

Kevin Ducbao Tran

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RESEARCH INTERESTS

Empirical Industrial Organization, Behavioral Economics, Digital Economy

REFERENCES

Tomaso Duso DIW Berlin and Technische Universität Berlin tduso@diw.de	Hannes Ullrich DIW Berlin and University of Copenhagen hullrich@diw.de
Steve Tadelis University of California at Berkeley stadelis@berkeley.edu	Georg Weizsäcker DIW Berlin and Humboldt-Universität zu Berlin weizsaecker@hu-berlin.de

EDUCATION

<i>Ph.D. candidate</i> German Institute for Economic Research (DIW Berlin) Technische Universität Berlin (since October 2018) Berlin School of Economics (since September 2019) Advisors: Tomaso Duso and Hannes Ullrich	10/2015 - Present
<i>Research Visit</i> Haas School of Business, University of California at Berkeley	08/2019 - 11/2019
<i>Master of Science in Economics and Management Science</i> Humboldt-Universität zu Berlin	10/2012 - 04/2015
<i>Bachelor of Science in Business Administration</i> Humboldt-Universität zu Berlin	10/2009 - 08/2012
<i>ERASMUS semester</i> ESCP Europe, Paris	09/2011 - 12/2011

JOB MARKET PAPER

Partitioned Pricing and Consumer Welfare

In online commerce, obfuscation strategies by sellers are hypothesized to mislead consumers to their detriment and to the profit of sellers. One such obfuscation strategy is partitioned pricing in which the price is split into a base price and add-on fees. While empirical evidence suggests that partitioned pricing impacts consumer decisions through salience effects, its consumer welfare consequences are largely unexplored. Therefore, I provide a quantification of the welfare impact of the behavioral response to partitioned pricing. To do so, I derive a discrete choice model that jointly allows for differences in the reaction to marginal changes in add-on fees and the base price as well as a discontinuous effect of a zero fee. The model is based on a framework on limited attention and I estimate it using web scraped data of posted price transactions on eBay Germany. My results suggest under-reaction to marginal changes in the shipping fee, consistent with previous results in the literature. However, I also document a discontinuous positive effect of free shipping on consumer demand, which is novel to the literature. The combined impact of these effects on consumer welfare is less than six percent of consumer surplus. The welfare impact is attenuated because the maximum shipping fee on eBay is capped and the free shipping effect partly counteracts the under-reaction to shipping fees in expectation.

PUBLICATIONS

Do Laws Shape Attitudes? Evidence From Same-Sex Relationship Recognition Policies in Europe (Accepted at European Economic Review)
(joint with Cevat G. Aksoy, Christopher S. Carpenter, and Ralph De Haas)

Understanding whether laws shape or simply reflect citizens' attitudes is important but empirically difficult. We provide new evidence on this question by studying the relation between legal same-sex relationship recognition policies (SSRRPs) and attitudes toward sexual minorities in Europe. Using data from the European Social Surveys covering 2002-2016 and exploiting variation in the timing of SSRRPs across countries, we show that legal relationship recognition is associated with statistically significant improvements in attitudes toward sexual minorities. These effects are widespread across demographic groups but are consistently larger for more conservative groups in countries with less gender equality. Our results suggest that laws can exert a powerful influence in shaping societal attitudes.

WORK IN PROGRESS

Airbnb and Rents: Evidence from Berlin
(joint with Tomaso Duso, Claus Michelsen, and Maximilian Schäfer)

We assess the causal impact of the short-term rental platform Airbnb on rents using policy changes aimed at regulating short-term rentals in Berlin, Germany. In the political debate about regulating Airbnb and similar platforms, proponents of regulation are often concerned about the platform's potential impact on the housing market through the displacement of long-term rentals. While several cities worldwide have already reacted to the rise of Airbnb with different policy interventions, causal evidence on the topic remains scarce. We use the introduction of regulation of Airbnb as well as an update to the law as instruments for the number of Airbnb listings. We show that both policy changes significantly reduced the number of entire homes listed on Airbnb in Berlin. We systematically select control variables from a rich set of variables using a double-Lasso estimator. Our results suggest that one additional nearby entire home listed on Airbnb increases net rents per square meter by five to nine cents on average.

Modeling Spatial Competition to Study the Impact of Airbnb on the Hotel Sector
(joint with Maximilian Schäfer)

The role of gender in fairness rating and performance. Evidence from mixed- vs. same-gender competition
(joint with Felix Hagemeister and Marica Valente)

TEACHING

DIW Graduate Center/BCCP Short Course on Web Scraping **2019**
Designed and taught jointly with Julian Harke
DIW Berlin

TA Preparatory Math Course (Ph.D. level) **2017, 2018**
DIW Berlin

Supervision of Bachelor's Theses in Accounting **2015**
Humboldt-Universität zu Berlin

Bachelorseminar Rechnungswesen **2015**
(*Bachelor's Thesis Seminar Accounting*)
Humboldt-Universität zu Berlin

TA Externes Rechnungswesen **2010, 2012, 2013, 2014**
(*Financial Accounting, undergraduate level*)
Humboldt-Universität zu Berlin

- Evaluated as one of the best undergraduate economics or business courses of the academic year 2010/11

**EXTERNAL
TALKS**

Econometric Society - European Winter Meeting 2019 **2019**
December 16-17, Rotterdam

The 17th Annual International Industrial Organization Conference (IIOC)
Session: "Rising Stars: Estimation of Competition Models"
April 5-7, Boston, MA

Digital Economy Workshop
March 28-30 at Católica Lisbon

Workshop on **2018**
"Peer-to-Peer Markets: Airbnb and the Accommodation Industry"
December 12 at the University of Mannheim

Berlin Behavioral Economics (BBE) Workshop
September 11 at Humboldt-Universität zu Berlin

Annual Meeting of the Verein für Socialpolitik
September 2-5 at the University of Freiburg

20th Summer Workshop for Young Economists
July 2-5 at ZEW, Mannheim

23rd Spring Meeting of Young Economists
May 30-June 1 at the University of the Balearic Islands

2nd Doctoral Workshop on The Economics of Digitization
May 4-5 at Telecom ParisTech

PhD Seminar & Data Workshop **2017**
November 26 at Universität Zürich

**GRANTS &
AWARDS**

Project funding by Fritz Thyssen Stiftung **01/2019 - Present**
Modeling Spatial Competition to Study the Impact of
Airbnb on the Hotel Sector
(joint with Maximilian Schäfer)
Funding amount: 20.000 EUR

Scholarship of the German Academic Exchange Service **08/2019 - 11/2019**
(DAAD)

Scholarship of the DIW Graduate Center **10/2015 - 06/2017**

Scholarship of the German National Merit Foundation **05/2011 - 12/2014**
(Studienstiftung des deutschen Volkes e.V.)

Award for the best Bachelor's degree in Business Administration, **10/2012**
Society for Economics and Management at
Humboldt-Universität zu Berlin

ERASMUS Scholarship **09/2011 - 12/2011**

Teaching award for one of the best undergraduate economics **01/2012**
or business courses of the academic year 2010/11,
Humboldt-Universität zu Berlin

POSITIONS	<i>Research Associate</i> Firms and Markets Department, DIW Berlin	07/2017 - Present
	<i>Research Assistant</i> To Özlem Bedre-Defolie, ESMT Berlin	02/2017 - 08/2017
	<i>Research Intern</i> Office of the Chief Economist, European Bank for Reconstruction and Development (EBRD), London	09/2016 - 12/2016
	<i>Teaching Assistant</i> Institute of Accounting and Auditing, Humboldt-Universität zu Berlin	05/2015 - 09/2015
	<i>Student Assistant</i> Institute of Accounting and Auditing, Humboldt-Universität zu Berlin	10/2010 - 03/2015
	<i>Research Intern</i> Potsdam-Institute for Climate Impact Research (PIK)	04/2014 - 09/2014
	<i>Intern</i> Deloitte & Touch GmbH in Berlin	01/2012 - 03/2012
REFEREEING	<i>Spring Meeting of Young Economists 2019</i>	
AFFILIATIONS	<i>Berlin Centre for Consumer Policies (BCCP)</i>	01/2017 - Present
SKILLS	<i>Software:</i> Python, Stata, Matlab, R, Office, L ^A T _E X, Photoshop <i>Languages:</i> German (native), English (fluent), Vietnamese (oral: fluent, written: basic), French (conversant)	
PERSONAL	<i>Date of birth:</i> 02.11.1988 <i>Place of birth:</i> Berlin, Germany <i>Citizenship:</i> German <i>Personal interests:</i> Photography, Football, Bouldering, Longboarding, Playing the Piano	