

Curriculum Vitae

Contact

Düsseldorf Institute for Competition Economics (DICE)
Heinrich-Heine-Universität
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Research interests

Economics and psychology (personality, self-control, overconfidence, psychology of incentives)
Applied microeconomics (development and stability of time, risk, and social preferences, design of institutions, family economics)
Public economics (public goods, inequality, welfare economics)
Economics of education, labor economics
Law and economics

Research methods

Laboratory experiments (with adults and children)
Applied microeconometrics (program evaluation, randomized controlled trials, panel data)
Survey design

Affiliations

4/2018– Full Professor of Behavioral and Empirical Economics (W3, with tenure), Düsseldorf Institute for Competition Economics (DICE), Heinrich-Heine-Universität Düsseldorf
9/2016–3/2018 Associate Professor of Applied Microeconomics (W2, w/o tenure), Düsseldorf Institute for Competition Economics (DICE), Heinrich-Heine-Universität Düsseldorf
2013– IZA (Institute for the Study of Labor) Research Fellow

Previous positions

2009–2016 Research Associate, Institute for Applied Microeconomics (Armin Falk), University of Bonn, Germany
2010–2016 Center for Economics and Neuroscience (CENs), University of Bonn, Germany
2009, 2012, 2019 Parental leave (6 months, respectively)

2008–2009	Federal Ministry of Economics and Technology, Berlin, Germany
2004–2008	Research and teaching assistant, Institute for Economic Theory (Klaus M. Schmidt), University of Munich (LMU), Germany

Academic qualifications and education

2008	Dr. oec. publ. (summa cum laude), University of Munich, Germany, supervisor: Klaus M. Schmidt, committee: Klaus M. Schmidt, Joachim Winter, Martin Kocher
2006	Summer Institute on Economics and Psychology, Frauenchiemsee
2004–2008	Munich Graduate School of Economics
2004	Mannheim Empirical Research Summer School (MERSS)
2003–2004	Diplom-Volkswirtin (Master), University of Mannheim, Germany
2002–2003	University of California, Berkeley, Ph.D. classes, USA
2001–2002	University of Mannheim, Germany
1999–2001	Intermediate exam in economics, political sciences and environmental studies, University of Heidelberg, Germany

Visiting positions

2019	Visiting scholar, University of Sydney (5 weeks)
2006	Visiting scholar, Stockholm School of Economics (6 months)

Publications in refereed journals

1. Looking at the bright side: The motivational value of confidence (with Si Chen), IZA Discussion Paper 11564, accepted for publication in *European Economic Review*.
2. Socio-Economic Status and Inequalities in Children's IQ and Economic Preferences (with Armin Falk, Fabian Kosse, Pia Pinger, Thomas Deckers), IZA DP 11158, accepted for publication in *Journal of Political Economy*.
3. The formation of prosociality: Causal evidence on the role of social environment (with Fabian Kosse, Pia Pinger, Thomas Deckers, Armin Falk), HCEO Discussion Paper 2018-025, accepted for publication in *Journal of Political Economy*.
4. Are risk preferences stable? *Journal of Economic Perspectives* 32 (2018), 135-154.
5. The impact of fine size and uncertainty on punishment and deterrence: Theory and evidence from the lab (with Eberhard Feess, Markus Schramm, Ansgar Wohlschlegel), *Journal of Economic Behavior & Organization* 149 (2018), 58-73.
6. Predicting norm enforcement: The individual and joint performance of economic preferences, personality, and self-control (with Tim Friehe), *European Journal of Law and Economics* 45 (2018), 127-146.
7. Does self-control depletion affect risk attitudes? (with Holger Gerhardt, Jana Willrodt), *European Economic Review* 100 (2017), 463-487.
8. Challenges in research on preferences and personality traits: Measurement, stability, and inference (with Bart Golsteyn), *Journal of Economic Psychology* 60 (2017), 1-6.
9. Self-control and crime revisited: Disentangling the effects of self-control on risk taking and anti-social behavior (with Tim Friehe), *International Review of Law and Economics* 49 (2017), 23-32.

10. Nominal or real? The impact of regional price levels on life satisfaction (with Thomas Deckers, Armin Falk), *The B.E. Journal of Economic Analysis and Policy* 16(3) (2016), 1337-1358.
11. Parental employment and children's academic achievement, *IZA World of Labor* (2016), 231.
12. Institution formation and cooperation with heterogeneous agents (with Sebastian Kube, Sebastian Schaub, Elina Khachatryan), *European Economic Review* 78 (2015), 248-268.
13. Asymmetric obligations (with Nadine Riedel), *Journal of Economic Psychology* 35 (2013), 67-80.
14. An experimental test of the deterrence hypothesis (with Christina Strassmair), *Journal of Law, Economics, & Organization* 28 (2012), 447-459.
15. Does parental employment affect children's educational attainment?, *Economics of Education Review* 30 (2011), 1456-1467.
16. Less fighting than expected - experiments with wars of attrition and all-pay auctions (with Oliver Kirchkamp), *Public Choice* 144 (2010), 347-367.
17. Is the veil of ignorance only a concept about risk? An experiment, *Journal of Public Economics* 94 (2010), 1062-1066.

Publications for a broader audience

1. Monetary and non-monetary incentives for educational attainment: Design and effectiveness (with Valentin Wagner), accepted for publication in handbook *Economics of Education* (2nd edition), Elsevier
2. Nudging in der Schulmensa: Verhaltenswissenschaftliche Erkenntnisse können Ernährungsgewohnheiten positiv beeinflussen (with Phillip Thoste and Valentin Wagner), *Quarterly Journal of Economic Research* (Vierteljahreshefte zur Wirtschaftsforschung) 2/2018, 109-125.
3. Die Freiheit, das Leben zu gestalten, Magazin Schauspiel Köln „Freiheit“, Eins von Drei 2018/19
4. Chancengleichheit: Mentoring kann ungleiche Startbedingungen von Kindern reduzieren, DICE Policy Brief 11, 2017

Discussion Papers

18. Self-control: Determinants, life outcomes, and intergenerational implications (with Deborah Cobb-Clark, Sarah C. Dahmann, Daniel A. Kamhöfer), IZA Discussion Paper 12488

Honors, grants and memberships

- 4/2019–9/2023 Graduate School “Competition Economics” (speaker: Hans-Theo Normann), principle investigator, funded by the German National Science Foundation (DFG-GRK 1974)
- 1/2018–12/2020 Grant “Towards a better understanding of the development of non-cognitive skills in children: Malleability, sensitive periods, typical trajectories, and transmission within the family” (777.500 Euro, single principal investigator, Sachbeihilfe SCHI 1377/1-1, funded by the German National Science Foundation (DFG))
- 2018 Offered Full Professorship of Empirical Microeconomics (W3), Martin-Luther-University Halle-Wittenberg, declined

- 2017 Offered Full Professorship of Empirical Economics (W3), University of Regensburg, declined
- 2017 Successful proposal on self-control for SOEP Innovation Sample (joint with Deborah Cobb-Clark, University of Sydney)
- 2009–2015, 2004–2008 Member of Collaborative Research Center (SFB) Transregio 15 “Governance and the Efficiency of Economic Systems”, German National Science Foundation (DFG)
- 2008 Munich Alumni Prize for the best Ph.D. thesis
- 2006 Scholarship of the German National Science Foundation (DFG)
- 2002–2003 Fulbright scholarship
Scholarship of the German Academic Exchange Service (DAAD)
- 2000–2004 Scholarship of the German National Academic Foundation (Studienstiftung des deutschen Volkes)
- 1999 Franz-Schnabel-Medal for excellent achievements in history
Award for best achievements in mathematics

Supervision

- Ph.D. students, first supervisor: Chi Trieu, Laura Breitkopf, Vasilisa Petrishcheva
- Ph.D. students, member of committee: Dr. Valentin Wagner
- Supervision of numerous Bachelor- and Master theses

Invited presentations

- scheduled University of Göttingen; Goethe University Frankfurt
- 2019 University of Sydney, Applied Economics Seminar
- 2018 Max-Planck-Institute for Research on Collective Goods, Bonn; European Workshop on Experimental and Behavioral Economics, Tilburg; Sozialökonomischer Ausschuss, Verein für Socialpolitik, Essen; University of Marburg; RWI Essen; University of Duisburg-Essen
- 2017 Institute for Comparative Psychology, Heinrich Heine University Düsseldorf; University of Mannheim, Applied Economics and Econometrics Seminar; Fernuniversität Hagen; University of Regensburg; University of Halle; Bernoulli Symposium on Risk, Basel
- 2016 University of Kiel; Berlin Workshop on Enacting Change in Long-run Behavior and Attitudes; University of Aarhus, Denmark; KIT Karlsruhe
- 2015 Workshop on Behavioral Public Economics, Vienna; Workshop German Network of Young Microeconometricians, University of Mannheim; DICE, University of Düsseldorf; University of Bochum; University of Bamberg; University of Paderborn
- 2014 ESRC Workshop on Personality and Preferences, Stirling University; DUHR Seminar, University of Maastricht; University of Portsmouth; University of Duisburg-Essen, Duisburg; Volkswirtschaftliches Kolloquium, University of Dortmund; IZA Research Seminar, Bonn; University of Mainz

- 2013 Forschungskolloquium IAAEU, University of Trier; Research Workshop Empirical Economics, University of Munich (LMU); University of Ulm; Research Colloquium, University of Kassel; Research Seminar in Economics, RWTH Aachen
- 2012 Applied Economics and Econometrics Seminar, Mannheim
- 2011 CentER for Economic Research, Economics Seminar, Tilburg
- 2007 Research Seminar Experimental Economics, IEW, Zurich
- 2006 Economics Lunch Seminar, Stockholm; Economics Department, Göteborg

Presentations at conferences

- 2019 Sydney Workshop on Experimental Economics and Theory (SWEET)
- 2018 3rd Winter School in Applied Microeconomics, Lenzerheide
- 2017 IZA/Volkswagen Foundation Workshop: Preferences, Personality Traits and the Labor Market, Bologna/Bertinoro; EEA Lisbon; M-BEES and M-BEPS 2017, Maastricht; 1st IZA Workshop on Gender and Family Economics, Bonn
- 2016 EEA, Geneva; Network for Integrated Behavioural Science (NIBS) Conference 2016, University of East Anglia
- 2015 EEA, Mannheim; 8th Maastricht Behavioral and Experimental Economics Symposium; SFB TR 15 Conference, Tutzing; SFB TR 15 Conference, Bonn
- 2014 EEA, Toulouse; ESEM, Toulouse; 7th Maastricht Behavioral and Experimental Economics Symposium; Conference Rethinking Barker, Essen; SFB TR 15 Conference, Mannheim
- 2013 Workshop on self-control, self-regulation and education, Aarhus University; SFB TR 15 Conference, Bonn; International Meeting on Experimental and Behavioral Economics (IMEBE) 2013, Madrid
- 2012 ESA European Conference 2012, Cologne; 5th Maastricht Behavioral and Experimental Economics Symposium; SFB TR 15 Conference, Mannheim
- 2011 Verein für Socialpolitik, Frankfurt; International ESA Conference, Chicago; Joint Workshop FORS, University of Lausanne and IZA on Redistribution and Well-Being
- 2010 Econometric Society World Congress, Shanghai; ESA World Meeting, Copenhagen
- 2007 3rd Int. Meeting on Experimental and Behavioral Economics, Malaga; Behavioral Economics and Experimental Economics Conference, Lyon; ESA European Meeting, Rome; ESEM, Budapest; BGPE conference “Incentives in Economics”, Nuremberg; Verein für Socialpolitik, Munich
- 2006 Spring Meeting of Young Economists, Sevilla; SFB TR 15 Conference, Frauenchiemsee

Public and policy presentations

- 2018 Zweites Offenes Doktorandenseminar Kartellrecht, „Verhaltensökonomie und empirische Wirtschaftsforschung – relevante Perspektiven auch für die juristische Forschung?“, Düsseldorf;
Bertelsmann Stiftung, LunchTime „Behavioural Economics und Nudging: Potenzial und Grenzen“, Gütersloh;

Haus der Universität, „Kinder, Kinder - Chancen(un)gleichheit in Deutschland“, Düsseldorf

Refereeing

Review of Economic Studies, Journal of the European Economic Association, Science Advances, Quantitative Economics, Management Science, Games and Economic Behavior, Journal of Public Economics, European Economic Review, B.E. Journal of Economic Analysis and Policy, CESifo Economics Studies, Constitutional Political Economy, Economics of Education Review, Economics of Governance, International Tax and Public Finance, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Legal Studies, Journal of Regional Science, PLOS ONE, Small Business Economics, Social Choice and Welfare, World Politics

Deutsche Forschungsgemeinschaft (DFG)
Economic and Social Research Council (ESRC), UK
Program Committee EEA 2016
Program Committee Verein für Socialpolitik 2017, 2019

Editorial Service

Guest editor, Journal of Economic Psychology, Special Issue on “Stability of Preferences” (with Bart Golsteyn, University of Maastricht)

Teaching experience

Heinrich-Heine-University Düsseldorf

Winter term 2018/19, Empirical Public Economics (lecture, tutorial and seminar, Bachelor)

Winter term 2017/18, Experimental Economics (lecture, Master and Ph.D., in English)

Winter term 2016/17

Summer term 2018, Public Economics (lecture and seminar, Master, in English)

Summer term 2017 Experimental Economics (lecture and seminar, Bachelor)

Bonn

Winter term 2014/15 Introduction to economics: microeconomics (lecture, Bachelor)

Winter term 2013/14 Economics and psychology (lecture, Master, in English)

Summer term 2013, Introduction to Stata (part of lecture “Experimental Economics”, Bachelor)

Summer term 2012,

Summer term 2011,

Summer term 2010

Summer term 2009 Supervision of experimental group projects (Bachelor)

Ludwig-Maximilians-University München

Winter term 2007/08, Microeconomics (section, third year)

Winter term 2006/07

Summer term 2007, Competition policy (seminar, together with colleagues)

Summer term 2005

Summer term 2005 Empirical Research Methods in Economics / Econometrics (section, third year)

Winter term 2005/06, Microeconomics (section, first year)

Winter 2004/05

Ruprecht-Karls-Universität Heidelberg

Winter 2003/04 Mathematics for economists (tutorial, first year)

Further professional activities

2019 Organization of GfEW Conference (with Hans-Theo Normann, Gerhard Riener)

2018- Equal opportunity officer, DICE

2018- Member of university board for sound scientific practice

2017- Member of several search committees at DICE

2013-2018 Mentor to several Ph.D. students (Bonn Graduate School of Economics and external)

2012-2013 MeTra-Training for junior scientists, University of Bonn

2006-2007 Coordinator of ERASMUS program, Department of Economics, University of Munich

Language and software skills

Languages German: native, English: fluent, French: good, Swedish: good, Latin: Latinum

Software Stata, zTree, LaTeX

Personal information

born March 17th, 1980 in Mettmann, Germany

married, three sons: Jonathan (*2009), David (*2012), Paul (*2019)