

# Hendrik Döpper

Düsseldorf Institute for Competition Economics  
Heinrich Heine University  
Universitätsstraße 1  
40225 Düsseldorf, Germany

Office: +49 211 81 100 68  
doepper@dice.hhu.de  
<https://www.doepper.com>

## Research Field

---

Industrial organization and its intersections with other fields such as competition law, managerial economics, quantitative marketing and macroeconomics.

## Relevant Positions

---

### Düsseldorf Institute for Competition Economics (DICE), HHU Düsseldorf

- Postdoctoral Researcher 2024 –
- Doctoral Researcher 2018 – 2024

### Düsseldorf Competition Economics GmbH (formerly DICE Consult GmbH)

- Economist (consultant for topics related to competition economics) 2017 – 2018

## Education

---

### Düsseldorf Institute for Competition Economics (DICE), HHU Düsseldorf

- Doctor rerum politicarum (PhD equivalent), advisors: Alexander Rasch, Joel Stiebale 2024
- Master of Science in Economics 2017
- Bachelor of Science in Economics 2014

### University of Hagen

- Mathematics (*no degree*), completed 70 ECTS of the Mathematics Bachelor 2013 – 2017

## Research Visits

- Toulouse School of Economics, hosts: Isis Durrmeyer, Mathias Reynaert Mid Oct. 2024 – Nov. 2024
- Harvard University (Department of Economics), host: Elie Tamer Feb. 2023 – May 2023

## Job Market Paper and Publications

---

### Cross-Category Mergers in US Retailing (Job Market Paper)

Conglomerates, whose product portfolios span many product categories and sometimes sectors, are an important part of today's economy. The emergence of these firms is closely linked to mergers where the merging firms operated in different product categories before the merger. I analyze 57 of these cross-category mergers in the US consumer packaged goods industry. My analysis focuses on the target firms that are usually taken over by large acquirers. I show that cross-category mergers can affect their sales, but this effect does not occur on average and is linked to heterogeneity in merger cases. Acquirers and target firms rely on the same retailers to sell their products to consumers, and if the acquirer generated larger sales at a retailer before the merger, the target firm benefits from increased sales at that retailer. Conversely, if the target firm had larger pre-merger sales, it experiences a negative sales effect. I show that the sales effect is due to a quantity effect and not a price effect. I relate the retailer-specific effect to a region-specific effect and use a theoretical model to discuss how merging firms can better utilize their logistics infrastructure after the merger.

## Publications

1. "Rising Markups and the Role of Consumer Preferences," joint with A. MacKay, N. Miller and J. Stiebale, accepted at **Journal of Political Economy**, link to SSRN and NBER WP 32739
2. "Combinable Products, Price Discrimination, and Collusion," joint with A. Rasch, **International Journal of Industrial Organization** (2024), <https://doi.org/10.1016/j.ijindorg.2024.103071>
3. "A Bargaining Perspective on Vertical Integration," joint with G. Sapi and C. Wey, **Canadian Journal of Economics** (2024), <http://dx.doi.org/10.1111/caje.12700>

## Job Market References

---

### Alexander MacKay

Department of Economics  
University of Virginia  
mackay@virginia.edu

### Nathan Miller

McDonough School of Business  
Georgetown University  
nhm27@georgetown.edu

### Alexander Rasch

First PhD advisor  
Düsseldorf Institute for Competition Economics  
Heinrich Heine University  
rasch@dice.hhu.de

### Joel Stiebale

Second PhD advisor  
Düsseldorf Institute for Competition Economics  
Heinrich Heine University  
stiebale@dice.hhu.de

## Research related activities

---

### Conferences, Seminars and Winter/Summer Schools

2024	CRESSE (Crete), EARIE (Amsterdam), TSE IO Workshop (Toulouse, scheduled), DICE Brown-Bag Seminar (internal, scheduled)
2023	VfS (Regensburg), Joachim Herz Foundation (Frankfurt), DICE PhD Research Workshop (internal), DICE Brown-Bag Seminar (internal)
2022	RGS Doctoral Conference (online), BECCLE (Bergen), DICE PhD Research Workshop (internal), EEA (Milano), EARIE (Vienna), VfS (Basel), Scientific Advisory Board of DICE (internal)
2021	CRESSE (Crete), DICE Brown-Bag Seminar (internal)
2019	DICE Brown-Bag Seminar (internal), DICE PhD Research Workshop (internal), DICE Winter School (Saas-Fee), CISS (Ulcinj), CRESSE (Rhodes), EARIE (Barcelona)
2018	CISS (Ulcinj)

### Awards

- Robert F. Lanzillotti Prize at IIOC 2022 (Boston)  
*With the paper “Rising Markups and the Role of Consumer Preferences”*
- Award for the best master’s thesis in economics at Heinrich Heine University (2017)

### Public Outreach

- Media coverage with the paper “Rising Markups and the Role of Consumer Preferences”: Harvard Gazette (by Christina Pazzanese), Time (Magazin) (by Alana Semuels), Quartz (by Clarisa Diaz), New York Times (article 2) (by Lydia DePillis), Harvard Business Manager (German, via Manager Magazin), New York Times (article 1) (by Lydia DePillis), Coupons in the News, HBS Working Knowledge (by Rachel Layne), Marginal Revolution (by Tyler Cowen)
- The paper “Rising Markups and the Role of Consumer Preferences” mentioned in policy report: OECD on “Competition and Inflation” (2022)

## Teaching

---

### Bachelor’s Level

- Competition analysis theory and empirical methods 2023 – 2025 (2 terms)  
*Shared responsibility, my task: lecture + (partially integrated) tutorial*
- Digital economics 2024 (1 term)  
*Shared responsibility, my task: tutorial*
- Literature research, scientific writing and scientific presenting 2018 – 2023 (10 terms)  
*Shared responsibility, my task: lecture + seminar + organizational tasks*

### Masters’s Level

- Foundations in mathematics 2024 – 2025 (1 term)  
*Sole responsibility, lecture + integrated tutorial*

## Faculty (PhD students, Postdocs and Assistant Professors)

- Workshop on high performance computing

Jan. 2021

*Sole responsibility, workshop*

**Permanent teaching duty:** Supervision of Bachelor's/Master's theses and term papers

## Scholarships and Funding

---

**Add-on Fellowship of the Joachim Herz Foundation** (12,500 €)

Nov. 2022 – Jan 2025

**Scholarship by Heinrich Heine University** (3,000 €)

Jan. 2018 – Mar. 2018

## Service to the Profession

---

**Refereeing (grant proposals):** National Science Foundation (US)

**Refereeing (journals):** Journal of Industrial Economics; Journal of Industry, Competition and Trade;  
Journal of Institutional and Theoretical Economics

## Citizenship and Languages

---

**Citizenship:** German

**Languages:** German (native), English (fluent)

## Programming (list not exhaustive)

---

**Programming languages:** C/C++ (advanced, typically in combination with R), Java (advanced), PHP (advanced), Python (advanced), R (expert), Stata (advanced)

**Additional software:** Maple (mathematics/theory), Otree (experiments), Selenium (web scraping)

**Web development:** HTML5, CSS3, JavaScript

**Database:** PostgreSQL, SQL (Oracle and MariaDB), SQLite

**Operating systems:** Unix-based systems (incl. shell scripting), Windows

**High performance computing:** Altair PBSPro 2020 (batch system)