

# ERIC SCHMIDBAUER

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**EMPLOYMENT** Assistant Professor of Economics Fall 2014 – Present  
University of Central Florida, College of Business Administration

**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.

- REFEREED PUBLICATIONS**
7. Ashoori, Mino Talebi, Eric Schmidbauer and Axel Stock (*forthcoming*). “[Availability as a Signal for Quality in a Market with Word-of-Mouth Communication](#),” *Review of Marketing Science*.
  6. Lubensky, Dmitry and Eric Schmidbauer (2020). “[Free Product Trials: Disclosing Quality and Match Value](#),” *Economic Inquiry*, 58(4), 1565-1576.
  5. Schmidbauer, Eric (2019). “[Budget Selection When Agents Compete](#),” *Journal of Economic Behavior & Organization*, 158, 255–268.
  4. Schmidbauer, Eric and Axel Stock (2018). “[Quality Signaling via Strikethrough Prices](#),” *International Journal of Research in Marketing*, 35(3), 524-532.
  3. Lubensky, Dmitry and Eric Schmidbauer (2018). “[Equilibrium Informativeness in Veto Games](#),” *Games and Economic Behavior*, 109, 104–125.
  2. Schmidbauer, Eric and Dmitry Lubensky (2018). “[New and Improved?](#),” *International Journal of Industrial Organization*, 56C, 26–48.
  1. Schmidbauer, Eric (2017). “[Multi-Period Competitive Cheap Talk with Highly Biased Experts](#),” *Games and Economic Behavior*, 102, 240-254.

**WORKING PAPERS** “[Advertising and Pricing in Markets with Asymmetric Customer Loyalty](#)” (with Michael Arnold and Lan Zhang). *Revise and resubmit, Journal of Economics & Management Strategy*.

“[Project selection and competitive cheap talk: an experimental study](#)” (with John Hamman and Miguel Angel Martinez Carrasco). *IFREE Small Grants Program, \$10,000 Recipient* (November, 2017).

**RESEARCH IN PROGRESS**

“Searching for Sales” (with Dmitry Lubensky).

“Downstream promises with upstream effects” (with Axel Stock).

“When should firms promote learning? An experimental study” (with Brock Stoddard and Lan Zhang).

**INVITED PRESENTATIONS AND CONFERENCES**

**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 presentation).

**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 and earlier.** 2015: University of South Florida seminar; University of 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**

Assistant Professor, University of Central Florida

**Courses taught:**

- Directed Research (ECO 4912) - Spring, Summer and Fall 2019, Spring 2020
- Microeconomic Theory II (ECO 7116) - Spring 2017–2020
- Economic Analysis of the Firm (ECO 6115) - Spring 2015–2020
- Game Theory (ECO 4400) - Fall 2015–2019
- Honors Game Theory (ECO 4400H) - Fall 2016–2019
- Applied Business Research Tools (ECO 6414) - Fall 2017
- Honors Principles of Microeconomics (ECO 2023H) - Fall 2014–2015

**Other:**

- Mentor and grant recipient from the Burnett Research Scholars program, January 2019 – May 2020, in which I supervise undergraduate research through ECO 4912.
- 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.
- Department of Economics Undergraduate Committee Member, Fall 2014 – Present.
- Committee member for Kamila Pervaiz’s honors in the major thesis, Fall 2016.
- Presentation to UCF’s undergraduate Economics Society, Fall 2015 and 2018.

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**

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

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

Co-organizer of the Workshop in Applied and Theoretical Economics (WATE) Florida, at UCF (October 2018).

Co-organizer of the Florida Collaborative Seminar Series

Referee: Journal of Law, Economics & Organization; Management Science; Economic Journal; Journal of Marketing Research; Econometrica; Australian Economic Papers; Marketing Letters; Review of Industrial Organization.

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

Discussant

- Southern Economic Association Annual Meeting (November 2014, 2016, 2017)
- International Industrial Organization Conference (April 2014, 2017)
- Midwest Economics Association Annual Meeting (March 2013, 2014)
- INFORMS Marketing Science Conference (June 2012, 2013)

<b>PROFESSIONAL EXPERIENCE</b>	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: Intermediate

Last revised: September 21, 2020