

# Curriculum Vitae – Florian Spitzer

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## Contact

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## Education

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| Oct 2012 – Dec 2018  | Ph.D. in Economics, University of Vienna<br>Thesis: “How detrimental behavior is shaped by the institutional environment – Three essays in behavioral and experimental economics”<br>Supervisors: Jean-Robert Tyran and Wieland Müller     |
| June 2010 – May 2012 | M.Sc. in Economics, thesis: “Trust and reputation – an experimental analysis of a repeated trust game with reputation mechanism”, University of Heidelberg   |
| Oct 2007 – May 2010  | B.A. in Economics, thesis: “Experimental investigations of the efficient provision of credence goods”, University of Heidelberg (including a guest semester at the Department of Economics, University of Copenhagen, Aug 2009 – Feb 2010) |
| Oct 2006 – Apr 2009  | Diploma degree program (Diplom) in Mathematics, intermediate diploma (Vordiplom) in April 2009, University of Heidelberg   |

## Employment

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| Nov 2018 –           | Researcher, competence center for behavioral economics “Insight Austria”, Institute for Advanced Studies (IHS)  |
| Sep 2018 – Aug 2020  | Research consultant, Karmasin Research & Identity GmbH  |
| Oct 2015 – Sept 2018 | Teaching and research associate, Vienna University of Economics & Business, Institute for Public Sector Economics and Institute for Markets and Strategy  |
| Sept 2012 – Dec 2015 | Research associate, FWF project “Experimental investigation of labor markets” and FWF / NORFACE project “Fairness, personal responsibility, and the welfare state”, University of Vienna                            |
| Dec 2008 – Aug 2012  | Student research assistant, Chair for Behavioral Economics, Department of Economics, University of Heidelberg (as well as at the Centre for Experimental Economics, University of Copenhagen, Sept 2009 – Feb 2010) |

## Research interests

- Application of behavioral insights to public policy (specifically in the area of health and family policy)
- Behavioral and experimental economics (trust, markets for credence and experience goods, anti-social behavior), behavioral public administration

## List of publications

### *Articles in refereed journals*

- "Medical Insurance and Free Choice of Physician Shape Patient Overtreatment. A Laboratory Experiment", with Huck, S., Lünser, G. and Tyran, J.-R., *Journal of Economic Behavior & Organization* 131(Part B): 78-105 (Special Issue on Experimental and Behavioral Economics of Healthcare)

### *Working papers*

- "What Drives Destruction? On the Malleability of Anti-Social Behavior", with Schwierien, C. and Müller, J., WU Economics Working Paper No. 238, December 2016

### *Research reports, contributions to edited volumes and other publications*

- „Verhaltensökonomie und die Vereinbarkeit von Familie und Erwerb. Mögliche Anwendungen mit Fokus auf Väterbeteiligung und die Gewährleistung von Vereinbarkeit auf Unternehmensseite“ (“Behavioral economics and reconciling family and work life. Possible applications with a focus on fathers’ involvement and improving conditions at companies”), with Dörfler, S., Greiner, B., Kittel, B., Sausgruber, R. and Schwaninger, M., ÖIF research report, September 2020
- „Pensionsreformansätze aus verhaltensökonomischer Sicht“ (“Pension reform approaches from a behavioral economics perspective”), with Kocher, M.G., Häckl, S. and Sonntag, A., IHS research report, September 2020
- „Das neue Retro? Österreich nach der Corona-Krise – wie sich unser Land verändern wird“ (“The new retro? Austria after the Corona crisis – how our country will change”), with Karmasin, S., Gangl, K., Walter, A. and Kocher, M.G., Research Report, June 2020
- „Reduktion des Personenaufkommens in stark frequentierten Bereichen: Entwicklung verhaltensökonomischer Elemente“ (“Reducing pedestrian traffic in highly frequented areas: design of behavioral economics instruments”), with Gangl, K. and Walter, A., IHS research report, May 2020
- „Frauen in Führungspositionen insbesondere in technischen Berufen. Identifikation von Barrieren und Maßnahmen“ (“Women in management positions with a focus on STEM professions – identification of barriers and measures”), with Grosch, K., Gangl, K. and Walter, A., IHS research report, February 2020
- „Verhaltensökonomische Instrumente zur Verbesserung der WFA“ (“Behavioral economics instruments to improve the impact assessment of policy measures in the context of the Austrian WFA”), with Ghesla, C., Grosch, K., Kocher, M.G. and Sonntag, A., IHS research report, April 2019
- „Schaffen Institutionen Vertrauen?“ (“Do institutions increase trust?”) with Tyran, J.-R. In: Hammer, E. und Tomaschek, N. (eds.): Vertrauen. Standpunkte zum sozialen, wirtschaftlichen und politischen Handeln. University – Society – Industry. Münster: Waxmann, Bd. 2: 91-104

### **Ongoing (research) projects**

- “Better regulation in Austria – Phase 2” supported by the structural reform support programme of the European Commission (project lead for the overall project as well as component “Workshops and E-learning material on using behavioural insights (BI) and experimental methods in public administration”)
- „Verhaltensökonomische Interventionen zur Förderung von Recycling“ („Behavioral economics interventions to promote recycling“)
- „Die Relevanz der Disziplin Behavioural Sciences für Politik, Wirtschaft, Forschung und Lehre in Niederösterreich/Österreich“ (“The relevance of the behavioral sciences for politics, the economy, research and teaching”; cooperation project between Danube University Krems, Institute for Advanced Studies and Karmasin Research & Identity)
- „Familienpolitik aus verhaltensökonomischer Sicht“ (“family policy from a behavioral economics perspective”), contribution to the 6. Austrian family report published by the Austrian Federal Ministry of Labour, Family and Youth
- “Search Frictions in Markets for Experience Goods” (with Helland, L., Huck, S. and Tyran, J.-R.)

### **Conferences, workshops and other scientific events (selection)**

- Behavioural Exchange Conference BX2019 (London, Sept 2019)
- European Behavioural Insights Experts Meeting (The Hague, June 2019)
- Symposium “Verhaltensökonomie und Familie – Innovative Ansätze zur Vereinbarkeit und Väterbeteiligung” (Vienna, Nov 2018, co-organization)
- WINK – The Nudge Conference organized by the WINK (Welfare Improvement through Nudging Knowledge) project (Utrecht, June 2017 and June 2019)
- Prague Conference on Behavioral Sciences “Modern Policy Making” (Prague, Apr 2017)
- Workshop “Field experiments for tax compliance” at the Joint Research Centre of the European Commission, (Ispra, Sept 2015, invited presentation “Tax compliance, competition, and voluntary certification – An experimental approach on how to improve tax compliance in competitive industries”)
- Inaugural Winter Experimental Social Sciences Institute at NYU Abu Dhabi (Jan 2014)
- Workshop “Experimental Markets”, BI Norwegian Business School (Oslo, May 2014, invited presentation)

- Conference “5 Years of Applied Behavioral Science in Public Policy” (Roskilde, June 2014)
- 9th Alhambra Experimental Workshop / Alhambra meets Barcelona (Barcelona, Oct 2014)
- Behavioral Public Economics Workshops 2013 (Vienna, Sept 2013, invited presentation)
- Conference "Applying Behavioral Insights to Policy-Making – Results, Promises and Limitations" at the European Commission (Brussels, Sept 2013)
- Austrian Experimental Economics (AEE) Workshop (previously “Experimental Day Innsbruck / Vienna”, presentation of research papers, Vienna, May 2017; Vienna, Mar 2014, Innsbruck, Mar 2013)
- World / European meeting of the Economic Science Association (presentation of research papers; Berlin, June 2018; Vienna, Sept 2017; Heidelberg, Sept 2015; Prague, Sept 2014; Zurich, July 2013; Copenhagen, July 2010)
- Nordic Conference on Behavioral and Experimental Economics (presentation of research papers; Oslo, Sept 2016; Aarhus, Sept 2014; Stockholm, Sept 2013; Bergen, Sept 2012; Lund, Oct 2011)
- Annual meeting of the German Society for Experimental Economics (Karlsruhe, Sept 2012, presentation)

### **Blog posts and media coverage (in German)**

- „Stell Dir vor, es ist Impfung und keiner geht hin – Was die Verhaltenswissenschaften zu einer besseren Annahme der Covid-19-Impfung beitragen können“ („Imagine it’s vaccination and no one attends – What behavioral insights can contribute to a better uptake of the Covid-19 vaccination”), Insight Austria Blog, December 2020
- „Verhaltensökonomie in der Familien- und Pensionspolitik – Das automatische Pensionsplitting“ (“Behavioral economics in family and pension politics – the automatic pension splitting”), Insight Austria Blog, January 2020
- „Die entscheidende Frage mit Sophie Karmasin: Impfpflicht“ („The crucial question with Sophie Karmasin: mandatory vaccination”), TV interview on Austrian national television (Puls24), November 2019
- „Verhaltensökonomische Alternativen zur Impfpflicht“ (“Behavioral insights interventions as an alternatives to mandatory vaccination), Insight Austria Blog, February 2019

### **References**

- Prof. Dr. Ben Greiner, Institute for Markets and Strategy, Vienna University for Economics and Business, ben.greiner@wu.ac.at, +43 (0)1 31336 6021
- Prof. Dr. Martin Kocher, Institute for Advanced Studies (IHS), kocher@ihs.ac.at, +43 (0)1 59991 125
- Prof. Dr. Jean-Robert Tyran, Department of Economics, University of Vienna, jean-robot.tyran@univie.ac.at, +43 (0)1 4277 37423

### **Research visits**

- Social Science Research Center (WZB) Berlin, Research Unit “Economics of Change” (Feb 2013 and June 2014)
- BI Norwegian Business School, Department of Economics, Oslo, Norway (Nov 2012 and June 2013)

### **Refereeing for**

- Games and Economic Behavior (Feb 2014 and May 2015)
- Journal of Economic Behavior & Organization (Aug 2014, Aug 2017 and July 2020)
- Public Choice (Sept 2013)

### **Thesis supervision**

- Bachelor thesis Stefan Ehrenmüller, co-supervision, title: “Behavioral economics and family policy: How behavioral insights can be used to promote paternity leave”
- Master thesis Annaclaudia Cherubin, co-supervision, title: “School choice in Vienna. Increasing students’ and social welfare by improving the allocation mechanism for primary schools”

**Teaching experience**

- Strategic thinking and analysis (lecture for B.A. students), Vienna University of Economics and Business
- Look forward, reason backward – how to think and act strategically (Vienna Children's University)
- Applied Microeconomics (lecture for B.A. students), Vienna University of Economics and Business
- Public Sector Economics (lecture for B.A. students), Vienna University of Economics and Business
- Mathematics for Economists (introductory course for first year B.A. students), University of Vienna
- Investigation of markets in experimental economics (seminar for B.A. students), University of Heidelberg
- Microeconomics (tutorial for B.A. students), University of Heidelberg / University of Vienna
- Macroeconomics (tutorial for B.A. students), University of Heidelberg

**Languages**

German (mother tongue), English (fluent), Danish (basic), French (basic)

**Programming skills**

Stata, R, SAS/Enterprise Guide, z-tree, Mathematica