

Curriculum Vitae

Contact

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

Research methods

Laboratory and field experiments (with adults and children)
Applied microeconometrics
Survey design

Affiliations

2018– Professor of Behavioral and Empirical Economics (W3, with tenure), Düsseldorf Institute for Competition Economics (DICE), Heinrich-Heine-Universität Düsseldorf
2021– Senior Research Fellow, Max Planck Institute for Research on Collective Goods, Bonn
2021– ARC Centre of Excellence on Children and Families Over the Life Course, Australia
2013– IZA (Institute for the Study of Labor) Research Fellow, Bonn
2016–2018 Associate Professor of Applied Microeconomics (W2, w/o tenure), Düsseldorf Institute for Competition Economics (DICE), Heinrich-Heine-Universität Düsseldorf

Previous positions

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

2019

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)

2001–2004 Diplom-Volkswirtin (Master), 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)

2002–2003 Visiting student, Ph.D. classes, University of California, Berkeley, USA

Publications in refereed journals

1. Loss aversion in social image concerns (with Vasilisa Petrishcheva, Gerhard Riener), IZA DP 13896, forthcoming *Experimental Economics*.
2. The stability of self-control in a population representative study (with Deborah Cobb-Clark, Nancy Kong), IZA DP 14976, forthcoming *Journal of Economic Psychology*.
3. The predictive power of self-control for life outcomes (with Deborah Cobb-Clark, Sarah C. Dahmann, Daniel A. Kamhöfer), *Journal of Economic Behavior and Organization* 197 (2022), 725-744.
4. Socio-Economic Status and Inequalities in Children's IQ and Economic Preferences (with Armin Falk, Fabian Kosse, Pia Pinger, Thomas Deckers), *Journal of Political Economy* 129 (9) (2021), 2504–2545.
5. The formation of prosociality: Causal evidence on the role of social environment (with Fabian Kosse, Pia Pinger, Thomas Deckers, Armin Falk), *Journal of Political Economy* 128 (2) (2020), 434-467.
6. Looking at the bright side: The motivational value of confidence (with Si Chen), *European Economic Review* 120 (2019), 103302.
7. Are risk preferences stable? *Journal of Economic Perspectives* 32 (2018), 135-154.
8. 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.

9. 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.
10. Does self-control depletion affect risk attitudes? (with Holger Gerhardt, Jana Willrodt), *European Economic Review* 100 (2017), 463-487.
11. Challenges in research on preferences and personality traits: Measurement, stability, and inference (with Bart Golsteyn), *Journal of Economic Psychology* 60 (2017), 1-6.
12. 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.
13. 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.
14. Parental employment and children's academic achievement, *IZA World of Labor* (2016), 231.
15. Institution formation and cooperation with heterogeneous agents (with Sebastian Kube, Sebastian Schaube, Elina Khachatryan), *European Economic Review* 78 (2015), 248-268.
16. Asymmetric obligations (with Nadine Riedel), *Journal of Economic Psychology* 35 (2013), 67-80.
17. An experimental test of the deterrence hypothesis (with Christina Strassmair), *Journal of Law, Economics, & Organization* 28 (2012), 447-459.
18. Does parental employment affect children's educational attainment? *Economics of Education Review* 30 (2011), 1456-1467.
19. Less fighting than expected - experiments with wars of attrition and all-pay auctions (with Oliver Kirchkamp), *Public Choice* 144 (2010), 347-367.
20. Is the veil of ignorance only a concept about risk? An experiment, *Journal of Public Economics* 94 (2010), 1062-1066.

Discussion Papers

21. Determinants of self-control (with Deborah Cobb-Clark, Sarah C. Dahmann, Daniel A. Kamhöfer), IZA Discussion Paper 15175, *2nd round revision at Economic Journal*.
22. Perceived fairness and consequences of affirmative action policies (with Marco Schwarz, Chi Trieu, Jana Willrodt), IZA Discussion Paper 13202, *resubmitted Economic Journal*.
23. Self-assessment: The role of the social environment (with Armin Falk, Fabian Kosse, Florian Zimmermann), CESifo Working Paper No. 8308, *revise & resubmit Journal of Public Economics*.
24. Parental paternalism and patience (with Lukas Kiessling, Shyamal Chowdhury, Matthias Sutter), IZA DP 14030.
25. Sophistication about self-control (with Deborah Cobb-Clark, Sarah C. Dahmann, Daniel A. Kamhöfer), IZA DP 14609.
26. Self-control and unhealthy body weight: The role of impulsivity and restraint (with Deborah Cobb-Clark, Daniel Kamhöfer, Sarah Dahmann), IZA DP 14987.
27. Do economic preferences of children predict behavior? Evidence from sibling comparisons (with Laura Breitkopf, Shyamal Chowdhury, Shambhavi Priyam, Matthias Sutter), DICE DP 342.

Publications for a broader audience

1. Monetary and non-monetary incentives for educational attainment: Design and effectiveness (with Valentin Wagner), Chapter 19, 249-268, in Bradley, Steve and Green, Colin (eds.) (2020): *The Economics of Education – A Comprehensive Overview* (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.

Grants

- 1/2021–12/2023 Grant “Towards a better understanding of the development of non-cognitive skills in children: The role of parents, social environment and exogenous shocks” (854.490 Euro, single principal investigator, Sachbeihilfe SCHI 1377/1-2, funded by the German National Science Foundation (DFG))
- 1/2021-12/2028 ARC Centre of Excellence on Children and Families Over the Life Course, grant number CE200100025 (joint with Prof. J. Baxter; Prof. D Cobb-Clark; Prof. M Sanders; Prof. D. Ribar; Prof. B. Gleeson; Prof. N. Glozier; Prof. K. Thorpe; Prof. D. Cross; Prof. G. Kalb; A/Prof. S. Smith; A/Prof. A. Tymula; A/Prof. C. Parcell; A/Prof. H. Christian; Prof. A. Mamun; A/Prof. Z. Huang), funded \$32.1 AUD ARC, \$1.6M AUD partners, partner investigator in project “Cognitive Science of Disadvantage”
- 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))

Prizes, honors and memberships

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| 2022 | Reinhard-Heynen und Emmi-Heynen-Preis (award for excellent research at Heinrich-Heine-Universität Düsseldorf) |
| 9/2019 | Rated among top 5% of all economists in Germany, Austria and Switzerland and researchers born in these countries (based on publication performance), Handelsblatt ranking |
| 2018 | Offered Full Professorship of Empirical Microeconomics (W3), Martin-Luther-University Halle-Wittenberg |
| 2017 | Offered Full Professorship of Empirical Economics (W3), University of Regensburg |

- 2017, 2020 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

Advising

Ph.D. students, first supervisor:

Dr. Chi Trieu (10/2016-2/2021, first placement: Compass Lexecon)

Dr. Vasilisa Petrishcheva (10/2017-4/2022, first placement: U Potsdam)

Laura Breitkopf (2/2018-9/2022, first placement: MPI Collective Goods, Bonn)

Sabrina Herzog (10/2020-ongoing)

Ph.D. students, second supervisor:

Alexander Bertermann (LMU/Ifo) (7/2022-ongoing)

Ph.D. students, member of committee:

Dr. Valentin Wagner

Postdoc advisor for:

Dr. Jana Willrodt

Dr. Daniel Kamhöfer

Dr. Henning Hermes

Supervision of numerous Bachelor- and Master theses

Invited presentations

- 2022 Workshop Behavioral Insights and Parenting Lab, University of Chicago, Paris
 Birthday Symposium for Monika Schnitzer and Klaus Schmidt, Munich
 Belief Based Utility Conference, Amsterdam
 Royal Holloway
 1st Berlin Workshop on Empirical Public Economics: Preferences and Public Policy
 CeDEx Seminar, University of Nottingham
- 2021 Sozialwissenschaftlicher Ausschuss, Verein für Socialpolitik, Frankfurt
 Vienna Center for Experimental Economics Seminars
 German Institute for Global and Area Studies – GIGA, Hamburg
- 2020 Goethe University Frankfurt, Applied Microeconomics and Organization Seminar
 Ringvorlesung, University of Mannheim
 University of Mannheim, Experimental Economics Seminar

- University of Cologne
Sozialwissenschaftlicher Ausschuss, Verein für Socialpolitik;
TU Munich
- 2019 University of Göttingen
University of Sydney, Applied Economics Seminar
- 2018 Max-Planck-Institute for Research on Collective Goods, Bonn
European Workshop on Experimental and Behavioral Economics, Tilburg
Sozialwissenschaftlicher 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 Microeconomists, 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

- 2021 EEA ESEM Virtual 2021
Verein für Socialpolitik
- 2020 Verein für Socialpolitik
- 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 or panels

- 2022 Symposium „Science meets Policy“, Universität Mainz
Haus der Universität, Oeconomicum Live, „Wie das Ausmaß an Selbstkontrolle unser Leben prägt“, Düsseldorf
- 2020 Panel discussion „Plural denken? Die Zukunft der Ökonomie-Lehre in Düsseldorf“
- 2019 Special Lecture on the 2019 Nobel Prize in Economics, Düsseldorf
Kamingespräch Balu und Du, briq, Bonn
- 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, Oeconomicum Live, „Kinder, Kinder - Chancen(un)gleichheit in Deutschland“, Düsseldorf

In the media (since 2016)

TV: 3sat Wissenschaftsdokumentation, WDR
Radio: Deutschlandfunk Nova, HR Info (2x), Hochschulradio HHU
Print: ZEIT, FAZ, Rheinische Post (3x)
Podcast: Ja.Nein.Vielleicht. Wie lernt man Selbstkontrolle?, n-tv
Online: IZA Newsroom

Refereeing

American Economic Journal: Applied Economics, American Economic Review, B.E. Journal of Economic Analysis and Policy, CESifo Economics Studies, Constitutional Political Economy, Economics of Education Review, Economics of Governance, European Economic Review, Experimental Economics, Games and Economic Behavior, International Tax and Public Finance, IZA Journal of Labor Economics, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Legal Studies, Journal of Political Economy Microeconomics, Journal of Public Economics, Journal of Regional Science, Journal of the European Economic Association, Labor Economics, Management Science, Nature Human Behaviour, Oxford Bulletin of Economics and Statistics, PLOS ONE, Quantitative Economics, Quarterly Journal of Economics, Review of Economics of the Household, Review of Economic Studies, Science Advances, Scientific Reports, Small Business Economics, Social Choice and Welfare, The Journal of the Economics of Ageing, The Review of Economics and Statistics, World Politics

Deutsche Forschungsgemeinschaft (DFG), Germany
ERC Starting Grants, European Commission

Economic and Social Research Council (ESRC), UK
Swiss National Science Foundation
Wissenschaftsfond FWF, Austria

Reviewer EEA 2016
Reviewer Verein für Socialpolitik Annual Conference 2017, 2019
Programmkomitee Verein für Socialpolitik Jahrestagung 2021

Editorial Service

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

Manuscript Editor PNAS

Teaching experience

Heinrich-Heine-University Düsseldorf

Winter term 2021/22, Empirical Public Economics (lecture, tutorial and seminar, Bachelor)

Winter term 2020/21,

Winter term 2019/20,

Winter term 2018/19,

Winter term 2017/18,

Winter term 2016/17

Winter term 2021/22, Experimental Economics (lecture, Master and Ph.D., in English)

Winter term 2020/21,

Winter term 2019/20,

Winter term 2018/19,

Winter term 2017/18,

Winter term 2016/17

Summer term 2022, Public Economics (lecture and seminar, Master, in English)

Summer term 2021,

Summer term 2020,

Summer term 2018,

Summer term 2017

Summer term 2021, Experimental Economics (lecture and seminar, Bachelor)

Summer term 2018,

Summer term 2017

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

2021– Liaison lecturer German National Academic Foundation
 2021 Scientific Programme Committee Verein für Socialpolitik 2021 Annual Conference
 2019 Organization of GfEW Conference (with Hans-Theo Normann, Gerhard Riener)
 2019– Organizer of the weekly Research Seminar, DICE, University of Düsseldorf
 2018– Equal opportunity officer, DICE, University of Düsseldorf
 2018– Officer for sound scientific practice, Economics Department, University of Düsseldorf
 2017– Member of several search committees at DICE, Düsseldorf
 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)