

ERIC SCHMIDBAUER

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EMPLOYMENT University of Central Florida, College of Business Administration
Associate Professor of Economics August 2021 – Present
Assistant Professor of Economics 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 Yang, Jianxia, Eric Schmidbauer and Lan Zhang (2023). “[Partial Cross Ownership, Exclusive Contracting, and Market Entry](#)”. *Economics Letters*, Vol 226, 111048.

Arnold, Michael, Eric Schmidbauer and Lan Zhang (2022). “[Uniform and targeted informative advertising with asymmetric customer loyalty](#)”. *Journal of Economics & Management Strategy*, 31(1), 90-114.

Lubensky, Dmitry and Eric Schmidbauer (2020). “[Free Product Trials: Disclosing Quality and Match Value](#),” *Economic Inquiry*, 58(4), 1565-1576.

Schmidbauer, Eric (2019). “[Budget Selection When Agents Compete](#),” *Journal of Economic Behavior & Organization*, 158, 255–268.

Lubensky, Dmitry and Eric Schmidbauer (2018). “[Equilibrium Informativeness in Veto Games](#),” *Games and Economic Behavior*, 109, 104–125.

Schmidbauer, Eric and Dmitry Lubensky (2018). “[New and Improved?](#),” *International Journal of Industrial Organization*, 56C, 26–48.

Schmidbauer, Eric (2017). “[Multi-Period Competitive Cheap Talk with Highly Biased Experts](#),” *Games and Economic Behavior*, 102, 240-254.

MARKETING PUBLICATIONS Ashoori, Minoos Talebi, Eric Schmidbauer and Axel Stock (2020). “[Availability as a Signal for Quality in a Market with Word-of-Mouth Communication](#),” *Review of Marketing Science*, 18(1), 99-115.

Schmidbauer, Eric and Axel Stock (2018). “Quality Signaling via Strikethrough Prices,” *International Journal of Research in Marketing*, 35(3), 524-532.

WORKING PAPERS

“Would I Lie to You? Project selection with biased advice” (with John Hamman and Miguel Angel Martinez Carrasco). *IFREE Small Grants Program, \$10,000 Recipient* (November, 2017). *Submitted*.

“Time on the market and list prices in ‘hot’ real estate markets” (with Dmitry Lubensky).

RESEARCH IN PROGRESS

“When sellers care about buyer identity and usage.”

“The 15% pledge: Does it help minority owned suppliers?” (with Axel Stock).

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

INVITED PRESENTATIONS AND CONFERENCES

2023: Academy of Finance and Economics in Orlando, FL; Midwest Economic Theory Conference in Knoxville, TN; Marketing Science Conference in Miami, FL. Upcoming: Workshop in Applied and Theoretical Economics - Florida, in Miami, FL.

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.

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 and earlier. 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 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:

- The Economics of Space (ECP 3004) - Summer 2023 and Fall 2023
- Microeconomic Theory II (ECO 7116) - Spring 2017–2022
- Economic Analysis of the Firm (ECO 6115) - Spring 2015–2021 and 2023, 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
- 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:

- 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.
- 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

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	Research Assistant, Cooper Union, New York, NY	2007-2009
EXPERIENCE	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