

Johannes Hörner (April 2015)
Department of Economics
Yale University
30, Hillhouse Ave., New Haven, CT06520-8281, USA

203-432-5352 (phone)
johannes.horner@yale.edu
<http://cowles.econ.yale.edu/faculty/horner.htm>

Personal

Date of Birth: August 10, 1972.

Citizenship: French and German.

Permanent resident, USA.

Education

- **University of Pennsylvania** Philadelphia, PA
Ph.D. in Economics Sep. 1995 - May 2000
– Title of Doctoral Thesis: *Dynamic Games of Competition and Reputation*,
under the supervision of George J. Mailath.
- **DELTA** Paris, France
M.A. in Economics Sep. 1994 - Sep. 1995
- **HEC** Jouy-en-Josas, France
Diplôme HEC / M.Sc. in Management Sep. 1991 - May 1994

Professional Experience

2014–present *Alfred Cowles Professor*, Department of Economics, Yale University.

2008–2014 *Professor*, Department of Economics, Yale University.

2007–2008: on leave as *Visiting Associate Professor*, Department of Economics, Yale University.

2005–2008: *Associate Professor*, Managerial Economics and Decision Sciences, Kellogg School of Management, Northwestern University.

2004-2005: on leave as *Associate Professor*, Department of Economics and Finance, HEC School of Management.

2000-2005: *Assistant Professor*, Managerial Economics and Decision Sciences, Kellogg School of Management, Northwestern University.

Professional Awards and Activities

Fellow of the Econometric Society (2011).

National Science Foundation Grant, 2009-2012.

William Polk Carey Prize for best dissertation submitted in 2000 to the Department of Economics at the University of Pennsylvania, joint with Hanming Fang.

Sloan Dissertation Fellowship, 1999–2000.

Sidney Weintraub Fellowship, University of Pennsylvania, 1998 and 1999.

Associate Editor: *Econometrica*, *Journal of Economic Theory*.

Co-Editor: *Economic Theory*, *Theoretical Economics*.

Program Committee Member: *European Meeting of the Econometric Society*, 2006–2011; *Meetings of the Econometric Society*, Winter 2009, Summer 2010; *Society of Economic Dynamics*, 2007, 2008; *Workshop on repeated games, Stony Brook*, 2008.

Published, Forthcoming or Accepted

(with Satoru Takahashi and Nicolas Vieille) Truthful Equilibria in Dynamic Bayesian Games, *Econometrica*, forthcoming.

(with Massimo Morelli and Francesco Squintani) Mediation and Peace, *Review of Economic Studies*, forthcoming.

(with Andrzej Skrzypacz) Selling Information, *Journal of Political Economy*, forthcoming.

(with Dino Gerardi and Lucas Maestri) The Role of Commitment in Bilateral Trade, *Journal of Economic Theory*, 2014, **154**, 578–603.

(with Satoru Takahashi and Nicolas Vieille) On the Limit Perfect Public Equilibrium Payoff Set in Repeated and Stochastic Games, *Games and Economic Behavior*, 2014, **85**, 70–83.

(with Larry Samuelson) Incentives for Experimenting Agents, *RAND Journal of Economics*, 2013, 632–663.

(with Helios Herrera) Biased Social Learning, *Games and Economic Behavior*, 2013, **80**, 131–146.

(with Heski Bar-Isaac) Specialized Careers, *Journal of Economics & Management Strategy*, 2014, **23**, 601–627.

(with Stefano Lovo and Tristan Tomala) Belief-free Equilibria in Games with Incomplete Information: Characterization and Existence, *Journal of Economic Theory*, 2011, **146**, 1770–1795.

(with Larry Samuelson) Managing Strategic Buyers, *Journal of Political Economy*, 2011, **119**, 379–425.

(with Takuo Sugaya, Satoru Takahashi and Nicolas Vieille) Recursive Methods in Discounted Stochastic Games: An Algorithm for $\delta \rightarrow 1$ and a Folk Theorem, *Econometrica*, 2011, **79**, 1277–1318.

(with Alessandro Bonatti) Collaborating, *American Economic Review*, 2011, **101**, 632–663.

(with Nicolas Sahuguet) A War of Attrition with Endogenous Effort Levels, *Economic Theory*, 2011, **47**, 1–27.

(with Dinah Rosenberg, Eilon Solan and Nicolas Vieille) On a Markov Game with One-Sided Incomplete Information, *Operations Research*, 2010, **58**, 1107–1115.

- (with Olivier Gossner) When is the lowest equilibrium payoff in a repeated game equal to the min max payoff? *Journal of Economic Theory*, 2010, **145**, pp. 63–84
- (with Steven Callander) The Wisdom of Minority, *Journal of Economic Theory*, 2009, **144**, pp. 1421–1439.
- (with Wojciech Olszewski) How Robust is the Folk Theorem? *Quarterly Journal of Economics*, 2009, **124**, 1773–1814.
- (with Maria Goltsman, Gregory Pavlov and Francesco Squintani) Mediation, Arbitration and Negotiation, *Journal of Economic Theory*, 2009, **144**, pp. 1397–1420.
- (with Stefano Lovo) Belief-free Equilibria in Games with Incomplete Information, *Econometrica*, 2009, **77**, pp. 453–487.
- (with Nicolas Vieille) Public vs. Private Offers in the Market for Lemons, *Econometrica*, 2009, **77**, pp. 29–70.
- (with Julian Jamison) Sequential Common-Value Auctions with Asymmetrically Informed Bidders, *Review of Economic Studies*, 2008, **75**, pp. 475–498.
- (with Julian Jamison) Collusion with (almost) no Information, *RAND Journal of Economics*, 2007, **38**, pp. 804–822.
- (with Ngai, L. Rachel and Olivetti, Claudia) Public enterprises and labor market performance, *International Economic Review*, 2007, **48**, pp. 363–384.
- (with Nicolas Sahuguet) Costly Signaling in Auctions, *Review of Economic Studies*, 2007, **74**, pp. 173–206.
- (with Wojciech Olszewski) The Folk Theorem for Games with Private Almost-Perfect Monitoring, *Econometrica*, 2006, **74**, pp. 1499–1545.
- (with Jeffrey C. Ely and Wojciech Olszewski) Belief-free Equilibria in Repeated Games, *Econometrica*, 2005, **73**, pp. 377–415.
- (with Morton I. Kamien) Coase and Hotelling: A Meeting of the Minds, *Journal of Political Economy*, 2004, **112**, pp. 718–723.
- A Perpetual Race to Stay Ahead, *Review of Economics Studies*, 2004, **71**, pp. 1065–1088.
- Reputation and Competition, *American Economic Review*, 2002, **92**, pp. 644–663.

Chapters in Books

Signaling, *New Palgrave Dictionary of Economics*, second edition, forthcoming.

Working Papers

- (with Kyna Fong, Olivier Gossner and Yuliy Sannikov) Efficiency in a Repeated Prisoner's Dilemma with Imperfect Private Monitoring. (revise and resubmit, *American Economic Review*).
- (with Dirk Bergemann) Should Auctions be Transparent?

(with Y.K. Che). Optimal Design for Social Learning.

(with Alessandro Bonatti) Career Concerns and Market Structure.

(with Stefano Lovo and Tristan Tomala) Belief-free Market Making.

(with Morton I. Kamien) Too much of a Good Thing? working paper, Northwestern University.

Payoff-Dominance in Dynamic Coordination Games. Working paper, Northwestern University.