

# Tobias Salz

## Castle Krob Career Development Associate Professor

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

### Academic Positions

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- 07/2023 – ▶ **Massachusetts Institute of Technology (MIT)**, Castle Krob Career Development Associate Professor of Economics (without tenure)
- 05/2019 – ▶ **NBER**, Faculty Research Fellow

### Past Appointments and Visiting Positions

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- 08/2019 – 06/2023 ▶ **Massachusetts Institute of Technology (MIT)**, Castle Krob Career Development Assistant Professor of Economics
- 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

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- ▶ Industrial Organization, Applied Econometrics, Applied Microeconomics

### Education

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

### Published and Accepted

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- ▶ Frictions in a Competitive, Regulated Market Evidence from Taxis (with Guillaume Fréchet 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) – *RAND Journal of Economics*
- ▶ The Value of Time: Evidence from Auctioned Cab Rides (with Nick Buchholz, Laura Doval, Jakub Kastl, and Filip Matejka) – *Econometrica*

## Working Papers

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- ▶ Sources of Market Power in Web Search: Evidence from a Field Experiment, (with Hunt Alcott, Juan Camilo Castillo, Matthew Gentzkow, and Leon Musolff) – R&R at *American Economic Review*
- ▶ Auto Dealer Loan Intermediation: Consumer Behavior and Competitive Effects (with Andreas Grunewald, Jonathan Lanning, and David Low) – R&R at *American Economic Review*
- ▶ Optimal Urban Transportation Policy: Evidence from Chicago (with Milena Almagro, Felipe Barbieri, Juan Camilo Castillo, and Nathaniel Hickok) – R&R at *Econometrica*
- ▶ Combining Human Expertise with Artificial Intelligence: Experimental Evidence from Radiology (with Nikhil Agarwal, Alex Moehring, and Pranav Rajpurkar) – R&R at *Econometrica*
- ▶ The Effects of Generative AI on High Skilled Work: Evidence from three Field Experiments with Software Developers, (with Zheyuan Kevin Cui, Mert Demirer, Sonia Jaffe, Leon Musolff, and Sida Peng)– R&R at *Management Science*
- ▶ Robust Decisions for Incomplete Models of Strategic Interaction (with Konrad Menzel) (dormant)

## Policy Publications and Other

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- ▶ Consumer Protection for Online Markets and Large Digital Platforms, *Yale Journal on Regulation* (2023) (with Amelia Fletcher, Gregory S. Crawford, Jacques Crémer, David Dinielli, Paul Heidhues, Michael Luca, Monika Schnitzer, Fiona M. Scott Morton, Katja Seim, & Michael Sinkinson)
- ▶ More Competitive Search Through Regulation, *Yale Journal on Regulation* (2023) (with Paul Heidhues, Alessandro Bonatti, L. Elisa Celis, Gregory S. Crawford, David Dinielli, Michael Luca, Monika Schnitzer, Fiona M. Scott Morton, Michael Sinkinson, & Jidong Zhou)
- ▶ Heterogeneity and predictors of the effects of AI assistance on radiologists, *Nature Medicine* (2024), (with Feiyang Yu, Alex Moehring, Oishi Banerjee, Nikhil Agarwal and Pranav Rajpurkar)
- ▶ Comparative Advantage of Humans versus AI in the Long Tail, *American Economic Association, Papers and Proceedings* (2024), (with Nikhil Agarwal, Ray Huang, Alex Moehring, Pranav Rajpurkar, and Feiyang Yu)

## Work in Progress

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- ▶ Platform Design in Ridehail: An Empirical Investigation (with Nick Buchholz, Laura Doval, Jakub Kastl, and Filip Matejka)

## Presentations and Discussions (past and scheduled)

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- 2026 ▶ University of Bristol, Oxford, LUISS, Bocconi, University of Rome Tor Vergata, UCL, TSE, LSE
- 2025 ▶ University of Zurich, Keynote at PSE/ESSEC workshop on platforms, mobility and the sharing economy, Empirical IO Conference Sciences Po Paris, Tufts, Keynote ZEW Conference on the Economics of Information and Communication Technologies, University of Cologne, Berkeley, Cowles Conference on Models & Measurement (discussant), University of Chicago, University of Minnesota
- 2024 ▶ Empirical IO Conference at the University of Florida, Stanford, 2024 MaCCI Summer Institute in Competition Policy (canceled), Harvard/MIT IO, NBER Digital Platforms: Competition and Regulation Workshop, TSE Economics of Platforms Seminar

## **Presentations and Discussions (past and scheduled) (continued)**

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- 2023 ▶ ASSA Meetings New Orleans, NYU, Boston University, Washington University in St. Louis, Federal Reserve Bank of Philadelphia, NBER Insurance meeting (discussant), NBER SI Industrial Organization, Cowles Conference on Models & Measurement, Junior Keynote “Consumer Mistakes and Firms’ Response Conference” at Düsseldorf Institute for Competition Economics, Brandeis, EU DG Comp, MIT CTL, NBER Market Design
- 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, Microsoft Research Cambridge
- 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**

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- 2024–2027 ▶ Sloan Research Grant (joint with Milena Almagro and Juan Camilo Castillo)
- 2023 ▶ Generative AI Impact Award (joint with Mert Demirer)
- 2022–2024 ▶ Sloan Research Fellowship
- 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)

## Grants, Fellowships, and Awards (continued)

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- 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

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- 01/2022 – ▶ JPAL North America
- 2023 – ▶ Blueprint Labs, Research Affiliate

## Teaching

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- ▶ **Research and Communication in Economics: Topics, Methods, and Implementation, MIT (14.33):** Fall 2024
- ▶ **Introductory Graduate IO, MIT (14.271):** Fall 2022, Fall 2023
- ▶ **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, Fall 2022, Spring 2023, Fall 2023
- ▶ **Graduate IO, Columbia (IO3):** Spring 2018, Fall 2018

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

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- ▶ **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** (2021, MIT, Yale post-doc then Amazon)
- ▶ **Guy Aridor** (2022, Columbia, Northwestern Kellogg Marketing)
- ▶ **Thi Mai Anh Nguyen** (2023, MIT, Microsoft post-doc then NYU)
- ▶ **Adam Harris** (2024, MIT, NBER post-doc then Cornell)
- ▶ **Tishara Garg** (2025, MIT, Princeton post-doc then Stanford)
- ▶ **Jaume Vives** (2025, MIT, Stanford post-doc then NYU)
- ▶ **Karl Aspelund** (2025, MIT, Harvard environmental fellows post-doc then Yale School of the Environment)
- ▶ **Nathaniel Hickok** (Expected 2026, MIT, -)
- ▶ **Vincent Rollet** (Expected 2026, MIT, -)
- ▶ **Jett Pettus** (Expected 2027, MIT, -)
- ▶ **Chelsea Mitchell** (Expected 2028, MIT, -)

## Service

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- ▶ 2024: Undergraduate Advisor (Spring), PhD Admissions Committee (Fall)
- ▶ 2023: Undergraduate Advisor, IO Seminar Co-organizer (MIT)
- ▶ 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

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- 2024 ▶ Co-organizer of IO NBER Summer Institute
- 2023 ▶ Co-organizer of NBER “Design and Regulation of Transportation Markets Meeting”
  - ▶ Scientific Committee EARIE Rome
- 2022 ▶ Co-organizer for CEPR-JIE Conference on Applied Industrial Organization
  - ▶ Co-organizer German Economist Abroad Meeting

## Refereeing

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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, JPE: Micro, Journal of Law & Empirical Analysis, Review of Economic Studies