

# Leon Musolff

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## ACADEMIC POSITIONS

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<b>The Wharton School of the University of Pennsylvania</b> <i>Assistant Professor (Business Economics and Public Policy)</i>	<b>2023 -</b> <i>Philadelphia, US</i>
<b>Microsoft Research New England</b> <i>Postdoctoral Researcher</i>	<b>2022 - 2023</b> <i>Cambridge, US</i>

## EDUCATION

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<b>Princeton University</b> <i>Ph.D. in Economics</i>	<b>2016 - 2022</b> <i>Princeton, US</i>
<b>Princeton University</b> <i>M.A. in Economics</i>	<b>2016 - 2018</b> <i>Princeton, US</i>
<b>University of Oxford (Nuffield College)</b> <i>M.Phil. in Economics</i>	<b>2014 - 2016</b> <i>Oxford, UK</i>
<b>University of Oxford (University College)</b> <i>B.A. in Philosophy, Politics &amp; Economics</i>	<b>2011 - 2014</b> <i>Oxford, UK</i>

## WORKING PAPERS

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- “Entry into Two-Sided Markets Shaped by Platform-Guided Search” with Kwok-Hao Lee. R&R at *Econometrica*.
- “Algorithmic Pricing, Price Wars And Tacit Collusion: Evidence from E-Commerce.” Minor Revision at *Management Science*.
- “Detection of Collusive Networks in E-Procurement” with Bruno Baránek and Vítězslav Titl. R&R at *AEJ:Applied*.
- “The Productivity Effects of Generative AI: Evidence from a Field Experiment with GitHub Copilot” with Kevin Cui, Mert Demirer, Tobias Salz, Sonia Jaffé, and Sida Peng.
- “Sources of Market Power in Web Search: Evidence from a Field Experiment.” with Hunt Allcott, Juan Camilo Castillo, Matthew Gentzkow, and Tobias Salz.

## WORKS IN PROGRESS

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- “Reliability and Pricing in Cloud Computing” with Jimbo Brand, Juan Camilo Castillo, and Chinmay Lohani.

## PUBLISHED PAPERS

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- “Buying Voters with Uncertain Instrumental Preferences” with Charles Louis-Sidois. *Theoretical Economics, Volume 19, Number 3 (July 2024)*.

## AWARDS, HONOURS, FELLOWSHIPS AND GRANTS

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Mack Institute, \$7,500 award (Project: Market Design and Returns to Data in Mobile Advertising)	2024
AI at Wharton, \$5,000 award (Project: The Artificial Salesman: Ad Copy by Generative AI)	2023
AI for Business, \$8,000 award (Project: Reliability and Pricing in Cloud Computing)	2022
Analytics at Wharton, \$6,206 award (Project: Reliability and Pricing in Cloud Computing)	2022
Exemplary Empirics Track Paper (at EC22)	2022
Best Rising Star Paper Prize (at 23 <sup>rd</sup> IIOC)	2022
Princeton University Graduate Fellowship	2016 - 2021
Weiss Fund for Research in Development Economics, \$10,000 award	2020

Marimar & Cristina Torres Prize for Best Third-Year Paper	2019
German National Academic Foundation Scholarship	2013 - 2018
Harold Willis Dodds Merit Fellowship in Economics	2016
ESRC Studentship	2014 - 2016
Departmental Prize for Best Examination Performance (Ranked #3 of 60 Oxford MPhil students)	2015
Hicks-Webb Prize for "Best Overall Performance in Economics" (Ranked #1 of 348 Oxford BA students)	2014
Ranked #1 of 247 in both Preliminary & Final Examinations at Oxford	2011 - 2014

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## INVITED SEMINARS & CONFERENCES

**2024** – ASSA 2024 Annual Meeting (x2), University of Tokyo, Sapporo Workshop on Industrial Economics, National University of Singapore, Nanyang Technological University, 22nd Annual International Industrial Organization Conference, Mannheim Centre for Competition and Innovation Summer Institute, Sixth Economics of Platforms Workshop at Luiss University, Workshop on the Economics of Platforms and Recommender Systems at Telecom Paris, NBER SI 2024 (Digital Economics and Artificial Intelligence), Wharton Applied Economics Workshop, University of Michigan, UNC Chapel Hill, Charles River Associates, Temple University

**2023** – ASSA 2023 Annual Meeting (x2), Rochester Workshop on Antitrust and Competition Policy, 21st Annual International Industrial Organization Conference, Federal Trade Commission, Dartmouth IO Conference, University of Pennsylvania CS Theory

**2022** – The University of Chicago Booth School of Business, University of Pennsylvania, Microsoft Research, Yale University, Yale School of Management, MIT Sloan School of Management, Harvard Business School, Kellogg School of Management, Stanford University, Microsoft Office of Chief Economist, The Wharton School of the University of Pennsylvania, Stanford Graduate School of Business, Columbia Business School, Harvard Kennedy School, 3rd UTMD Conference at the University of Tokyo Market Design Center, Toulouse School of Economics, 20th Annual International Industrial Organization Conference, Twenty-Third ACM Conference on Economics and Computation, Luohan Academy, NYU Stern, UCLA IO Mini-Conference, Harvard-MIT Joint Seminar, Danish Competition Authority

**2021** – University of Oxford, Haas School of Business, QuantCo, OpenDoor, Pandora/SiriusXM

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## TEACHING EXPERIENCE

<b>Microeconomics for Managers: Advanced Applications (MBA Course)</b>	<b>2023-</b>
<i>Oligopoly, Price Discrimination, Risk and Uncertainty, Asymmetric Information, Moral Hazard, and more.</i>	<i>Philadelphia, US</i>

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## RESEARCH EXPERIENCE

Research Assistant for Prof. Sarah Moshary	2020 - 2021
Research Assistant for Prof. Stephen Morris	2017
Research Assistant for Prof. Johannes Abeler	2015
Research Assistant for Dr. Marcos Vera-Hernandez	2013

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## PROFESSIONAL ACTIVITIES

Refereeing – *Econometrica*, *American Economic Review*, *Journal of Political Economy*, *Review of Economic Studies*, *American Economic Journal: Microeconomics*, *Management Science*, *American Economic Review: Insights*, *The RAND Journal of Economics*, *EC'23 (Program Committee)*, *EC'24 (Program Committee)*, *Review of Industrial Organization*

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## ADDITIONAL INFORMATION

U.S. Green Card, German Citizen.

Last updated: Jan 16, 2025