

# Hendrik Döpfer

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## Research Field

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

## Relevant Positions

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### CUNEF Universidad

- Assistant Professor (with tenure track) 2025 –

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

- Research Affiliate 2025 –

- Postdoctoral Researcher 2024 – 2025

- Doctoral Researcher 2018 – 2024

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

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

## Education

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### 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

## Publications and Working Papers

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### Publications

1. “Rising Markups and the Role of Consumer Preferences,” joint with A. MacKay, N.H. Miller and J. Stiebale, **Journal of Political Economy** (2025), <https://doi.org/10.1086/735510>
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>

### Working Papers

1. “Cross-Category Mergers in US Retailing,” available on request

## Research related activities

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### Conferences, Seminars and Winter/Summer Schools

2026	CEMFI (Madrid, scheduled), Mad Bar IO (Barcelona, scheduled)
2025	WU Wien (Vienna), Stockholm School of Economics (Stockholm), CUNEF Universidad (Madrid), Pareto Workshop (Paris), University of Cyprus (Cyprus)
2024	Frankfurt School of Finance & Management (Frankfurt), CRESSE (Crete), EARIE (Amsterdam), TSE IO Workshop (Toulouse), DICE Brown-Bag Seminar (internal)
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

- Schwarz-Schütte Prize for the best publication by a young scientist at DICE 2025
- 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”: Wall Street Journal (by Oyin Adedoyin), 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)

### Media training

- Workshop on science communication organized by the Joachim Herz Foundation in cooperation with the Kölner Journalistenschule in June 2024  
*Interview training with an introduction to interview formats spanning the entire media spectrum (i.e., newspaper, podcast, radio, TV)*  
*In-depth video interview training with two journalism students from the Kölner Journalistenschule*

## Teaching

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### Bachelor’s Level

- Microeconomics (CUNEF) 2025 (1 term)  
*Sole responsibility for two groups; course materials are provided by another instructor*
- Competition analysis theory and empirical methods (HHU) 2023 – 2025 (2 terms)  
*Shared responsibility, my task: lecture + (partially integrated) tutorial*
- Digital economics (HHU) 2024 (1 term)  
*Shared responsibility, my task: tutorial*
- Literature research, scientific writing and scientific presenting (HHU) 2018 – 2023 (10 terms)  
*Shared responsibility, my task: lecture + seminar + organizational tasks*

### Masters’s Level

- Market regulation and competition policy (CUNEF) 2026 (1 term)  
*Sole responsibility, lecture*

- Foundations in mathematics (HHU) 2024 – 2025 (2 terms)

*Sole responsibility, lecture + integrated tutorial*

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

- Workshop on high performance computing (HHU) Jan. 2021

*Sole responsibility, workshop*

**Permanent teaching duty:** Supervision of bachelor's/master's theses and term papers (HHU and CUNEF)

### Scholarships and Funding

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**Ayudas Fundación Ramón Areces para la contratación laboral de jóvenes en posesión del grado de Doctor** (Sep. 2025 – Aug. 2028) 150,000 €

**Add-on Fellowship of the Joachim Herz Foundation** (Nov. 2022 – Jan. 2025) 12,500 €

**Scholarship by Heinrich Heine University** (Jan. 2018 – Mar. 2018) 3,000 €

### Service to the Profession

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

**Refereeing (journals):** B.E. Journal of Economic Analysis and Policy; Economic Inquiry; Economics Letters; International Journal of Industrial Organization; Journal of Industrial Economics; Journal of Industry, Competition and Trade; Journal of Institutional and Theoretical Economics

**Conference organization:** Jornadas de Economía Industrial 2028 (local organizing committee)

### Academic References

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**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

### Citizenship and Languages

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**Citizenship:** German

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

### Programming (list not exhaustive)

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**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), Snakemake