

## Dr. Till Stowasser

Associate Professor (Senior Lecturer)

**University of Stirling**

Office University of Stirling – Management School – Stirling FK9 4LA – United Kingdom  
E-mail [till.stowasser@stir.ac.uk](mailto:till.stowasser@stir.ac.uk)  
Web <http://www.tillstowasser.net>

### Research Interests

Applied Microeconomics, Behavioral Economics, Political Economy.

### Academic Education

- 2006–2012 Ph.D. in Economics. University of Munich (LMU). Thesis: »*Empirical Essays on Health, Wealth, and Politics*«. Summa cum laude.
- 1999–2006 M.Sc. in Economics. Humboldt University Berlin and Free University Berlin. Thesis: »*Democratic Institutions and the Size of Government*«.

### Academic Employment

- 2018–present Associate Professor (with tenure) (Senior Lecturer). University of Stirling, Management School.
- 2013–2018 Assistant Professor (Akademischer Rat). University of Munich (LMU), Department of Economics.
- 2012–2013 Postdoctoral Researcher (Wissenschaftlicher Mitarbeiter). University of Würzburg, Department of Economics.

### Publications

- Peer-reviewed Rodolfo Sejas-Portillo, Mirko Moro, and Till Stowasser (2024). The Simpler the Better? Threshold Effects of Energy Labels on Property Prices and Energy-Efficiency Investments. *American Economic Journal: Applied Economics*, Forthcoming. <https://www.aeaweb.org/articles?id=10.1257/app.20220329>
- David Comerford, Mirko Moro, Rodolfo Sejas-Portillo, and Till Stowasser (2021). Leveraging the Motivational Effects of Labels: Lessons from Retrofitting. *Behavioral Science & Policy*, Vol. 7 (2), pp. 17–25. <https://doi.org/10.1177/237946152100700203>
- Florian Englmaier, Arno Schmöller, and Till Stowasser (2018). Price Discontinuities in an Online Market for Used Cars. *Management Science*, Vol. 64 (6), pp. 2754–2766. <https://doi.org/10.1287/mnsc.2016.2714>
- Florian Englmaier and Till Stowasser (2017). Electoral Cycles in Savings-Bank Lending. *Journal of the European Economic Association*, Vol. 15 (2), pp. 296–354. <https://doi.org/10.1093/jeea/jvw005>

Miriam Breckner, Florian Englmaier, Till Stowasser, and Uwe Sunde (2016). Resilience to Natural Disasters: Insurance Penetration, Institutions, and Disaster Types. *Economics Letters*, Vol. 148, pp. 106–110. <https://doi.org/10.1016/j.econlet.2016.09.023>

Till Stowasser, Florian Heiss, Daniel McFadden, and Joachim Winter (2014). Understanding the SES Gradient in Health: The Role of Childhood Circumstances. In David A. Wise (ed.), *Discoveries in the Economics of Aging*, NBER & University of Chicago Press, pp. 187–219. <https://www.nber.org/system/files/chapters/c12976/c12976.pdf>

Till Stowasser, Florian Heiss, Daniel McFadden, and Joachim Winter (2012). ‘Healthy, Wealthy, and Wise?’ Revisited: An Analysis of the Causal Pathways from Socio-Economic Status to Health. In David A. Wise (ed.), *Investigations in the Economics of Aging*, NBER & University of Chicago Press, pp. 267–317. <https://www.nber.org/papers/w17273>

Not peer-reviewed Till Stowasser (2018). Magische Zahlen: Warum 1000 so viel besser als 999 ist. People Analytics Blog.

Florian Englmaier and Till Stowasser (2017). Savings Banks in Germany: Welfare versus Politics. OUPblog, Oxford University Press.

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

Florian Englmaier and Till Stowasser (2015). Electoral Cycles in German Public-Bank Lending. *International Banker Magazine*.

### Current Research Projects

Behavioral Economics Family, Motivation, and Harm: Adolescent Gaming and Gambling in the UK (with Kevin Kim and Philip Newall).

Human Health or Environmental Health? Quantifying Narratives for Driving Behavioural Change of Single-Use Hygiene Products (with Clare Andrews, David Comerford, Shona Matthews, Mirko Moro, Gözde Özakıncı, and Richard Quilliam).

Charmers versus Rounders: Rent-Price Discontinuities in the German Housing Market (with Michael Hofmann).

Does Bidding for Complex Goods Reflect All Relevant Information? Field Evidence from Online Gaming (with Florian Englmaier and Arno Schmöller).

Determinants and Effects of Reserve Prices in Online Auctions (with Florian Englmaier and Arno Schmöller).

Opinions About Facts: Partisan Asymmetries in Economic Assessments (with Lena Greska).

Wages and Reference Points (with Florian Englmaier and Felix Peterhammer).

Political Economy Electoral Cycles in Bank Lending Explained: The Role of Political Representation in Governing Bodies (with Jonas Markgraf).

Power Politics: Electoral Cycles in German Electricity Prices (with Florian Englmaier, Lisa Hinreiner, and Andreas Roider).

## Grants and Funding

- 2024–2027 Research grant, »Polyvalent Vaccines For Pangasius Catfish« (Co-I) (£528,250). International Development Research Centre (IDRC).
- 2024 Research grant, »Investing in Prevention: Leveraging Innovative Vending Machine Design to Reduce Costs of Publicly Funded Sexual Healthcare.« (PI) (£1,050). Small Grants Scheme, Scottish Economic Society (SES).
- 2023 Research grant, »Human Health or Environmental Health? Quantifying Narratives for Driving Behavioural Change of Single-Use Hygiene Products« (Co-I) (£17,723). Natural Environment Research Council (NERC).
- 2021–2025 Funding for full 4-year PhD scholarship (PI) (£85,400). Economic and Social Research Council (ESRC).
- 2016–2020 Collaborative Research Center SFB/TR-190 »Rationality and Competition: The Economic Performance of Individuals and Firms« (Co-I) (€10,000,000). German Research Foundation (DFG).
- 2011–2016 Research grant, »Economics of Health, Wealth, and Well-Being« (Co-I) (\$2,210,747). National Institute of Aging (NIA).
- 2010 Visiting research scholarship for doctoral students (Co-I) (€3,054). German Academic Exchange Foundation (DAAD).
- 2010 Research grant via SFB/TR-15 »Governance and the Efficiency of Economic Systems« (PI) (€6,000). German Research Foundation (DFG).
- 2006–2009 Full doctoral scholarship (€39,708). German Research Foundation (DFG).

## Awards

- 2021 and 2024 Research Culture Award for Outstanding Mentor (Nomination). University of Stirling.
- 2020, 2021, 2022, 2023 and 2024 RATE Award for Excellence in Teaching (Nomination). 2021: Runner Up. 2023: Honourable Mention. University of Stirling.
- 2024 RATE Award for Outstanding Academic Mentor (Nomination). University of Stirling.
- 2020, 2021, and 2022 RATE Award for Best Personal Tutor (Nomination). University of Stirling.
- 2023 Research Culture Award for Outstanding Collaborator (Winner). University of Stirling.
- 2021 Research Culture Award for Outstanding Mentor (Nomination). University of Stirling.
- 2021 RATE Award for Fantastic Feedback. University of Stirling.
- 2009 and 2019 Annual Teaching Award (Winner). University of Munich (LMU).
- 2015 Annual Teaching Award (Nomination). State of Bavaria.
- 2013 and 2016 Conference Presentation Award. German Economic Association.

## Academic Roles

- 2024–present Faculty Chief Examiner for the Management School. University of Stirling.
- 2023–present Lead of Behavioural Science PhD Group. University of Stirling.
- 2022–present Lead of Behavioural Science Research Cluster. University of Stirling.
- 2020–present Divisional Chief Examiner for Economics. University of Stirling.
- 2019–2020 Programme Director »M.Sc. Behavioural Science«. University of Stirling.
- 2017–2018 Junior-Faculty Mentor of the graduate programme »Master in Quantitative Economics«. University of Munich (LMU).
- 2015–2017 Coordinator of the Economics Departmental Seminar. University of Munich (LMU).
- 2014–2018 Postdoctoral Mentor of the PhD program »Evidence-Based Economics«. University of Munich (LMU).

## Organisation of Conferences and Workshops

- 2024 First Scottish Behavioural Science Conference (joint with Leonard Lades). University of Stirling.
- 2023 Stirling Workshop on Behavioural Science and Digital Markets Regulation. Keynotes: Fiona Scott Morton and Amelia Fletcher, CBE. University of Stirling.

## Research Visits

- 2016, 2017, 2018 Bundesbank (Germany), Financial Stability Department [Host: Matthias Köhler].
- 2012 University of Southern California (USA), Schaeffer Center for Health Policy and Economics [Hosts: Daniel McFadden and Dana Goldman].
- 2010 RAND Corporation (USA), Research unit: Labor and Population [Host: Arie Kapteyn].

## Other Academic Activities

- Presentations at conferences and workshops **2024** Scottish Economic Society Annual Conference (Glasgow); Annual Scottish & Northern English Conference in Microeconomics (Crieff); Annual SABE/IAREP Conference (Dundee). **2023** Annual Conference of the Royal Economic Society (Glasgow). **2019** Bristol Workshop on »Banking and Financial Integration« (Bristol). **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). **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). **2016** Annual Congress of the European Economic Association (Geneva); Jahrestagung des Vereins für Socialpolitik (Augsburg). **2014** Annual Conference of the International Association for Applied Econometrics (London); International Workshop »Natural Experiments and Controlled Field Studies« (Ohlstadt). **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). **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). **2011** International Workshop »Natural Experiments and Controlled Field Studies« (Ammersee); NBER Conference on the Economics of Aging (Carefree, AZ). **2009** International Workshop »Natural Experiments and Controlled Field Studies« (Ammersee). **2008** »Behavioral Economics« Workshop (Trento).

|                              |   |
|------------------------------|---|
| Invited seminar talks        | <b>2019</b> University College Dublin, University of Linz. <b>2018</b> ZEW Mannheim. <b>2017</b> ESMT Berlin, University of Mainz, IAB Nürnberg, University of Stirling, Hertie School of Governance Berlin, University of Regensburg. <b>2016</b> University of Ghent, University of Augsburg. <b>2012</b> Max-Planck Munich Center for the Economics of Aging.  |
| 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.   |
| Memberships and affiliations | American Economic Association, CESifo Research Network, 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, Scottish Economic Society, Society for Institutional & Organizational Economics (SIOE), Verein für Socialpolitik (German Economic Association). |

### Teaching [student evaluations in brackets: 1 (best) – 5 (worst)]

|                     |   |
|---------------------|---|
| Undergraduate level | <p>Lecture &amp; seminar »<i>Statistics for Economics, Business and Management</i>«. University of Stirling. Spring 2024 [1.2]; Spring 2023 [1.1]; Spring 2022 [1.3]; Spring 2021 [1.4]; Spring 2020 [1.4]; Spring 2019 [1.5].</p> <p>Lecture &amp; seminar »<i>Industrial Organisation</i>«. University of Stirling. Autumn 2019 [1.0].</p> <p>Guest lecture &amp; seminar »<i>Insurance Economics</i>«. University of Munich (LMU). Spring 2024 [1.0]; Spring 2023 [1.0]; Spring 2022 [1.0]; Spring 2021 [1.0]; Autumn 2018 [n.a.].</p> <p>Guest lecture &amp; seminar »<i>Economic Foundations and Applications of Risk</i>«. University of Munich (LMU). Autumn 2023 [1.0]; Autumn 2022 [1.1]; Autumn 2021 [n.a.].</p> <p>Lecture »<i>Mathematical Methods for Economics</i>«. University of Munich (LMU). Summer 2018 [1.4]; Summer 2015 [1.4]; Summer 2014 [1.2].</p> <p>Seminar »<i>Mathematical Methods for Economics</i>«. University of Munich (LMU). Summer 2018 [1.2 &amp; 1.4]; Winter 2015 [1.1]; Summer 2014 [1.2]; Winter 2013 [1.1 &amp; 1.2]; Summer 2011 [1.0 &amp; 1.1]; Winter 2010 [1.1]; Summer 2010 [1.0 &amp; 1.2]; Winter 2009 [1.0]; Summer 2009 [1.0 &amp; 1.1]; Winter 2008 [1.1 &amp; 1.3]; Winter 2007 [1.2].</p> <p>Seminar »<i>Behavioral Biases in Economic Exchange</i>«. University of Munich (LMU). Winter 2017 [1.0].</p> |
|---------------------|---|

Seminar »Elections, Connections, and Economic Outcomes« University of Munich (LMU). Winter 2016 [1.1 & 1.2].

Seminar »Trust and Economic Performance«. University of Munich (LMU). Winter 2015 [1.1 & 1.2].

Postgraduate level Lecture & seminar »Evidence-Based Decision Making« (joint with David Comerford). University of Stirling. Spring 2024 [1.3]; Spring 2023 [1.7]; Spring 2022 [1.1]; Spring 2021 [1.6]; Spring 2019 [n.a.].

Lecture & seminar »Behavioural Economics II«. University of Stirling. Spring 2024 [1.3]; Spring 2023 [1.3]; Spring 2021 [1.2].

Lecture & seminar »Economic Foundations and Applications of Risk«. University of Munich (LMU). Summer 2016 [1.2]; Summer 2015 [1.5].

Seminar »Economic Theory of Risk«. University of Würzburg. Summer 2013 [1.1]; Summer 2012 [1.4].

Seminar »Insurance Markets«. University of Würzburg. Winter 2012 [1.2].

Doctoral level Seminar »Behavioural Science Ph.D. Lab«. University of Stirling. Autumn 2024 [n.a.]; Spring 2024 [n.a.]; Autumn 2023 [n.a.]; Spring 2023 [n.a.].

Seminar »Reading Course on Nudging«. University of Munich (LMU). Winter 2017 [n.a.].

Seminar »Replication Course in Applied Economics«. University of Munich (LMU). Winter 2014 [1.2].

Supervision Supervision of numerous dissertation at undergraduate and postgraduate level.

### Doctoral supervision

Ongoing Primary supervisor: Elisabeth Barnes, Jayne Brown, Katie O'Neill, Jasmine Yang.

Secondary supervisor: Kevin Kim.

Completed Primary supervisor: **2022** Rodolfo Sejas-Portillo (Placement: London School of Economics (PostDoc), University of Glasgow (Assistant Professor))

Secondary supervisor: **2023** Michael Hofmann, Robert Murphy.

### Personal details

Citizenship German.

Language skills German: native.  
English, Spanish: fluent.  
French, Japanese: basics.