

Tobias Salz

Castle Krob Career Development Assistant Professor

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🌐 <http://economics.mit.edu/faculty/tsalz>

Academic Positions

- 08/2019 – ▶ **Massachusetts Institute of Technology (MIT)**, Castle Krob Career Development Assistant Professor of Economics
- 05/2019 – ▶ **NBER**, Faculty Research Fellow

Past Appointments

- 01/2022 – 06/2022 ▶ **Yale University**, Visiting Assistant Professor of Economics
- 08/2021 – 12/2021 ▶ **Harvard University**, Visiting Assistant Professor of Economics
- 01/2019 – 08/2019 ▶ **Massachusetts Institute of Technology (MIT)**, Assistant Professor of Economics
- 07/2017 – 12/2018 ▶ **Columbia University**, Assistant Professor of Economics
- 07/2016 – 06/2017 ▶ **Columbia University**, Postdoctoral Researcher

Research Interests

- ▶ Industrial Organization, Applied Econometrics, Applied Microeconomics

Education

- 2016 ▶ **Ph.D. Economics, New York University (NYU)**
Committee: J. Asker, G. Fréchette, K. Kawai, A. Lizzeri
- 2010 ▶ **Diplom Economics, University of Bonn**
- 2008 – 2009 ▶ **Visiting Student, University of Chicago**

Publications

- ▶ Frictions in a Competitive, Regulated Market Evidence from Taxis (with Guillaume Fréchette and Alessandro Lizzeri), – *American Economic Review*
- ▶ Estimating Dynamic Games of Oligopolistic Competition: An Evaluation in the Laboratory (with Emanuel Vespa), – *RAND Journal of Economics*
- ▶ Intermediation and Competition in Search Markets: An Empirical Case Study, – *Journal of Political Economy*
- ▶ The Effect of Privacy Regulation on the Data Industry: Empirical Evidence from GDPR (with Guy Aridor and Yeon-Koo Che) – forthcoming at *RAND Journal of Economics*

Working Papers

- ▶ The Value of Time: Evidence from Auctioned Cab Rides (with Nick Buchholz, Laura Doval, Jakub Kastl, and Filip Matejka) – R&R (2nd round) at *Econometrica*

Working Papers (continued)

- ▶ Auto Dealer Loan Intermediation: Consumer Behavior and Competitive Effects (with Andreas Grunewald, Jonathan Lanning, and David Low) (new version coming soon)
- ▶ Combining Human Expertise with Artificial Intelligence: Experimental Evidence from Radiology (with Nikhil Agarwal, Alex Moehring, and Pranav Rajpurkar)
- ▶ Robust Decisions for Incomplete Models of Strategic Interaction (with Konrad Menzel) (dormant)

Work in Progress

- ▶ Optimal Urban Transportation Policy: Evidence from Chicago (with Milena Almagro, Juan Camilo Castillo, Nathaniel Hickok, and Felipe Kup Barbieri de Matos)
- ▶ Platform Design in Ridehail: An Empirical Investigation (with Nick Buchholz, Laura Doval, Jakub Kastl, and Filip Matejka)

Presentations (“+” means scheduled)

- 2023 ▶ ASSA Meetings New Orleans, NYU⁺, Boston University⁺, Washington University in St. Louis⁺
- 2022 ▶ Triangle Micro Conference, Rice, EARIE (Invited Session), Toulouse School of Economics Platform Seminar, University of Toronto, Financial Regulation and Intermediation Workshop Queen’s University and the Bank of Canada, Yale, MIT, Instacart, Philadelphia Fed Retail Credit Research Seminar, Spatial/IO mini-conference at UCLA, SITE IO of Healthcare and Consumer Finance Markets
- 2021 ▶ ASSA meetings, Hong Kong Polytechnic University, University of Wisconsin, University of Chicago Booth Economics, KU Leuven, Arizona State University, Carnegie Mellon, Harvard, University of Virginia, CEPR Virtual IO Seminar, Texas A&M IO Day
- 2020 ▶ Berkeley, ASSA meetings San Diego, Penn State, ETH Zurich, University of Maryland, MaCCI EPoS Virtual IO Seminar, European Policy on Intellectual Property Conference, Online Spatial & Urban Seminar, Uber
- 2019 ▶ AEA Atlanta (discussant), Boston College, IIOC, EIEF Junior Conference, BRIQ Bonn Structural Behavioral Conference, DICE Duesseldorf, NBER IO Summer Institute (discussant), Solvay Brussels School / Ecare, UPenn Wharton, Harvard, Stanford, University of Minnesota
- 2018 ▶ University of Chicago Booth Marketing, University of Chicago Booth Microeconomics, Toulouse School of Economics, Workshop on Financial, Intermediation at Queen’s University, Federal Reserve Board of Governors, AEA Philadelphia (discussant), IO workshop at CREST, Princeton, MIT, University of Copenhagen, Yale, FTC Micro (discussant), Urban Economics Association 2018 Meetings
- 2017 ▶ AEA Chicago, Dartmouth IO Conference, HEC Montreal CIRANO, NYU CESS Alumni Conference, NYU Econ Alumni Conference, Federal Trade Commission, WashU in St. Louis, GEA Winter Meeting Frankfurt
- 2016 ▶ Microsoft Research Cambridge, Yale SOM Economics, Princeton Economics, Harvard Economics, MIT Sloan Applied Economics, MIT Economics, HBS Strategy, Duke Economics, NWU Kellogg Strategy, CMU Tepper, Caltech HSS, UCLA Economics, UCLA Anderson Marketing/Strategy, USC Marshall Economics, UPenn Economics, Columbia Economics, Cornell Economics, UT Austin, LSE, Stanford, Northwestern, NY Fed
- 2015 ▶ IIOC Boston, NYU Stern NET Institute (discussant)
- 2014 ▶ EARIE Milan, CREED-CESS Amsterdam
- 2013 ▶ ESA Santa Cruz, Max-Planck Institute for Research on Collective Goods

Grants, Fellowships, and Awards

- 2022–2025 ▶ Sloan Research Grant, 2022–17182 (joint with Nikhil Agarwal)
- ▶ J-PAL North America Health Care Delivery Initiative Grant (joint with Nikhil Agarwal)
- 2020–2021 ▶ MIT SHASS Research Fund
- ▶ NBER/DOT Grant for the Economics of Transportation in the 21st Century (joint with Milena Almagro and Juan Camilo Castillo)
- 2019–2020 ▶ NBER/DOT Grant for the Economics of Transportation in the 21st Century (joint with Nick Bucholz, Laura Doval, and Jakub Kastl)
- 2018–2019 ▶ Russel Sage Grant (joint with Andreas Grunewald)
- 2017–2018 ▶ Columbia ISERP Seed Grant
- 2015–2016 ▶ NYU Dean's Dissertation Fellowship
- 2010–2016 ▶ NYU MacCracken Fellowship
- 2008–2009 ▶ DAAD North America Fellowship, University of Chicago

Affiliations

- 01/2022 – ▶ JPAL North America
- 05/2022 – ▶ Tobin Center for Economic Policy, Research Affiliate Digital Economy Project

Teaching

- ▶ Introductory Graduate IO, MIT (14.271): Fall 2022
- ▶ 487 Economics of Rules and Governments, Yale: Spring 2022
- ▶ Advanced Topics in Graduate IO, MIT (14.273): Spring 2019, Spring 2020, Spring 2021, Spring, 2023
- ▶ Microeconomic Theory and Public Policy, MIT (14.03): Fall 2019, Spring 2021, Spring 2023
- ▶ IO Reading Group, MIT: Spring 2019, Fall 2019, Spring 2020
- ▶ Graduate IO, Columbia (IO3): Spring 2018, Fall 2018

PhD Advising or Co-Advising (graduation year, institution, initial placement)

- ▶ Dana Kang Thomas (2018, Columbia, University of South Carolina)
- ▶ Meeroo Kim (2018, Columbia, Korea Development Institute)
- ▶ Milena Almagro Garcia (2020, NYU, University of Chicago Booth Economics)
- ▶ Ivan Badinski (Expected 2021, MIT, Yale Post Doc then Amazon)
- ▶ Guy Aridor (Expected 2022, Columbia, Northwestern Kellogg Marketing)
- ▶ Adam Harris (Expected 2023, MIT, -)
- ▶ Thi Mai Anh Nguyen (Expected 2023, MIT, -)
- ▶ Jaume Vives (Expected 2025, MIT, -)
- ▶ Karl Aspelund (Expected 2025, MIT, -)
- ▶ Nathaniel Hickok (Expected 2026, MIT, -)

Service

- ▶ 2022: Undergraduate Advisor
- ▶ 2020: PhD Admissions Committee, IO Seminar Co-organizer (MIT)
- ▶ 2019: PhD Admissions Committee, IO Seminar Co-organizer (MIT)
- ▶ 2018: Hiring Committee, IO Seminar Co-organizer (Columbia)
- ▶ 2017: Hiring Committee, IO Seminar Co-organizer (Columbia)

Service to the Profession

- 2022
- ▶ Co-organizer for CEPR-JIE Conference on Applied Industrial Organization
 - ▶ Co-organizer German Economist Abroad Meeting

Refereeing

American Economic Review, American Economic Review: Insights, American Economics Journal: Micro, American Economics Journal: Policy, Econometrica, Economics of Transportation, International Economic Review, Journal of Finance, Journal of Political Economy, Journal of the European Economic Association, International Journal of Industrial Organization, Management Science, NSF, RAND Journal of Economics, Review of Industrial Organization, Review of Economics and Statistics, Quarterly Journal of Economics