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Florian Zimmermann

Behavior and Inequality Research Institute GmbH

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Current Position

Assistant Professor (W2, tenure-track), *Behavior and Inequality Research Institute (briq)* and *University of Bonn* (October 2017 - present).

Past Positions

- Postdoc, *University of Zurich*, (October 2013 – September 2017).
- Visiting Fellow, *Harvard University*, (January-April 2017).

Education

- Ph.D. Economics, *Bonn Graduate School of Economics (BGSE), University of Bonn*, July 2013.
- Visiting Ph.D.-Student, *Rady School of Management, University of California, San Diego (UCSD)*, March 2011 – June 2011.
- Diploma (equiv. M.A.) in Economics, *University of Mannheim*, March 2007.
- Visiting Ph.D.-Student in Economics, *University of California, Los Angeles (UCLA)*, September 2005 – June 2006.

Affiliations

CESifo (Research Network Fellow); IZA (Research Affiliate)

Publications

“The Dynamics of Motivated Beliefs”. *American Economic Review*, forthcoming.

“Correlation Neglect in Belief Formation” (with Benjamin Enke). *Review of Economic Studies*, 2019, 86(1), 313-332.

“Learning about Job Search: A Field Experiment with Job Seekers in Germany” (with Steffen Altmann, Armin Falk, Simon Jäger). *Journal of Public Economics*, 2018, 164, 33-49.

“Information Processing and Commitment” (with Armin Falk). *The Economic Journal*, 2018, 613(1), 1983-2002.

“The Limits of Expectations-Based Reference Dependence” (with Uri Gneezy, Lorenz Goette, Charles Sprenger). *Journal of the European Economic Association*, 2017, 15(4), 861-876.

“Consistency as a Signal of Skills” (with Armin Falk). *Management Science*, 2017, 63(7), 2197-2210.

“Image and Misreporting” (with Mara Ewers). *Journal of the European Economic Association*, 2015, 12(2), 363-380.

“Clumped or Piecewise? - Evidence on Preferences for Information”. *Management Science*, 2015, 61(4), 740-753.

Working Papers

“Determinants of Trust: The Role of Personal Experiences” (with Frederik Schwerter).
revision requested, Games and Economic Behavior.

“Beliefs and Utility: Experimental Evidence on Preferences for Information” (with Armin Falk).

Other Publications

“Learning about job search: A ‘nudge’ to tackle long-term unemployment“, with Armin Falk, Simon Jäger, and Florian Zimmermann, *VoxEU*, 08/2015.

“A Taste for Consistency and Survey Response Behavior” (with Armin Falk). *CESifo Economic Studies*, 2013, 59 (1): 181-193.

Awards and Scholarships

Runner Up for Hillel-Einhorn Award, Society for Judgment and Decision Making, for “Correlation Neglect in Belief Formation”, 2015.

CESifo Prize in Behavioural Economics - “Distinguished CESifo Affiliate”, 2013.

Russell Sage Foundation (small grant in behavioral economics), (with Benjamin Enke), 2012.

IFREE Award (small grant program), (with Benjamin Enke), 2012.

Selected Participant at the *Russell Sage Foundation Summer Institute in Behavioral Economics* (2012), New Hampshire, United States.

Selected Participant, *4th Lindau Meeting of the Winners of the Nobel Prize in Economic Sciences* (2011), Lindau, Germany.

Scholarship from *German Research Foundation (“Deutsche Forschungs Gemeinschaft”)*, October 2007 - 2011.

Scholarship from the *German Academic Exchange Service (DAAD)* for the visit at UCLA, September 2005 – June 2006.

Seminar and Conference Presentations

2018 *Seminars*: Cornell University, Tilburg University, University of Düsseldorf, University of Amsterdam, University of Frankfurt, University of Kiel, University of Oxford, University of Warwick. *Conferences*: CESifo Area Conference in Behavioural Economics, Munich, CRC TR 224 Conference in Montabaur.

2017 *Seminars*: Florida State University; Harvard Business School (NOM Lunch Seminar); HEC Lausanne; Institute for International Economic Studies (IIES) - Stockholm University; University College London (UCL); University of Bonn; University of Copenhagen. *Conferences*: Behavioral Economics Annual Meeting (BEAM); Belief-Based Utility Conference, Carnegie Mellon University.

2016 *Seminars*: Tilburg University; University of Vienna (VCEE); Berlin Behavioral Economic Colloquium. *Conferences*: Incentives and Behavior Change, Amsterdam; Stanford Institute of Theoretical Economics Workshop (SITE), Stanford University; CESifo Area Conference in Behavioural Economics, Munich.

2015 *Seminars*: University of Pennsylvania, Wharton School; INSEAD (Fontainebleau); University of Fribourg, University of Mainz; IAB Nuremberg. *Conferences*: EEA Meeting, Mannheim; THEEM Kreuzlingen, University of Konstanz; Field experiments in labor economics and social policies - J-PAL Europe, Paris; RSF Early-Career Behavioral Economics Conference (ECBE), Chicago; CESifo Area Conference in Behavioural Economics, Munich.

2014 *Seminars*: Carnegie Mellon University; Harvard University; Stanford University; University of Munich. *Conferences*: 7th Maastricht Behavioral and Experimental Economics Symposium (M-BEES); Stanford Institute of Theoretical Economics Workshop (SITE), Stanford University; CESifo Area Conference in Behavioural Economics, Munich.

2013 *Seminars*: University of Amsterdam; University of Maastricht; Universitat Pompeu Fabra; Goethe University Frankfurt; University of Zurich. *Conferences*: 6th Maastricht Behavioral and Experimental Economics Symposium (M-BEES), University of Maastricht; Stanford Institute of Theoretical Economics Workshop (SITE), Stanford University; CESifo Area Conference in Behavioural Economics, Munich; THEEM Kreuzlingen, University of Konstanz.

2012 *Seminars*: University of Bonn. *Conferences*: TIBER conference, Tilburg University; VfS Jahrestagung, Göttingen; Regional ESA Meeting, Tucson.

2011 *Seminars*: Rady School of Management, University of California, San Diego (UCSD). *Conferences*: EEA Annual Meeting, Oslo; VfS Jahrestagung, Frankfurt; Regional ESA Meeting, Tucson.

2010 *Seminars*: University of Stockholm; University of Bonn. *Conferences*: Workshop in Organizational Economics, University of Frankfurt; 3rd Maastricht Behavioral and Experimental Economics Symposium (M-BEES), University of Maastricht; ESA World Meeting, Copenhagen; VfS Jahrestagung, Kiel.

Teaching Experience

Lecture for Ph.D. course “Topics in Applied Microeconomics”, *University of Bonn*, 2018.

Lecture for Master-level course “Advanced Microeconomics 1” (joint with Julien Senn), *University of Zurich*, 2017.

Lecture for Master-level course “Advanced Microeconomics 1”, *University of Zurich*, 2016.

Lecture and Teaching Assistant for Ph.D. course “Topics in Behavioral and Experimental Economics” (joint with Ernst Fehr), *University of Zurich*, 2015.

Teaching Assistant for Master-level course “Empirical Methods”, *University of Zurich*, 2014.

Student Seminars in “Experimental Economics”, “Behavioral Public Economics” and “Behavioral Economics”, *University of Bonn*, Germany, 2008 – 2013.

Teaching Assistant for “Introductory Mathematics for Economists” and “Microeconomics”, *University of Bonn*, Germany, 2008 – 2010.

Teaching Assistant for “Macroeconomics” and “Microeconomics”, *University of Mannheim*, Germany, 2004 – 2007.

Refereeing

American Economic Review, Decision, Economic Journal, Econometrica, European Economic Review, Experimental Economics, Games and Economic Behavior, International Economic Review, Information Economics and Policy, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Economic Behavior & Organizations, Journal of Economics & Statistics, Journal of Economic Theory, Journal of Public Economics, Journal of Public Policy, Journal of Risk and Uncertainty, Labour Economics, Management Science, Nature Communications, Review of Economic Studies, Quarterly Journal of Economics.

National Science Foundation (NSF), External Academic Committee for the Early-Career Behavioral Economist Conferences (ECBE) in Bonn, 2016 and Pittsburgh, 2017.