

# Max Spohn

PhD Candidate in Public Policy, Harvard Kennedy School

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RESEARCH INTERESTS	Judgment and Decision Making & Behavioral Science; Narratives in economic and political beliefs; Evidence adoption in the public sector; Polarization	
EDUCATION	<b>Harvard Kennedy School</b> <i>Ph.D. Public Policy</i> • Judgment and Decision Making Track • Advisors: Dr. Elizabeth Linos & Dr. Julia Minson	Cambridge, MA 2022 - Present
	<b>University of Pennsylvania</b> <i>Master of Behavioral and Decision Science</i>	Philadelphia, PA 2019 - 2020
	<b>University College London</b> <i>BSc Philosophy, Politics, and Economics</i>	London, UK 2016 - 2019
RESEARCH EXPERIENCE	<b>Behavioral Economist / Lab Manager</b> <i>Financial Conduct Authority, London, UK</i> • Online experiments on financial decision-making	2020 - 2022
	<b>Graduate Research Assistant</b> <i>University of Pennsylvania, Department of Political Science</i>	2019 - 2020
TEACHING EXPERIENCE	<b>Course Coach - Fundamentals of Negotiation Analysis and Practice</b> <i>Harvard Kennedy School, Fall 2023 &amp; Fall 2024</i>	
WORKING PAPERS	• <b>"Beyond Extremity: Underestimating the Ideological Complexity of Outgroup Members' Opinions Drives Partisan Animosity.</b> [With Charles Dorison & Julia Minson]. <a href="#">Link to Poster</a> . – Poster at SJDM 2024 - <b>3rd place Best Poster Award</b> – Flash Talk at BDRM 2024 – Poster at SPSP 2024 – Poster at MIT Polarization Workshop 2023	
CURRENT PROJECTS	• <b>"Causal Narratives"</b> • <b>"Barriers to Evidence Adoption"</b> [With Elizabeth Linos].	
JOURNAL PUBLICATIONS	1. <b>"In science we (should) trust: Expectations and compliance across nine countries during the COVID-19 pandemic"</b> (2021). [With Cristina Bicchieri, Enrique Fatas, et al.]. <i>PLoS one</i> 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 & HONORS

2024 SJDJ Best Student Poster Award (3rd place)  
2019 BSc awarded with First-Class Honors  
2017 UCL Economics First Year Challenge Winner

## GRANTS

2024	Weatherhead Research Cluster on Identity Politics Grant	\$3,000
2023	Shorenstein Center Research Funding	\$1,600
2023	Harvard Kennedy School Dean's Research Fund Award	\$5,000
2023	Harvard PON Next Generation Grant (with Julia Minson)	\$10,000

## SERVICE

**Organizer** for the Judgment and Decision Making Graduate Student Workshop at Harvard Kennedy School

## SKILLS

**Software/Programming:** R, Python (basics), oTree, Qualtrics, L<sup>A</sup>T<sub>E</sub>X, JavaScript (basics), HTML/CSS (basics)

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

## REFERENCES

Available upon request