

# LUCA HENKEL

Email: [henkel@ese.eur.nl](mailto:henkel@ese.eur.nl) | Website: <https://luca-henkel.github.io/>

## RESEARCH INTERESTS

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Behavioral Economics, Household Finance

## EMPLOYMENT

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2024 – **Assistant Professor of Finance**, Erasmus University Rotterdam  
2023 – 24 Postdoctoral Scholar, University of Chicago and University of CEMA

## EDUCATION

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2016 – 23 Ph.D. in Economics (*summa cum laude*), University of Bonn  
2016 – 17 Visiting Ph.D. Student, University of California, Berkeley  
2016 – 20 M.Sc. in Economics (*with distinction*), University of Bonn  
2013 – 16 B.Sc. in Economics (*with distinction*), University of Bonn

## AFFILIATIONS

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ERIM – Associate Member | CESifo Research Network – Network Affiliate | IZA - Institute of Labor Economics – Associated Member | Joint Initiative for Latin American Experimental Economics (JILAE) – Director | Tinbergen Institute – Candidate Fellow

## PUBLICATIONS

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**Experimental Evidence on the Relationship between Perceived Ambiguity and Likelihood Insensitivity**

**Games and Economic Behavior**, 2024

[\[Link to Paper\]](#)

**Historical narratives about the COVID-19 pandemic are motivationally biased**

with Philipp Sprengholz, Robert Böhm, and Cornelia Betsch

**Nature**, 2023

[\[Link to Paper\]](#)

**The association between vaccination status identification and societal polarization**

with Philipp Sprengholz, Lars Korn, Cornelia Betsch and Robert Böhm

**Nature Human Behaviour**, 2023

[\[Link to Paper\]](#)

**Different interventions for COVID-19 primary and booster vaccination? Effects of psychological factors and health policies on vaccine uptake**

with Philipp Sprengholz, Robert Böhm and Cornelia Betsch

**Medical Decision Making**, 2023

[\[Link to Paper\]](#)

**Payments and freedoms: Effects of monetary and legal incentives on COVID-19 vaccination intentions in Germany** with Philipp Sprengholz and Cornelia Betsch

**PLOS ONE**, 2022

[\[Link to Paper\]](#)

## WORKING PAPERS

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### **Limited Self-knowledge and Survey Response Behavior**

with Armin Falk, Thomas Neuber, and Philipp Strack

**American Economic Review**, Reject and Resubmit

[\[Link to Paper\]](#)

### **Proud to Not Own Stocks: How Identity Shapes Financial Decisions**

with Christian Zimpelmann

**Review of Financial Studies**, Revise and Resubmit

[\[Link to Paper\]](#)

### **Eliciting Moral Preferences under Image Concerns: Theory and Experiment**

with Roland Bénabou, Armin Falk and Jean Tirole

**Games and Economic Behavior**, Revise and Resubmit

[\[Link to Paper\]](#)

### **Self-Image as Identity**

with Roland Bénabou

Prepared for the **Handbook of the Economics of Identity**

[\[Link to Paper\]](#)

### **Voice AI in Firms: A Natural Field Experiment on Automated Job Interviews**

with Brian Jabarian

[\[Link to Paper\]](#)

### **The Role of Interpersonal Uncertainty in Prosocial Behavior**

with Anujit Chakraborty

[\[Link to Paper\]](#)

### **Ends versus Means: Kantians, Utilitarians, and Moral Decisions**

with Roland Bénabou and Armin Falk

[\[Link to Paper\]](#)

### **Understanding climate polarization: Identification with and discrimination between climate policy opinion groups**

with Philipp Sprengholz, Cornelia Betsch, and Robert Böhm

[\[Link to Paper\]](#)

## POLICY WRITINGS

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### **Identification, polarization, and their societal and political consequences**

with Robert Böhm, Philipp Sprengholz, and Cornelia Betsch

**United Nations Human Development Report 2023-24, 2024**

[\[Link to Paper\]](#)

### **Personal motivations polarize people's memories of the COVID-19 pandemic**

with Philipp Sprengholz

**Nature**, 2023

[\[Link to Paper\]](#)

### **Learning from the past? How biased memories of the pandemic endanger preparation for future crises**

with Philipp Sprengholz, Robert Böhm, and Cornelia Betsch

**Clinical and Translational Medicine**, 2023

[\[Link to Paper\]](#)

## TEACHING

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2026	Seminar Behavioral Finance (Undergraduate, EUR)
2025	Seminar Interest Rates and the Stock Market (Undergraduate, EUR)
2025	Behavioral Finance Minor (Undergraduate, EUR)
2024	Behavioral Finance Minor (Undergraduate, EUR)
2022	Behavioral Economics (Undergraduate, University of Bonn)
2021 – 22	Research Module in Management and Applied Micro (Graduate, University of Bonn)
2020 – 21	Seminar Scientific Work Methods (Undergraduate, University of Bonn)

## CONFERENCES AND SEMINARS

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2025	<p><i>Invited seminars:</i> Erasmus School of Economics   University of Amsterdam   University of Chicago   University of Cologne   University of Konstanz   RWI Research Seminar</p> <p><i>Conferences:</i> AI at Work Retreat   CESifo Area Conference on Behavioral Economics   CESifo Workshop on the Economic and Societal Impacts of AI   Early-Career Behavioral Economics Conference (no presentation)   17th Maastricht Behavioral and Experimental Economics Symposium   SFI-SCG Corporate Social Responsibility Workshop (Chair)   2025 World Congress of the Econometric Society   Zeuthen Workshop on Cognitive Foundations of Economic Decision-making  <i>(includes scheduled)</i></p>
2024	<p><i>Invited seminars:</i> Berlin Behavioral Economics Seminar   UC Davis   Cornell University   London School of Economics   Middlebury College   ODISSEI   University of Chicago   University of Chicago Booth School of Business   Universidad Torcuato Di Tella   University of Zürich</p> <p><i>Conferences:</i> Bay Area Behavioral and Experimental Economics Workshop   Early-Career Behavioral Economics Conference   Workshop on Beliefs, Narratives, and Memory</p>
2023	<p><i>Invited seminars:</i> Bocconi University   Development Bank of Latin America and the Caribbean (CAF)   Carnegie Mellon University   Erasmus School of Economics   Goethe University Frankfurt   NYU Abu Dhabi   Rotterdam School of Management   University of CEMA   University of Essex   University of San Andrés</p> <p><i>Conferences:</i> Bonn-Frankfurt-Mannheim PhD Conference   CESifo Area Conference on Behavioral Economics   ERINN Conference   LACEA Annual Meeting   SAFE Household Finance Workshop   SEHO Annual Meeting</p>
2018 – 22	<p><i>Conferences:</i> briq Summer School in Behavioral Economics   Bonn-Mannheim PhD Conference   6th CRC TR 224 Conference   10th CRC TR 224 Conference   EEA Annual Congress   ESA Global Conference   SEF Experimental Finance Conference   VfS Annual Conference</p>

## PROFESSIONAL SERVICE

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Refereeing	<i>Economics</i> : <i>Econometrica</i>   <i>Economic Journal</i>   <i>European Economic Review</i>   <i>Games and Economic Behavior</i>   <i>Journal of Economic Behavior and Organization</i>   <i>Journal of Economic Psychology</i>   <i>Journal of Political Economy</i>   <i>Journal of Political Economy Microeconomics</i>   <i>Journal of Public Economics</i>   <i>Journal of the European Economic Association</i>   <i>Journal of Human Resources</i>   <i>Journal of Behavioral and Experimental Economics</i>   <i>Management Science</i>   <i>Review of Economics and Statistics</i> <i>Other</i> : <i>British Journal of Health Psychology</i>   <i>Humanities and Social Sciences Communications</i>   <i>Self and Identity</i>
Hiring Committee	Erasmus University Rotterdam (AP) 23/24, 24/25   JILAE (Postdoc) 23/24, 24/25, 25/26   University of Chicago (Postdoc) 24/25
Organizer	Early-Career Behavioral Economics Conference (ECBE): IZA, Bonn (2024); NHH, Bergen (2025); Booth School of Business, Chicago (2026)   Chicago School in Experimental Economics (CSEE): University of Chicago (2024); University of Chicago (2025); IZA, Bonn (2025)
2025	Award Committee, Advances with Field Experiments Conference
2024	Program Committee, EFA Annual Meeting
2020	Co-organizer, Bonn-Mannheim PhD Conference
2019 – 22	Organizer, Weekly Applied Micro Coffee Seminar (Bonn)
2019	Member of the selection committee, German Academic Exchange Service

## GRANTS, AWARDS AND SCHOLARSHIPS

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Grants (PI)	<b>Total as PI: <math>\approx</math> \$400,000</b> Projects: Schmidt Sciences AI at Work Research Grant (\$200,000)   Schmidt Sciences Proposal Development Award (\$10,000)   CRC TR 224 Research Grant (23,737 EUR, multiple projects)   Selten Seeding Grant (15,800 EUR, multiple projects)   ECONtribute Research Grant (4,820 EUR)   IZA Research Grant (3,250 EUR)   Young ECONtribute Program Grant (1,032 EUR) Conferences: ECBE funding (77,440 EUR, multiple sources)   CSEE funding (45,000 EUR, multiple sources)
2023	Finalist for the Distinguished CESifo Affiliate Award in Behavioral Economics
2017 – 20	Dissertation Scholarship, Bonn Graduate School of Economics
2016 – 17	Scholarship for Graduates, German Academic Exchange Service
2014 – 18	Merit Scholarship, Friedrich Ebert Foundation

## MEDIA MENTIONS

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Berliner Kurier | Bloomberg | Business Insider | Der Standard | Die Zeit | FAZ  
| Financial Times | Focus | Fortune | Kurier | MDR | NDR | ORF | Salzburger  
Nachrichten | Spiegel | Süddeutsche Zeitung | Sydney Morning Herald | SWR  
| Tagesschau | Tagesspiegel | The Information | Toronto Star | VOL | Wiener  
Zeitung | WirtschaftsWoche | Zeit

## MISCELLANEOUS

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Citizenship German

Languages German (native), English (fluent), Spanish (beginner)

Last update: November 28, 2025