

Jana Friedrichsen

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Born 1983 in Lübeck, 2 children (2015, 2018)
Maternity leave: 02/2015-08/2015, 01/2018-02/2019, 11/2018-02/2019 part-time work (5h/week)

Current position

Postdoctoral researcher, DIW Berlin, and head of the junior research group “Global Food Markets”, founded by the Leibniz Association (since 03/2016)

Postdoctoral researcher, Humboldt-Universität zu Berlin (since 07/2013)

Further affiliations: Berlin Economics Research Associates (BERA) Program, Berlin Centre for Consumer Policies (BCCP), CRC TRR 190 “Rationality and Competition”

Professional experience

09/2016-02/2017 Guest researcher, Aarhus University, Department of Economics, Aarhus, Denmark
07/2013-02/2016 Postdoctoral researcher, Berlin Social Science Center (WZB)
01/2014 - 04/2014 Visiting researcher at Aalto University School of Business, Department of Economics, Helsinki, Finland
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
08/2006 - 06/2007 Visiting student (ERASMUS) at Universitetet i Bergen, Norway
10/2002 - 09/2003 Studies in Mathematics and Latin, Christian-Albrechts-Universität, Kiel, Germany.
2002 Abitur, Johanneum zu Lübeck

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)

List of Publications

Peer-reviewed publications

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.

Friedrichsen, Jana and Dirk Engelmann: Who Cares about Social Image?, *European Economic Review*, Vol. 110, November 2018, pp. 61-77.

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.

Non-refereed publications and policy contributions

Friedrichsen, Jana, "Was steuert den Fleischkonsum", Konferenzbericht, WZB-Mitteilungen Nr. 166, December 2019, p. 49.

Friedrichsen, Jana and Renke Schmacker: Die Angst vor Stigmatisierung hindert Menschen daran, Transferleistungen in Anspruch zu nehmen, DIW Wochenbericht 26/2019, pp. 455-461 (available in English as DIW Weekly Report 26/27 / 2019, pp. 215-220)

Baake, Pio, Jana Friedrichsen and Helene Naegele: Soziale Nachhaltigkeitssiegel: Versprechen und Realität am Beispiel von Fairtrade Kaffee, DIW Wochenbericht 48/2018, pp. 1031-1037 (available in English as DIW weekly report 48/2018, pp. 485-490).

Friedrichsen, Jana and Kornelia Hagen: Stupsen und Schubsen (Nudging): Beispiele aus Altersvorsorge, Gesundheit, Ernährung, Editorial, Vierteljahrshefte zur Wirtschaftsforschung, 2/2018, pp. 5-16.

Friedrichsen, Jana, Kornelia Hagen and Lilo Wagner: Stupsen und Schubsen (Nudging): ein neues verhaltensbasiertes Regulierungskonzept?, Editorial, Vierteljahrshefte zur Wirtschaftsforschung, 1/2018, pp. 5-13.

Amaral-Garcia, Sofia, Paola Bertoli, Jana Friedrichsen and Veronica Grembi: Haftpflichtregelungen auf Krankenhausebene können ärztliches Handeln beeinflussen und Kaiserschnittraten senken, DIW Wochenbericht, 43/2016, pp. 135-1042 (available in English as DIW Economic Bulletin, 43/2016, pp. 495-501).

Friedrichsen, Jana: "Shopping for a better world" funktioniert nur bedingt, DIW Wochenbericht, 38/2016, pp. 851-856.

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", Mosenstein und Vannerdat, 2009.

Edited Volumes

Friedrichsen, Jana und Kornelia Hagen (eds.): Stupsen und Schubsen (Nudging): Beispiele aus Altersvorsorge, Gesundheit, Ernährung, Vierteljahrshefte zur Wirtschaftsforschung, 2/2018.

Friedrichsen, Jana, Kornelia Hagen and Lilo Wagner (eds.): Stupsen und Schubsen (Nudging): ein neues verhaltensbasiertes Regulierungskonzept?, Vierteljahrshefte zur Wirtschaftsforschung, 1/2018.

Friedrichsen, Jana and Steffen Huck (eds.): Nichtorte der Fleischindustrie – Daten und Fakten zum Schlachten in Deutschland, self-published, 2018.

Discussion papers

Fairness in Markets and Market Experiments (with Dirk Engelmann and Dorothea Kübler), December 2019, mimeo, *older version available as CRC TRR190 discussion paper No. 64, January 2018.*

The Effect of a Leniency Rule on Cartel Formation and Stability: Experiments with Open Communication (with Maximilian Andres and Lisa Bruttel), December 2019, DIW discussion paper number 1835.

All-Pay Competition with Captive Consumers (with Renaud Foucart), October 2019, Lancaster University Management School, Economics Working Paper Series 2019/018.

Social Status Concerns and the Political Economy of Publicly Provided Private Goods (with Tobias König and Tobias Lausen), August 2019, DIW discussion paper number 1824, *R&R at The Economic Journal.*

Signals Sell: Optimal Product Lines when Consumers Differ both in Taste for Quality and Image, CRC TRR190 discussion paper No. 70, February 2018, *R&R at the RAND Journal of Economics.*

Is Socially Responsible Production a Normal Good?, DIW Discussion Papers, number 1644, February 2017.

Bidding for Network Size (with Renaud Foucart), June 2016, online at <https://mpira.ub.uni-muenchen.de/72136/>.

Grants

- 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

Presentations

Invited seminars (including scheduled)

- 2020 Linnaeus University, University of Lancaster, 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

- 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>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 of master theses (at HU Berlin unless stated otherwise):

Christiane Gockner (2017), Jana Hamdan (2017, UPotsdam), Fabian Müller (2017), Christin Öhler (2016), Maren Hahnen (2016), Meike Stockbrügger (2015), Melanie Koch (2014), Jens Fehlberg (2014)

Supervision of bachelor theses (at HU Berlin):

Jasmin Wehner (2017), David Dicke (2016), Till Jeschek (2016), Thi Thanh Van Dong (2016), Tawga Kadir (2014), Fine Piantek (2013)

Member in dissertation committee:

Benedikt Meyer-Bretschneider (2019), Alexandra Peeva (2018), Paul Viefers (2014)

Supervision of internships:

Kevin Högy (2016)

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

Referee service for journals

B.E. Journal of Economics Analysis and Policy, European Economic Review, European Journal of Political Economy, Games and Economic Behavior, International Journal of Industrial Organization, 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 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

Referee service for conferences

ESA World Meeting 2018 (Berlin), Spring Meeting of Young Economists 2019 (Brussels), 2014 (Vienna), 2013 (Aarhus), 2012 (Mannheim)

Other services

Summer 2019	Member of an ad-hoc ethics committee at DIW for reviewing a planned field study
03/2016–12/2017	Associate representative in the BERA program
09/2011–06/2013	Student coordinator at University of Mannheim, European Network for Training in Economic Research.
09/2009–01/2012	Equal opportunity commissioner, Department of Economics, University of Mannheim.

Media coverage and outreach activities

Related to stigmatization of welfare transfers:

Junge Welt, Inland, p.5, "Stigmatisierte Arme", 07.08.2019,
<https://www.jungewelt.de/artikel/360287.sozialleistungen-stigmatisierte-arme.html>

„Es geht den Menschen darum, was andere Leute über sie denken“, Interview, DIW Wochenbericht 26/2019, p.462.

Related to ethical and sustainable consumption:

Discussion about "Shopping for a better world" with students from Washington and Lee University, Lexington, Virginia, during their visit to DIW Berlin, 05/2017

Discussion about "Shopping for a better world" with students from SRH Hochschule Berlin visiting DIW Berlin, 05/2017

Guest lecture on ethical consumption the seminar "Handeln in Spannungsfeld ethischer Maxime und ökonomischer Grundsätze" at the University of Siegen, 06/2017

Talk on "Shopping for a better world" at Lange Nacht der Wissenschaften Berlin + Potsdam, June 24, 2017

FAZ online, "Fair-Trade-Siegel können schaden", 23.09.2016, <http://www.faz.net/-gqq-8lp84>

SWR1, Thema heute, Radio-Interview, 04.10.2016

Schwäbische Zeitung, "Verbraucher fragen zu wenig", Interview, p.8, 14.11.2016.

"Das steigende Interesse an nachhaltigen Produkten führt nicht automatisch zu höheren Produktionsstandards", Interview, DIW Wochenbericht 38/2016, p.857

Languages

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

last updated: January 7, 2020