

Jens Prüfer

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Professional Experience

- 2006- **Tilburg University, Department of Economics**
Assistant Professor
CentER
Research Fellow
Tilburg Law and Economics Center (TILEC)
Senior Member
- 2005-2006: **Goethe University Frankfurt**
Post-Doctoral Fellow
- 2003-2005: **Goethe University Frankfurt**
Research Assistant, Project: "Pricing and Revenue Models on the Internet", sponsored by the German Federal Ministry of Education and Research
- 2002-2003: **University of Applied Sciences (FH) Pforzheim, FH Nürtingen, University of Cooperative Education (BA) Stuttgart**
Lecturer

Education

- 2001-2005: **Goethe University Frankfurt, Germany**
Ph.D. Economics, Dissertation: "Essays on Organisational Design in Networks"
Committee: Uwe Walz (Chair), Matthias Blonski, Alfons Weichenrieder, Christian Laux
- 1995-2001: **University of Tübingen, Germany**
Diplom-Volkswirt (MSc. equivalent)
Minor subject: Chinese Studies
- 1998-1999: **National University of Singapore**
Visiting student

Research Fields

Industrial Organization, Organizational Economics, Law & Economics, Economics of Network Industries, Political Economy

Teaching Experience

- Undergraduate: Microeconomics for International Business Administration (Tilburg, 2009)
Economics for Business Studies (Tilburg, 2007-09)

Microeconomic Theory (FH Pforzheim, BA Stuttgart, 2003)
Principles of Economics (FH Pforzheim, 2002-03)
Theory of Monetary Policy, (FH Nürtingen, 2002-03)
Macroeconomics (Tübingen, Teaching Assistant, 2002)

Graduate: Game Theory & Industrial Organization (Tilburg, 2006-09)
Organizational Choice (Frankfurt, 2006),
Organization and Competition in Networks (Frankfurt, 2006)
E-Commerce Economics (MBA, FH Pforzheim, 2002-2005)
Competition and Strategies in Network Industries (Frankfurt,
Teaching Assistant, 2004)

Non-Academic Experience

2003-2004: **network economy S.A., Brussels, Frankfurt**
Consultant: Innovation, Telecommunications and Capital
Markets

1999–2002: **InterEdu e.K. – International Education Information
Centre, Tübingen**
Founder and CEO

1997-1999: Diverse internships in Singapore, PR China and Germany
(consulting, organizational development, market studies)

1994-1995: Civilian Service in a Nursing Home

Academic Duties

Organizer of TILEC Workshop on “Economic Governance and Competition: The
Pros and Cons of Private Ordering in the Shadow of the Law”, 2010
Host of TILEC visitor Peter Leeson, George Mason University, 2010
Member of Job Market Committee (Department of Economics), 2008-09
Host of TILEC visitor Dean Williamson, U.S. Department of Justice, 2008
IO Reading Group, Organizer, 2007-2009
Member of Advice Committee Reform Bachelor Programme in Economics, 2007
Host of TILEC visitor Scott Masten, University of Michigan, 2007
Member of Job Market Committee (Department of Economics/TILEC), 2006-07
Assistant to the Dean of Education (Goethe University Frankfurt), 2004-05

Refereed Conferences

“A Theory of Contract Enforcement Institutions I: Courts and Social Networks”
Workshop on Development Economics, Tilburg, 2010

“Semi-Public Contests”
Royal Economic Society, Surrey, 2010
Workshop: Innovation, Intellectual Property & Competition Policy, Tilburg, 2009
*European Association for Research in Industrial Economics (EARIE), Ljubljana,
2009*
Econometric Society (ESEM), Barcelona, 2009
International Industrial Organization Conference (IIOC), Boston, 2009
International Society for New Institutional Economics (ISNIE), Berkeley, 2009

“Democracy, Populism, and (Un)bounded Rationality”

European Economic Association (EEA), Barcelona, 2009

Workshop "Incentives, Efficiency & Redistribution in Public Econ", Bonn, 2009

International Society for New Institutional Economics (ISNIE), Berkeley, 2009

American Economic Association (AEA), San Francisco, 2009

“An Auction Market for Journal Articles”

European Economic Association (EEA), Milan, 2008

International Society for New Institutional Economics (ISNIE), Toronto, 2008

“Competition and Mergers among Nonprofits”

German Economic Association of Business Administration, Augsburg, 2008

Econometric Society (ESEM), Milan, 2008

Workshop on the Law and Economics of Competition Policy, Bonn, 2007

Workshop on Competition Theory and Policy, ZEW, Mannheim, 2007

European Association for Research in Industrial Economics, Valencia, 2007

International Society for New Institutional Economics (ISNIE), Reykjavik, 2007

“Firms, Nonprofits, and Cooperatives: A Theory of Organizational Choice”

American Economic Association, Chicago, 2007

German Economic Association of Business Administration, Bielefeld, 2006

European Economic Association, Vienna, 2006

European Association for Research in Industrial Economics, Amsterdam, 2006

International Society for New Institutional Economics (ISNIE), Barcelona, 2005

Verein für Socialpolitik, Bonn, 2005

“How Does Clubs’ Organizational Design Affect Competition Among Clubs?”

International Society for New Institutional Economics, Boulder (Colorado), 2006

Verein für Socialpolitik, Bayreuth, 2006

European Association for Research in Industrial Economics, Amsterdam, 2006

European Economic Association, Vienna, 2006

“Interconnection and Competition among Asymmetric Networks in the Internet Backbone Market”

ZEW Workshop on Internet Policy, Mannheim, 2006

European Association for Research in Industrial Economics, Porto, 2005

Verein für Socialpolitik, Bonn, 2005

European Economic Association, Amsterdam, 2005

ZEW ICT Conference, Mannheim, 2005

Conference on Applied Infrastructure Research, DIW and TU Berlin, 2004

“Why do Developers and Firms Contribute to the Production of Open Source Software?”

ZEW ICT Conference, Mannheim, 2004

Invited Talks, Seminars, Discussions

Tinbergen Institute, Rotterdam, 2010 (Seminar); Max Planck Institute, Bonn, 2010 (Seminar); CPB Den Haag, 2009 (Seminar); Workshop on Competition Policy and Regulation in Media Markets, Tilburg, 2009 (Discussant); IIOC Conference, Boston, 2009 (Discussant); University of Strathclyde, Glasgow, 2008 (Seminar); Erasmus University Rotterdam, 2008 (Seminar); Searle Center,

Northwestern University, 2008 (Research Roundtable Participant); University of Groningen, 2008 (Seminar); Dutch Healthcare Authority (NZa), 2007 (Seminar); ISNIE conference, 2007 (Discussant); Competition Workshop on Nonprofits (Dutch Ministry of Economic Affairs), 2007 (Discussant); Lund University, 2007 (Seminar); CPB Den Haag, 2007 (Seminar); Tilburg University, 2006-2009 (Seminars); University of Copenhagen, 2005 (Seminar); ISNIE conference, 2005 (Discussant); University of Konstanz, 2005 (Seminar); ZEW ICT Conference, 2005 (Discussant); Goethe University Frankfurt, 2004-2006 (Seminars)

Publications

Prüfer, J. and D. Zetland (2009), "An Auction Market for Journal Articles", *Public Choice*, forthcoming.

Jahn, E. and J. Prüfer (2008), "Interconnection and Competition among Asymmetric Networks in the Internet Backbone Market", *Information Economics and Policy*, 20, 3, 243-256.

Prüfer, J. and E. Jahn (2007), "Dark Clouds over the Internet?", *Telecommunications Policy*, 31, 144-154.

Research Papers

"Democracy, Populism, and (Un)bounded Rationality" (with Johannes Binswanger), *CentER Discussion Paper*, No. 2009-10, *TILEC Discussion Paper*, No. 2008-040.

"Semi-Public Contests", *CentER Discussion Paper*, No. 2009-33, *TILEC Discussion Paper*, No. 2008-023.

"Competition and Mergers among Nonprofits", *CentER Discussion Paper*, No. 2007-82; *TILEC Discussion Paper*, No. 2007-022.

"Firms, Nonprofits, and Cooperatives: A Theory of Organizational Choice" (with Patrick Herbst), *CentER Discussion Paper*, No. 2007-07; *TILEC Discussion Paper*, No. 2007-003.

"Academic Faculty Governance and Recruitment Decisions" (with Uwe Walz), *CentER Discussion Paper*, No. 2009-49; *TILEC Discussion Paper No. 2009-021*.

"Why do Developers and Firms Contribute to the Production of Open Source Software?"

Work in Progress

"A Theory of Contract Enforcement Institutions I: Courts and Social Networks" (with Scott Masten)

"A Theory of Contract Enforcement Institutions II: Business Associations and Credit Bureaus" (with Scott Masten)

"A Governance-Based Model of Nonprofits: Theory and Evidence" (with Lapo Filistrucchi)

"A *Conditio Sine Qua Non*: Ambition and its Effects on Economic Development" (with Patricia Prüfer)

Awards

"Best Bachelor Course Award 2008" for teaching "Economics for Business Studies", Faculty of Economics and Business Administration, Tilburg University

"2008 Tilburg Law and Economics Center IIPC grant for TILEC members" (Innovation, Intellectual Property, and Competition Policy) for the project "Semi-public Contests: A new and efficient mechanism to match inventors and innovators".

Other information

Date of birth: 18 May 1975

Citizenship: German

Married to economist [Patricia Prüfer](#); two children (born 2002 and 2005).