

# Jana Friedrichsen

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Born 1983 in Lübeck, 2 children (2015, 2018)  
Maternity leave: 02/2015-08/2015, 01/2018-02/2019, since 03/2020 part-time

## Current position

07/2013 - Postdoctoral researcher, Humboldt-Universität zu Berlin  
03/2020 - Postdoctoral researcher, Humboldt-Universität zu Berlin, Berlin Social Science Center (WZB)

## Professional experience

01/2017 - Member of CRC TRR 190 "Rationality and Competition"  
08/2016 - BDPEMS/BSE Faculty Member  
03/2016 - Postdoctoral researcher, German Institute for Economic Research (DIW)  
(currently on leave)  
01/2016 - Member of Berlin Economic Research Associates (BERA)  
03/2015 - Member of Berlin Centre for Consumer Policies (BCCP)  
07/2013 - 02/2016 Postdoctoral researcher, Berlin Social Science Center (WZB)  
12/2012 - 06/2013 Member of CRC 884 "Political Economy of Reforms" at University of Mannheim  
09/2009 - 06/2013 Teaching and Research Assistant at the University of Mannheim

## Education

09/2013 Dr. rer. pol. (summa cum laude), University of Mannheim  
Thesis Title: Social Motivations in Markets and the Public Sphere  
09/2008 - 06/2013 Center for Doctoral Studies in Economics (CDSE), Graduate School of Economics  
and Social Sciences (GESS), University of Mannheim.  
02/2011 - 07/2011 Visiting doctoral student at Toulouse School of Economics, France  
10/2003 - 09/2008 Diplom in Economics, Christian-Albrechts-Universität, Kiel, Germany  
10/2002 - 09/2003 Studies in Mathematics and Latin, Christian-Albrechts-Universität, Kiel, Germany.  
2002 Abitur, Johanneum zu Lübeck

## Extended research stays and studies abroad

09/2016-02/2017 Aarhus University, Department of Economics, Denmark  
01/2014 - 04/2014 Aalto University School of Business, Department of Economics, Helsinki, Finland  
02/2011 - 07/2011 Toulouse School of Economics, Frankreich  
08/2006 - 06/2007 Universitetet i Bergen, Norway (ERASMUS)

## Grants

- 2021–2024 Collaborative Research Center TRR 190 “Rationality and Competition: The Economic Performance of Individuals and Firms”, Co-Principal Investigator of Subproject A04: “Biases and decision impairments in markets”, joint with Radosveta Ivanova-Stenzel and Simeon Schudy
- 2018–2021 Research Grant by German Science Foundation (DFG Sachbeihilfe) “Cartel formation and cartel stability - Experiments on the role of the leniency rule and with open communication”, joint with Lisa Bruttel
- 2016–2019 Funding for Research Group on “Global Food Markets: Global Food Security – Challenge for Production and Consumption” (granted to Vanessa von Schlippenbach in 2014, I took over the lead in 2016)
- 2017 Funding of the Workshop “Concerns for status and social image” by German Science Foundation (DFG), joint with Tobias König

## Awards and honors

- 2017 Selected participant in the Lindau Nobel Laureate Meetings in Economics 2017
- 2016-2017 Selected participant in Berlin-wide mentoring program ProFiL
- 2014 Dissertation Prize of the Karin-Islinger-Foundation
- 09/2008 - 08/2009 Ph.D.-Scholarship of the German Science Foundation (DFG)
- 08/2006 - 06/2007 ERASMUS Scholarship for studies at the University of Bergen
- 10/2005 - 03/2007 Selected participant in the Social Science Kolleg “Brave New World? Methods of Organization for the 21st Century”, Group 5: Sociology: The West – a worldwide model of order, Lecturer: Prof. em. Dr. Johannes Berger
- 01/2003 - 08/2008 Fellowship, German National Merit Foundation (Studienstiftung des deutschen Volkes)

## Publications

### *Articles in journals with peer review*

1. Foucart, Renaud and Jana Friedrichsen: All-Pay Competition with Captive Consumers, *International Journal of Industrial Organization*, accepted for publication.
2. Friedrichsen, Jana, Tobias König, and Tobias Lausen: Social Status Concerns and the Political Economy of Publicly Provided Private Goods, *The Economic Journal*, forthcoming, <https://doi.org/10.1093/ej/ueaa076>.
3. Friedrichsen, Jana, Tobias König, and Renke Schmacker: Social Image Concerns and Welfare Take-up, *Journal of Public Economics*, Vol. 168, December 2018, pp. 174-192.
4. Friedrichsen, Jana and Dirk Engelmann: Who Cares about Social Image?, *European Economic Review*, Vol. 110, November 2018, pp. 61-77.
5. Friedrichsen, Jana and Philipp Zahn: Political Support in Hard Times: Do People Care about National Welfare?, *European Journal of Political Economy*, Vol. 35, September 2014, pp. 23-37.

### *Articles in editorial process*

6. Andres, Maximilian, Lisa Bruttel, and Jana Friedrichsen: The Leniency Rule Revisited: Experiments on Cartel Formation with Open Communication, DIW discussion paper number 1835, November 2019, revision requested at *International Journal of Industrial Organization*.

7. Engelmann, Dirk, Jana Friedrichsen, and Dorothea Kübler: Fairness in Markets and Market Experiments, CRC TRR190 discussion paper number 64, January 2018, *Scandinavian Journal of Economics*, conditionally accepted.
8. Friedrichsen, Jana: Signals Sell: Optimal Product Lines when Consumers Differ both in Taste for Quality and Image, CRC TRR190 discussion paper number 70, February 2018, revision requested at *RAND Journal of Economics*.
9. Seres, Gyula, Anna Helen Balleyer, Nicola Cerutti, Anastasia Danilov, Jana Friedrichsen, Yiming Liu, and Müge Süer: Face Masks Increase Compliance with Physical Distancing Recommendations During the COVID-19 Pandemic, CRC TRR190 discussion paper number 253, August 2020. , revision requested at *Journal of the Economic Science Association*.

### *Discussion papers*

10. Andres, Maximilian, Lisa Bruttel, and Jana Friedrichsen: Choosing between explicit cartel formation and tacit collusion – An experiment, CEPA Discussion Papers 19, Center for Economic Policy Analysis, Juli 2020.
11. Friedrichsen, Jana: Is Socially Responsible Production a Normal Good?, DIW discussion paper number 1644, Februar 2017.
12. Friedrichsen, Jana, Katharina Momsen, and Stefano Piasenti: Ignorance, Intention and Stochastic Outcomes, University of Innsbruck, eeecon Working Papers in Economics and Statistics 2020-31, November 2020.
13. Seres, Gyula, Anna Helen Balleyer, Nicola Cerutti, Jana Friedrichsen, and Müge Süer: Face Mask Use and Physical Distancing before and after Mandatory Masking: Evidence from Public Waiting Lines, WZB Discussion Paper SP II 2020–305, Juli 2020.

### *Monographs and edited volumes*

14. Friedrichsen, Jana and Kornelia Hagen (eds.): Stupsen und Schubsen (Nudging): Beispiele aus Altersvorsorge, Gesundheit, Ernährung, Vierteljahrshefte zur Wirtschaftsforschung, 2/2018.
15. Friedrichsen, Jana, Kornelia Hagen, and Lilo Wagner (eds.): Stupsen und Schubsen (Nudging): ein neues verhaltensbasiertes Regulierungskonzept?, Vierteljahrshefte zur Wirtschaftsforschung, 1/2018.
16. Friedrichsen, Jana and Steffen Huck (eds.): Nichtorte der Fleischindustrie – Daten und Fakten zum Schlachten in Deutschland, self-published, 2018.
17. Friedrichsen, Jana: Social Motivations in Markets and the Public Sphere, Dissertation, University of Mannheim.

### *Non-refereed publications and science communication*

18. Friedrichsen, Jana and Yiming Liu, The Face Mask Debate: Do we Need to be Afraid of Risk Compensation?, contribution to series “BSE Insights” of Berlin School of Economics, June 9, 2020, <https://berlin-econ.de/bse-sars-cov-2/friedrichsenliu-face-masks>
19. Friedrichsen, Jana, Die Fleischindustrie und Corona, contribution to series “Corona und die Folgen” of WZB, May 28, 2020, <https://www.wzb.eu/de/forschung/corona-und-die-folgen/corona-und-die-fleischindustrie>
20. Friedrichsen, Jana and Manja Gärtner: Warum essen wir so viel Fleisch? / Why do we eat so much meat?, DIW Round-up, März 2020.

21. Friedrichsen, Jana, Was steuert den Fleischkonsum, conference report, WZB-Mitteilungen Nr. 166, December 2019, p.49.
22. Friedrichsen, Jana und Renke Schmacker: Die Angst vor Stigmatisierung hindert Menschen daran, Transferleistungen in Anspruch zu nehmen, DIW Wochenbericht 26 / 2019, pp. 455-461 (english as DIW Weekly Report, 26/27 / 2019, pp. 215-220).
23. Baake, Pio, Jana Friedrichsen, and Helene Naegele: Soziale Nachhaltigkeitssiegel: Versprechen und Realität am Beispiel von Fairtrade Kaffee, DIW Wochenbericht 48 / 2018, pp. 1031-1037 (english as DIW weekly report 48 / 2018, pp. 485-490).
24. Friedrichsen, Jana and Kornelia Hagen: Stupsen und Schubsen (Nudging): Beispiele aus Altersvorsorge, Gesundheit, Ernährung, Editorial, Vierteljahrshefte zur Wirtschaftsforschung, 2/2018, pp. 5-16.
25. Friedrichsen, Jana, Kornelia Hagen, and Lilo Wagner: Stupsen und Schubsen (Nudging): ein neues verhaltensbasiertes Regulierungskonzept?, Editorial, Vierteljahrshefte zur Wirtschaftsforschung, 1/2018, pp. 5-13.
26. Amaral-Garcia, Sofia, Paola Bertoli, Jana Friedrichsen, and Veronica Grembi: Haftpflichtregelungen auf Krankenhausebene können ärztliches Handeln beeinflussen und Kaiserschnittraten senken, DIW Wochenbericht, 43 / 2016, S. 135-1042 (english as DIW Economic Bulletin, 43/2016, pp. 495-501).
27. Friedrichsen, Jana: "Shopping for a better world" funktioniert nur bedingt, DIW Wochenbericht, 38/2016, pp. 851-856.
28. Friedrichsen, Jana: System Dynamics: A Method to Analyze and Manage Feedback Systems, in: Modarressi-Tehrani, Diana and Stephan E. Göthlich (eds.), Netzwerke - Synergien aus Punkten und Strichen, Monsenstein und Vannerdat, 2009.

## Ongoing work (selection)

Decomposing Trust, with Dirk Engelmann (HU Berlin), Roel van Veldhuizen (Lund University), Pauline Vorjohann (HU Berlin), and Joachim Winter (LMU München)

Gender Differences in Wage Bargaining, with Michalis Drouvelis (University of Birmingham), Alexander Kritikos (DIW Berlin), and Müge Suer (HU Berlin)

An Experiment on Information Avoidance with Respect to Intention, with Katharina Momsen (University of Innsbruck) and Stefano Piasenti (HU Berlin).

Experimental Evidence of the Effect of Social Mobility on Cooperation, with Daniel Müller (University of Innsbruck) and Juliana Silva-Goncalvez (University of Sydney)

## Presentations

### *Invited seminars (including scheduled)*

- 2020 University of Lancaster, University of Potsdam, University of Regensburg
- 2019 University of Kassel, University of Copenhagen, University of Innsbruck, University of Vienna
- 2018 IfW Kiel
- 2017 NHH Bergen, University of Potsdam, University of Copenhagen, University of Siegen
- 2016 Copenhagen Business School, Aarhus University
- 2015 Universitat Pompeu Fabra Barcelona
- 2014 HECER (Helsinki)
- 2013 Aalto University, University of Konstanz, Lund University, Universidad Carlos III de Madrid, WZB (Berlin), University of Bonn
- 2012 University of Marburg, CERGE-EI (Prague), Max Planck Institute for Research on Collective Goods (Bonn), ECARES Université Libre de Bruxelles

### *Conferences and workshops (including scheduled)*

- 2020 Annual meeting of the “Sozialwissenschaftlicher Ausschuss des Vereins für Socialpolitik”  
ESA Global Meeting
- 2019 Workshop “Communication in organizations and markets” (Amsterdam), Berlin School of Economics Micro Workshop, EARIE (Barcelona)
- 2018 Annual meeting *Verein für Socialpolitik* (Freiburg), ESA World Meeting (Berlin)
- 2017 Nordic Conference on Behavioral and Experimental Economics (Gothenburg), Second retreat of the CRR TR190 (Tutzing), Workshop “Concerns for status and social image” (WZB Berlin), 2017 ZEW Public Finance Conference, 3rd GlobalFood Symposium (Göttingen)
- 2016 Arne Ryde Workshop on Identity, Image and Economic Behavior (Lund), Berlin Behavioral Economics Workshop, EEA-ESEM (Geneva), WinE retreat (Geneva), GAMES 2016 (Maastricht)
- 2015 European ESA conference (Heidelberg), EEA (Mannheim), WinE retreat (Mannheim)
- 2014 Workshop on Consumer behaviour, self-control and intrinsic motivation (Copenhagen), Nuremberg Experimental Research Days, Annual Meeting *Verein für Socialpolitik* (Hamburg), European Public Choice Society Meeting (Cambridge)
- 2013 Berlin Behavioral Economics Workshop, Annual Meeting *Verein für Socialpolitik* (Düsseldorf), 40th EARIE conference (Evora), Journées Louis- André Gérard-Varet in Aix-en-Provence, SMYE (Aarhus), ECORE Summer School “Governance and Economic Behavior” (Leuven)
- 2012 SAEe (Vigo), European Winter Meeting of the Econometric Society (Konstanz), European ESA conference (Cologne), EEA-ESEM (Málaga), GAMES 2012 (Istanbul), ESA World Meeting (New York), ENTER Jamboree (Barcelona)
- 2011 Annual Meeting *Verein für Socialpolitik* (Frankfurt), 38th EARIE Conference (Stockholm), Mainz Workshop on Behavioral Economics, 20th Silvaplane Workshop in Political Economy, The Economics of Corporate Social Responsibility Conference (Paris), MMM Workshop (MPI Bonn), International Doctoral Meeting of Montpellier
- 2010 19th Silvaplane Workshop in Political Economy

## Teaching experience and supervision

### Lectures and seminars

<i>Reading Group in Experimental Economics</i> , MA/Phd, HU Berlin (with L. Heursen)	Summer 2020
<i>Grundlagen der Finanzwissenschaft (Principles of Public Economics)</i> , BA, HU Berlin	Fall 2019
<i>Behavioral Economics</i> , MA, HU Berlin, (with T. König)	Spring 2019
<i>Advanced Microeconomic Theory I</i> , MA/Phd, HU Berlin, (with R. Foucart, S. Huck, M. Runkel in 2016, with S. Huck, D. Kübler, G. Weizsäcker in 2015),	Fall 2015, Fall 2016
<i>Game Theory</i> , MA, HU Berlin, (with S. Schweighofer-Kodritsch)	Spring 2014
<i>Behavioral Economics</i> , MA, HU Berlin, (with G. Weizsäcker)	Spring 2014

### Exercise sessions and tutorials

<i>Theory of Incentives</i> , MA, HU Berlin	Spring 2017
<i>Game Theory</i> , MA, HU Berlin, (with S. Schweighofer-Kodritsch)	Spring 2014
<i>Microeconomics I</i> , BA, HU Berlin	Fall 2013, 2014
<i>Principles of Economics</i> , BA, University of Mannheim	Fall 2009, 2011, 2012
<i>Business Economics I</i> , MA, University of Mannheim	Fall 2010
<i>Statistics I</i> , BA, Christian-Albrechts-Universität, Kiel	Spring 2006
<i>Statistics II</i> , BA, Christian-Albrechts-Universität, Kiel	Fall 2005
<i>Introduction to Operations Research</i> , BA, Christian-Albrechts-Universität, Kiel	Fall 2005

### Supervision

Regular supervision of master and bachelor theses at HU Berlin.

## Organization of seminars, workshops, and conferences

11/2019	Workshop “Correlation neglect and belief formation”, November 28, 2019, TU Berlin (joint with Radosveta Ivanova-Stenzel and Sabine Kröger)
10/2019	Workshop “Eating Meat: Determinants, Consequences, and Interventions”, October 8-9, 2019, DIW Berlin (joint with Manja Gärtner, Steffen Huck, and Renke Schmacker)
04/2019–07/2019	Organizer of the internal (work-in-progress) seminar at DIW/HU
11/2018	Workshop “Stupsen und Schubsen (Nudging): Ein neues verhaltensbasiertes Regulierungskonzept?”, November 27, 2018, DIW Berlin (joint with Kornelia Hagen)
06/2018	ESA World Meeting 2018, Berlin, member of program committee
11/2017	Workshop “Behavioral Welfare Economics”, November 2-3, 2017, DIW Berlin (joint with Dirk Engelmann)
06/2017	Workshop “Concerns for status and social image”, June 8-9, 2017, WZB Berlin (joint with Tobias König, conference funding through DFG)
04/2016–07/2016	Co-organizer of the Berlin Behavioral Economics Seminar.
10/2014–1/2015	Co-organizer of the Berlin Behavioral Economics Seminar.

## Service to the profession

- 04/2020 – Member of the examination committee (Prüfungsausschuss), School of Business and Economics, HU Berlin
- 03/2020 – Member of the faculty board, School of Business and Economics, HU Berlin
- Summer 2019 Member of an *ad-hoc* ethics commission at DIW
- 03/2016 – 12/2017 Postdoc representative in BERA program
- 09/2011 – 06/2013 Student coordinator of the European Network for Training in Economic Research (ENTER) at the University of Mannheim.
- 09/2009 – 01/2012 Equal opportunity commissioner, Department of Economics, University of Mannheim.

## Refereeing service

B.E. Journal of Economic Analysis and Policy, Economic Journal, European Economic Review, European Journal of Political Economy, Experimental Economics, Games and Economic Behavior, International Journal of Industrial Organization, International Economic Review, International Tax and Public Finance, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior & Organization, Journal of Economic Inequality, Journal of Economic Psychology, Journal of Environmental Economics and Management, Journal of Public Economics, Journal of the Economic Science Association, Journal of the European Economic Association, Landbauforschung, Review of Agricultural and Environmental Studies, Review of Economic Studies, Scandinavian Journal of Economics, Scottish Journal of Political Economy

ESA World Meeting 2018 (Berlin)

Spring Meeting of Young Economists 2019 (Brussels), 2014 (Vienna), 2013 (Aarhus), 2012 (Mannheim)

## Languages

German (native), English (fluent), French (good), Norwegian (intermediate), Portuguese (basic)