

Frank Huettner

ESMT Berlin

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Professional Experience

- 11/2015 — Post-doctoral research associate, ESMT Berlin, Germany (advisor Tamer Boyaci)
- 09/2013 — 10/2015 Post-doctoral researcher, HHL Leipzig Graduate School of Management, Germany
- 03/2013 — 08/2013 Visiting research fellow, CRESE, Université de Franche-Comté, Besançon, France

Education

- 02/2008 — 10/2012 Economics, Dr./Ph.D. equivalent (Leipzig University)
- 10/2007 — 03/2011 Mathematics, B.Sc. (University of Hagen)
- 10/2002 — 09/2007 Economics, Diplom-Volkswirt/M.Sc. equivalent (Leipzig University)

Research Interests

Decision Making & Information Acquisition (Rational Inattention),
Information Provision (Bayesian Persuasion)
Applications to Discrete Choice Models, Pricing, and Online Marketing
Cooperative Game Theory

Publications

- Huettner, F., Boyaci T., Akcay, Y., Consumer choice under limited attention when alternatives have different information costs, forthcoming in *Operations Research*.
- Casajus, A., Huettner, F. (2018), Decomposition of solutions and the Shapley value, *Games and Economic Behavior*, 108, 37-48.
- Béal, S, Casajus, A., Huettner, F. (2018), Efficient extensions of communication values, *Annals of Operations Research*, 264 (1-2) 41-56.
- Casajus, A., Huettner, F. (2018), Calculating direct and indirect contributions of players in cooperative games via the multi-linear extension, *Economics Letters* 164, 27-30.
- Béal, S, Casajus, A., Huettner, F. (2016), On the existence of efficient and fair extensions of communication values for connected graphs, *Economics Letters*, 146, 103-106.
- Béal, S, Casajus, A., Huettner, F., Rémila, E., Solal, P. (2016), Characterizations of weighted and equal division values, *Theory and Decision*, 80 (4), 649-667.
- Béal, S, Casajus, A., Huettner, F. (2015), Efficient extensions of the Myerson value, *Social Choice and Welfare*, 45 (4), 819-827.
- Casajus, A., Huettner, F. (2015), Potential, value, and the multilinear extension, *Economics Letters*, 135, 28-30.
- Huettner, F. (2015), A proportional value for cooperative games with a coalitional structure, *Theory and Decision*, 78 (2), 273-287.
- Béal, S, Casajus, A., Huettner, F., Rémila, E., Solal, P. (2014): Solidarity within a fixed community, *Economics Letters*, 125, 440-443.
- Casajus, A., Huettner, F. (2014), Weakly monotonic solutions of cooperative games, *Journal of Economic Theory*, 154, 162-172.
- Casajus, A., Huettner, F. (2014), On a class of solidarity values, *European Journal of Operational Research*, 236 (2), 583-591.
- Casajus, A., Huettner, F. (2014), Null, nullifying, or dummifying players: The difference between the Shapley value, the equal division value, and the equal surplus division value, *Economics Letters*, 122, 167-169.
- Casajus, A., Huettner, F. (2013), Null players, solidarity, and the egalitarian Shapley values, *Journal of Mathematical Economics*, 49 (1), 58-61.
- Huettner, F., Sunder, M. (2012), Axiomatic arguments for decomposing goodness of fit according to Shapley and Owen values, *Electronic Journal of Statistics*, 6, 1239-1250.

Work in Progress

- Lab experiment and theoretical generalization of the rational inattention model with non-uniform information cost
- Bayesian persuasion in the context of retargeting advertising

Teaching Experience

10/2014	Economic analysis and policy, PhD course, HHL Leipzig Graduate School of Management, evaluation: 1.5 on German scale (1.0 being highest, 5.0 being worst)
08/2014	Seminar on elementary applications of statistics, undergraduate, AKAD University, evaluation: 1.5 on German scale (1.0 being highest, 5.0 being worst)
03/2014	Seminar on elementary applications of statistics, undergraduate, AKAD University, evaluation: 1.9 on German scale (1.0 being highest, 5.0 being worst)
10/2011 — 02/2012	Intermediate microeconomics (refresher course), undergraduate, Leipzig University no evaluation
10/2010 — 02/2011	Intermediate microeconomics (refresher course), undergraduate, Leipzig University, no evaluation

Pedagogical Training & Teaching Assistance

<i>Visited</i>	E-teaching for university lecturing, Dresden University of Technology, 60 hours Flipped Learning Workshop, Teaching & Learning McMaster University, Hamilton, Ontario, delivered at HHL Leipzig Graduate School of Management, 7 hours Advanced presentation skills, Research Academy Leipzig, 18 hours; Voice and rhetoric, Research Academy Leipzig, 12 hours
<i>TA</i>	Competitive strategy (BSc), Economics and language (MSc), Decision theory (MSc), Modeling bounded rationality (MSc), Cooperative game theory (MSc)

Grants (Distinct Own Share)

04/2016	Research on wealth distribution in the context of externalities, 36 month, DFG (German equivalent of NSF), €263,500
09/2014	Organization of a workshop, DFG, €13,000
07/2013	Research on using cooperative game theory in statistics, 24 month, DFG, €160,000
01/2013	Research on communication networks, University of Franche-Comté, France, €20,000

Professional Service

2014 & 2015 & 2016	Initialization and organization of the “workshop on cooperative game theory in business practice” at HHL Leipzig Graduate School of Management
2014	Member of the professorial appointment committee at HHL
2014	Chairman of the honor code committee at HHL

Language Skills

German (Native), English
Julia, Latex, Python, Matlab, R

References

<i>Prof. Yalcin Akcay</i>	Melbourne Business School, 200 Leicester Street, Carlton VIC 3053, Melbourne, Australia, y.akcay@mbs.edu
<i>Prof. Tamer Boyaci</i>	ESMT Berlin, Schlossplatz 1, 10178 Berlin, Germany, tamer.boyaci@esmt.org
<i>Prof. André Casajus</i>	HHL Leipzig Graduate School of Management, Jahnallee 59, 04109 Leipzig, Germany mail@casajus.de
<i>Prof. Per Olsson</i>	ESMT Berlin, Schlossplatz 1, 10178 Berlin, Germany, per.olsson@esmt.org