

Antonia Krefeld-Schwalb

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Employment

since 2021	Assistant Professor, Rotterdam School of Management, Erasmus University, Rotterdam, Netherlands
2019 –2021	Postdoctoral Researcher, Center for Decision Sciences, Columbia Business School, Columbia University. Supervisor: Eric J. Johnson

Education

2016 - 2020	Ph.D., Marketing and Management, University of Geneva. Supervisor: Prof. Benjamin Scheibehenne. Title: <i>Relevant consumer research: prediction, explanation, and replication.</i>
2012 - 2015	Ph.D., Social Psychology, University of Bern. Supervisor: Profs. Margit Oswald and Karl Christoph Klauer. Title: <i>The Influence of the Ease of Mental Imagery on Source Memory and Item Memory</i>
2010 - 2012	MSc, Psychology, University of Bern
2007 - 2010	BSc, Psychology, University of Hamburg

Research Interests

I study the impact of individual differences on responses to marketing policy interventions to improve targeting and segmentation. My substantive focus is on sustainable consumer behavior and how to make persuasive messages such as emails and text messages as well as incentives more effective. I also investigate methodological problems to improve the validity of preference measurements and the generalizability of experimental methods in consumer research.

Publications

1. Krefeld-Schwalb, A., Hua X. & Johnson E.J. (in press). Measuring population heterogeneity requires heterogeneous populations. *Proceedings of the National Academy of Science*.
2. Krefeld-Schwalb, A., Sugerman E. & Johnson, E.J. (2024). Exposing omitted moderators: Explaining why effect sizes differ in the social sciences. *Proceedings of the National Academy of Science*, 121 (12). <https://doi.org/10.1073/pnas.2306281121>
3. Krefeld-Schwalb, A., & Scheibehenne, B. (2023). Tighter nets for smaller fishes: Mapping the development of statistical practices in consumer research between 2008 and 2020. *Marketing Letters*, 34, 351–36. <https://doi.org/10.1007/s11002-022-09662-3>
4. Li, Y.*, Krefeld-Schwalb, A.*, Wall, D. G., Johnson, E. J., Toubia, O., & Bartels, D. M. (2022). The More You Ask, the Less You Get: When Additional Questions Hurt

External Validity. *Journal of Marketing Research*, 59(5), 963-982.
<https://doi.org/10.1177/00222437211073581> [*Shared first authorship]

5. Krefeld-Schwalb, A., Scheibehenne, B., & Pachur, T. (2022). Structural Parameter Interdependencies in Computational Models of Cognition. *Psychological Review*, 129(2), 313–339. <https://doi.org/10.1037/rev0000285>
6. Krefeld-Schwalb, A., & Rosner, A. (2020). A new way to guide consumer's choice: Retro-cueing alters the availability of product information in memory. *Journal of Business Research*, 111, 135–147. <https://doi.org/10.1016/j.jbusres.2019.08.012>
7. Krefeld-Schwalb, A., Donkin, C., Newell, B. R., & Scheibehenne, B. (2019). Empirical comparison of the adjustable spanner and the adaptive toolbox models of choice. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 45(7), 1151–1165. <https://doi.org/10.1037/xlm0000641>
8. Krefeld-Schwalb, A., Witte, E. H., & Zenker, F. (2018). Hypothesis-Testing Demands Trustworthy Data — A Simulation Approach to Inferential Statistics Advocating the Research Program Strategy. *Frontiers in Psychology*, 9(March), 1–14. <https://doi.org/10.3389/fpsyg.2018.00460>
9. Krefeld-Schwalb, A. (2018). The Retro-Cue Benefit for Verbal Material and Its Influence on the Probability of Intrusions Under Dual-Task Conditions. *Experimental Psychology*, 65(3), 128–138. <https://doi.org/10.1027/1618-3169/a000400>
10. Krefeld-Schwalb, A., Ellis, A. W., & Oswald, M. E. (2015). Source memory for mental imagery: Influences of the stimuli's ease of imagery. *PLoS ONE*, 10(11), 1–14. <https://doi.org/10.1371/journal.pone.0143694> .

Research in Progress

Krefeld-Schwalb, A., Constantino, S. & Paolacci, G. (RR at *Journal of Marketing*). The evidence you see is all there is: Selective reporting in applied market research.

Krefeld-Schwalb, A., Martinovici, A., Orquin, J. L., Aribarg, A., Erdem, T., ... Yang, C. L. (RR at the *International Journal of Research in Marketing*). Search in service of choice. <https://doi.org/10.31234/osf.io/xw5bv>

Reeck, C., Lee, B. C., Krefeld-Schwalb, A., Xu, S. & Johnson, E.J.. (RR at *Management Science*). Information search shapes consumer patience: A novel process model for intertemporal choice.

Wei, S.*, Krefeld-Schwalb, A.*, Gabel, S. *. Global Evidence on the Motives for Sustainable Behaviors. <https://doi.org/10.31234/osf.io/syku6> . [* Equal Contribution]

Krefeld-Schwalb, A.* & Gabel, S.* Sustainable future: Fostering sustainable behavior with targeted interventions. <https://doi.org/10.31234/osf.io/nc2bh> [* Equal Contribution]

Krefeld-Schwalb, A. & Johnson E. (in preparation). From reproducibility crisis to generality revolution in consumer research.

Krefeld-Schwalb, A, Bergh, B. van den, Constantino, S., Filatova, T., Gabel, S., Johnson, E.J., Newell, .B, Oerlemans, C. & Weber, E. (in preparation) Climate risk labels for real estate: An individual level intervention to induce system change toward adaptation.

Krefeld-Schwalb, A., Bartels, D. & Johnson, E.J.. More than money over time: Consumers' intertemporal preferences for money, health and getting things done.
<https://doi.org/10.31234/osf.io/8d2w4>

Krefeld-Schwalb, A & Johnson, E.J. (in preparation). Ensembled Preference.

Invited Talks

2025

Yale (planned)

University of Leuven

2024

Booth School of Business, University of Chicago

Technical University Delft

Tilburg University

Ludwig Maximilian University, Munich

2023

Wharton Business School, University of Pennsylvania

Princeton University

Pompeu Fabre

2022

University of Warwick

Uppsala University

Maastricht University

2020

University of St.Gallen

Rotterdam School of Management

TUM School of Management

2019

Boğaziçi University Istanbul

Columbia University

2018

University of Zürich

Max-Planck-Institute of Human Development

Teaching Experience

Year	Title	Program
2023-2024	Noise: Understanding Errors in Human Judgement and Prediction Task: Design and Delivery of the entire course	MSc Marketing, <i>Rotterdam School of Management</i>

2021-2024	Going viral: Ideas that spread around the world Task: Design and Delivery of the entire course	BA/IBA, <i>Rotterdam School of Management</i>
2022-2024	Living Management Project, Task: Supervising student groups working on consultancy projects No individual teaching evaluation	MBA, <i>Rotterdam School of Management</i>
2022-2024	Consumer Behavior Task: Teach one session about research around preference measurement. Each session is taught by a different faculty member.	PhD, <i>Rotterdam School of Management</i>

Thesis Supervision

2021- 2023 10 master theses as main supervisor and 10 master theses as co-reader per year

Individual Scientific Reviewing Activities

Management Science
Journal of Marketing Research
Journal of Marketing
Psychological Review
PNAS
Decision
Computational Brain and Behavior
Journal of Business Research
Journal of Experimental Psychology: Learning, Memory and Cognition
Judgment and Decision Making

Third-Party Funding and Awards

2024 Kilts Center Visiting Faculty Fellow at Chicago Booth
2024 Seed Grant, Convergence - Resilient Delta Initiative, EUR 326,000
 Role: Grant Applicant and Project lead with Sebastian Gabel and Tatiana Filatova
2024 Veni Grant, NWO Dutch Research Council (Nederlandse Organisatie voor
 Wetenschappelijk Onderzoek), EUR 320,000
 Role: Grant Applicant
2023 Various in-kind product sponsors, ~ EUR 30,000
 (<https://sustainability.rsm.nl/demo>)
2023 Kickstarter grant, Convergence Initiative, EUR 29,954
 Role: Grant Applicant together with Sebastian Gabel
2023 Humboldt Residency Program: Our Precious Resources: Wege zu einer sicheren
 und nachhaltigen Zukunft, Alexander von Humboldt Stiftung
2019 PostDoc mobility Scholarship, Swiss National Science Foundation, CHF 197,000
 Role: Grant Applicant.
2017 Project Grant, Swiss National Science Foundation, CHF 239,721
 Role: Conceptualization of the research plan and writing of the application.
 Grant applicant: Benjamin Scheibehenne; Project Partner: Thorsten Pachur
2017 Travel Grant, Société Académique Genève
 Role: Grant applicant
2016 Travel Grant, Schweizerische Akademie der Geistes- und Sozialwissenschaften

	Role: Grant applicant
2016	Student Award, Society for Mathematical Psychology
2015	Doc mobility Scholarship, Swiss National Science Foundation, CHF 40,255