

# Moritz Mosenhauer

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## RESEARCH FIELDS

Organisational Economics, Experimental Finance, Behavioural Economics

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## 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.

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## AWARDS AND DISTINCTIONS

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| 2019       | Winner of university-wide Glasgow University <b>Student Teaching Awards</b>               |
| 2017       | <b>Ranked 1<sup>st</sup></b> in Department of Economics for overall teaching satisfaction |
| 2017, 2018 | 1 out of 5 nominees in university-wide Glasgow University <b>Student Teaching Awards</b>  |
| 2015       | <b>Adam Smith Business School Scholarship</b> for Doctoral Studies (£42.000)              |
| 2016       | <b>Universitas 21-scholarship</b> by the University of Amsterdam (€500)                   |

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## 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

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- 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

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*Professor Sayantan Ghosal*  
University of Glasgow  
Tel.: 00441413302593  
Sayantan.Ghosal@glasgow.ac.uk

*Professor Yiannis Vailakis*  
University of Glasgow  
Tel.: 00441413302820  
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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

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*Teaching assistant for the following courses:*

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

## PRESENTATIONS (includes scheduled)

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- 2019    AMSE Interaction Seminar (Marseille), Annual RES conference (Warwick)
- 2018    Workshop for PhD & Post-doctoral students (Queen Mary), Committee 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)