

Julia Otte

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Professional Summary

PhD in Management (Business Economics, conferral November 2026) from the Smith School of Business, with research in applied microeconomic theory and extensive teaching experience across undergraduate and graduate programs.

Education

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| PhD | Queen's University , Management (Business Economics)
Completed July 2026 (conferral November 2026). Supervisor: Dr Veikko Thiele.
<ul style="list-style-type: none"> CGS-D Canada Graduate Scholarship Doctoral (2022–2025) Ontario Graduate Scholarship (2021–2022) Smith School of Business Fellowship (2020–2025) | Kingston, ON
2026 |
| JD | Queen's University , Law
Juris Doctor candidate, three-year program. | Kingston, ON
2026–2029 (expected) |
| MSc | Queen's University , Management (Business Economics)
Supervisor: Dr Veikko Thiele.
<ul style="list-style-type: none"> Elizabeth Neave Fellowship Smith School of Business Fellowship (2019–2020) | Kingston, ON
2020 |
| BBA | Brock University , Business Administration (Honours)
International Dual Degree, Co-op Option. | St. Catharines, ON
2018 |
| BSc | EBS Universität für Wirtschaft und Recht , Management
General Management, International Business Studies (Germany–Canada).
<ul style="list-style-type: none"> Top 2 graduate of 2015 intake (2 out of 184 students) | Germany
2018 |

Academic Appointments

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| Smith School of Business, Queen's University , Lecturer (Term Adjunct)
Instructor for Principles of Economics for Business (COMM 171), Fall 2026. | Kingston, ON
Sept 2026 – Dec 2026 |
| Smith School of Business, Queen's University , Teaching Fellow
Instructor for Managerial Economics (COMM 172): weekly lectures for two sections in Winter 2026 and an asynchronous online section in Summer 2026.
<ul style="list-style-type: none"> QSSET overall instructor rating: 6.2/7 (averaged across both Winter 2026 sections) Innovative use of educational technology, such as Poll Everywhere and Gamma, to enhance student engagement and to gather live feedback | Kingston, ON
Jan 2026 – Aug 2026 |

Publications

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| Product Returns, Customer Segmentation, and Dynamic Pricing in the Online Retail Market
Julia Otte, Konstantinos Serfes, Veikko Thiele
doi.org/10.1111/jems.12627 (Journal of Economics & Management Strategy, 34: 899–917) | 2025 |
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Working Papers and Work in Progress

Subscription Box Pricing with Variety-Seeking Customers

Julia Otte, Veikko Thiele

ssrn.com/abstract=5255878 [↗](#) (Working Paper)

The Impact of Social Climate Changes on Identity Disclosure and Inclusion in the Workplace

Julia Otte

ssrn.com/abstract=7026699 [↗](#) (Working Paper)

Teaching Experience

Queen's University, Mathematics Bootcamp Instructor

Designed and delivered an intensive mathematics bootcamp for incoming MSc students in 2025 and 2026, including lecture materials, problem sets, interactive sessions, and assessments.

Kingston, ON

Aug–Sept 2025 & 2026

Queen's University, Teaching Assistant

- Canadian Business-Government Relations (COMM 307, Winter 21, Fall 21)
- Economics and Industry Analysis (MBAS 801, Spring 20, Spring 21)
- Financial Strategy (COMM 122, Winter 20)
- Forecasting and the Business Environment (COMM 350, Fall 19, Winter 21)
- Managerial Economics (COMM 172, Fall 19, Winter 20, Fall 20, Fall 21, Winter 22, Winter 23, Winter 24, Winter 25)
- Principles of Economics for Business (COMM 171, Fall 24, Fall 25)
- Quantitative Analysis and Economics (MFIN 827, Spring 20)

Research Experience

Queen's University, Research Assistant

Supervisors:

- Jean-Etienne de Bettignies (Winter 2020)
- Veikko Thiele (2024, 2025)

Industry Experience

PwC (PricewaterhouseCoopers), Consulting Intern

Financial Services

Berlin, Germany

May 2017 – Aug 2017

KPMG, Consulting Intern

Business Intelligence & Steering

Frankfurt am Main, Germany

June 2016 – Aug 2016

Skills

Technical: Python, R, Wolfram Mathematica, LaTeX

Languages: German (mother tongue), English (excellent command), French and Spanish (basic communication skills)

Leadership & Service

- Identified a systemic data-quality issue in Ontario's centralized university application system, prompting a review and improvements to application processes and data collection
- Successfully advocated for the establishment of a specialized healthcare team and a dedicated student support fund at Queen's University, expanding access to health services for underserved students