

ERIC SCHMIDBAUER

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EMPLOYMENT	University of Central Florida, College of Business Administration Associate Professor of Economics Assistant Professor of Economics	August 2021 – Present July 2014 – July 2021
EDUCATION	Ph.D., Business Economics, Indiana University, Kelley School of Business (2014) M.A., Mathematics, State University of New York at Albany (2009) B.B.A., Finance & Accounting, University of Michigan, Ross School of Business (2003)	
RESEARCH INTERESTS	Information economics, industrial organization, and marketing.	
ECONOMICS PUBLICATIONS	<p>Martinez-Carrasco, Miguel A., Eric Schmidbauer and John Hamman (2025). “Project selection with biased advice: an experiment on competitive cheap talk,” <i>Journal of Economic Behavior & Organization</i>, Vol 232, 106936.</p> <p>Yang, Jianxia, Eric Schmidbauer and Lan Zhang (2023). “Partial Cross Ownership, Exclusive Contracting, and Market Entry,” <i>Economics Letters</i>, Vol 226, 111048.</p> <p>Arnold, Michael, Eric Schmidbauer and Lan Zhang (2022). “Uniform and targeted informative advertising with asymmetric customer loyalty,” <i>Journal of Economics & Management Strategy</i>, 31(1), 90-114.</p> <p>Lubensky, Dmitry and Eric Schmidbauer (2020). “Free Product Trials: Disclosing Quality and Match Value,” <i>Economic Inquiry</i>, 58(4), 1565-1576.</p> <p>Schmidbauer, Eric (2019). “Budget Selection When Agents Compete,” <i>Journal of Economic Behavior & Organization</i>, 158, 255–268.</p> <p>Lubensky, Dmitry and Eric Schmidbauer (2018). “Equilibrium Informativeness in Veto Games,” <i>Games and Economic Behavior</i>, 109, 104–125.</p> <p>Schmidbauer, Eric and Dmitry Lubensky (2018). “New and Improved?,” <i>International Journal of Industrial Organization</i>, 56C, 26–48.</p> <p>Schmidbauer, Eric (2017). “Multi-Period Competitive Cheap Talk with Highly Biased Experts,” <i>Games and Economic Behavior</i>, 102, 240-254.</p>	

MARKETING PUBLICATIONS	<p>Ashoori, Minoos Talebi, Eric Schmidbauer and Axel Stock (2020). “Availability as a Signal for Quality in a Market with Word-of-Mouth Communication,” <i>Review of Marketing Science</i>, 18(1), 99-115.</p> <p>Schmidbauer, Eric and Axel Stock (2018). “Quality Signaling via Strikethrough Prices,” <i>International Journal of Research in Marketing</i>, 35(3), 524-532.</p>
WORKING PAPERS	<p>“Time on the market and list prices in ‘hot’ real estate markets” (with Dmitry Lubensky).</p> <p>“Uncertainty and Experimental Pricing: When Fixed Costs Matter” (with Lan Zhang).</p>
RESEARCH IN PROGRESS	<p>“Love Letters: Persuasion in Auctions” (with Ralph Boleslavsky).</p> <p>“When should firms promote learning? An experimental study” (with Brock Stoddard and Lan Zhang).</p>
INVITED PRESENTATIONS AND CONFERENCES	<p>2025: Academy of Finance and Economics in Pensacola, FL; Eastern Economics Association Conference in New York; Midwest Economics Association Conference in Kansas City.</p> <p>2024: Midwest Economics Association in Chicago; International Industrial Organization Conference in Boston, MA; Workshop in Applied and Theoretical Economics - Florida in Orlando, FL; Midwest Economic Theory Conference in Rochester, NY; Southern Economic Association Annual Meeting in Washington, DC.</p> <p>2023: Academy of Finance and Economics in Orlando, FL; Midwest Economic Theory Conference in Knoxville, TN; Marketing Science Conference in Miami, FL; Workshop in Applied and Theoretical Economics - Florida, in Miami, FL.</p> <p>2022: Western Economic Association International (WEAI) Conference in Portland, OR; Workshop in Applied and Theoretical Economics - Florida, in Tampa, FL; Seminar at Experimental Organizational Science (online); North-American Economic Science Association Conference in Santa Barbara, CA; Southern Economic Association Annual Meeting in Fort Lauderdale, FL.</p> <p>2021 and earlier. 2021: Southern Economic Association Annual Meeting in Houston, TX. 2020: Bogotá Experimental Economics Conference at the Universidad del Rosario, Colombia; International Industrial Organization Conference in Philadelphia, PA (canceled due to corona virus); INFORMS Marketing Science Conference (online); Southern Economic Association Annual Meeting (online). 2019: Appalachian State University seminar; International Industrial Organization Conference in Boston, MA; Midwest Economic Theory Conference in Bloomington, IN; INFORMS Marketing Science Conference, Rome; Lehigh University seminar; University of Delaware seminar; Midwest Economic Theory Conference in St Louis, MO; Workshop in Applied and Theoretical Economics - Florida in Gainesville, FL. 2018: Simon Business School (University of Rochester) seminar; Johnson College of Business (Cornell University) seminar; University of Central Florida seminar; Federal Trade Commission’s Consumer Protection Economics Symposium. 2017: International Industrial Organization Conference at Boston, MA; Southern Economic Association Annual Meeting at Tampa, FL (session organizer). 2016: Midwest Economic Theory Conference at West Lafayette, IN; Southern Economic Association Annual Meeting at Washington, DC; University of Central Florida Seminar. 2015: University of South Florida seminar; University of</p>

Central Florida seminar; INFORMS Marketing Science Conference at Baltimore, MD. 2014: Southern Economic Association Annual Meeting at Atlanta, GA; Midwest Decision Sciences Institute Annual Meeting at Chicago, IL (*Recipient: Best Theoretical Research Paper Award*); International Industrial Organization Conference, Rising Star Session, at Chicago, IL. 2013: INFORMS Marketing Science Conference at Istanbul, Turkey; INFORMS Healthcare Conference at Chicago, IL; 5th ZEW/MaCCI Conference on the Economics of Innovation and Patenting at Mannheim, Germany; Midwest Economics Association Annual Meeting at Columbus, OH. 2012: Midwest Economic Theory Conference at St. Louis, MO; INFORMS Marketing Science Conference at Boston, MA; Midwest Economic Theory Conference at Bloomington IN; Jordan River Conference at Bloomington, IN.

TEACHING EXPERIENCE

Associate Professor, University of Central Florida

Courses taught:

- Information Economics (ECP 3004) - Spring 2025
- The Economics of Space (ECO 3006) - Summer 2023, 24 and Fall 2023, 24
- Microeconomic Theory II (ECO 7116) - Spring 2017–2022, 2024
- Economic Analysis of the Firm (ECO 6115) - Spring 2015–2024 (except 2022), Fall 2020–2021. Recipient of *Quality Online* designation from UCF's Center for Distributed Learning.
- Game Theory (ECO 4400) - Fall 2015–2022, Summer 2021, and Spring 2023, Fall 2024
- Honors Game Theory (ECO 4400H) - Fall 2016–2023
- Directed Research (ECO 4912) - Spring, Summer and Fall 2019, Spring 2020
- Applied Business Research Tools (ECO 6414) - Fall 2017
- Honors Principles of Microeconomics (ECO 2023H) - Fall 2014–2015

Other:

- IFREE Small Grants Program, \$10,000 Recipient (November, 2017). Project title: "Project selection and competitive cheap talk: an experimental study". (Later re-titled "Project selection with biased advice: an experiment on competitive cheap talk".)
- Mentor and grant recipient from the Burnett Research Scholars program to supervise undergraduate research through ECO 4912 (January 2019 – May 2020).
- Successfully proposed a new interdisciplinary honors seminar in game theory that started in Fall 2016 and was adopted as a permanent course in Fall 2019.
- Successfully proposed a new course in Space Economics; a permanent course as of Fall 2024.
- Permanent credential to teach online course at UCF (W and M modality).
- Department of Economics Undergraduate Committee Member, Fall 2014 – Present.

Associate Instructor (full teaching responsibilities), Indiana University, Kelley School of Business

- Corporate Social Strategy - Summer 2011, 2012 (2 sections), and 2013
- Money, Banking, and Capital Markets - Summer 2012
- Introduction to Managerial Economics - Spring 2012–14, Fall 2012–13

Teaching Assistant, Indiana University

- Corporate Social Strategy - Spring 2010–14, Fall 2010–13

**SERVICE &
OTHER**

Faculty Senate, member June 2022 – present

College of Business Administration Summer Research Grant, 2018, 2019, 2020, 2022

UCF Travel Award for Recognition of Faculty Excellence (November 2018; May 2020)

Seminar series

- Organizer of the economics seminar series at UCF (Fall 2020 - Present)
- Co-organizer of the Workshop in Applied and Theoretical Economics (WATE) Florida, at UCF (October 2018).
- Co-organizer of the Florida Collaborative Seminar Series (AY 2019-2020)

Referee: Journal of Law, Economics & Organization; Management Science; Economic Journal; Journal of Marketing Research; Econometrica; Australian Economic Papers; Marketing Letters; Review of Industrial Organization; The RAND Journal of Economics; Mathematical Social Sciences; International Journal of Industrial Organization; Journal of Economics & Management Strategy.

Reviewer: *Principles of Economics* by Asarta and Butters.

**PROFESSIONAL
EXPERIENCE**

Research Assistant, Cooper Union, New York, NY	2007-2009
Senior Associate, PricewaterhouseCoopers, New York, NY	2005-2007
Risk Analyst, March Inc., Detroit, MI	2003-2004
Research Assistant, University of Michigan Business School, Ann Arbor, MI	2002-2003

LANGUAGES

English: Native

Spanish: [CEFR scale](#) B1