

FRAUKE STEHR

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 [fstehr.github.io](https://github.com/fstehr)

RESEARCH INTERESTS Primary: Experimental Economics, Applied Microeconomic Theory
Secondary: Behavioral Economics, (Behavioral) Industrial Organization

REFERENCES

Christian Seel Maastricht University c.seel@maastrichtuniversity.nl	Peter Werner Maastricht University p.werner@maastrichtuniversity.nl
Roberto Weber University of Zürich roberto.weber@econ.uzh.ch	

EDUCATION	Maastricht University, Ph.D. in Economics	2018 - 2023 (<i>expected</i>)
	University of Copenhagen, M.Sc. in Economics	2015 - 2017
	University of Mannheim, B.Sc. in Economics	2012 - 2015

ACADEMIC VISITS	University of Zürich; Host: Roberto Weber	09 - 10/2022
	WZB Wissenschaftszentrum Berlin	04 - 08/2022
	briq Institute Bonn; Host: Florian Zimmermann (virtual)	04 - 06/2021

WORKING PAPERS **["Dodging High Impact Behaviors with Motivated Beliefs?"](#)**
Job Market Paper

Although other-regarding behavior is widespread, high-impact behaviors are rarely adopted. This leaves a large potential for social benefit untapped. Using an online experiment, I test the explanatory role of impact beliefs focusing on two potential cognitive mechanisms. First, I motivated impact beliefs may lead to an overestimation of impact for low cost behaviors, and an underestimation of impact for high cost behaviors. Alternatively, people may only vaguely think about impact, and rather rationalize their choices ex post. I document that subjects on average overestimate low impacts slightly and underestimate high impacts. Yet, neither higher incentives for accuracy, nor changes in costs of impactful behavior affect beliefs, implying a limited role of motivated beliefs. Reducing scope for ex post rationalization by eliciting beliefs before donations does not affect beliefs either. It does, however, increase the likelihood that subjects maximize impact. Thus, rather than motivated beliefs, the difficulty of integrating impact and cost information across different behaviors seems to play a role in the low adoption of high impact behaviors.

"Making Up for Harming Others – An Experiment on Voluntary Compensation Behavior" *with Peter Werner*

We investigate to what extent buyers are willing to offset negative consumption externalities. In one set of treatments, the externality associated with a purchase is irreversible, whereas in another set of treatments, buyers are offered the possibility to voluntarily compensate for the externality. In a second treatment dimension, we induce diffusion of harm among harmed players and diffusion of responsibility among buyers by separately varying the matching of buyers and harmed players. We find that subjects are on average willing to compensate for their negative externalities, and that this willingness is sensitive to the surplus from buying. Yet, experimental buyers are highly heterogeneous, with some never compensating. While the introduction of voluntary compensation significantly reduces externalities, the net externality still remains high across all treatments. In particular, diffused responsibility among buyers reduces the size of compensation and leads to larger overall net externalities compared to the treatment without diffusion. At the same time, diffusion of the harm among third parties does not significantly change compensation choices and externalities.

WORK IN
PROGRESS

"Hotelling Revisited – The Price-then-location Model"
with Markus Reisinger and Christian Seel

This paper analyzes a two-stage game in which two firms first choose prices and then locations on the Hotelling line. Each consumer picks their supplier depending on the price difference and distance to their location. We derive the subgame-perfect equilibrium for moderate differences in production cost. At equilibrium, firms choose pure strategies at the price stage and mix in terms of location, with the more efficient firm locating closer to the middle of the Hotelling line. For identical production cost, any subgame perfect equilibrium involves mixing on the price stage.

RESEARCH
EXPERIENCE

Lab assistant, University of Copenhagen
for Steffen Altmann, Marco Piovesan, Alexander Sebald 2015 - 2017

Lab and research assistant, University of Mannheim
for Andrej Svorencik 2014 - 2015

TEACHING
EXPERIENCE

International Competition Policy, Maastricht University 2020-2021
Economic Psychology, Maastricht University 2018-2021
Microeconomics II, Maastricht University 2018-2021
Microeconomics III, University of Copenhagen 2016

PRESENTATIONS

2022 Berlin BBE Colloquium; ESA Bologna; Zürich
2021 1st Lyon-Maastricht Behavioural Workshop; Spring Meeting of Young Economists, Bologna; ESA Global Online Around-the-Clock Meetings; Jahrestagung Verein für Socialpolitik
2020 Münster

(Not listed: multiple presentations in Maastricht every year.)

SUMMER SCHOOLS	briq Summer School in Behavioral Economics (online) Organizer: Armin Falk	2021
	Platform Economics, University of East Anglia (online) Organizer/Lecturer: Kai-Uwe Kühn	2020
	Experiments, University of East Anglia (online) Organizer/Lecturer: Peter Moffatt	2020
	Belief-Dependent Preferences, University of Copenhagen Organizer: Alexander Sebold	2019
	Field Experiments, University of Copenhagen Organizer: Toke Fosgaard	2018
WORKSHOPS (no presentation)	Recent Advances in the Economics of Philanthropy (online, 2022) briq Workshop Beliefs (Bonn, 2021) ECONtribute Workshop Social Image and Moral Behavior (online, 2021) Behavioral Game Theory (East Anglia, 2020) Behavioral Economics and Environmental Decision Making (Groningen, 2020) Belief-Dependent Preferences (Copenhagen, 2019) Passive Choices (Copenhagen, 2016)	
GRANTS	Primary Data Collection Grant (\$4000), GSBE, Maastricht University	
ACADEMIC SERVICE	Member of Selection Committee for Head of Economics Department, Maastricht Maastricht Behavioral and Experimental Economics Reading Group, Organizer	
REFEREEING	Journal of Behavioral and Experimental Finance	
INTERNSHIPS	ConPolicy, Institute for Consumer Policy, Berlin	04 - 07/2018
	Bundeskartellamt (Federal Competition Authority), Bonn	01 - 04/2018
	Copenhagen Economics, Market Division, Copenhagen	09 - 12/2017
PROGRAMMING	oTree (Python, javascript, html, CSS), R, STATA, Mathematica, L ^A T _E X, Markdown	
LANGUAGES	German (native), English (fluent), Danish (fluent), Dutch (fluent), French (intermediate)	
CITIZENSHIP	German	

September 2022