:297.

Competition, regulation, and broadband access to the internet, *Telecommunications Policy*, Volume 37, Issue 11, December 2013, Pages 1095–1109.

Effective Competition: Its Importance and Relevance for Network Industries, joint with Christian Bender and Benjamin Pakula, *Intereconomics*, Vol. 46 (1), Januar 2011, pp. 4-10.

Margin Squeeze in Fixed-Network Telephony Markets — Competitive or Anticompetitive? Joint with Wolfgang Briglauer and Anton Schwarz (2011) *Review of Network Economics*: Vol. 10: Iss. 4, Article 3.

Can a margin squeeze indicate the need for deregulation? The case of fixed network voice telephony markets. Joint with Wolfgang Briglauer, Wirtschaftsuniversität Wien, und Anton Schwarz, RTR GmbH Wien, *Telecommunications Policy*. Volume 34 (10), 2010, Pages 551–561

Handbook of Antitrust Economics – Book review. Joint with Johannes Paha. *Jahrbücher für Nationalökonomie und Statistik*. Vol. 230 (3), 357-359, 2010.

R&D cooperation with unit-elastic demand. Joint with Anna Hammerschmidt, Wirtschaftsuniversität Wien, *Bulletin of Economic Research*, Vol. 61(2), 2009, 1798-188.

Market concentration and product variety under spatial competition: Evidence from retail gasoline. Joint with Klaus Gugler, Universität Wien. *Journal of Industry, Competition and Trade*, Vol. 6, 2006, 225-234.

Market Size, Technology Choice and the Existence of Free- Entry Cournot Equilibrium, *Journal of Institutional and Theoretical Economics*, Vol. 161(3), 2005, 503–521.

Endogenous Sequential Entry in a Spatial Model Revisited, *International Journal of Industrial Organization*, Vol. 23, 2005, 249–261.

Vertical foreign direct investment, industry structure and welfare. Joint with Walter Elberfeld, Universität Bochum and Frank Stähler, Universität Kiel. *Berkeley Electronic Press – Topics in Economic Analysis and Policy*. Vol. 5: No. 1, Article 3, 2005. <http://www.bepress.com/bejeap/topics/vol5/iss1/art3>

Sunk costs, windows of profit opportunities and the dynamics of entry. *International Journal of Industrial Organization*, Vol. 20, 2002, 1409–1436.

Market size, technology choice, and market structure, with Walter Elberfeld, Universität Köln. *German Economic Review*, Vol. 3, 2002, 25-41.

Strategic timing of adoption of new technologies under uncertainty: A note. *International Journal of Industrial Organization*, Vol. 18, 2000, 369-379.

Monopolistic competition and the diffusion of new technology. *Rand Journal of Economics*, Vol. 30, 1999, 679-693.

Publications in German:

Research monograph:

Technischer Fortschritt bei monopolistischem Wettbewerb (Technological Progress and Monopolistic Competition). Volkswirtschaftliche Schriften 467, Duncker & Humblot, Berlin 1996.

Forschungsprojekt Kartellrechts-Compliance: Wie Compliance-Maßnahmen Kartellrechtsverstöße verhindern und zum Unternehmenserfolg beitragen können. (How Compliance Can Prevent Competition Law Violations and Enhance Corporate Performance. Report on Competition Law Compliance Research Project.) Joint with Daniel Herold and Johannes Paha (2015), FIW-Schriftenreihe, Band 249.

Articles:

Wettbewerbspolitik, Marktmacht und die Einkommen der oberen Zehntausend – Eine anekdotische Bestandsaufnahme. (Competition policy, market power and the income of the upper ten thousand – an anecdotal survey). *List Forum* 44 (2), 2018, S. 153–193. DOI: 10.1007/s41025-018-0111-0.

Screening und das Compliance-Risikomodell: Konzepte zur unternehmensinternen Aufdeckung gegen das Kartellverbot. (Screening and the Compliance-risk mode: In-house concepts for discovering collusion.) Joint with Paha, J. (2015), *WuW Heft* 12, S. 1198 - 1210.

Entflechtung in Netzsektoren - ein Vergleich. (Unbundling in network industrie – A comparison). Joint with Abegg, P., Brinkmann, M, Brunekreeft G., Krancke, J., Müller, C., Schmidt, C. (2014), *Netzwirtschaften & Recht*, Beilage 1/2015.

Die Markteintritte von Uber und Airbnb: Wettbewerbsgefährdung oder Effizienzsteigerung? (Market entry by Uber and Airbnb: Threat to competition or efficiency enhancement?), joint with Tim Brühn, *ifo Schnelldienst* 67 (21), 03-06, 2014.

Investitionen und Regulierung bei schnellen Internetzugängen in Deutschland und der Schweiz (Investment and Regulation of high-speed internet access in Germany and Switzerland), joint with Patrick Zenhäusern, *Wirtschaftsdienst*, Vol. 93(4), 2013, pp.260-266.

Offener Marktzugang im europäischen Schienenpersonenverkehr: Erfahrungen aus der Wettbewerbsentwicklung. (Open network access in European passenger railway services), joint with Christiane Warnecke, *DIW Vierteljahreshefte zur Wirtschaftsforschung*, Vol. 81, 01/2012, pp. 111-130.

Schnelles Internet und weiße Flecken? Die Rolle von Staat und Regulatoren (High-speed internet and white spots? The role of governments and regulators), joint with Christian Bender, *Wirtschaftsdienst*, Vol. 91 (1), 2011, pp. 42-48.

Wettbewerb und Regulierung des Bahnmarktes (Competition and regulation in the railway sector), joint with Benjamin Pakula, *Wirtschaftsdienst*, Vol. 91(4), 2011, pp. 270-275.

Die Auswirkungen unterschiedlicher Organisationsstrukturen auf die Investitionsanreize in Netzwerkindustrien (The consequences of different organisational structures for the incentives to invest in network industries), joint with Benjamin Pakula, *InfrastrukturRecht*, Vol. 7, November 2010, pp. 273- 276.

Die neuen Rahmenbedingungen für Investitionen in die Kommunikationsinfrastruktur (The new framework for investments in electronic communication), joint with Nikolaus Forgó and Gerald Otto, in "medien und recht- Zeitschrift für Medien- und Kommunikationsrecht", 5/2010, pp. 16-24

Der deutsche Telekommunikationsmarkt zwei Jahre nach der vollständigen Marktöffnung: Eine Bestandsaufnahme aus Sicht der Verbraucher (The German telecommunications market

two years after liberalization: An assessment from the consumers' point of view).
Perspektiven der Wirtschaftspolitik, Vol. 2, 2001, 167-183.

Europäische Integration und die Entwicklung der Regionen - offene Fragen und Probleme (European integration and the development of regions – questions and problems). Rosita Rindler Schjerve (Ed.): Europäische Integration und Erweiterung. Eine Herausforderung für die Wissenschaft. *Biblioteca Europa 25*, Vivarium, Napoli, 2001, S. 311-324.

Externalitäten, Nichtkonvexitäten und endogener technischer Fortschritt: Ein Einblick in die Funktionsweise der "neuen" Wachstumstheorie (Externalities, nonconvexities, and endogenous technological progress). With Jörg Flemmig. *Jahrbuch für Sozialwissenschaft* (Review of Economics), Band 44, 203-215, 1993.

Kommentar zum Beitrag von Klaus W. Schüler (Comment on Schüler). Dirk Ipsen und Egbert Nickel (Ed.): Probleme der Einheit, Band 8: Ökonomische und rechtliche Konsequenzen. Metropolis-Verlag, Marburg 1992, S. 97-100.

Lohnhöhe, Arbeitsproduktivität und Übersiedlung (Wages, labor productivity, and migration). Werner Sesselmeier (Ed.): Probleme der Einheit, Band 1: Der Arbeitsmarkt: Probleme, Analysen, Optionen. Metropolis-Verlag, Marburg 1991, S. 32-46.

Working papers

Innovation, Bestsellers and Digitization - Where to Find the Needle in the Haystack? Joint with Daniel Herold, Phil-Adrian Klotz and Jan Thomas Schäfer. MAGKS Discussion Paper No. 12-2020, March 2020.

The Substitutability between Brick-and-Mortar Stores and e-Commerce -The Case of Books. Joint with Daniel Herold, Phil-Adrian Klotz and Jan Thomas Schäfer. MAGKS Discussion Paper No. 11-2020, March 2020.

Leapfrogging: Time of Entry and Firm Productivity. Joint with Josh Ederington. MAGKS Discussion Paper No. 11-2018, January 2018.

The Value of User-Specific Information for Two-Sided Matchmakers. Tim Brünn, Georg Götz und Annette Meinus, MAGKS Discussion Paper No. 48-2014, August 2014.

How Compliance Can Prevent Competition Law Violations and Enhance Corporate Performance. Report on Competition Law Compliance Research Project. (in German) University of Giessen, 2014.

Do pay-as-bid auctions favor collusive behaviour? Evidence from the German Reserve Power Market, joint with Sven Heim, ZEW Mannheim, MAGKS Discussion Paper No. 24-2013, April 2013.

R&D Incentives in Vertically Related Markets. joint with Ahmad Reza Saboori Memar, MAGKS Discussion Paper No. 7-2013, January 2013.

Cost Shifting Incentives in Network Industries, joint with Benjamin Pakula and Clemens Löffler, Working Paper, 2011.

Quality Investments and Organisational Structures - An Application to the Railway Industry, joint with Benjamin Pakula, JLU Gießen. Mimeo, Justus-Liebig University Giessen, June 2010.

Coexistence of Service- and Facility-Based Competition: The Relevance of Access Prices for “Make-or-Buy“-Decisions, joint with Christian M. Bender, JLU Gießen. Mimeo, Justus-Liebig-Universität Gießen, March 2010

Chain-store competition with endogenous entry: Localized vs. uniform pricing. Mimeo, Justus-Liebig-Universität Gießen, February 2010

Diffusion of new technology – The case of multiple generations, mimeo, joint with Thomas Astebro, Rotman School of Management, University of Toronto, 2007.

Location, Technology, and Competitive Strategy, mimeo, Department of Economics, University of Vienna, 2005.

Business Start-ups, R&D, and Welfare, mimeo, Department of Economics, University of Vienna, 2003.