



HARVARD | BUSINESS | SCHOOL

1 April 2007

FELIX OBERHOLZER-GEE

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EDUCATION

- 1997 Doctorate, summa cum laude, economics
University of Zurich, Switzerland
- 1987 Masters Degree, summa cum laude, economics and history (double major),
sinology (minor)
University of Zurich, Switzerland

APPOINTMENTS

- 2003 – present Harvard Business School
Associate Professor of Business Administration
- 1998 – 2003 The Wharton School, University of Pennsylvania
Assistant Professor of Business and Public Policy
- Spring 1997 The Wharton School, University of Pennsylvania
Visiting Assistant Professor
- 1995 – 1998 Institut d'Etudes Politiques, Paris
Lecturer for International Political Economy (MBA program)
- 1994 – 1998 Institute for Empirical Economic Research, University of Zurich
Research Associate

WORK EXPERIENCE

- 1993 – 1998 Credit Suisse, Zurich
Department of Economics
- 1990 – 1993 SYMO-Electronic AG, Cham, Switzerland
Managing Director
- 1988 – 1990 SYMO-Electronic AG, Cham, Switzerland
Marketing and Sales Director

AWARDS AND HONORS

- 2006 HBS Class of 2006 Faculty Teaching Award, voted best teacher core curriculum by MBA students
- 2004 Named Andreas Andresen Associate Professor of Business Administration
- 2003 Excellence in Teaching Award in the Wharton Graduate Division
- 2002 Helen Kardon Moss Anvil Award, voted best teacher by Wharton MBA students
- 2002 Outstanding Teaching Award in the Wharton Undergraduate Division
- 2000 Named Class of 1965 Wharton Term Assistant Professor
- 2000 Wharton Excellence in Teaching Award
- 1997 Raymond Vernon Prize for outstanding article in *Journal of Policy Analysis and Management*, vol. 15(3), (1996): 353-376. (with Bruno S. Frey)

GRANTS

- 2003 Russell Sage Foundation, grant to study trust and the diffusion of innovative products
- 2002 Ford Foundation, grant to study how the structure of media markets influences political participation
- 2001 Philadelphia Housing Authority, grant to study the impact of tenant-based Section 8 certificates and vouchers on property values
- 1999 Environmental Protection Agency, United States, financial support to study the effects of information as a regulatory tool
- 1999 Wharton School, International Research Grant to study employment discrimination in Europe and the United States
- 1998 University of Pennsylvania Research Foundation, grant to study hiring practices in Europe and in the United States
- 1998 Swiss Association for the Study of Organizations (SGO), grant to study motivation management in firms (with Iris Bohnet and Bruno S. Frey)
- 1995 NSF Switzerland, grant no. 12-42480.94, three year grant to support research on the limits of the price system and the role of discrimination in labor markets (with Bruno S. Frey)
- 1993 NSF Switzerland, grant no. 12-25581.88, two year grant to support research on the choice of location for siting noxious facilities (with Bruno S. Frey and Werner W. Pommerehne)

PUBLICATIONS

Refereed Journals

- “Nonemployment Stigma as Rational Herding: A Field Experiment,” *Journal of Economic Behavior and Organization*, forthcoming.
- “The Effect of File Sharing on Record Sales: An Empirical Analysis.” *Journal of Political Economy* 115(1) (February 2007): 1-42. (with Koleman Strumpf)
- “A Market for Time: Fairness and Efficiency in Waiting Lines,” *Kyklos* 59(3), (August 2006): 427-440.
- “Political Relationships, Global Financing and Corporate Transparency: Evidence from Indonesia,” *Journal of Financial Economics* 81(2), (August 2006): 411-439. (with Christian Leuz)
- “Information Regulation: Do the Victims of Externalities Pay Attention?” *Journal of Regulatory Economics* 30(2), (August 2006): 141-158. (with Miki Mitsunari)
- “Strength in Numbers: Group Size and Political Mobilization,” *Journal of Law & Economics* 48(1), (April 2005): 73-92. (with Joel Waldfogel)
- “Pricing Road Use: Politico-economic and Fairness Considerations,” *Transportation Research Part D: Transport and Environment* 7(5), (September 2002): 357-371. (with Hannelore Weck-Hannemann)
- “Endogenous Policy Decentralization: Testing the Central Tenet of Economic Federalism,” *Journal of Political Economy* 110(1), (February 2002): 1-36. (with Koleman Strumpf)
- “Rational Moralists: The Role of Fairness in Democratic Economic Politics,” *Public Choice* 94(1-2), (January 1998): 191-210. (with Reiner Eichenberger)
- “The Cost of Price Incentives: An Empirical Analysis of Motivation Crowding-Out,” *American Economic Review* 87(4), (September 1997): 746-755. (with Bruno S. Frey)
- “Fairness and Competence in Democratic Decisions,” *Public Choice* 91(1), (April 1997): 89-105. (with Iris Bohnet and Bruno S. Frey)
- “The Old Lady Visits Your Backyard: A Tale of Morals and Markets.” *Journal of Political Economy* 104(6), (December 1996): 1297-1313. (with Bruno S. Frey and Reiner Eichenberger)
- “Diskursverfahren: Liebe auch auf den zweiten Blick? [Deliberative Discourse: Love at Second Sight?]” *Analyse & Kritik* 18(2), (December 1996): 245-264. (with Isabelle Vautravers-Busenhart, Armin Falk and Jurg de Spindler)
- “Fair Siting Procedures—An Empirical Analysis of their Importance and Characteristics,” *Journal of Policy Analysis and Management* 15(3), (Summer 1996): 353-376. (with Bruno S. Frey)
- “Panik, Protest und Paralyse: Eine empirische Untersuchung über nukleare Endlager in der Schweiz. [Panic, Protest and Paralysis: An Empirical Investigation of Nuclear Waste

Repositories in Switzerland],” *Schweizerische Zeitschrift für Volkswirtschaft und Statistik* 131(2), (June 1995): 147-177. (with Bruno S. Frey, Albert Hart and Werner W. Pommerehne)

Books

“*Die Ökonomik des St. Florianprinzips: Warum wir keine Standorte für nukleare Endlager finden.* [The Economics of NIMBY Problems: Why We Cannot Find Sites for Nuclear Waste Repositories.]” Basel: Helbing & Lichtenhahn, 1998.

Chapters in Books

“The Helping Hand—A Brief Anatomy,” In: Bruno S. Frey and Alois Stutzer (eds), *Economics and Psychology: A Promising New Cross-Disciplinary Field*. Cambridge, Mass., 2007: MIT Press: 229-239.

“Arbeitslosigkeit und Beschäftigungschancen—Ein Feldexperiment [Unemployment and Labor Market Opportunities—A Field Experiment],” In: Martin Held, Gisela Kubon-Gilke und Richard Sturm (eds.), *Jahrbuch Normative und institutionelle Grundfragen der Ökonomik, Band 2: Experimente in der Ökonomik*. Frankfurt, Main: Metropolis, 2003: 169-190.

“Pay for Performance: Motivation and Selection Effects,” In: Bruno S. Frey and Margit Osterloh (eds.), *Successful Management by Motivation*. Berlin: Springer, 2002: 119-139. (with Iris Bohnet)

Appeared in German as “Leistungslohn als Motivations- und Selektionsinstrument,” In: Bruno S. Frey and Margit Osterloh (eds.), *Managing Motivation: Wie Sie die neue Motivationsforschung für Ihr Unternehmen nutzen können.* Wiesbaden: Gabler, 2000: 135-159. (with Iris Bohnet)

“Learners or Lemmings: The Nature of Information Cascades,” In: Howard Kunreuther and Stephen J. Hoch (eds.), *Wharton on Making Decisions*. New York: Wiley, 2001: 273-286.

“Your Contribution Counts! An Empirical Analysis of the Decision to Support Solar Energy,” In: Eric Orts and Kurt Deketelaere (eds.), *Environmental Contracts*. Dordrecht: Kluwer, 2001: 425-434.

“Local Liquor Control from 1934 to 1970,” In: Jac C. Heckelman, John C. Moorhouse and Robert M. Whaples (eds.), *Public Choice Interpretations of American Economic History*. Boston: Kluwer, 1999: 163-180. (with Koleman S. Strumpf)

“Intrinsisch motivierte Fairness: Experimente und Realität [Intrinsically Motivated Fairness: Experiments and Reality],” In: Martin Held and Hans G. Nutzinger (eds.), *Institutionen prägen Menschen: Bausteine zu einer allgemeinen Institutionenökonomik*. Frankfurt, Main: Campus, 1999: 148-170. (with Reiner Eichenberger)

- “Natural Environment: Fair Siting Procedures,” In: Bruno S. Frey, *Economics as a Science of Human Behavior: Towards a New Social Science Paradigm*. Dordrecht: Kluwer, 1999: 23-48. (with Bruno S. Frey)
- “Public Choice, Cost-Benefit Analysis, and the Evaluation of Cultural Heritage,” In: Alan Peacock (ed.), *Does the Past Have a Future?* London: Institute of Economic Affairs, 1998: 27-53. (with Bruno S. Frey)
- “Moralische Erwägungen in der Demokratie: Der Streit um lokal unerwünschte Anlagen [Moral Considerations in a Democracy: The Debate on Locally Unwanted Facilities],” In: Klaus Peter Rippe (ed.), *Angewandte Ethik in der pluralistischen Gesellschaft*. Freiburg im Brsg.: Verlag der Universität Freiburg, 1998: 37-52.
- “Siting Policy, or: the NIMBY Problem,” In: Bruno S. Frey, *Not Just for the Money*. Cheltenham: Edward Elgar, 1997: 67-78. (with Bruno S. Frey).
Appeared in German as: “Lokal unerwünschte Projekte,” In: Bruno S. Frey, *Markt und Motivation: Wie ökonomische Anreize die (Arbeits-) Moral verdrängen*. München: Vahlen, 1997: 70-78.
- “Zum Konflikt zwischen intrinsischer Motivation und umweltpolitischer Instrumentenwahl [The Conflict Between Intrinsic Motivation and the Choice of Environmental Policy Instruments],” In: Horst Siebert (ed.), *Elemente einer rationalen Umweltpolitik: Expertisen zur umweltpolitischen Neuorientierung*. Tübingen: Mohr (Siebeck), 1996: 207-238. (with Bruno S. Frey)
- “Voluntary Siting,” In: Ortwin Renn, Thomas Webler, and Peter Wiedemann (eds.), *Fairness and Competence in Citizen Participation: Evaluating Models for Environmental Discourse*. Boston: Kluwer, 1995: 297-304. (with Bruno S. Frey)
- “Fairness in Decisions on Siting Noxious Facilities: Theory and Empirical Results,” In: Michael Faure, John Vervaele and Albert Weale, *Environmental Standards in the European Union in an Interdisciplinary Framework*. Antwerp: Blackstone, 1994: 183-196. (with Bruno S. Frey)

Other Publications

- “Brief Amici Curiae: Supreme Court of the United States, Metro-Goldwyn-Mayer Studios, Inc., et al., v. Grokster, Ltd., et al.” No. 04-480, Counsel Press, 2005. (with Koleman Strumpf)
- “Merck’s Recall of Rofecoxib — A Strategic Perspective,” *New England Journal of Medicine* 351(21), (18 November 2004): 2147-9. (with Noorein Inamdar).

Papers Under Review

- “Media Markets and Localism: Does Local News en Español Boost Hispanic Voter Turnout?” June 2006 (*American Economic Review*, revise & resubmit, with Joel Waldfogel)

- “Friend or Foe: Coordination, Cooperation and Learning in High-stakes Games.” August 2006. (*Review of Economics and Statistics*, 2nd revise & resubmit, with Joel Waldfogel and Matt White)
- “Fairness in Extended Dictator Game Experiments,” January 2007 (*B.E. Journal of Economic Analysis & Policy*, revise & resubmit, with Reiner Eichenberger)
- “Earnings Management from the Bottom Up: An Analysis of Division Manager Incentives.” August 2006. (with Julie Wulf)
- “The Speed of New Ideas: Trust, Institutions, and the Diffusion of New Products.” February 2006. (with Victor Calanog)

Working Papers

- “Superstars and Underdogs: An Examination of the Long Tail Phenomenon in Video Sales” Working Paper, No. 07-015, August 2006. (with Anita Elberse)
- “Bidding for Business: A Field Experiment.” March 2006. (with Victor Calanog)
- “Political Participation: Who and Why?” August 2005. (with Bob Inman)

Cases, Notes and Teaching Notes

- “Strategies Beyond the Market—Course Note for Instructors.” Harvard Business School note 707-508 (2007) (with Dennis Yao)
- “UBS and Climate Change: Warming Up to Global Action?” Harvard Business School case 707-511 (2007) (with Forest Reinhardt and Elizabeth Raabe)
- “UBS and Climate Change: Warming Up to Global Action?” Harvard Business School teaching note 707-533 (2007)
- “Principles of Microeconomics for Strategists.” Harvard Business School online case product 705-801 (2004) (with Pai-Ling Yin and Elizabeth Raabe)
- “Principles of Microeconomics for Strategists—An Online Tutorial.” Harvard Business School teaching note 706-494 (2004) (with Pai-Ling Yin)
- “Clear Channel Communications, Inc.” Harvard Business School case 707-523 (2007) (with Carole A. Winkler)
- “Clear Channel Communications, Inc.” Harvard Business School teaching note 707-535 (2007)
- “Lobbying for Love? Southwest Airlines and the Wright Amendment.” Harvard Business School case 707-470 (2007) (with Elizabeth Cantrill, Patricia Wu and Dennis Yao)
- “Lobbying for Love? Southwest Airlines and the Wright Amendment.” Harvard Business School teaching note 707-536 (2007)

- “Goodyear and the Threat of Government Tire Grading.” Harvard Business School case 707-494 (2006) (with Dennis Yao)
- “Goodyear and the Threat of Government Tire Grading.” Harvard Business School teaching note 707-537 (2007) (with Dennis Yao)
- “eDonkey—Deciding the Future of File Sharing.” Harvard Business School case 707-482 (2006)
- “eDonkey—Deciding the Future of File Sharing.” Harvard Business School teaching note 707-538 (2007)
- “Strategies Beyond the Market.” Harvard Business School note 707-469 (2006) (with Dennis Yao)
- “Lifan Group: Automobile Production in China.” Harvard Business School case 707-443 (2006) (with Tarun Khanna and Elizabeth Raabe)
- “Lifan Group: Automobile Production in China.” Harvard Business School teaching note 707-539 (2007)
- “Production I.G: Challenging the Status Quo.” Harvard Business School case 707-453 (2006) (with Masako Egawa, Andrei Hagi, Tarun Khanna, Chisato Toyama)
- “Wal-Mart's Business Environment.” Harvard Business School case 706-453 (2006)
- “Wal-Mart's Business Environment.” Harvard Business School teaching note 707-541 (2007)
- “Amgen Inc.'s Epogen—Commercializing the First Biotech Blockbuster Drug.” Harvard Business School case 706-454 (2005) (with Dennis Yao)
- “Amgen Inc.'s Epogen—Commercializing the First Biotech Blockbuster Drug.” Harvard Business School teaching note 707-542 (2007) (with Dennis Yao)
- “Apollo Hospitals—First-World Healthcare at Emerging Market Prices.” Harvard Business School case 706-440 (2005) (with Tarun Khanna and Carin-Isabel Knoop)
- “Bloemenveiling Aalsmeer.” Harvard Business School case 706-441 (2005) (with Daniela Beyersdorfer, Vincent Marie Dessain, and Anders Sjoman)
- “Bloemenveiling Aalsmeer.” Harvard Business School teaching note 707-544 (2007)
- “Brighter Smiles for the Masses—Colgate vs. P&G.” Harvard Business School case 706-435 (2005) (with Dennis Yao, and Filipa Jorge)
- “Brighter Smiles for the Masses—Colgate vs. P&G.” Harvard Business School teaching note 707-545 (2007)
- “Canyon Johnson Urban Fund.” Harvard Business School case 706-442 (2005) (with Alexa Arena)
- “Canyon Johnson Urban Fund.” Harvard Business School teaching note 707-546 (2007)
- “Game Theory and Business Strategy.” Harvard Business School note 705-471 (2005) (with Dennis Yao)

- “Red Flag Software Co.” Harvard Business School case 706-428 (2005) (with Tarun Khanna and David Lane)
- “Red Flag Software Co.” Harvard Business School teaching note 707-547 (2007)
- “TCL Multimedia.” Harvard Business School case 705-502 (2005) (with Tarun Khanna and David Lane)
- “TCL Multimedia.” Harvard Business School teaching note 705-440 (2006) (with Tarun Khanna)
- “Yamato Transport: Valuing and Pricing Network Services (A).” Harvard Business School case 704-475 (2003) and “Yamato Transport: Valuing and Pricing Network Services (B).” Harvard Business School case 704-477 (2003) (with Tarun Khanna and Masako Egawa)
- “Yamato Transport: Valuing and Pricing Network Services.” Harvard Business School teaching note 706-445 (2005)

OTHER

Media Coverage

My research on location conflicts, the paper on file sharing, and the studies on the political participation effects of television and radio have been widely covered by the media, including *ABC Nightly News*, *Financial Times*, *Guardian*, *Le Figaro*, *Neue Zürcher Zeitung*, *New York Times*, *Süddeutsche Zeitung*, *Wall Street Journal*, *Washington Post*.

Other Professional Activities

Referee, *Academy of Management Review*, *American Economic Review*, *Economics of Governance, Environment and Planning (A)*, *International Economic Journal*, *International Journal of Media Management*, *Journal of Cultural Economics*, *Journal of Economic Behavior and Organization*, *Journal of Economic Psychology*, *Journal of Economic Theory*, *Journal of Economics*, *Journal of Economics & Management Strategy*, *Journal of International Business Studies*, *Journal of Law & Economics*, *Journal of Policy Analysis and Management*, *Journal of Political Economy*, *Journal of Public Economics*, *Kyklos*, *Labour Economics*, *Regional Science & Urban Economics*, *Review of Economic Design*, *Review of Economic Studies*, *Review of Economics & Statistics*, *Sloan Management Review*

American Economic Association, organized panels for annual meetings in 2002, 2003, 2005, 2006, 2007

“Strategy and the Business Environment,” organized annual conference in 2007