

## Holly M. Dykstra

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### Employment

University of Konstanz, 2021–Present (Parental leave: 2024)  
Assistant Professor (W1-Juniorprofessur), Department of Economics

### Other Affiliations

Sustainability Transparency Accountability Research (STAR) Lab, Harvard University, 2022–Present  
Thurgauer Wirtschaftsinstitut (TWI), University of Konstanz, 2021–Present

### Education

Harvard University, Ph.D. in Public Policy, 2021  
Dissertation: “Essays in Behavioral and Experimental Economics”  
Committee: Christine Exley, David Laibson, Brigitte Madrian (chair)  
Columbia University, Columbia College, A.B. in Economics (*cum laude*), 2012  
Study Abroad: Department of Economics, Boğaziçi University

### Research Fields

Behavioral Economics, Public Economics, Experimental Economics, Household Finance

### Research

#### Working Papers

“The Buy-In Effect: When Increasing Initial Effort Motivates Behavioral Follow-Through,” with Shibeal O’Flaherty and Ashley Whillans. R&R at *Management Science*.  
“Income-Based Rent and Earnings in Public Housing,” with Sofia Fernández-Guerrico.  
“When Decisions Require Consideration, People Give Up Control,” with Christine Exley, Muriel Niederle, and Heather Wong.

#### Publications

“Patience Across Payday: The Role of Scarcity in Commitment Decisions.” Forthcoming at *Journal of Political Economy Microeconomics*.  
“Nudging the Commute: Using Behaviorally-Informed Interventions to Promote Sustainable Transportation,” with Michael Daly, Lyndsay Gavin, Shibeal O’Flaherty, Jessica Roberts, Joseph Sherlock, and Ashley Whillans. *Behavioral Science & Policy*, 2021, 7(2), 27-49.

#### Works in Progress

“Can’t Apply? Try Generative AI,” with Marie-Pascale Grimon.  
“Financial Behavior Across the Payday Cycle: Evidence from Transaction-Level Bank Data,” with Arna Olafsson.  
“Making Political Decisions about Future Public Policies,” with Christian Breunig and Wolfgang Gaissmaier.

### Presentations

- 2024- Behavioral Workshop at Ulm University, Berlin Behavioral Economics Seminar (invited), Early-Career  
2025 Behavioral Economics Conference (ECBE) of the IZA Institute of Labor Economics, iSEE Workshop at NYU Abu Dhabi (invited), Joachim Herz Stiftung, Munich Center for Mathematical Philosophy (MCMP) Workshop on Digital Nudging (invited), U.S. Office of Evaluation Sciences (OES) (invited), University of Hohenheim (invited)
- 2022- Bundesbank/Banque de France Spring Joint Conference, Max Planck Institute Workshop on Paternalism: Origins and Consequences (invited), Prague Conference on Behavioral Sciences, Thurgauer Wirtschaftsinstitut, Universities of Bonn and Cologne ECONtribute Workshop on Autonomy & Paternalism, University of Portsmouth Decision-Making for Others Conference (DMfO) (invited)
- 2020- Boğaziçi University, ESA Global Around-the-Clock Conference, ESA Job Market Candidates Seminar,

**2021** Harvard Kennedy School Applied Microeconomics Seminar, Harvard University Graduate Student Workshop in Behavioral Economics, IE University, Innsbruck Experimental Finance Conference, London Business School Trans-Atlantic Doctoral Conference (TADC), Maastricht Behavioral Economic Policy Symposium (M-BEPS), National University of Singapore, University of Exeter, University of Innsbruck, University of Konstanz

### **Academic Grants**

- Cluster of Excellence, “Making Political Decisions about Future Public Policies” (with Christian Breunig and Wolfgang Gaissmaier), €800,000, University of Konstanz, 2026-2030  
Add-On Fellowship for Interdisciplinary Economics, €15,000, Joachim Herz Stiftung, 2024  
Teaching Innovation Fund, University of Konstanz, €4,100, 2023  
Ph.D. Dissertation Fellowship, Taubman Center for State and Local Government, \$11,000, Harvard Kennedy School, 2017-2019  
Pershing Square Foundations of Human Behavior Grant, \$5,000, Harvard University, 2018

### **Honors**

- Nominated for the University of Konstanz Award for Teaching Excellence, 2025  
Departmental Teaching Prize (Lehrpreis), University of Konstanz, 2022  
Derek Bok Center Certificate of Distinction in Teaching, Harvard University, 2017, 2020  
Graduate Student Fellowship, Harvard University, 2014-2016  
Rhodes Scholarship National Finalist, District III - New York, 2012  
Robert Berne Scholarship, Columbia University, 2010-2011  
University Summer Course Grant, Deutscher Akademischer Austausch Dienst, 2010  
Huayu Enrichment Scholarship, Ministry of Education of the Republic of China, 2009  
Harold Brown Scholarship, Columbia University, 2009

### **Teaching**

#### *Graduate Courses*

- Behavioral Public Economics, Lecture, University of Konstanz (Summer 2022, Summer 2023)  
Behavioral Economics and Policy, Seminar, University of Konstanz (Winter 2022/23, Winter 2024/25)  
Digital Economics and AI, Seminar, University of Konstanz (Summer 2025)  
Economics of Poverty, Seminar, University of Konstanz (Winter 2021/22, Winter 2025/26)

#### *Undergraduate Courses*

- Development Microeconomics, Seminar, University of Konstanz (Winter 2021/22, Winter 2022/23, Winter 2023/24, Winter 2024/25)

#### *As Teaching Assistant*

- The Political Economy of Globalization, Harvard College, for Robert Lawrence and Lawrence Summers (Fall 2016, Fall 2017, Fall 2020)  
Fundamentals of Program and Policy Evaluation, Harvard Kennedy School, for Janina Matuszeski (Spring 2017, Spring 2018, Spring 2019)  
Quantitative Analysis and Empirical Methods, Harvard Kennedy School, for Dan Levy (Fall 2018)

### **Professional Service**

#### *Referee*

- Behavioral Science and Policy, Experimental Economics, Review of Economics and Statistics*

#### *Committees*

- Admissions Committees: Master’s Degree (2022, 2023, 2025)  
Conference Organization: Thurgau Experimental Economics Meeting (Theem) (2022, 2023, 2024, 2025)  
Hiring Committees: Full Professorship in Applied Economics (2025), Junior Professorship in Labor Economics (2023), Junior Professorship in Applied Microeconomics (2022/2023), Junior Professorship in Accounting (2022)  
Seminar Organization: Co-Organizer of University of Konstanz Microeconomics Seminar (2023-Present)

#### *Theses*

Bachelor's Theses: 12 (2025), 4 (2024), 10 (2023), 10 (2022)

Master's Theses: 2 (2025), 8 (2024), 11 (2023)

*As Graduate Student*

Co-Director, Petey Greene Program, Harvard University (education for incarcerated students), 2017-2021

GSAS Representative, Behavioral Insights Student Group, Harvard University, 2016-2018

At-Large Representative for the Social Sciences, Graduate Student Council, Harvard University, 2016-2017

**Prior Employment**

Senior Research Assistant, Federal Reserve Board of Governors, Washington, DC, 2012-2014

Summer Intern, Moore Capital Management, New York, NY, 2011

Intern, OrbiMed Advisors, New York, NY 2010-2011

**Languages & Citizenship**

English (native), German (C1)

U.S. Citizenship, EU Permanent Residency

*Last updated in September 2025*