

Kai Schäfer

(*14/12/1995, Solingen)

Current Position

Since 2023 **Research Associate, University of Cologne**
Department of Corporate Development
Chair Prof. Dr. Matthias Heinz (Strategy)

Education

Since 2019 **M.Sc. Economics, University of Cologne**
Current Grade: 1.4
Specializations: Statistics & Econometrics, Economic Design & Behavior
Thesis: The Size of Sales Incentives - An Empirical Investigation

2019 **B.Sc. Economics, University of Cologne**
Final Grade: 1.5

Research

Work in Progress **Strategic Incentives in Intermediary Markets**
(with O. Gürtler, M. Heinz, D. Sliwka & M. Thon)

Other Publications **Economic Analysis for Routine Companies**
(with N. Al-Anaswah & B. Heidecke)
In: *Heidecke/Wilmanns*, ifst-Schrift 535a (2020/2021)

Teaching

Exercises Human Resource Management, B.Sc. - W23
Principles of Microeconomics, B.Sc. - W23

Seminars Bachelor Seminar Corporate Development, B.Sc. - S23
Strategic Business Toolkit, B.Sc. - S23

Tutorials Principles of Microeconomics - S21, W21, S22, W22

Final Theses Bachelor (3+)

Prior Work Experience

2021 - 2023 Student Research Assistant, University of Cologne

2021 - 2023 Student Teaching Assistant, University of Cologne

2020 - 2021 Working Student, Deloitte GmbH

2019 Intern, Deloitte GmbH

2018 - 2019 Student Assistant, University of Cologne

Skills

Languages Native: German; Fluent: English

IT Advanced: MS Office, Stata; Basic: LaTeX, Qualtrics