

Curriculum Vitae – Florian Spitzer

Contact

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Education

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| Oct 2012 – Dec 2018 | Ph.D. in Economics, University of Vienna
Thesis: “How detrimental behavior is shaped by the institutional environment – Three essays in behavioral and experimental economics”
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 – | Senior researcher, research group behavioral economics “Insight Austria”, Institute for Advanced Studies (IHS) |
| Sep 2018 – Aug 2020 | Research consultant, cooperation project “The relevance of the behavioral sciences for politics, the economy, research and teaching” (Danube University Krems, Karmasin Research & Identity GmbH and Institute for Advanced Studies) |
| 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, environmental and family policy as well as financial decision making)
- Behavioral and experimental economics (trust, markets for credence and experience goods, anti-social behavior), behavioral public administration

List of publications

Articles in refereed journals

- “Which policy measures can motivate active mobility in rural and semi-rural areas?” (2023) with Peer, S., Gangl, K. and van der Werff, E., *Transportation Research Part D: Transport and Environment* 118, 103688.
- “How to Prevent Destruction – On the Malleability of Anti-Social Behavior” (2022), with Schwierien, C. and Müller, J., *Journal of Behavioral and Experimental Economics* 97: 101798.

- "Medical Insurance and Free Choice of Physician Shape Patient Overtreatment. A Laboratory Experiment" (2016), 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)

Contributions to book chapters and edited volumes

- „Verhaltensökonomische Ansätze zur Steigerung der Impfbereitschaft bei COVID-19“ („Behavioral interventions to increase vaccinations against COVID-19“), with Abstiens, K., Czypionka, T. and Gangl, K. (2022). In: Hainzl, C.; Dialer, D. and Kuske, H. (eds.): *Gesundheitspolitik und Gesellschaft in der COVID-19-Krise. Eine global Herausforderung. Politik und Gesundheit*, 3. Wien: LIT-Verlag, p. 283 -301.
- „Familienpolitik aus verhaltensökonomischer Sicht“ (“family policy from a behavioral economics perspective“), with Kocher, M.G. and Schwaninger, M. In: 6. Österreichischer Familienbericht 2009 – 2019. *Neue Perspektiven – Familien als Fundament für ein lebenswertes Österreich*. Wien: Bundeskanzleramt/Frauen, Familie, Jugend und Integration (BKA/FFJI), pp. 1085-1127
- „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, January 2013

Working Paper

- „Financial Return and Environmental Impact Information Promotes ESG Investments: Evidence from a Large, Incentivized Online Experiment.“, with Seifert, M, Gangl, K., Haeckl, S., Gaudeul, A., Kirchler, E. and Palan, S., SSRN Working Paper, July 2022
- „Power and Interest in Sustainability Transitions: Combining Behavioral Insights with Stakeholder Analysis.“, with Gangl, K., Seifert, M., Abstiens, K., Walter, A., Spitzer, F., Kirchler, E., Karmasin, S. and Kimmich, C., SSRN Working Paper, February 2022

Research reports, policy briefs and other publications

- „Smart Working. Frauen in Führungspositionen stärken.“ (“Smart Working. Strengthening women in management positions.”), with Leitner, A., Frankus, E., Dörfler-Bolt, S., and Hartner-Tiefenthaler, M., IHS research report, October 2023
- „Geld nachhaltig investieren: Was sollte man wissen und wie steht es um dieses Wissen in Österreich?“ (“Investing money sustainably: What you should know and what is the state of knowledge in Austria?“), with Gangl, K., Seifert, M. and Abstiens, K., IHS policy brief, August 2023
- „Das Pauschalreise-Standardinformationsblatt aus verhaltensökonomischer Sicht. Maßnahmen für eine bessere Verbraucherinformation.“ (“The standard information form for package travel contracts from a behavioral economics perspective. Measures For Better Consumer Information“), with Abstiens, K. and Walter, A., IHS research report & policy brief, May 2022
- „Abfalltrennung und Littering im öffentlichen Raum. Ein verhaltensökonomisches Feldexperiment.“ (“Recycling and littering in public space. A field experiment“), with Gangl, K. and Walter, A., IHS research report, February 2022
- „Nudging und andere verhaltenswissenschaftliche Instrumente im Sozialversicherungs- und Gesundheitswesen.“ (“Nudging and other behavioral instruments in social security and health care“), with Abstiens, K. and Czypionka, T., *Health System Watch* 4, December 2021
- „Die Klimawandel-Landkarte Österreichs: Treibende Kräfte und nächste Schritte“ (“Austria’s climate change map. Driving forces and next steps“), with Abstiens, K., Gangl, K., Karmasin, S., Kimmich, C., Kirchler, E. and Walter, A., research report, August 2021
- „Building BI competence in Austria’s public administration. A workshop concept to train civil servants in understanding, considering and applying behavioural insights to their work.“ with Abstiens, K., project report, May 2021
- „Zehn Gebote der Verhaltenswissenschaften in der Pandemiebekämpfung“ (“Ten commandments of the behavioral sciences to fight the Covid-19 pandemic“), with Abstiens, K., Czypionka, T., Gangl, K., Grosch, K., König, T. and Walter, A., IHS policy brief, March 2021
- „Radfahren in Österreich fördern. Verhaltensökonomische Maßnahmen für die Initiative ‚Österreich radelt‘.“ (“Cycling in Austria. Behavioral economics interventions for the initiative ‘Austria cycles’“), with Gangl, K. and Walter, A., IHS research report, March 2021

- „How to integrate behavioural insights into public policy. A review of international best practices with a focus on organisational formats and training offers.“, with Abstiens, K., project report, February 2021
- „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

Conferences, workshops and other events and presentations (selection)

- 11. Linzer Gesundheitspolitisches Gespräch (Linz, Nov 2023, invited keynote presentation: „Behavioral insights in the healthcare sector - understanding and managing behavior through insights from behavioral economics“)
- Austrian Health Forum, NetUp: Adult vaccination in Austria - Who cares? (Vienna, May 2023, invited presentation: “Vaccination and increasing willingness to vaccinate from a behavioral economics perspective” and subsequent panel discussion)
- Workshop "Facilitating Environmental Decisions using Choice Architecture: New lessons from the lab and field" (TUM Campus Heilbronn, May 2023, invited presentation: "Facilitating Environmental Decisions using Choice Architecture: New lessons from the lab and field")
- Senior management conference of the city of Graz (Haus Graz Führungskräftekonferenz, June 2022, invited keynote presentation: “Behavioral insights in politics and administration - Theoretical foundations, possible applications and practical examples“)
- Konsumentenpolitisches Forum 2022, Federal Ministry of Social Affairs, Health, Care and Consumer Protection (Vienna, May 2022, invited presentation: “The standard information form for package travel contracts from a behavioral economics perspective. Measures For Better Consumer Information“)
- 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)

Blog posts and media coverage (in German)

- Quotations in newspaper articles on behavioral instruments to improve vaccination coverage as well as on other behavioral insights topics: Die ZEIT, Wiener Zeitung, Wirtschaftswoche, Vorarlberger Nachrichten, der Standard, Kurier, Salzburger Nachrichten
- Television and radio interviews: ZIB 2 (ORF), DOK1 (ORF), Wien heute (ORF), ATV aktuell (ATV), Eco (ORF2), Die entscheidende Frage (Puls24), Ö1 Mittagsjournal (Radio Ö1), NTV Podcast (ntv.de)
- „Woran es beim Konsumentenschutz hapert“ („What can be improved regarding consumer protection“), with Abstiens, K. and Walter, A., guest comment, Wiener Zeitung, June 2022
- „Impfmuffel mit Prämien ködern“ („Addressing vaccine hesitancy with premium payments“), with Gangl, K. and Czypionka, T., guest comment, der Standard, January 2022
- „Impfen, aber wie? Was noch getan werden kann, um die Covid-Impfquote zu erhöhen“ („Vaccinate, but how? What can be done to improve Covid-19 vaccine coverage“), guest comment, Wiener Zeitung, October 2021
- „Stell Dir vor, es ist Impfung und keiner geht hin – Was die Verhaltenswissenschaften zu einer besseren Annahme der Covid-19-Impfung beitragen können“ („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
- „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, Department of Economics, University of Vienna, martin.kocher@univie.ac.at, +43 (0)1 4277 37421
- Prof. Dr. Rupert Sausgruber, Institute for Public Sector Economics, Vienna University for Economics and Business, rupert.sausgruber@wu.ac.at, +43 (0) 131336 5618
- 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

- Family economics (lecture in the university continuing education program "Family Business and Estate Planning" LL.M.), University of Vienna
- 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

Committee work

- Steering committee of the Austrian National Financial Literacy Strategy (member since December 2021)
- Scientific advisory board of the Research Lab Democracy and Society in Transition, section "Society and Health", Faculty of Business and Globalisation, University for Continuing Education Krems (member since February 2021)

Honors and awards

- Roman Herzog research prize for social market economy, Roman Herzog Institute, third prize (5,000 euros) for dissertation and its relation to the further development of the social market economy
- Hammurabi price for research related to the insurance industry, Austrian Economic Chamber, section banking and insurance, second prize (1,000 euros) for PhD thesis chapter

Languages

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

Programming skills

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