Max Spohn

PhD Candidate in Public Policy, Harvard Kennedy School

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RESEARCH INTERESTS	Political and economic beliefs; Structure and function of narratives in decision-making; Media effects on belief formation; Narratives as a public policy instrument

EDUCATION

Harvard Kennedy School   Cambridge, MA
Ph.D. Public Policy   2022 - Present
- Judgment and Decision Making Track
- Current advisors: Dr. Julia Minson and Dr. Jennifer Lerner

University of Pennsylvania   Philadelphia, PA
Master of Behavioral and Decision Science   2019 - 2020
- Focus on JDM, Social Norms, and Experimental Methods
- Supervisor: Dr. Eugen Dimant

University College London   London, UK
BSc Philosophy, Politics, and Economics   2016 - 2019
- Economics and Politics Concentration
- Focus on Behavioral Economics, Voting Behavior, and Public Policy

RESEARCH EXPERIENCE

Behavioral Economist / Lab Manager   2020 - 2022
Financial Conduct Authority, London, UK
- Built capabilities for in-house online experiments on financial decision making and consumer behavior
- Designed, programmed, deployed, and analyzed online experiments to inform financial regulation in the UK
- Spearheaded applications of Behavioral Economics to FCA policy-making

Graduate Research Assistant   2019 - 2020
University of Pennsylvania, Department of Political Science
- Extensive literature review on recent publications on voting behavior and conjoint analysis - *with Dr. Daniel Hopkins*
- Report on the importance of German language for German national identity through the lens of political science and implications for immigration policy - *with Dr. Nicholas Sambanis*
- Pretests and preparation for a lab-in-the-field study of the impact of racial identity threats on in-group solidarity (paused due to COVID-19) - *with Dr. Nicholas Sambanis and Dr. Eugen Dimant*

JOURNAL PUBLICATIONS

1. **"In science we (should) trust: Expectations and compliance across nine countries during the COVID-19 pandemic" (2021)**. [With Cristina Bicchieri, Enrique Fatas, et al.]. *PLoS one 16(6).*

POLICY RESEARCH PAPERS

5. **"To certify or not to certify: Decision points in the self-certification process" (2022)**. [With Cameron Gilchrist, Lucy Hayes, et al.]. *FCA Research Note.* Available online.

4. **"Going beyond 'capital at risk': testing behaviourally informed risk warnings" (2022)**. [With Dunvel Délias, Flo Farghly, et al.]. *FCA Research Note.* Available online.

3. **"Pausing, reading, and reflecting: Decision points in high-risk investment user journeys" (2022)**. [With Flo Farghly, Lucy Hayes, et al.]. *FCA Research Note.* Available online.

2. **"Sustainable investing: objective gradings, greenwashing and consumer choice" (2021)**. [With Patrick Sholl, Helena Robertson, et al.]. *FCA Insight Article.* Available online.

1. **"Discounts, Cashbacks, and Soft Toys: The Impact of Promotions on Consumer Decisions in the General Insurance Market" (2021)**. [With Flo Farghly and Cherryl Ng]. *FCA Research Note.* Available online.

AWARDS AND HONORS

- *2019*   BSc awarded with First-Class Honors
- *2017*   UCL Economics First Year Challenge Winner

SKILLS

Software/Programming: R, Python (basics), oTree, Qualtrics, LaTeX, JavaScript (basics), HTML/CSS (basics)

Languages: German, English, French (advanced), Russian (basics)

REFERENCES   Available upon request