

Dr. Hinnerk Gnutzmann
Institut für Makroökonomik
Fakultät für Wirtschaftswissenschaften
Leibniz Universität Hannover
Königsworther Platz 1
30167 Hannover

gnutzmann@mak.uni-hannover.de

PERSONAL INFORMATION

- Born 27 January 1985 in Hannover, Germany
- German citizenship
- Married to Arevik Gnutzmann-Mkrtchyan

FIELDS

- Applied Microeconomics: Industrial Organization
- International Trade

POSITIONS

- Post-Doctoral Researcher (Eigene Stelle)
Department of Economics, Leibniz Universität Hannover
2016-
- Founder & CEO, flexponsive UG (haftungsbeschränkt)
Consulting
2015-
- Post-Doctoral Researcher
Department of Economics, Università Cattolica del Sacro Cuore, Milan, Italy
2012 – 2015

EDUCATION

- PhD in Economics (all PhDs ungraded)
European University Institute, Department of Economics, Florence, Italy
2008 – 2013
 - Thesis: “Essays in Industrial Organization and Behaviour”
Supervisors: Prof. Piero Gottardi, Prof. Domenico Menicucci
Committee: Prof. Thomas Gehrig, Prof. Andrea Mattozzi
 - MRes in Economics (2009)
- MPhil in Multidisciplinary Economics (*cum laude*, highest grade)
Utrecht School of Economics, Utrecht, Netherlands
2006 – 2008
 - Thesis: “Essays in Computational Economics”

Supervisors: Prof. Hans Amman, Dr. Jurjen Kamphorst

- BA in Economics, *Double First Class Honours*
Corpus Christi College, University of Cambridge
2003 – 2006
- General Certificate of Education, 6 A-levels, all grade A
The King's School, Canterbury, United Kingdom
 - Best result out of 151 candidates

PUBLICATIONS

- Gnutzmann, H., McCarthy, K., Unger B. (2010) “Country Size and the Incentive to Tolerate Money Laundering”, *International Review of Law and Economics*, Vol. 3, No.3, pp. 244-252
- Gnutzmann, H. (2008), “Network Formation under Cumulative Advantage: Evidence from the Cambridge High-Tech Cluster”, *Computational Economics*, Vol. 32, No. 4, pp. 407-413
- Gnutzmann, H. (2003), “Linux Cluster macht Schule”, *Spektrum der Wissenschaft*, May edition, pp. 106-108

WORKING PAPERS

- Gnutzmann, H., Spiewanowski, P. (2014), “Did the Fertilizer Catel Cause the Food Crisis?”, *Institute of Economic Sciences at the Polish Academy Sciences Working Paper Series*. In print.
- Gnutzmann, H. (2014), “Price Discrimination in Asymmetric Industries: Implications for Competition and Welfare”. Under Review, *Journal of Industrial Economics*. Appeared as *Universita Cattolica del Sacro Cuore Working Paper* n. 19; <http://ssrn.com/abstract=2490822>
- Gnutzmann, H., Mkrtychyan, A. (2014): “The Silent Success of Customs Unions”. Under Review, *Journal of International Economics*. <http://ssrn.com/abstract=2490929>
- Gnutzmann, H. (2014), “Of Pennies and Prospects: Understanding Behaviour in Penny Auctions”. <http://ssrn.com/abstract=2492108>
- Gnutzmann, H. (2014), “Paying Customers to Stay: Retention and Win-Back Pricing” (under revision)

EXTERNAL FUNDING & AWARDS

- DFG Research Grant “Financial Speculation, Export Cartels and Commodity Crises”, since 2016
- PhD Scholarships: Deutscher Akademischer Austauschdienst (DAAD), 2008 – 2011, European University Institute Grant, 2012
- 31st EERC Research Grant Competition, Project “Mutual Protectionism” (with A. Mkrtychyan), \$9000, Kiev, Ukraine. Role: International Participant. 2011 – 2013
- Research Scholarship, Deutsche Forschungsgemeinschaft (DFG), 2007 – 2008
- Graduate Scholarship, Deutscher Akademischer Austauschdienst (DAAD), 2006 – 2007
- Title of Scholar, Corpus Christi College, Cambridge, 2006
- Bailey Scholarship, Corpus Christi College, Cambridge, 2005

TEACHING AND PROFESSIONAL EXPERIENCE

- Microeconomics I (PhD level), teaching assistant to Prof. Carsten Nielsen. DEFAP Graduate School, Milan Italy. Spring 2013, Spring 2014
- Game Theory (advanced undergraduate level), teaching assistant to Prof. Salvatore Piccolo.

- Catholic University of Milan, Spring 2014.
- Visiting Researcher, New Economic School, Moscow. July 2012
 - Research and Teaching Fellow, OSCE Academy, Bishkek. Designed and taught compulsory course “Game Theory” (masters level); teaching evaluations available.
 - Research Assistant to Prof. Jerome Adda, working on big data analysis. EUI. Spring 2011
 - Game Theory (PhD level), teaching assistant to Prof. Fernando Vega-Redondo, European University Institute. Autumn 2010.
 - Researcher, IME Graduate School, Universität Karlsruhe. 2007-2008
 - Research Assistant to Dr. Paul Kattuman, Judge Business School, University of Cambridge. July 2006.

PRESENTATIONS

- University of Vienna, Economics Seminar. Paper: “Price Discrimination in Asymmetric Industries” (invited); Scheduled: Spring 2015
- EUI Alumni Conference, Paper: “Price Discrimination in Asymmetric Industries”. 26. September 2014
- Kiel Institute of World Economics, Lunchtime Seminar on International Economics. Paper: “Silent Success of Customs Unions” (invited); 29. August 2014
- Collegio Carlo Alberto, Turin, “Pricing Workshop”. Paper: “Of Pennies and Prospects” (invited); 10 May 2014
- European Economic Association (EEA) Conference, Gothenburg. Paper: “Silent Success of Customs Unions” (presented by co-author); 26-30 August 2013
- European Economic Association (EEA) Conference, Malaga. Paper: “Paying Customers to Stay”; 27-31 August 2012
- European Trade Study Group (ETSG), Leuven. Paper: “Silent Success of Customs Unions”. 13 – 15 September 2012
- ECORE Summer School on Market Failure and Market Design, UC Louvain, paper: “Of Pennies and Prospects”, 23-26 May 2011
- Tackling Money Laundering, Utrecht School of Economics, 2-3 November 2007, presented paper “Competing for Criminal Money” (with K. McCarthy and B. Unger)

SKILLS

- Languages: German (Native), English (Quasi-Native), Italian (A2), Russian (A2)
- Computing: R, Stata, Maxima, Latex, SQL, JavaScript, Linux/UNIX