

SAMUEL HÄFNER  
<https://samuelhaefner.github.io>  
[samuel.haefner@unisg.ch](mailto:samuel.haefner@unisg.ch)

University of St. Gallen  
Institute of Economics  
Varnbühlstrasse 19  
9000 St. Gallen, Switzerland

Year of Birth: 1982.  
Citizenship: Swiss.  
Married, two children (2013, 2016).

## Current Position

2023– Assistant Professor of Economics, University of St. Gallen.

## Past Positions

2020–2022 Research Economist, Web 3.0 Technologies Foundation, Zug.  
2019–2021 Postdoc, School of Economics and Political Science, University of St. Gallen.  
2017–19 Postdoc, Department of Economics, University of Zurich.  
2016–19 Laspeyres Fellow, Faculty of Business and Economics, University of Basel.  
2016/17 Visiting Postdoc, Economics Department, Duke University, Durham, NC.  
Host: Curtis Taylor.  
2014–16 Postdoc, Faculty of Business and Economics, University of Basel.  
SNSF-project: "Contests in Context and the Stability of Ownership".  
(Grant 146089. Main applicant: Georg Nöldeke).

## Teaching and Research Field

Primary: (Applied) microeconomic theory.  
Secondary: Contract theory, dynamic contests, structural estimation of auctions, blockchain economics, incentives in cryptographic protocols.

## Education

2014 Ph.D., University of Basel.  
*Advisors:* Yvan Lengwiler (1st), Georg Nöldeke (2nd).  
2010 Swiss Program for Beginning Doctoral Students in Economics, Study Center Gerzensee. *Series taken:* Microeconomics, Macroeconomics, Econometrics.  
2009 M.Sc. Business and Economics, University of Basel.  
2007 B.A. Philosophy and Economics, University of Basel.

## Short Academic Visits

Apr 2019 Duke University, Durham, NC (1 month). Host: Curtis Taylor.  
Apr 2017 Chapman University, Orange, CA (3 weeks). Host: Dan Kovenock.

- Sep 2015      Max-Planck Institute for Tax Law and Public Finance, Munich (1 week). Host: Kai Konrad.
- Nov 2013      Max-Planck Institute for Tax Law and Public Finance, Munich (3 weeks). Host: Kai Konrad.

## Teaching Experience

- Blockchain Markets* (in English).  
M.Sc. elective, University of St. Gallen.  
Spring term 2023.
- Contract Theory* (in English).  
M.Sc. elective, University of Basel.  
Spring terms 2014, 2015, 2016, 2018.
- Introduction to Game Theory* (in English).  
B.Sc., University of Zurich.  
Fall terms 2017, 2018, 2022.
- Contest Theory with Applications* (in English).  
M.Sc. elective, University of Berne.  
Spring term 2022.
- Contest Theory* (“Ökonomische Theorie der Wettkämpfe”, in German).  
M.Sc. elective, University of Basel.  
Fall terms 2011, 2012, 2014, 2015, 2017, 2018.
- Insurance Economics* (“Versicherungsökonomie”, in German).  
B.Sc., University of Basel.  
Spring terms 2015, 2016, 2018, 2019.
- Microeconomics II* (“Mikroökonomie II”, in German, tutoring only).  
B.Sc., University of St. Gallen.  
Fall term 2020.

## Professional Activities

- Talks            2023: IBEO Workshop Digital Economics (Alghero); EARIE (Rome). 2022: University of St. Gallen. 2021: Annual Meeting of Swiss Society of Economics and Statistics (Zurich, online). 2020: Econometric Society World Meeting (Milan, online); Annual Meeting of Swiss Society of Economics and Statistics (Zurich, canceled); IIOC (Philadelphia, canceled). 2019: UECE Meetings (Lisbon); Swiss Competition Commission (Berne); Asian Meeting of the Econometric Society (Xiamen). 2018: Seventeenth Annual Berkeley/Columbia/Duke/MIT/Northwestern IO Theory Conference (Cambridge, MA), EARIE (Athens), Swiss Theory Day (Berne); Swiss IO Day (Berne); Annual Meeting of Swiss Society of Economics and Statistics (St. Gallen). 2017: Bonn Junior Day, EARIE (Maastricht), ESEM (Lisbon), Vfs-Jahrestagung (Wien), Chapman University. 2016: UNC (Chapel Hill); Duke; University of St. Gallen; Conference on the Current Frontiers in the Theory of Contest (Munich); Swiss Theory Day (Zurich); WZB (Berlin). 2015: Basel-Zurich Workshop in Micro Theory (Zurich); Annual Meeting of Swiss Society of Economics and Statistics (Basel); XVII. Tax Day (Munich). 2014: Basel-Zurich Workshop in Micro Theory

(Zurich); 25th Stony Brook Game Theory Festival (Stony Brook). 2013: X. Tax Day (Munich); EPCM2013 (Zurich); Young Swiss Economists Meeting (Berne). 2011: Young Researchers Workshop on Contests and Tournaments (Berlin); Tournaments, Contests and Relative Performance Evaluation (Raleigh). 2010: APET2010 (Istanbul); Spring Meeting of Young Economists (Luxembourg); 3rd Ruhr Graduate Doctoral Conference (Bochum); Young Swiss Economists Meeting (Berne).

Refereeing Theoretical Economics, RAND Journal of Economics, American Economic Journal: Microeconomics, Games and Economic Behavior, American Journal of Political Science, Economic Theory, Social Choice and Welfare, The B.E. Journal of Theoretical Economics, Journal of Conflict Resolution, Swiss Journal of Economics and Statistics, VfS Jahrestagung (2017).

Other Tokenomics, Paris (2022, 2023, program committee).  
 Swiss Theory Day, University of St. Gallen (2023, local organizer).  
 Research Seminar, School of Economics and Political Science, University of St. Gallen (2020–2021, co-organizer).  
 2nd St. Gallen IO Workshop (2020, co-organizer).  
 SSES Annual Meeting, Zurich (2020, 2021, program committee).  
 Elected Member of the Faculty Assembly (Faculty of Business and Economics, Basel, 2016–19).

### Fellowships & Awards

2016–19 Laspeyres Fellowship, Faculty of Business and Economics, University of Basel.  
 2018 Scientific Exchange Grant, SNSF. (Grant IZSEZ0\_185538. Funding for the short visit to Duke University.)  
 2018 Forschungskredit UZH. (Salary granted for a 12 month part-time postdoc position.)  
 2016 Advanced Postdoc.Mobility, SNSF. (Grant P300P1\_167648. Funding for the visiting postdoc position at Duke University.)  
 2016 Johann Jakob Speiser-Scholarship. (Funding for the short visit to Chapman University.)  
 2014 Faculty Prize for best PhD-Thesis, Faculty of Business and Economics, University of Basel.  
 2009 Best M.Sc.-Diploma in Business and Economics of the Academic Year (shared), University of Basel.  
 2009 Best M.Sc.-Thesis in Business and Economics of the Academic Year (shared), University of Basel.

### Scientific Publications

[1] Häfner, S. and Taylor, C. (2023). Working for References. *American Economic Journal: Microeconomics*, 15(3):33–77. [\[link\]](#)  
 [2] Häfner, S. (2023). Risk Aversion in Share Auctions: Estimating Import Rents from TRQs in Switzerland. *Quantitative Economics*, 14(2):419–470. [\[link\]](#)

- [3] Häfner, S. and Taylor, C. (2022). On Young Turks and Yes Men: Optimal Contracting for Advice. *The RAND Journal of Economics*, 53(1):63–94. [[link](#)]
- [4] Häfner, S. (2022). Eternal Peace in the Tug-of-War? *Economic Theory (Online First: 2020)*, 74:1570–1101. [[link](#)]
- [5] Häfner, S. and Nöldeke, G. (2022). Sorting in Iterated Incumbency Contests. *Economic Theory (Online First: 2019)*, 74:1103–1140. [[link](#)]
- [6] Häfner, S. (2018). Stable Biased Sampling. *Games and Economic Behavior*, 107:109–122. [[link](#)]
- [7] Häfner, S. (2017). A Tug-of-War Team Contest. *Games and Economic Behavior*, 104:372–391. [[link](#)]
- [8] Häfner, S. and Nöldeke, G. (2016). Payoff Shares in Two-Player Contests. *Games*, 7(3):25. [[link](#)]

## Research Papers

- [1] *Blockchain Platform Design*. First version: 2021. Latest Version: 2023. [[SSRN](#)].
- [2] *Front-Running, Smart Contracts, and Candle Auctions* (with Alistair Stewart). First version: 2021. Latest Version: 2021. [[SSRN](#)].
- [3] *On Shakeouts and Staggered Exit: An R&D Race with Moral Hazard and Multiple Prizes*. First version: 2020. Latest Version: 2023. [[SSRN](#)].

## Other Skills

Languages     German, English, French.

Programming   Julia, Maxima, Octave, Python, R.

## References

References are gladly provided upon request.

St. Gallen, July 30, 2023