

Ann-Kathrin Koessler, PhD

Curriculum Vitae

Research interests and expertise

Sustainability, Environmental policy, Cooperative behaviour

→ Achieving behavioural change towards sustainability

→ Sustainable land use in urban and rural areas

Current research foci:

- How to promote cooperation for a transformation towards sustainability
- The effect of participation on pro-environmental behaviour
- The role of other-regarding preferences in sustainability-aligned behaviour

Behavioural Environmental Economics, Environmental Psychology, Public Policy

Current positions

since 01/2016 **Akademische Rätin auf Zeit**, *Osnabrück University (Germany)*, Alexander von Humboldt-Chair for Environmental Economics led by Prof. Stefanie Engel, Institute of Environmental Systems Research and Department of Economics.

since 10/2019 **Visiting fellow**, *London School of Economics (United Kingdom)*, Department of Geography and Environment.

since 11/2018 **Fellow** of Intergovernmental Science-Policy Platform on Biodiversity and Ecosystem Services (IPBES, world biodiversity council), *Assessment: Diverse conceptualization of multiple values of nature and its benefits*.

Previous academic positions

04–10/2019 **Visiting scholar**, *London School of Economics (United Kingdom)*, Department of Geography and Environment.

10/2018 **Visiting scholar**, *Pontificia Universidad Católica del Perú (Peru)*, Instituto de Ciencias de la Naturaleza, Territorio y Energías Renovables, preparation for field work.

2012 – 2015 **Sessional academic**, *Queensland University of Technology (Australia)*, School of Economics and Finance, Teaching assistant.

09 – 12/2014 **Visiting scholar**, *University of California San Diego (USA)*, Rady School of Management.

05/2014 **Visiting scholar**, *New York University Shanghai (China)*, Faculty of Economics.

2009 – 2011 **Research assistant**, *University of Heidelberg (Germany)*, Chair of Behavioural Economics, with Prof. Christiane Schwieren.

2009 – 2011 **Research assistant**, *Centre of European Economic Research Mannheim (Germany)*, Department Labour Markets, Human Resources and Social Policy, with Dr. Susanne Neckermann and Dr. Jan Fries.

Education

- 09/2015 **PhD in Behavioural Economics**, *Queensland University of Technology (Australia)*, supervision: Prof. Uwe Dulleck & Prof. Lionel Page, external examiners: Prof. Urs Fischbacher & Prof. Lara Friesen.
- 2011 **Diplom in Economics** (BSc + MSc equivalent), *Heidelberg University (Germany)*, specialisation in Economic Psychology, Environmental Economics, and Public Economics, supervision: Prof. Christiane Schwieren & Dr. Susanne Neckermann.

Publications

Peer-reviewed

- 2021 Ortiz-Riomalo, J.F., **Koessler, A.K.**, Engel, S. (2021), *Inducing perspective-taking for prosocial behaviour in natural resource management*, Journal of Environmental Economics and Management (forthcoming).
- Koessler, A.K.**, Ortiz-Riomalo, J.F., Janke, M. and Engel, S. (2021), *Structuring communication effectively for environmental cooperation*, Environmental and Resource Economics (in print), doi: [10.1007/s10640-021-00552-2](https://doi.org/10.1007/s10640-021-00552-2).
- Heinz, N. and **Koessler, A. K.** (2021), *Other-regarding preferences and pro-environmental behaviour: An interdisciplinary review of experimental studies*, Ecological Economics, Vol. 184, 106987, doi: [10.1016/j.ecolecon.2021.106987](https://doi.org/10.1016/j.ecolecon.2021.106987).
- Koessler, A.K.** and Engel, S. (2021), *Policies as information carriers: How environmental policies may change beliefs and consequent behaviour*, International Review of Environmental and Resource Economics, Vol. 15, p. 1-31, doi: [10.1561/101.00000123](https://doi.org/10.1561/101.00000123).
- Koessler, A.K.**, Page, L., Dulleck, U. (2021), *Public cooperation statements*, Journal of Economic Interaction and Coordination (in print), doi: [10.1007/s11403-021-00327-4](https://doi.org/10.1007/s11403-021-00327-4).
- 2020 Howell, N. J., **Koessler, A.K.**, Mason, R. F., Dulleck, U. (2020), *Behavioral insights into the impact of bankruptcy's public record on business activity*, Insolvency Law Journal, Vol. 28, p. 125-148.
- 2019 **Koessler, A.K.**, Torgler, B., Feld, L. P., Frey, B. S. (2019), *Commitment to pay taxes: Results from field and laboratory experiments*, with Benno Torgler, Lars P. Feld, and Bruno S. Frey, European Economic Review, Vol. 115, p. 78-98, doi: [10.1016/j.euroecorev.2019.02.006](https://doi.org/10.1016/j.euroecorev.2019.02.006).
- Vincent, M. and **Koessler, A.K.** (2019), *Moral Pluralism in Behavioural Spillovers - A cross-disciplinary recognition of the multiple ways we engage in moral valuing*, Environmental Values, Vol. 29, 3, p. 293-315, doi: [10.3197/096327119X15579936382635](https://doi.org/10.3197/096327119X15579936382635).
- 2018 Andreoni, J., **Koessler, A. K.**, Serra-Garcia, M. (2018), *Who gives? - On empathy and impulsiveness*, Chapter 3 in The Economics of Philanthropy (eds. Kimberley Scharf and Mirco Tonin), MIT Press, p. 49-62.

Policy-oriented papers and Policy reports

- 2021 Ortiz-Riomalo, J.F., Montagut, Y.M., Castro, S., **Koessler, A.K.**, Rojas, M., Zúñiga Meneses, A. (2021), *Guía de Estrategia Participativa para la gestión colectiva de cuencas basada en juegos económicos (Guide for participatory strategies for collective watershed management based on economic games)*, GIZ Peru Pro Ambiente Report.
- 2019 Thomas, F., **Koessler, A. K.**, Engel, S. (2019), *Stupsende Agrarpolitik- Nudging zu einer nachhaltigen Landwirtschaft (Nudging for a sustainable agriculture)*, Quarterly Journal of Economic Research, Vol. 87(2), p. 127-138, doi: [10.3790/vjh.87.2.127](https://doi.org/10.3790/vjh.87.2.127).

- 2014 Dulleck, U. , **Koessler, A. K.**, Schaffner, M., Torgler, B. (2014), *Improving communication with directors of firms in liquidation*, Australian Securities and Investments Commission Policy Report 428, Sydney.

Working papers

– revise and resubmit in peer-reviewed journals –

Koessler, A.K. (2021), *Pledges and how conformity influences their outreach*, t, **R&R** at Journal of Behavioral and Experimental Economics.

Thomas, F., **Koessler, A. K.**, Engel, S. (2020), *Using behavioural insights to leverage environmental performance of the Common Agricultural Policy*, **R&R** at Q Open.

– under review –

- 2021 **Koessler, A.K.**, Fiebelkorn, F. and Vorlaufer, T. (2021), *How information about the behavior of peers influences adolescents' perception of social norms and consequent pro-environmental actions- a controlled experiment*, under review.

Ortiz-Riomalo, J.F., **Koessler, A.K.**, Montagut, Y. M., Cardenas, J.C. (2021), *Participatory interventions for collective action in natural resource management: an institutional and behavioural approach guided by the IAD framework*, under review at Sustainability Science, invited contribution to special issue on "Networks of action situations in social-ecological systems research" .

– Manuscripts –

Heinz, N., **Koessler, A.K.**, Engel, S. (2021), *Distance to climate change consequences reduces willingness to engage in low-cost mitigation actions – Results from an experimental online study from Germany*.

Ortiz-Riomalo, J.F., **Koessler, A.K.**, Engel, S. (2021), *Participatory approaches for pro-social behaviour in natural resource management*, invited book chapter in Behavioral Economics and the Environment (eds. Marcella Veronesi and Alessandro Bucciol), Routledge.

Koessler, A.K. and Martinsson, P. (2020), *Better stay vague ? An experiment on the specificity of pledges*.

Ortiz-Riomalo, J.F., **Koessler, A.K.**, Engel, S. (2020), *Participatory interventions for collective action in environmental and natural resource management*, with Juan Felipe Ortiz-Riomalo and Stefanie Engel.

Funding and awards

- 2018 **Contributing author in grant application**, *Deutsche Bundesstiftung Umwelt (German federal environmental foundation)*, 'Value Chains and Consumer Decisions', total 450,000 €.
- 2015 **Write-up scholarship**, *Queensland University of Technology*, Australia, 8,000 \$.
- 2013 **Travel grant**, *Queensland University of Technology*, Australia, 2,000 \$.
- 2012 **Research grant**, *Queensland University of Technology*, Australia, 10,000 \$.
- 2012 – 2015 **Postgraduate research award**, *Queensland University of Technology*, Australia, 70,000 \$.
- 2012 – 2015 **Tuition fee waiver scholarship**, *Queensland University of Technology*, Australia, 120,000 \$.

Teaching and mentoring

Teaching

- 2021 (online) **Transformation towards sustainability**, *lecturer, together with T. Vorlaufer*, Master level, University Osnabrück (UOS).
- 2020 (online) **Environmental and behavioural economics**, *lecturer, together with S. Engel*, Bachelor level, UOS.
- 2020 (online) **Economic growth, well-being and environmental quality**, *lecturer, together with T. Vorlaufer*, Master level, UOS.
 - 2020 **Transformation towards sustainability**, *lecturer & module development, together with S. Engel*, Master level, UOS.
 - 2019 **Environmental and behavioural economics**, *lecturer & module development, together with S. Engel*, Bachelor level, UOS.
 - 2019 **Economic growth, well-being and environmental quality**, *lecturer & module development*, Master level, UOS.
- 2018* **Environmental behaviour and policy**, *lecturer & module development*, Master level, UOS.
- 2013 – 2015 **Quantitative methods for economics and finance**, *teaching assistant*, Bachelor level, Queensland University of Technology (QUT).
 - 2013 **Microeconomics**, *teaching assistant*, Master level, QUT.
- 2013 + 2014 **Data analysis**, *teaching assistant*, Bachelor level, QUT.

Co-supervision of PhD theses

- since 2018 Heinz, N., '*Sustainable Mindsets*', (based at Helmholtz Centre for Environmental Research), PhD (Environmental Systems Science).
- 2016 – 2020 Ortiz-Riomalo, J.F., '*Participatory Processes in Natural Resource Management*', PhD (Econ).
- 2016 – 2019 Thomas, F., '*Behavioural Economics of the Agri-Environment*', PhD (Environmental Systems Science).

Supervision of Master theses

- since 03/21 Ohlig, M., '*Pledges to promote pro-environmental behaviour*', MSc (Econ).
- since 09/20 Gatterdam, M., '*Environmental behaviour and gender (stereotypes)*', MSc (Econ).
 - 2019 Greisler, L., '*Conserving Biodiversity in domestic gardens*', MSc (Environmental Systems and Resource Management).
- 2017* Janke, M., '*The cooperation enhancing components of communication*', MSc (Econ), GFFW graduate award.

Supervision of Bachelor theses

- since 03/21
- Entling, S.: *'The behavioral effects of participation'*, BSc (Econ)
 - Wulfert, L.: *'Nature appreciation of the urban vs. rural population'*, BSc (Econ)
 - Spille, H.: *'Nudging in the public space'*, BSc (Econ)
 - Broer, H.: *'Behavioural insights for a covid-19 pandemic response'*, BSc (Econ)
- 2020
- Nguyen, T.: *'Behavioural insights and urban mobility'*, BSc (Econ)
 - Sauer, B.: *'Behavioural Economics applied to manage household waste'*, BSc (Econ)
 - Sonnabend, P.: *'Can we predict who donates to protect nature?'*, BSc (Econ)
 - Pophanken, J.: *'Bounded willpower in environmentally relevant behaviour'*, BSc (Econ)
 - Kohorst, J.: *'Goal setting as a management & regulatory tool for PEB'*, BSc (Econ)
- 2020
- Sonnabend, P.: *'Can we predict who donates to protect nature?'*, BSc (Econ)
 - Pophanken, J.: *'Bounded willpower in environmentally relevant behaviour'*, BSc (Econ)
 - Kohorst, J.: *'Goal setting as a management & regulatory tool for PEB'*, BSc (Econ)
- 2019*
- Wolinski, J.: *'Heterogeneity in the moral evaluation of PEBs'*, BSc (App. Systems Science)
 - Oliveira, M.: *'Food waste in private households'*, BSc (Econ)

* Note: From 2015 – 2019 the chair of Environmental Economics was funded by the Humboldt professorship granted to Prof. Stefanie Engel. In consequence, all employees were exempt from teaching during this period. Teaching and supervision in this time were offered on a voluntary basis.

Invited seminars and presentations

- disciplinary -

- 2020 **Cardiff University** (United Kingdom), *'Perspective-taking for prosocial behaviour in watershed management'*, webinar due to cov19.
- 2019 **Heidelberg-Mannheim Environmental Economics Seminar** (Germany), *'Conformity and public pledges to act for the common good'*.
- 2018 **Bioecon Pre-Conference Workshop: Social Preferences and Conservation Behaviour** (UK), *'Understanding and feeling as others: An experimental study on perspective-taking and prosocial behaviour'*.
- 2017 **WU Vienna** (Austria), *'How to create commitment for pro-social behaviour?'*.
- 2017 **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) and **University of California San Diego** (USA), *'Do codes of good conduct promote social behavior?'*.

- inter & transdisciplinary -

- 2020 **Detmold School of Architecture and Interior Design (Germany)**, *The human habitat in times of transformation*, Presentation, *'Taking new perspectives can promote sustainable behavior'* (online due to cov19).
- 2019 **Mercator Research Institute for Global Commons and Climate Change** (Germany), *Ethics and Sustainability Assessments Conference*, Presentation, *'The view from your shoes - Taking on the perspective of others'*.

- 2019 **Faculty of Landscape Architecture**, University of Applied Science Osnabrück (Germany), *mittwochabends*, Public lecture, '*Behavioural design for sustainability*'.
- 2016 **International Personal Insolvency Conference** hosted by QUT Brisbane (Australia), *conference with practitioners*, Presentation, '*A fresh look at fresh start: the human dimension to bankruptcy*'.

Presentations at conferences

- 2021 *EAERE Conference* at TU and HU Berlin (Germany) (online due to cov19), *Society for the Advancement of Economic Theory* at Seoul National University (Korea) (online).
- 2020 *Society for the Advancement of Behavioural Economics Annual Conference* at HSE University (Russia) (online due to cov19).
- 2019 *4th Workshop on Experimental Economics for the Environment* at University of Münster (Germany), *LEEP Meeting in Environmental and Resource Economics* at University of Exeter (UK), *EAERE Conference* at Manchester University (UK).
- 2018 *World Congress of Environmental and Resource Economists* at University of Gothenburg (Sweden), *BIOECON Conference* at Cambridge University (UK).
- 2017 *BIOECON Conference* at Tilburg University (Netherlands), *ESA European Meeting* at WU Vienna (Austria), *Workshop on Experimental Economics for the environment* at ZMT Bremen (Germany).
- 2016 *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), *Behavioural Economics and Finance Workshop* at FU Berlin (Germany), *Regional Meeting of Experimental and Environmental Economists* at IUSF Osnabrück (Germany).
- 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), *Economic Science Association 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).

Outreach

- public policy -

- since 2020 **Expert commission of Bundesamt für Naturschutz** (Federal Agency for Nature Conservation), *panel member*, for the indicator development "*Awareness of biological diversity*" as part of the National Biodiversity Strategy.
- since 2018 **IPBES Report "Diverse conceptualization of multiple values of nature and its benefits"**, *contributing author*.
- 2014 **Department of the Premier and Cabinet Queensland** (Australia), *learning session*, "*Behavioural insights for the Not-For-Profit sector*".
- 2014 **National Securities and Investments Commission** (Australia), *learning sessions and Policy report*, "*Compliance in liquidation processes*".

- general -

since 2019 **Biologische Vielfalt im Osnabrücker Land bewahren (Biodiversity in the Osnabrück region)**, *scientific consultation*, EU funded project of Biologische Station Haseniederung e.V..

Professional service

Refereeing of articles

Nature Human Behaviour, Ecological Economics, Journal of Public Economics, Ecology and Society, Journal of Economic Behavior and Organization, Frontiers in Psychology, Theory and Decision, Journal of Behavioral and Experimental Economics .

Refereeing of grant proposals

German Federal Environmental Foundation (Deutsche Bundesstiftung Umwelt - DBU).

Organisation of workshops

2017 Experimentics workshop with Prof. Peter Moffat, *IUSF Osnabrück*.

2016 Regional meeting of experimental and environmental economists, *IUSF Osnabrück*.

Committees

2019 **Scientific selection committee** for 3rd REECAP Meeting, *Research network on Economic Experiments for the Common Agricultural Policy*.

since 2018 **Profillinie Mensch-Umwelt-Netzwerke**, *Member*, University Osnabrück.

2017 – 2018 **PostDoc representative**, *Osnabrück University*.

2017 – 2018 **Scientific advisory council of the PhD/Postdoc career center (ZePrOs)**, *Osnabrück University*.

Non-academic work experience

04 – 08/2014 **Commissioned Research**, *Australian Securities and Investments Commission*.
Research design, implementation and evaluation, write up of final report and executive summary.

08 – 12/2011 **Marketing consultant**, *bookletmobile*, Berlin (Germany), freelancer.
product launch, marketing strategy, first customer acquisition.

2006 – 2007 **Marketing & project management**, *zet die agentur*, Heidelberg (Germany), part-time.
Customer acquisition and management, texting.

06 – 09/2005 **Political decision-making**, *European Parliament*, Brussels (Belgium), intern.