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PRE-DOCTORAL STUDIES

University of Bonn, B.Sc. in Mathematics, 2011 – 2014

University of Bonn, M.Sc. in Mathematics (with distinction), 2014 – 2016

University of Bonn, B.Sc. in Economics (with distinction), 2012 – 2016

DOCTORAL STUDIES

University of Bonn, Ph.D. in Economics, 2016 – 2022 (expected)

REFERENCES

Prof. Armin Falk

University of Bonn and briq
armin.falk@briq-institute.org

Prof. Lorenz Goette

University of Bonn
lorenz.goette@uni-bonn.de

Prof. Florian Zimmermann

University of Bonn and briq
florian.zimmermann@briq-institute.org

Prof. Thomas Graeber

Harvard Business School
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RESEARCH & TEACHING FIELDS

Applied Microeconomics, Behavioral Economics, Household Finance

JOB MARKET PAPER

“Media Persuasion and Consumption: Evidence from the Dave Ramsey Show”

single-authored

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

Can entertaining mass media programs influence individual consumption and savings decisions? I study this question by examining the impact of the *Dave Ramsey Show*, an iconic US radio talk show which encourages people to spend less and save more. To that end, I combine household-level expenditure records from a large scanner panel with fine-grained information about the geographic coverage of the radio show over time. Exploiting the quasi-natural experiment created by the staggered expansion of the radio show from 2004 to 2019, I find that exposure to the radio show decreases monthly household expenditures. This effect is driven by households with initially high expenditures relative to their income. In a mechanism experiment, I document that listening to the radio show has a persistent effect on people’s attitudes towards consumption and debt. This suggests that attitudinal changes are a key mechanism driving behavioral change. My findings highlight the potential of entertaining mass media programs for interventions aimed at changing people’s financial decisions.

PUBLICATIONS

“Do People Demand Fact-Checked News? Evidence from U.S. Democrats” [\[Link to Paper\]](#)
with Ingar Haaland and Christopher Roth, *Journal of Public Economics* (*forthcoming*).

In a large-scale online experiment with U.S. Democrats, we examine how the demand for a newsletter about an economic relief plan changes when the newsletter content is fact-checked. We first document an overall muted demand for fact-checking when the newsletter features stories from an ideologically aligned source, even though fact-checking increases the perceived accuracy of the newsletter. The average impact of fact-checking masks substantial heterogeneity by ideology: fact-checking reduces demand among Democrats with strong ideological views and increases demand among ideologically moderate Democrats. Furthermore, fact-checking increases demand among all Democrats when the newsletter features stories from an ideologically non-aligned source.

WORKING PAPERS

“Fighting Climate Change: The Role of Norms, Preferences, and Moral Values” [\[Link to Paper\]](#)
with Peter Andre, Teodora Boneva, and Armin Falk. Under Review.

We document individual willingness to fight climate change and its behavioral determinants in a large representative sample of US adults. Willingness to fight climate change – as measured through an incentivized donation decision – is highly heterogeneous across the population. Individual beliefs about social norms, economic preferences such as patience and altruism, as well as universal moral values positively predict climate preferences. Moreover, we document systematic misperceptions of prevalent social norms. Respondents vastly underestimate the prevalence of climate-friendly behaviors and norms among their fellow citizens. Providing respondents with correct information causally raises individual willingness to fight climate change as well as individual support for climate policies. The effects are strongest for individuals who are skeptical about the existence and threat of global warming.

“Intertemporal Altruism” [\[Link to Paper\]](#)
with Philipp Eisenhauer, Armin Falk, and Thomas Graeber,
Revise and Resubmit, American Economic Journal: Microeconomics.

Most prosocial decisions involve intertemporal tradeoffs. Yet, the *timing* of prosocial utility flows is ambiguous and has largely been disregarded in models of other-regarding preferences. We study the behavioral implications of the time structure of prosocial utility, leveraging a conceptual distinction between *consequence-dated* and *choice-dated* utility flows. We conduct a high-stakes donation experiment that comprehensively characterizes discounting behavior in self-other tradeoffs and allows us to identify different prosocial motives from their distinct time profiles. Our data can only be explained by a combination of choice- and consequence-dated prosocial utility. Both motives are pervasive and negatively correlated at the individual level.

“Do People Value More Informative News?” [\[Link to Paper\]](#)
with Ingar Haaland and Christopher Roth.

Drawing on representative samples of the U.S. population with almost 12,000 respondents in total, we measure and experimentally vary people’s beliefs about the informativeness of news articles. Inconsistent with the desire for more information being the dominant motive for people’s news consumption, treated respondents who think that a newspaper is less likely to suppress information reduce their demand for news from this outlet. This finding suggests that people have other motives to read news that sometimes conflict with their desire for more information. We discuss the implications of our findings for the regulation of media markets.

WORK IN PROGRESS

“Global Survey on Climate Change Preferences”

with Peter Andre, Teodora Boneva, and Armin Falk. Project status: Data collection completed.

“Intergenerational Fairness Preferences”

with Peter Andre. Project status: Pilot study completed.

TEACHING EXPERIENCE

- 2020 – 21 Lecturer, Economic Research Seminar (undergraduate), University Bonn
2018 – 19 Teaching Assistant, Microeconomics (undergraduate), University Bonn
2014 – 16 Teaching Assistant, Mathematical Logic (undergraduate), University Bonn
2013 – 14 Teaching Assistant, Linear Algebra (undergraduate), University Bonn

SEMINAR AND CONFERENCE PRESENTATIONS

- 2021 PERICLES Debate on Political Information (Bocconi University); RIDGE/LACEA-PEG Workshop on Political Economy; Belief-Based Utility Flash Talks (University of Amsterdam); Workshop on Beliefs and Information about CO₂ Emissions (Bavarian Academy of Sciences); TriECON Workshop on Media Economics (University of Trier); 14th RGS Econ Conference on Digitization; Verein für Socialpolitik: Annual Meeting
- 2020 University of Bonn (internal seminar)
- 2019 Stanford University SITE: Experimental Economics; Econometric Society Winter Meeting (University of Rotterdam); Conference on Structural Behavioral Economics (Institute for Behavior and Inequality, Bonn); Applied Micro Seminar (University of Bonn); University of Cologne (internal seminar); University of California San Diego Spring School in Behavioral Economics (poster)
- 2018 German Economists Abroad Meeting (University of Bonn)
- 2017 Applied Micro Brown Bag Presentation (University of Bonn)
- 2016 UCPH Workshop Passive Choices (University of Copenhagen, poster)

REFEREEING

American Economic Review (2x), Journal of Public Economics, European Economic Review, Journal of Economic Behavior & Organization

HONORS, SCHOLARSHIPS, AND FELLOWSHIPS

- 2020 – Associated Member, Cluster of Excellence ECONtribute: Markets & Public Policy
- 2020 Invitation to the 7th Lindau Nobel Laureate Meeting in Economic Sciences
- 2019 Excellency in Teaching Award: Best Teaching Assistant, University of Bonn

2019 – Research Fellow, Collaborative Research Center Transregio 224
2017 Spring School in Behavioral Economics, San Diego (UCSD & NHH)
2016 – briq Student Fellow
2016 – 22 briq Scholarship
2015 – 16 German National Merit Foundation: Scholarship for Studies Abroad
2012 – 16 German National Merit Foundation Scholarship

RESEARCH FUNDING AND GRANTS

2021 ECONtribute: Markets & Public Policy, € 10,000 (with Andre)
2021 ECONtribute: Markets & Public Policy, € 22,500 (with Andre, Boneva, and Falk)
2020 Collaborative Research Center Transregio 224, € 3,000
2019 Joachim Herz Foundation: Fellowship for Interdisciplinary Economics, € 12,500
2019 Collaborative Research Center Transregio 224, € 2,000

MISCELLANEOUS

Nationality: German; **Languages:** English (fluent), German (native); **Computational skills:** Python, R, ArcGIS, Stata, Qualtrics.