


# Mats Köster

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## Research Fields

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- Microeconomic Theory
- Behavioral and Experimental Economics
- (Behavioral) Industrial Organization

## Academic Positions

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Assistant Professor of Economics and Business Central European University	08/2021 –
Post-Doctoral Researcher Heinrich-Heine-University Düsseldorf	04/2021 – 07/2021

## Education

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Ph.D. (Dr. rer. pol.) in Economics, <i>summa cum laude</i> Heinrich-Heine-University Düsseldorf Advisor: Prof. Paul Heidhues	2016 – 2021
Visiting Student Researcher University of California, Berkeley Host: Prof. Philipp Strack	2018 – 2019
M.Sc. in Economics Heinrich-Heine-University Düsseldorf	2014 – 2016
B.Sc. in Economics Heinrich-Heine-University Düsseldorf	2011 – 2014

## Short Research Stays

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Central European University (Host: Prof. Botond Köszegi)	March 2020
Harvard University (Host: Prof. Andrei Shleifer)	October 2019
MPI Bonn (Host: Prof. Matthias Sutter)	January 2018

## Selected Teaching Experience

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Behavioral Economic Theory (M.Sc., Ph.D.)	Lectures & Tutorials
Behavioral Industrial Organization (M.Sc., Ph.D.)	Lectures & Tutorials

## Research

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### Working Papers:

[Salient Cues and Complexity](#) (with M. Dertwinkel-Kalt)

[Optimal Stopping in a Dynamic Salience Model](#) (with M. Dertwinkel-Kalt and J. Frey)

[A Multivariate Salience Theory of Choice under Risk](#)

[Steering Fallible Consumers](#) (with Paul Heidhues and Botond Köszegi)

[Attention to Online Sales: The Role of Brand Image Concerns](#) (with M. Dertwinkel-Kalt)  
*Revision requested at the Journal of Economics & Management Strategy*

### Peer-Reviewed Publications:

Dertwinkel-Kalt, M., Köster, M., and M. Sutter (2020): To Buy or Not to Buy? Price Salience in an Online Shopping Field Experiment. *European Economic Review*, 130, Article 103593.

Dertwinkel-Kalt, M., and M. Köster (2020): Salience and Skewness Preferences. *Journal of the European Economic Association*, 18(5), 2057-2107. [Lead Article.]

Dertwinkel-Kalt, M., Köster, M., and F. Peiseler (2019): Attention-Driven Demand for Bonus Contracts. *European Economic Review*, 115, 1-24.

Dertwinkel-Kalt, M., and M. Köster (2017): Salient Compromises in the Newsvendor Game. *Journal of Economic Behavior & Organization*, 141, 301-315.

Dertwinkel-Kalt, M., and M. Köster (2015): Violations of First-order Stochastic Dominance as Salience Effects. *Journal of Behavioral and Experimental Economics*, 59, 42-46.

### Other Publications (in German):

Dertwinkel-Kalt, M., and M. Köster (2016): Psychologie und Ökonomie: Implikationen der Salienztheorie. *DICE Policy Brief*, No. 7.

### Seminar and Conference Presentations (incl. scheduled)

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VfS (virtual) | Gothenburg | *EARIE* (virtual) | *SMYE* (virtual) | *IIOC* (virtual) | DICE 2021  
Brown Bag | UC3M | Royal Holloway | Berlin | CEU | Surrey | Tilburg | Nijmegen

*EWMEs* (virtual) | Konstanz | DICE Brown Bag | ANZWEE | Maastricht 2020

RWTH Aachen | HEC Lausanne | *Workshop on RPM* (Gießen) | Harvard Attention 2019  
Reading Group | DICE Brown Bag | University of Cologne | *M-BEES* (Maastricht) |  
USC CESR Brown Bag | UC Berkeley Psych & Econ Lunch

*SJDM Annual Meeting* (New Orleans) | *Workshop on Limited Attention & Selective Perception* (Copenhagen) | *DICE Brown Bag* | *Behavioral Economics Workshop* (Frankfurt) | *IODE Workshop* (Liege) | *RGS Doctoral Conference* (Essen) 2018

*LEOH* (Cologne, *Poster Session*) | *EEA Meeting* (Lisbon) | *ECORES Summer School* (Louvain-la-Neuve, *Poster Session*) | *DICE Brown Bag* | *NCBEE* (Oslo) Earlier

## Referee Service

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Experimental Economics | Games and Economic Behavior | International Economic Review | Journal of Behavioral and Experimental Economics | Journal of Economic Behavior & Organization (4x) | Journal of the European Economic Association | Journal of Economic Theory (2x) | Journal of Public Economic Theory | Management Science

## Grants, Honors, and Awards

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Selected Participant for the 7 <sup>th</sup> Lindau Meeting on Economic Sciences	2020/2021
DAAD scholarship for studies abroad (€17,500+)	2018
Sloan Nomis Summer School	2018
C-SEB Junior-Start-Up Grant (Co-PI, €3,000)	2017
briq Summer School	2017
Research grant by the Joachim-Herz Stiftung (Co-PI, €9,000)	2016
„Chancen Nutzen“: Scholarship of NRW (€7,200)	2014 – 2016
Best Bachelor’s and Master’s Theses in Economics at HHU Düsseldorf	2014, 2016

## References

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