

# Ann-Kathrin Koessler, PhD

## Curriculum Vitae

IUSF Osnabrück University  
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### Research Interests

#### Public policy, Sustainability, Cooperative behaviour

→ *How can pro-social and pro-environmental behaviour be promoted and sustained?*

- Commitment for pro-environmental behaviour
- The effect of participation in resource management
- Promoting sustainable behavior by empathy inducing interventions

#### Behavioural Economics, Environmental Economics & Public Economics

### Current Position

since 01/2016 **Akademische Rätin auf Zeit (postdoc/assistant professor)** at 'Behavioral Economics for the Environment' Alexander von Humboldt-Chair, Institute of Environmental Systems Research, Osnabrück University (Germany).

### Education

2015 **PhD in Behavioural Economics**, Queensland University of Technology (Australia).

Thesis title: *An Experimental Investigation of Moral Commitments*,  
advisors: Prof. Uwe Dulleck and Prof. Lionel Page

2011 **Diplom in Economics** (BSc + MSc equivalent), Heidelberg University (Germany), specialisation in Economic Psychology, Environmental Economics and Public Economics.

advisors: Prof. Christiane Schwieren and Dr. Susanne Neckermann

### Research Stays

08/2016 Research stay, Queensland University of Technology (Australia), with Prof. Uwe Dulleck.

09 – 12/2014 Research stay, University of California San Diego (USA), with Prof. Uri Gneezy.

05/2014 Research visit, New York University Shanghai (China), with Prof. Nicolas Jacquemet.

### Teaching Experience

2018 **Environmental Behaviour and Policy**, Lecturer/Course Coordinator, Postgraduate, Osnabrück University.

2012 – 2015 **Quantitative Methods for Economics and Finance**, Teaching Assistant, Undergraduate, Queensland University of Technology.

2013 **Microeconomics**, Teaching Assistant, Postgraduate, Queensland University of Technology .

2012 + 2013 **Data analysis**, Teaching Assistant, Undergraduate, Queensland University of Technology.

### PhD Theses Co-Supervision

since 2016 Fabian Thomas, PhD in Environmental Systems Science, *Behavioural Economics of the Agri-Environment*.

since 2016 Juan Felipe Ortiz-Riomalo, PhD in Economics, *Participatory Processes in Natural Resource Management*.

since 2018 Nicolai Heinz, PhD in Economics, *Sustainable Mindsets*.

## Master Theses Supervision

- 2017 Mathias Janke, MSc in Economics, '*Structuring Communication: An experimental study on the cooperation enhancing components of communication in social dilemmas*', GFFW Graduate Award.

## (Further) Academic Work Experience

- 10/2009 – 06/2011 **Lab Assistant**, *University of Heidelberg (Germany)*, Behavioural Economics, with Prof. Christiane Schwieler.
- 10/2010 – 02/2011 **Diploma Thesis**, *Centre of European Economic Research Mannheim (Germany)*, Personnel Economics, with Dr. Susanne Neckermann.  
Thesis title: 'Money talks and what else? - An experimental study about the effectiveness of intangible work incentives in the field'
- 10/2009 – 03/2010 **Research Assistant**, *Centre of European Economic Research Mannheim (Germany)*, Department Labour Markets, Human Resources and Social Policy, with Dr. Jan Fries.
- 03/2008 – 04/2008 **Research Assistant**, *University of Heidelberg (Germany)*, Chair of Public Economics, with Prof. Lars P. Feld.

## Industry/Government Interactions

- 04 – 08/2014 **Australian Securities and Investments Commission**, *Commissioned Research and Learning Sessions*, 'Compliance in Liquidation Processes'.
- 08/2014 **Department of the Premier and Cabinet, Queensland**, *Learning Session 'Behavioural Insights for the Not-For-Profit Sector'*.

## Publications

### Peer-reviewed and RR

- 2018 **Who gives ? - On empathy and impulsiveness**, with James Andreoni and Marta Serra-Garcia, forthcoming in *The Economics of Philanthropy (Kimberley Scharf & Mirco Tonin eds.)* (MIT Press).
- 2016 **Commitment to pay taxes: An exploratory field experiment on the role of promises**, with Lars P. Feld, Bruno S. Frey and Benno Torgler, revise and resubmit in *European Economic Review*, *CESifo Working Paper No. 6186*.

### Policy papers

- 2018 **Stupsende Agrarpolitik- Nudging zu einer nachhaltigen Landwirtschaft *Nudging for a sustainable agriculture***, with Fabian Thomas and Stefanie Engel, forthcoming in *DIW Vierteljahresheft*.
- 2014 **Improving communication with directors of firms in liquidation**, with Benno Torgler Uwe Dulleck and Markus Schaffner, published as Policy Report 428 - Australian Securities and Investments Commission.

### Working Papers

- 2018 **Setting new behavioural standards: (Sustainability) Pledges and how conformity influences their outreach**.
- 2018 **Moral Pluralism in Behavioural Spillovers - A cross-disciplinary recognition of the multiple ways we engage in moral valuing**, with Michael Vincent.
- 2018 **Policies as information carriers: (Potential) Perceptual and behavioral changes due to environmental policies**, with Stefanie Engel.

- 2017 **Insights into the impact of bankruptcy's public record on entrepreneurial activity: A behavioural economics perspective**, with Uwe Dulleck, Nicola Howell and Rosalind Mason, under review.
- 2015 **Public statements of good intent help to sustain pro-social behaviour**, with Uwe Dulleck and Lionel Page, *MPRA Paper No. 80072*, under review.

## Presentations

### Seminars and Invited Talks

- 2017 **WU Vienna** (Austria), *How to create commitment for pro-social behaviour?*  
**Masaryk University** (Czech Republic), *Promises for compliant tax payments: What happens when statements of good intentions are applied to real world settings?*
- 2016 **Kiel Institute for World Economy** (Germany), *Promises for compliant tax payments: What happens when statements of good intentions are applied to real world settings?*
- 2015 **Monash University** (Australia), *Do public statement of good intentions promote social behaviour?*
- 2014 **University of California Santa Barbara** (USA), *Do codes of good conduct promote social behavior?*  
**University of California San Diego** (USA), *Do codes of good conduct promote social behavior?*

### Conferences

- 2017 *Behavioural Economics for the Environment*, Workshop at ZMT Bremen (Germany), *BIOECON Conference* at Tilburg University (Netherlands), *ESA European Meeting* at WU Vienna (Austria).
- 2016 *Behavioural Economics and Finance* Workshop at FU Berlin (Germany), *Regional Meeting of Experimental and Environmental Economists* at IUSF Osnabrück (Germany), *European Environmental and Resource Economics Conference* at ETH Zuerich (Switzerland), *A fresh start- Perspectives on personal bankruptcy* Conference at QUT Brisbane (Australia), *ESA World Meeting* at Hebrew University of Jerusalem (Israel), *Incentives and Behavior Change* Workshop at Tel Aviv University (Israel), *RMIT Europe workshop* in Barcelona (Spain).
- 2015 *ESA World Meeting* at UTS Sydney (Australia), *Australian Conference of Economists* at Queensland University of Technology (Australia).
- 2014 *ESA European Meeting* at University of Prague (Czech Republic), *ESA Asia-Pacific Meeting* at University of Auckland (New Zealand), *12th Tiber Symposium on Psychology and Economics* at Tilburg Institute for Behavioural Economics Research (Netherlands).
- 2013 *Shadow 2013: The Shadow Economy, Tax Evasion and Governance* Conference at University of Münster (Germany), *Understanding employees' dishonesty behaviours in the workplace* Workshop at ESC Dijon (France), *4th Meeting of French Experimental Economics Association* at GATE Lyon (France).

## Reviewed Journals

Ecological Economics, Journal of Behavioral and Experimental Economics, Journal of Economics Behavior and Organization, Journal of Public Economics.

## Research grants and Scholarships

- 2012 – 2015 **Tuition Fee Waiver Scholarship**, *Queensland University of Technology*, Australia, 120,000 \$.
- 2012 – 2015 **Postgraduate Research Award**, *Queensland University of Technology*, Australia, 70,000 \$.
- 2012 **Research grant**, *Queensland University of Technology*, Australia, 10,000 \$.

## Organisation of Workshops

- 05/2017 'Experimetrics' Workshop with P. Moffat, *IUSF Osnabrück*.  
10/2016 Regional Meeting of Experimental and Environmental Economists, *IUSF Osnabrück*.

## General Work Experience

- 2011 – 2012 **Marketing Consultant**, *bookletmobile*, Berlin (Germany), freelancer.  
2006 – 2007 **Marketing & Project Management**, *zet die agentur*, Heidelberg (Germany), part-time.  
06 – 09/2005 **Internship European Parliament**, *Brussels, Belgium*.

## Language Skills

German	mother tongue	Spanish	good knowledge
English	full proficiency		

## Software Knowledge

MS Office, LaTeX, Stata (Statistical software package), ztree, Coral and Sophie (Experimental software), Qualtrics (Online survey software), ORSEE (Experimental Database).

## Miscellaneous

- 2016 – 2018 Mentoring Program for Young Female Scholars, *Osnabrück University*.  
2017 – 2018 PostDoc Representative and Member in Scientific Advisory Council of the PhD/Postdoc Career Center (ZePrOs), *Osnabrück University*.