



Mats Köster

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Research Fields

- (Applied) Microeconomic Theory
- Behavioral and Experimental Economics
- (Behavioral) Industrial Organization

Academic Positions

Assistant Professor of Economics Central European University	08/2021 –
Post-Doctoral Researcher Heinrich-Heine-University Düsseldorf	04/2021 – 07/2021

Education

Ph.D. (Dr. rer. pol.) in Economics, <i>summa cum laude</i> Heinrich-Heine-University Düsseldorf Advisor: Prof. Paul Heidhues	2016 – 2021
Visiting Student Researcher University of California, Berkeley Host: Prof. Philipp Strack	2018 – 2019
M.Sc. in Economics Heinrich-Heine-University Düsseldorf	2014 – 2016
B.Sc. in Economics Heinrich-Heine-University Düsseldorf	2011 – 2014

Short Research Stays

brfq Host: Prof. Botond Köszegi	November 2022
Harvard Host: Prof. Andrei Shleifer	Feb 2022, Oct 2019
Central European University Host: Prof. Botond Köszegi	March 2020
MPI for Research on Collective Goods Host: Prof. Matthias Sutter	January 2018

Teaching

	Program	# Students	Year	Average Evaluation Scale: 1 (worst) to 10 (best)
Micro for Economic Policy	MA Econ Policy (CEU)	24	Fall 2021	9.4
		17	Fall 2022	9.8
Microeconomic Theory I	MA Econ (CEU)	17	Fall 2021	7.9
		9	Fall 2022	9.8
Attention, Perception, and Economic Behavior	PhD Econ (CEU)	7	Spring 2022	9.7
Behavioral Economics	BA PPE (CEU)	17	Spring 2022	8.4

plus Teaching Assistant (at DICE) for *Behavioral Economic Theory* (M.Sc., Ph.D.), *Behavioral Industrial Organization* (M.Sc., Ph.D.), *Game Theory* (B.Sc.), and *Statistical Methods I* (B.Sc.).

PhD students (*Year of Graduation, Institution*):

1. Balázs Krusper* (2022, CEU)
2. Rumen Kerekov* (2022, CEU)
3. Luca Flóra Drucker* (2022, CEU)

* Internal Examiner

Research

Working Papers:

[Salient Cues and Complexity](#) (with M. Dertwinkel-Kalt)

[Conversations](#) (with P. Voss)

[On Correlated Lotteries in Economic Applications](#) (with M. Dertwinkel-Kalt and S. Ebert)

[A Multivariate Salience Theory of Choice under Risk](#)

Peer-Reviewed Publications:

Heidhues, P., Köster, M., and B. Köszegi (2022): Steering Fallible Consumers. *Economic Journal*, accepted.

Dertwinkel-Kalt, M., and M. Köster (2022): Attention to Online Sales: The Role of Brand Image Concerns. *Journal of Economics & Management Strategy*, 31(1), 64-89.

Dertwinkel-Kalt, M., and M. Köster (2020): Salience and Skewness Preferences. *Journal of the European Economic Association*, 18(5), 2057-2107. [Lead Article.]

Dertwinkel-Kalt, M., Köster, M., and M. Sutter (2020): To Buy or Not to Buy? Price Saliency in an Online Shopping Field Experiment. *European Economic Review*, 130, Article 103593.

Dertwinkel-Kalt, M., Köster, M., and F. Peiseler (2019): Attention-Driven Demand for Bonus Contracts. *European Economic Review*, 115, 1-24.

Dertwinkel-Kalt, M., and M. Köster (2017): Salient Compromises in the Newsvendor Game. *Journal of Economic Behavior & Organization*, 141, 301-315.

Dertwinkel-Kalt, M., and M. Köster (2015): Violations of First-order Stochastic Dominance as Saliency Effects. *Journal of Behavioral and Experimental Economics*, 59, 42-46.

Other Publications (in German):

Dertwinkel-Kalt, M., and M. Köster (2016): Psychologie und Ökonomie: Implikationen der Salienztheorie. *DICE Policy Brief*, No. 7.

Seminar and Conference Presentations (incl. scheduled)

Budapest University of Technology | ZEW | *5th Marco Fanno Workshop* | WU Vienna 2022

Arne Ryde Workshop on Attention in Decision Making (Lund) | *VfS* (virtual) | 2021
Gothenburg | *EARIE* (virtual) | *SMYE* (virtual) | *IIOC* (virtual) | DICE Brown Bag |
UC3M | Royal Holloway | Berlin | CEU | Surrey | Tilburg | Nijmegen

EWMES (virtual) | Konstanz | DICE Brown Bag | ANZWEE | Maastricht 2020

RWTH Aachen | HEC Lausanne | *Workshop on RPM* (Gießen) | Harvard Attention 2019
Reading Group | DICE Brown Bag | University of Cologne | *M-BEES* (Maastricht) |
USC CESR Brown Bag | UC Berkeley Psych & Econ Lunch

SJDM Annual Meeting (New Orleans) | *Workshop on Limited Attention & Selective* Earlier
Perception (Copenhagen) | DICE Brown Bag | *Behavioral Economics Workshop*
(Frankfurt) | *IODE Workshop* (Liege) | *RGS Doctoral Conference* (Essen) | *LEOH*
(Cologne, *Poster Session*) | *EEA Meeting* (Lisbon) | *ECORES Summer School*
(Louvain-la-Neuve, *Poster Session*) | DICE Brown Bag | *NCBEE* (Oslo)

Referee Service

Journals: American Economic Review | Experimental Economics | Financial Analysts Journal |
Games and Economic Behavior (2x) | International Economic Review | Journal of Behavioral
and Experimental Economics (4x) | Journal of Economic Behavior & Organization (4x) | Journal
of the European Economic Association (2x) | Journal of Economic Theory (3x) | Journal of
Political Economy | Journal of Public Economic Theory | Management Science | Review of
Economic Studies | Theoretical Economics

Conferences: Spring Meeting of Young Economists

Grants, Honors, and Awards

Modigliani Research Grant (€20,000)	2022 – 2024
Best Teacher Award in CEU's MA in Economic Policy program	2021 – 2022
Selected Participant for the 7 th Lindau Meeting on Economic Sciences	2022
DAAD scholarship for studies abroad (€17,500+)	2018
Sloan Nomis Summer School	2018
C-SEB Junior-Start-Up Grant (Co-PI, €3,000)	2017
briq Summer School	2017
Research grant by the Joachim-Herz Stiftung (Co-PI, €9,000)	2016
„Chancen Nutzen“: Scholarship of NRW (€7,200)	2014 – 2016
Best Bachelor's and Master's Theses in Economics at HHU Düsseldorf	2014, 2016

Vienna, November 2022