

# SVEN HEUSER

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## EDUCATION

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2015 - 2022 (expected)	Ph.D. in Economics, University of Bonn
2013 - 2015	M.Sc. in Economics, University of Mannheim
2009 - 2012	B.Sc. in Economics, University of Bonn

## REFERENCES

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### **Professor Armin Falk**

briq – Behavior and Inequality Research Institute  
armin.falk@briq-institute.org

### **Professor Simon Jäger**

MIT, Department of Economics  
sjaeger@mit.edu

### **Professor David Huffman**

University of Pittsburgh, Dep. of Economics  
huffmand@pitt.edu

### **Professor Florian Zimmermann**

briq – Behavior and Inequality Research Institute  
florian.zimmermann@briq-institute.org

## RESEARCH AND TEACHING FIELDS

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Applied Microeconomics, Behavioral Economics, Political Economy

## JOB MARKET PAPER

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### **Talking Polarization: The Effects of Face-To-Face Conversations Among Like- and Contrary-Minded Individuals** (with Lasse Stötzer)

Do conversations between like-minded individuals exacerbate political polarization whereas conversations between contrary-minded individuals reduce it? We examine this question by exploiting a quasi-experiment in Germany, in which strangers were paired based on their political views for unobserved in-person meetings. We find that meeting a person with a similar political opinion leads to more extreme political views. In contrast, talking to a contrary-minded person reduces negative attitudes towards those with opposing political opinions and improves the perception of social cohesion. However, it does not lead to an adaption of the political views. Together, the results suggest that political in-person conversations among like-minded individuals may increase polarization of views and thus widen the gap between ideological groups while conversations with contrary-minded individuals can reduce affective, but not ideological polarization.

## WORKING PAPERS

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### **Outcome Matters: Evidence on Moral Luck**

(with Armin Falk and David Huffman)

## WORK IN PROGRESS

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### **Self-Serving Attributions in Belief Formation**

(with Lasse Stötzer)

### **Strengthening Worker Voice: A Field Experiment**

(with Armin Falk, Simon Jäger, Frederik Schwerter)

## TEACHING EXPERIENCE

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Summer 2021    Lecturer, Economic Research Seminar (undergraduate)

## RESEARCH POSITIONS

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2017 -	Research Assistant, briq
2014 - 2015	Research Assistant, Chair of Experimental Economics, University of Mannheim
2010 - 2012	Research Assistant, Institute for Applied Microeconomics, University of Bonn

## FELLOWSHIPS AND SCHOLARSHIPS

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2021 -	Associated Member, Cluster of Excellence ECONtribute: Markets & Public Policy
2019 -	Research Fellow, Collaborative Research Center Transregio 224
2016 -	briq Student Fellow
2016 - 2019	briq Scholarship
2015 - 2016	Dissertation Scholarship of the Bonn Graduate School of Economics

## RESEARCH GRANTS

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2021	Research Grant from ECONtribute: Markets & Public Policy: Funding for “Outcome Matters: Evidence on Moral Luck” (€32,000)
2020	Research Grant from Collaborative Research Center Transregio 224: Funding for “Self-Serving Attributions in Belief Formation” (€4,400)
2019	Research Grant from Collaborative Research Center Transregio 224: Funding for “Self-Serving Attributions in Belief Formation” (€5,700)

## SEMINAR AND CONFERENCE PRESENTATIONS

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2021	Early-Career Behavioral Economics Conference (ECBE)
2020	European Economic Association - Annual Meeting
	Verein für Socialpolitik - Annual Meeting
	Research Seminar, Department for Political Sciences & Sociology, University of Bonn
2018	Applied Microeconomics Workshop, University of Bonn and briq
2017	Applied Micro Brown Bag Presentation, University of Bonn