



Matthias Florian Sahli

Postdoctoral Researcher

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SUMMARY

Postdoctoral researcher at the Bern University of Applied Sciences (BFH) Business School, previously at the World Intellectual Property Organization (WIPO) of the United Nations; PhD in Economics, University of Neuchâtel (2023). I work on the economics of intellectual property, innovation, digitization and the creative industries, building new datasets and running rigorous econometric analyses to inform policy.

ACADEMIC POSITIONS

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

EDUCATION

2019 – 2023	University of Neuchâtel · Neuchâtel, Switzerland PhD in Economics
2016 – 2019	University of Bern · Bern, Switzerland MSc in Economics
2012 – 2016	University of Bern · Bern, Switzerland BSc in Economics, minor in Political Sciences
2006 – 2011	Gymnasium Hofwil & Schule für Gestaltung Bern · Münchenbuchsee, Switzerland Matura; talent promotion class in fine arts

RESEARCH

20 publications & papers	66 citations	4 h-index	5 peer-reviewed venues
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Source: Google Scholar, retrieved 2026-08-07.

PEER-REVIEWED PUBLICATIONS

- Digital Reuse and Online Availability of Visual Artworks**
M. Sahli, A. Cuntz & P. J. Heald · *Information Economics and Policy* · 2026 · 10 citations
- Does the Digitalization of the Book Industry Reduce Its Environmental Impact?**
M. Sahli, J. Bieser et al. · *Cleaner and Responsible Consumption* · 2026 · 1 citation
- Is There a Premium for Legacy Artists? The Death Effect in Exhibition Shows and Auction Transactions**
M. Sahli & A. Cuntz · *Journal of Cultural Economics* · 2025 · 3 citations
- Sustainability in Context: An Evidence-based (Digital) Preservation Lifecycle Investigation**
M. Pennock, M. Sahli & J. Chenoweth · *iPRES 2025, Wellington* · 2025 · 2 citations
- Million Dollar Baby — A Primer on Film Finance Practices in the U.S. Movie Industry**
A. Cuntz, A. Muscarnera, P. C. Oguguo & M. Sahli · *Industry & Innovation* · 2024 · 13 citations
- Intermediary Liability and Trade in Follow-on Innovation**
A. Cuntz & M. Sahli · *Journal of Cultural Economics* · 2023 · 19 citations

UNDER REVIEW

• From Digitization to Diffusion: Evidence on the Economic Value of Open Cultural Heritage

R&R AT JOURNAL OF CULTURAL ECONOMICS

M. Sahli, J. Bieser, J. Chenoweth, J. Suckling, J. Love, E. Lin, M. Martens, M. Pennock & U. Pottgiesser · *Working paper* · 2026

• Gender Gaps in Museum Exhibitions and Art Auctions: Evidence from Linked Exhibition and Auction Records

SUBMITTED TO JOURNAL OF ECONOMIC BEHAVIOR & ORGANIZATION

L. J. Noll & M. Sahli · *ACEI Working Paper Series* · 2026 · 1 citation

• Elvis' Ghost or Digital Replica? Publicity Rights and Integrated IP Strategy

SUBMITTED TO STRATEGIC MANAGEMENT JOURNAL

A. Cuntz, B. Lutes & M. Sahli · *WIPO Economic Working Paper No. 89* · 2025

• Evaluating the Sustainability of National Libraries: A Life Cycle Sustainability Assessment

SUBMITTED TO NPJ HERITAGE SCIENCE

M. Sahli et al. · *Working paper* · 2025

• TEACHING

2026 –	HES-SO — Haute École de Gestion Genève Economics of Innovation (guest lectures)
2025 –	Bern University of Applied Sciences (BFH), Business School Entrepreneurial Law (Master) · Digitalrecht (Bachelor) · Data Literacy (continuing education); lecturer and module coordination ★ Student evaluation 5.25 / 6 (6 = best possible score)
2025	EPFL, College of Management MGT-404 Management of Intellectual Property (Master) ★ Student evaluation 1.24 / 4 (1 = best possible score)
ongoing	BFH Supervision of bachelor's and master's theses, practice projects and applied R&D projects

• GRANTS & AWARDS

2026	Swisscom study — “From Data to Action: Do Digital GHG Management Tools Drive Real-World Emission Reductions?” (CHF 32,409)
2021	Best Paper Award, Young Researchers Workshop, 21st International Conference on Cultural Economics, Lille (USD 500)
2020	Travel grant for the study visit at Copenhagen Business School — Commission de Recherche FNS / Fonds des Donations, University of Neuchâtel

• RESEARCH INTERESTS & SKILLS

Interests	Intellectual property · economics of innovation · industrial organization · economic policy · applied econometrics · creative industries · art markets · sustainability · digitization
Languages	Swiss German (native) · German · English · French
Software	Stata · R · Python (basics) · LaTeX · web crawling