



Matthias Florian Sahli

Bern University of Applied Sciences, Business School

matthias.sahli@bfh.ch

Brückenstrasse 73, 3005 Bern

Google Scholar, sahlmatthias.com, ORCID

Summary

I am a postdoctoral researcher at the Bern University of Applied Sciences (BFH) in the Business School, and I was previously a researcher at the World Intellectual Property Organization (WIPO) of the United Nations. I received my PhD in Economics from the University of Neuchâtel in 2023. My research focuses on the economics of intellectual property, innovation, digitization, sustainability, and the creative industries. The goal of my work is to provide solid empirical evidence that supports current policy discussions. To do this, I invest considerable time and creativity in developing new datasets and conducting rigorous econometric analyses.

Academic Positions

- 2024 – pres **Bern University of Applied Sciences (BFH)**. Business School. Bern, Switzerland.
Postdoctoral Researcher
- 2023 – 2024 **World Intellectual Property Organization (WIPO)**. Department for Economics and Data Analytics. Geneva, Switzerland. Postdoctoral Research Fellow
- 2019 – 2023 PhD Research Fellow

Education

- 2019 – 2023 **University of Neuchâtel**. Neuchâtel, CH.
PhD in Economics
- 2016 – 2019 **University of Bern**. Bern, Switzerland.
M Sc in Economics
- 2012 – 2016 B Sc in Economics, Minor: Political Sciences
- 2006 – 2011 **Gymnasium Hofwil & Schule für Gestaltung Bern**. Münchenbuchsee, Switzerland.
Talent promotion class in fine arts, Schule für Gestaltung Bern

Visiting Student

- 2020 – 2020 Copenhagen Business School (CBS). Copenhagen, Denmark.
Southern Denmark University. Copenhagen, Denmark.
- 2017 – 2017 École Polytechnique Fédérale de Lausanne (EPFL). Lausanne, Switzerland.

Other Positions

- 2018 – 2019 **Swiss Federal Institute of Intellectual Property (IPI)**. Bern, Switzerland.
Junior Economist, Office Chief Economist
- 2017 – 2018 Internship

- 2013 – 2019 Velokurier Bern. Bern, Switzerland.
Bike messenger, member of the cooperative (passive member now)
- 2011 – 2012 Stiftung – RGZ. Zürich, Switzerland.
Community service, school for multiple disabled people.

Teaching

Lecturer and module coordination

- 2026 – HES SO – **Haute Ecole de Gestion Genève**.
Economics of Innovation (guest lectures)
- 2025 – **Bern University of Applied Sciences (BFH)**. Business School.
Entrepreneurial Law (Master)
Digitalrecht (Bachelor)
Data Literacy (Higher education)
- 2025 **Ecole Polytechnique Fédérale de Lausanne**, College of Management.
MGT-404 Management of Intellectual Property (Master).

Supervision of student theses

- BFH Supervision of multiple practice projects, bachelor's theses, applied R&D projects, and master's theses

Student Evaluation

- EPFL 1.24 / 4 (1 best possible score): MGT404: IP management
- BFH 5.25 / 6 (6 best possible score): SWD3 Digitalrecht

Research

Publications

- [1.] Pennock, M., **Sahli, M.**, & Chenoweth, J. (2025). Sustainability in Context: An Evidence-based (Digital) Preservation Lifecycle Investigation. International Conference on Digital Preservation, iPRES 2025, Wellington, New Zealand. <https://doi.org/10.5281/zenodo.16843717>
- [2.] **Sahli, M.** and A. Cuntz (2025). Is there a premium for legacy artists? The death effects in exhibition shows and auction transactions. *Journal of Cultural Economics*. [[last working paper](#)]
- [3.] Cuntz, A., A. Muscarnera, P. C. Oguguo, and **M. Sahli** (2024). Million Dollar Baby - A primer on film finance practices in the U.S. movie industry. *Industry & Innovation*. [[last working paper](#)]
- [4.] Cuntz, A. and **Sahli, M.** (2023). Intermediary Liability and Trade in Follow-on Innovation. *Journal of Cultural Economics*. [[last working paper](#)]

Book Chapters

- [1.] Resilience and Ingenuity: Global Responses to Covid-19. E-Book CEPR. 07/ 2022. Chapter 18: The Covid-19 impact on artistic income: Evidence from Germany. Co-authored with Alexander Cuntz.

Doctoral Dissertation

- [1.] Sahli, M. (2023). Empirical Essays on the Economics of Creative Industries (Doctoral Dissertation, University of Neuchâtel). [\[publication\]](#)

Work in Progress and Under Review

- [1.] Digitization and Availability of Artworks in Online Museum Collections. 2023. Joint work with Alexander Cuntz and Paul J. Heald. [WIPO Economic Working Paper No 75](#). [VoxEU column](#). *R&R at Information Economics and Policy*.
- [2.] Does the Digitalization Reduce its Environmental Impact? Sahli, M., J. Bieser et al. (2025). Under review at [Cleaner and Responsible Consumption Journal](#).
- [3.] Elvis' Ghost or Digital Replica? Publicity Rights and Integrated IP Strategy. Cuntz, A., B. Lutes and, M. Sahli. (2025) [WIPO Economic Working Paper No 89](#). Under Review at
- [4.] Going once, going twice, sold: investigating the gender effects of exhibitions on sale probability and prices at art auctions (2024). Joint work with Laura J. Noll.

Outreach, Media Coverage, and other Publications

- [1.] Publication [3] media coverage in [VoxEU](#), [EconomistTalkArt](#) and Spotify [ArtLawPodcast](#)
- [2.] Publication [1] media coverage in [EconomistTalkArtBlog](#)
- [3.] [WIPO Creative Economy Notes, 2020/ 21](#).
- [4.] Cuntz, A. and **Sahli, M.** (2021). Covid-19 impact on artistic income. [Covid Economics 82](#), 23 June 2021: 49-69. Issue 82.
- [5.] Cuntz, A. and **Sahli, M.** (2021). Covid-19 impact on artistic income. [Economic Research Working Paper. No. 65](#). World Intellectual Property Organization.

Peer-Reviewer

Journal of Cultural Economics (2); Economics of Governance (1)

Talks (selected)

- 06/ 2025 International Conference on Cultural Economics. Rotterdam, Netherlands. (3 papers).
- 06/ 2025 IP-Network BFH. IP and Economics. Bern, Switzerland.
- 04/ 2025 BFH, Sounding board meeting. Bern, Switzerland.
- 06/ 2024 DRUID24. Nizza, France
- 03/ 2024 EPFL STIP Research Retreat. Crans-Montana, Switzerland.
- 02/ 2024 Cultural economics online seminars. Online symposium on causal inference in cultural economics. Video recording on [YouTube](#).
- 10/ 2023 Unlocking value from digital heritage collections: international perspectives. Invited panelist: rethinking culture and creativity (Wikimedia Italy). Turin, IT.
- 07/ 2023 The Society for Economic Research on Copyright Issues (SERCI). Annual Congress. Bournemouth, UK.
- 03/ 2023 Digital Economy Workshop. Uni Lausanne. Lausanne, Switzerland (participant)
- 11/ 2022 WIPO internal research seminar. Geneva, Switzerland.
- 09/ 2022 The Society for Economic Research on Copyright Issues (SERCI). Annual Congress. University of Colorado Law School, Boulder, USA.
- 09/ 2022 European Policy for Intellectual Property Conference (EPIP). University of Cambridge, UK.

- 07/ 2022 Urban Creativity Conference. University of Lisbon. Lisbon, Portugal.
- 06/ 2022 Munich Summer Institute (MSI). Munich, Germany.
- 04/ 2022 Cultural Economics Online Seminar. Video recording on [YouTube](#).
- 04/ 2022 WIPO internal online seminar.
- 09/ 2022 Tenth European Workshop on Applied Cultural Economics (participant). Torino, Italy.
- 09/ 2021 European Policy for Intellectual Property Conference (EPIP). PhD Workshop. Madrid, Spain. (participant)
- 07/ 2021 Young Researchers Workshop of the 21st Conference on Cultural Economics. Association for Cultural Economics International (ACEI). Lille, France (online)
- 06/ 2021 IRENE PhD Meeting. University of Neuchâtel (UniNE). Neuchâtel, Switzerland.
- 03/ 2021 IP & Innovation PhD Virtual Seminar. University of Lausanne (UNIL). Lausanne, Switzerland.
- 12/ 2020 Research Workshop. Copenhagen Business School (CBS). Copenhagen, Denmark.
- 11/ 2020 PhD-Seminar Series. Southern Denmark University (SDU). Odense, Denmark.
- 09/ 2020 PhD-Seminar Series. ETH Zürich, Law and Economics, Prof. Stefan Bechtold. Zürich, Switzerland.
- 06/ 2020 First Econ Online Seminar. World Intellectual Property Organization (WIPO). Geneva, Switzerland.
- 10/ 2018 Reinventing the world, the power of industry 4.0. Belgrade, Serbia.

Organized Seminars/ Conferences

- 11/ 2022 An industry Practitioners Event on Intellectual Property Rights and U.S. Movie Finance. WIPO, Geneva. Co-organizer.
- 06/ 2025 ICT4S 2026 International Conference. Bern University of Applied Sciences. Organizing Committee.

Policy

- [1.] Intellectual Property & Innovation: Inclusive Innovation and MSME Trade. *WTO, TRIPS submission. Co-Author 2017 (IP/C/W/635)*.
- [2.] Value of IP in the new Economy. *WTO TRIPS submission. Co-Author. 2018 (IP/C/W/648)*.

Grants and Prices

- [1.] Young Researchers Workshop Best Paper Award. 21th International Conference on Cultural Economics, Lille, 07/ 2021. (USD 500).
- [2.] Travel Grant. Study Visit at Copenhagen Business School. Commission de Recherche FNS. Fonds des Donations de l'Université de Neuchâtel.

Doctoral Courses

Workshop and lecture series in law and economics. Joint ETH Zuerich and the Universities Lucerne, St. Gallen and Zuerich. Prof. Elliott Ash, Prof. Stefan Bechtold, Prof. Gerard Hertig, Prof. Simon Lüchinger and Prof. Alexander Stremitzer. Spring 2021.

Obtaining data from the internet: data crawling for research in business and economics (S). University of Zuerich, (UZH). Prof. Christian Peukert and Prof. Jörg Claussen. Spring 2021.

Research Interests

Intellectual property, economics of innovation, industrial organization, economic policy, applied econometrics, creative industries, art auctions, art, sustainability, digitization

Personal

Matthias Florian Sahli

Address: N/A

Phone: N/A

DOB: N/A

References

Prof. Dr. Gaétan de Rassenfosse. EPFL: gaetan.derassenfosse@epfl.ch

Prof. Dr. Jan Bieser. BFH: jan.bieser@bfh.ch

Dr. Carsten Fink. WIPO. Chief Economist: carsten.fink@wipo.int

Dr. Alexander Cuntz. WIPO. Senior Economist: alexander.cuntz@wipo.int

Member

The Society for Economic Research on Copyright Issues, 2022-2024

European Policy for Intellectual Property, 2022-2024

Association for Cultural Economics, -2027

Languages

Swiss German (native), German, English, French

Stata, R, Python (basics), ~~L^AT_EX~~, web-crawler