

Moritz Mosenhauer

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RESEARCH FIELDS

Organisational Economics, Experimental Finance, Behavioural Economics

JOB MARKET PAPER

Salience and Management-by-Exception: (pdf here)

This paper studies a firm's organisational responses if its agents misevaluate information. If a manager overreacts to unusual events, it may be desirable for the firm to adopt the management practice management-by-exception. I develop a theoretical framework to study this technique and derive conditions under parsimonious assumptions for when it should be adopted. Moreover, I show how further assumptions can refine the model's predictions, establishing a direct link between the manager's over-responsiveness and organisational rigidity. The strategy is implemented by controlling the information that the manager receives. In fact, in the absence of information transmission and processing costs, it may be optimal to not send inherently valuable signals concerning the economy's state to the manager.

AWARDS AND DISTINCTIONS

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| 2017 | Ranked 1st in Department of Economics for overall teaching satisfaction |
| 2017, 2018 | 1 out of 5 nominees in university-wide Glasgow University Student Teaching Awards |
| 2015 | Adam Smith Business School Scholarship for Doctoral Studies (£42.000) |
| 2016 | Universitas 21-scholarship by the University of Amsterdam (€ 500) |

RESEARCH

Work in Progress:

Do Less Informed Stock Traders Get Higher Returns?: Evidence from the Lab

Working Papers:

Growth Diagnostics: A Foundation (with Sayantan Ghosal)

Policy Papers:

Using Growth Diagnostics to Identify Policy Reform Priorities

EDUCATION

- since 2015 **Ph.D. in Economics** *Adam Smith Business School Scholarship*
University of Glasgow
Supervisors: Prof. Sayantan Ghosal and
Prof. Yiannis Vailakis
- 2013-2015 **M.Sc. in Economics** (University of Munich)
- 2009-2012 **B.A. in East Asian Economics and Politics** (University of Bochum)

REFERENCES

Professor Sayantan Ghosal
University of Glasgow
Tel.: 00441413302593
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Professor Yiannis Vailakis
University of Glasgow
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Professor Florian Englmaier
University of Munich
Tel.: 00498921805642
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Dr. Theodore Koutmeridis
University of Glasgow
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TEACHING

Teaching assistant for the following courses:

- 2018 **Behavioural Economics**, postgraduate elective course at the University of Glasgow
- 2017-2019 **Economics 1B** (Macroecon.), 1st year core-module at the University of Glasgow
- 2016-2018 **Economics 1A** (Microecon.), 1st year core-module at the University of Glasgow
- 2011 **Quantitative Methods of Business Studies**, 1st year core-module at the Ruhr-University Bochum

PRESENTATIONS (includes scheduled)

- 2019 Annual RES conference (Warwick)
- 2018 Workshop for PhD & Post-doctoral students (Queen Mary), Committe for Org. Econ. of the GEA (Hamburg), SAEe (Madrid), BiGSEM (Bielefeld)
- 2017 SGPE Crieff Conference (Edinburgh), Economic Lunchtime Seminar (Glasgow)
- 2016 BSI PhD Workshop (Glasgow), Brownbag Seminar (Glasgow)