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## RESEARCH INTERESTS

Applied Microeconomics, Behavioral Economics, Organizational Economics, Political Economy.

## ACADEMIC EMPLOYMENT

**2018–present** Associate Professor (with tenure) (Senior Lecturer). University of Stirling, Management School.

**2013–2018** Assistant Professor (Akademischer Rat). Ludwig Maximilians University Munich, Department of Economics.

**2012–2013** Postdoctoral Researcher (Wissenschaftlicher Mitarbeiter). University of Würzburg, Department of Economics.

## EDUCATION

**2006–2012** Ph.D. in Economics (Dr. oec. publ.). Ludwig Maximilians University Munich. Thesis: »*Empirical Essays on Health, Wealth, and Politics*«. Summa cum laude.

**1999–2006** Diplom (equiv. to Masters) in Economics. Humboldt University Berlin and Free University Berlin. Thesis: »*Democratic Institutions and the Size of Government*«.

## RESEARCH VISITS [HOSTS IN BRACKETS]

**2016, 2017, and 2018** Bundesbank (Germany), Financial Stability Department [Matthias Köhler].

**2012** University of Southern California (USA), Schaeffer Center for Health Policy and Economics [Daniel McFadden and Dana Goldman].

**2010** RAND Corporation (USA), Research unit: Labor and Population [Arie Kapteyn].

## PUBLICATIONS [PEER-REVIEWED]

**2021** Leveraging the Motivational Effects of Labels: Lessons from Retrofitting (with D. Comerford, M. Moro and R. Sejas-Portillo), *Behavioral Science & Policy*, Vol. 7 (2), pp. 17–25.

**2018** Price Discontinuities in an Online Market for Used Cars (with F. Englmaier and A. Schmöller), *Management Science*, Vol. 64 (6), pp. 2754–2766.

**2017** Electoral Cycles in Savings-Bank Lending (with F. Englmaier), *Journal of the European Economic Association*, Vol. 15 (2), pp. 296–354.

**2016** Resilience to Natural Disasters: Insurance Penetration, Institutions, and Disaster Types (with M. Breckner, F. Englmaier, and U. Sunde), *Economics Letters*, Vol. 148, pp. 106–110.

**2014** Understanding the SES Gradient in Health: The Role of Childhood Circumstances (with F. Heiss, D. McFadden, J. Winter), in D.A. Winter (ed.), *Discoveries in the Economics of Aging*, NBER & University of Chicago Press, pp. 187–219.

**2012** ‘Healthy, Wealthy, and Winter?’ Revisited: An Analysis of the Causal Pathways from Socio-Economic Status to Health (with F. Heiss, D. McFadden, J. Winter), in D.A. Winter (ed.), *Investigations in the Economics of Aging*, NBER & University of Chicago Press, pp. 267–317.

#### WORK IN PROGRESS

- Limited Attention in the Housing Market: Threshold Effects of Energy-Performance Certificates on Property Prices and Energy-Efficiency Investments (with D. Comerford, M. Moro and R. Sejas-Portillo).
- The Effect of Weather on the Willingness to Pay for Energy Efficiency: Evidence from the UK Housing Market (with M. Moro and R. Sejas-Portillo).
- The Role of Simplified Information in Market Learning: Evidence From Energy-Efficiency Ratings (with D. Comerford, M. Moro and R. Sejas-Portillo).
- Opinions About Facts: Partisan Asymmetries in Economic Assessments (with L. Greska).
- Carmers versus Rounders: Rent-Price Discontinuities in the German Housing Market (with M. Hofmann).
- Limited Attention in the Housing Market: Threshold Effects of Energy-Performance Certificates on Property Prices and Energy-Efficiency Investments (with D. Comerford, M. Moro and R. Sejas-Portillo).
- Does Bidding for Complex Goods Reflect All Relevant Information? Field Evidence from Online Gaming (with F. Englmaier and A. Schmöller).
- Determinants and Effects of Reserve Prices in Online Auctions (with F. Englmaier and A. Schmöller)
- Wages and Reference Points (with F. Englmaier and F. Peterhammer).
- Power Politics: Electoral Cycles in German Electricity Prices (with F. Englmaier, L. Hinreiner, and A. Roider).
- Explaining Lending Cycles in German Savings-Bank Lending (with M. Köhler).
- On the Substitutability of Public Spending and Bank Lending: Explaining Menu Choices of Local Politicians (with Jonas Markgraf).

#### OTHER PUBLICATIONS [NOT PEER-REVIEWED]

**2018** Magische Zahlen: Warum 1000 so viel besser als 999 ist, *People Analytics Blog*.

**2017** Savings Banks in Germany: Welfare versus Politics (with F. Englmaier), *OUPblog*, *Oxford University Press*.

**2017** Europe’s Biggest Online Market for Used Cars: Evidence from Germany of Price Discontinuities (with F. Englmaier and A. Schmöller), *Media Briefing for the 2017 Royal Economic Society Annual Conference*.

**2015** Electoral Cycles in German Public-Bank Lending (with F. Englmaier), *International Banker Magazine*.

#### GRANTS AND AWARDS

**2021** Funding for full 4-year PhD scholarship (£ 85.400). Economic and Social Research Council (UK).

**2021** University of Stirling's Research Culture Award for Best Mentor – Runner Up.

**2021** University of Stirling's RATE Award for Excellence in Teaching – Runner Up. Additional Nominations for Fantastic Feedback Award and Best Tutor Award.

**2016–2020** Collaborative Research Center SFB/TR-190 »Rationality and Competition: The Economic Performance of Individuals and Firms« (Director: K. Schmidt) (€ 10.000.000). German Research Foundation (DFG).

**2015** Nomination for the annual teaching award of the State of Bavaria.

**2013 and 2016** Conference-presentation award (€ 500). German Economic Association.

**2011–2016** Research grant, »Economics of Health, Wealth, and Well-Being« (PI: D. Winter) (\$ 2.210.747). National Institute of Aging (NIA).

**2010** Visiting research scholarship for doctoral students (€ 3.054). German Academic Exchange Foundation (DAAD).

**2010** Research grant via SFB/TR-15 »Governance and the Efficiency of Economic Systems« (€ 6.000). German Research Foundation (DFG).

**2009** Teaching award (€ 2.500). University of Munich.

**2006–2009** Full doctoral scholarship (€ 39.708). German Research Foundation (DFG).

#### TEACHING [STUDENT EVALUATIONS IN BRACKETS: ON A SCALE FROM 1 (BEST) – 5 (WORST)]

**Bachelor level** **Winter 2007** Tutorial »Mathematical Methods for Economics« [1.2]. **Winter 2008** Tutorial »Mathematical Methods for Economics« [1.1 & 1.3]. **Summer 2009** Tutorial »Mathematical Methods for Economics« [1.0 & 1.1]. **Winter 2009** Tutorial »Mathematical Methods for Economics« [1.0]. **Summer 2010** Tutorial »Mathematical Methods for Economics« [1.0 & 1.2]. **Winter 2010** Tutorial »Mathematical Methods for Economics« [1.1]. **Summer 2011** Tutorial »Mathematical Methods for Economics« [1.0 & 1.1]. **Winter 2013** Tutorial »Mathematical Methods for Economics« [1.1 & 1.2]. **Summer 2014** Lecture »Mathematical Methods for Economics« [1.4]; Tutorial »Mathematical Methods for Economics« [1.2]. **Summer 2015** Lecture »Mathematical Methods for Economics« [1.4]. **Winter 2015** Tutorial »Mathematical Methods for Economics« [1.1]; Seminar »Trust and Economic Performance« [1.1 & 1.2]. **Winter 2016** Seminar »Elections, Connections, and Economic Outcomes« [1.1 & 1.2]. **Winter 2017** Seminar »Behavioral Biases in Economic Exchange« [1.0]. **Summer 2018** Lecture »Mathematical Methods for Economics« [1.4]; Tutorial »Mathematical Methods for Economics« [1.2 & 1.4]. **Winter 2018** Guest lecture (University of Munich) »Insurance Economics« [n.a.]. **Spring 2019** Lecture/Tutorial »Statistics for Economics, Business and Management« [1.5]. **Autumn 2019** Lecture/Tutorial »Industrial Organisation« [1.0]. **Spring 2020** Lecture/Tutorial »Statistics for Economics, Business and Management« [1.4]. **Spring 2021** Lecture/Tutorial »Statistics for Economics, Business and Management« [1.4]; Guest lecture (University of Munich) »Insurance Economics« [1.0]. **Autumn 2021** Guest lecture (University of Munich) »Economic Founda-

tions and Applications of Risk« [n.a.]. **Spring 2022** Lecture/Tutorial »Statistics for Economics, Business and Management« [1.3]; Guest lecture (University of Munich) »Insurance Economics« [1.0].

**Master level** **Summer 2012** Tutorial »Economic Theory of Risk« [1.4]. **Winter 2012** Tutorial »Insurance Markets« [1.2]. **Summer 2013** Tutorial »Economic Theory of Risk« [1.1]. **Summer 2015** Lecture »Economic Foundations and Applications of Risk« [1.5]. **Summer 2016** Lecture »Economic Foundations and Applications of Risk« [1.2]; Tutorial »Economic Foundations and Applications of Risk« [1.3]. **Spring 2019** Lecture/Tutorial »Behavioural Economics II – Business & Policy Applications« [1.2.]; Lecture/Tutorial »Evidence-Based Decision Making« [n.a.]. **Spring 2021** Lecture/Tutorial »Evidence-Based Decision Making« [1.6]. **Spring 2022** Lecture/Tutorial »Evidence-Based Decision Making« [1.1].

**Graduate level** **Winter 2014** Seminar »Replication Course in Applied Economics« [1.2]. **Winter 2017** Seminar »Reading Course on Nudging« [n.a.].

**Theses** Supervision of numerous theses at both the Bachelor and Master level and PhD level.

#### ACADEMIC ACTIVITIES

**University-level academic roles 2019–2020** Programme Director »MSc Behavioural Science for Management« (University of Stirling) **2020–present** Chief Examiner for Economics (University of Stirling)

**Presentations at conferences and workshops 2008** »Behavioral Economics« Workshop (Trento). **2009** International Workshop »Natural Experiments and Controlled Field Studies« (Ammersee). **2011** International Workshop »Natural Experiments and Controlled Field Studies« (Ammersee); NBER Conference on the Economics of Aging (Carefree, AZ). **2012** Annual Congress of the *European Economic Association* (Málaga); Annual Conference of the *Royal Economic Society* (Cambridge); *International Workshop »Natural Experiments and Controlled Field Studies«* (Ammersee). **2013** Annual Congress of the *European Economic Association* (Gothenburg); Annual *International Industrial Organization* Conference (Boston, MA); Annual Meeting of the *French Economic Association* (Aix-en-Provence); *Jahrestagung des Vereins für Socialpolitik* (Düsseldorf); NBER Conference on the Economics of Aging (Carefree, AZ). **2014** Annual Conference of the *International Association for Applied Econometrics* (London); *International Workshop »Natural Experiments and Controlled Field Studies«* (Ohlstadt). **2016** Annual Congress of the *European Economic Association* (Geneva); *Jahrestagung des Vereins für Socialpolitik* (Augsburg). **2017** SFB/TR-190 Meeting (Berlin); Annual Conference of the *Royal Economic Society* (Bristol); Annual Congress of the *International Institute of Public Finance* (Tokyo); *Jahrestagung des Vereins für Socialpolitik* (Vienna); CESifo Workshop on Political Economy (Dresden). **2018** Colloquium on Personnel Economics (COPE) (Munich); Annual Conference of the *Society for Institutional & Organizational Economics (SIOE)* (Montréal); *Jahrestagung des Vereins für Socialpolitik* (Freiburg); Conference on »Financial Cycles and Regulation« (Bundesbank Frankfurt). **2019** Bristol Workshop on »Banking and Financial Integration« (Bristol).

**Invited seminar talks 2012** Max-Planck Munich Center for the Economics of Aging. **2016** University of Ghent, University of Augsburg. **2017** ESMT Berlin, University of Mainz, IAB Nürnberg, University of Stirling, Hertie School of Governance Berlin, University of Regensburg. **2018** ZEW Mannheim. **2019** University College Dublin, University of Linz.

**Memberships and Affiliations** CESifo Research Network, Collaborative Research Center SFB/TR-190 »*Rationality and Competition: Economic Performance of Individuals and Firms*«, Committee for Organizational Economics of the German Economic Association, Econometric Society, European Economic Association, German Economic Association of Business Administration, National Bureau of Economic Research (NBER), Organizations Research Group (ORG), Royal Economic Society, Society for Institutional & Organizational Economics (SIOE), Verein für Socialpolitik (German Economic Association).

**Refereeing** European Economic Review, International Tax and Public Finance, Journal of Economic Behavior and Organization, Journal of Public Economics, Management Science, Public Choice, The B.E. Journal of Economic Analysis and Policy, The Economic Journal, The Review of International Organizations

**Other professional activities** Postdoctoral mentor of the international PhD program »*Evidence-Based Economics*« at Ludwig Maximilians University Munich (since 2014), Junior-faculty mentor of the graduate program »*Master in Quantitative Economics*« at Ludwig Maximilians University Munich (since 2017), Coordinator of the departmental seminar at the Economics Department of Ludwig Maximilians University Munich (2015–2017).

#### PERSONAL DETAILS

**Citizenship** German.

**Languages** *German*: native, *English and Spanish*: fluent, *French and Japanese*: fair.