

# HANNAH ZILLESSEN

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## OFFICE CONTACT INFORMATION

Manor Road Building  
Department of Economics, University of Oxford  
Oxford, OX1 3UQ, United Kingdom

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## PRIMARY RESEARCH FIELDS

Labour Economics, Household Finance, Public Economics

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## EDUCATION

**University of Oxford** 2018 - 2023 (expected)  
*Doctor of Philosophy in Economics*

### References

**Johannes Abeler**  
*University of Oxford*  
[johannes.abeler@economics.ox.ac.uk](mailto:johannes.abeler@economics.ox.ac.uk)

**Hamish Low**  
*University of Oxford*  
[hamish.low@economics.ox.ac.uk](mailto:hamish.low@economics.ox.ac.uk)

**Abigail Adams-Prassl**  
*University of Oxford*  
[abi.adams@economics.ox.ac.uk](mailto:abi.adams@economics.ox.ac.uk)

**University of Oxford** 2016 - 2018  
*Master of Philosophy in Economics*  
Thesis: Integration and Assimilation of Migrants: Evidence from Germany

**University of Cologne, Germany** 2012 - 2015  
*Bachelor of Science in Business Administration, Distinction*  
Thesis: The Impact of Personality Traits and Cognitive Ability on Gift Exchange Behaviour

**Trinity College Dublin, Ireland** 2014 - 2015  
*Visiting Student in Economics*

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## RESEARCH

### Job Market Paper

#### **Uncertainty, Citizenship & Migrant Saving Choices**

*In most Western countries, migrants hold significantly less wealth than natives. Migrants also face significantly more uncertainty about their future. This paper examines the central role of uncertainty over citizenship prospects and future location in explaining their saving choices. Exploiting quasi-experimental variation and panel data from Germany, I show that migrants with a right to citizenship save as much as comparable natives, while migrants without this right save 30% less. This unexplained gap is closed completely when migrants in the latter group gain access to citizenship. The effect is not driven by changes in resources, but rather willingness to save. While standard theory predicts that saving increases in uncertainty, I show that the effect can reverse if utility*

*is state-dependent, malleable, or resources are not equally accessible across states. I build a life-cycle saving model with uncertain retirement location and heterogeneous country preferences. The model shows that agents can have a “preparatory saving motive” that decreases in uncertainty. I confirm the importance of this novel motive empirically, showing that migrants become significantly more likely to invest in illiquid assets if they gain certainty about their right to stay.*

## **Work in Progress**

### **The Effect of Conduct Grades on Non-Cognitive Skill Accumulation (With Marta Golin)**

*From an early age, children from disadvantaged socioeconomic backgrounds perform worse than advantaged children in standard tests of non-cognitive skills. These gaps persist into adulthood and shape life outcomes. We test whether grading primary school students on non-academic attainment, such as social conduct and work ethic, affects non-cognitive skill formation. We exploit quasi-experimental variation in conduct grades in Germany. We find that receiving conduct grades in primary school causes students to be more open to experience and willing to take risks at age 17. Further, we find that students from more disadvantaged backgrounds specifically grow up to be less neurotic and present biased adolescents. Both traits are correlated with worse adult outcomes, suggesting potential for welfare gains.*

### **Norm Uncertainty & Political Campaigning (With Thiemo Fetzer, Lukas Hensel & Chris Roth)**

*We study how uncertainty impacts peer effects in political participation. Media outlets usually report only averages when reporting public opinion on policies, obfuscating any uncertainty respondents may have over their stance. In the context of Brexit, we test whether and to what extent people are motivated to campaign for or against a referendum when they learn about the degree to which others deem it “appropriate” as well as the degree to which they are uncertain about their stance. We find that respondents on either side of the Leave/Remain debate became significantly more likely to privately and publicly campaign for their preferred outcome after learning that others are highly uncertain about their views.*

### **Labours of Love: The Search for Occupational Meaning & Worker Welfare (With Luke Heath Milsom & Shihang Hou )**

### **Reference Dependent Social Planners (With Luke Heath Milsom)**

### **Working for Us: Tax Legislation, Divorce Risk & Labour Force Participation**

## **Publications**

**Acceptability of App-Based Contact Tracing for COVID-19: Cross-Country Survey Study. (2020).**  
Altmann S.; Milsom, L.; Zillessen, H.; Blasone, R.; Gerdon, F.; Bach, R.; Kreuter, F.; Nosenzo, D.; Toussaert, S.; Abeler, J. *JMIR mhealth uhealth*, 8(8).

**Google Scholar Citations:** 365

**COVID-19 Contact Tracing and Data Protection Can Go Together. (2020).**

Abeler, J.; Bäcker, M.; Buermeyer, U.; Zillessen, H. *JMIR mhealth uhealth*, 8(4).

**Google Scholar Citations:** 252

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## **EXTERNAL SEMINARS AND CONFERENCES**

**2023:** ASSA Annual Meetings

**2022:** ES European Winter Meeting, Annual Conference on Immigration in OECD Countries\*, International Behavioural Public Policy Conference LSE\*, EEA-ESEM Congress, NBER Summer Institute Household Finance, RES Junior Symposium, HCEO-Briq SSSI, Transatlantic Doctoral Conference, RES Annual Conference (\*accepted but unable to attend)

**2021:** Annual Research Conference European Commission, DG ECFIN Research Seminars European Commission

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## **RESEARCH EXPERIENCE**

<b>Department of Economics, University of Oxford</b> <i>Research Assistant to Prof. Johannes Abeler</i>	<b>2018 - 2020</b>
<b>Centre for the Study of African Economies, University of Oxford</b> <i>Research Assistant to Prof. Kate Orkin</i>	<b>2017 - 2018</b>

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## TEACHING EXPERIENCE

<b>Mathematics &amp; Statistics (1st Year Undergraduate)</b> <i>Teaching Assistant, Philosophy, Politics &amp; Economics</i>	<b>2022 - 2023</b> University of Oxford
<b>Quantitative Economics (2nd Year Undergraduate)</b> <i>Teaching Assistant, Philosophy, Politics &amp; Economics</i>	<b>2022 - 2023</b> University of Oxford
<b>Core Quantitative Methods (Graduate, Master)</b> <i>Teaching Assistant, Economic and Social History</i>	<b>2019 - 2022</b> University of Oxford
<b>Advanced Quantitative Methods (Graduate, Master and Doctoral)</b> <i>Teaching Assistant, Economic and Social History</i>	<b>2019 - 2022</b> University of Oxford

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## SERVICE EXPERIENCE

<b>Oxford DPhil Women in Economics, Oxford</b> Mentor & Organiser	<b>since 2019</b>
<b>Department of Economics, Oxford</b> Graduate Representative for Doctoral Students	<b>2020 - 2021</b>
<b>St Anne's College, Oxford</b> MCR Welfare Representative	<b>2019 - 2020</b>

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## OTHER EXPERIENCE

<b>Sony Pictures Germany</b>	<b>2015 - 2016</b>
<b>Other Professional Experience</b> Constantin Entertainment, Tagesanzeiger, Charité Hospital, Japanese Gallery	<b>2011 - 2012</b>
<b>Charitable Experience</b> Balu & Du: Mentor for Disadvantaged Kids Caritas, Crisis: Volunteer for Vulnerably Housed Services	<b>since 2014</b>

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## SCHOLARSHIPS & AWARDS

<b>Department of Economics, University of Oxford</b> <i>George-Webb-Medley Endowment Grant</i>	<b>2020 - 2022</b>
<b>Department of Economics, University of Oxford</b> <i>Doctoral Bursary</i>	<b>2020 - 2022</b>
<b>German National Scholarship Foundation (Studienstiftung)</b> <i>Full Fellowship</i>	<b>2012 - 2019</b>
<b>German Academic Exchange Service (DAAD)</b> <i>International Study Grant</i>	<b>2016 - 2017</b>
<b>University of Cologne</b> <i>Dean's Award for Best Academic Performance</i>	<b>2015</b>

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## MISCELLANEOUS

<b>Languages</b>	German (native), English (fluent), French (intermediate), Spanish (basic)
<b>Software skills</b>	Stata, Matlab, Qualtrics, L <sup>A</sup> T <sub>E</sub> X