

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

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 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", Monsenstein 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

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*

Fairness in Markets and Market Experiments (with Dirk Engelmann and Dorothea Kübler), CRC TRR190 discussion paper No. 64, January 2018.

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/>.

Media coverage

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, Wirtschaftsteil, S.8, 14.11.2016.

Presentations

Invited seminars

- 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 EARIE (Barcelona, scheduled), Nordic Conference on Behavioral and Experimental Economics (Kiel, scheduled)
- 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

Organization of workshops and conferences

Workshop “Eating Meat: Determinants, Consequences, and Interventions, October 8-9, 2019, DIW Berlin (joint with Manja Gärtner, Steffen Huck, and Renke Schmacker)

Workshop “Stupsen und Schubsen (Nudging): Ein neues verhaltensbasiertes Regulierungskonzept?”, November 27, 2018, DIW Berlin (joint with Kornelia Hagen)

ESA World Meeting 2018, Berlin, member of program committee

Workshop “Behavioral Welfare Economics”, November 2-3, 2017, DIW Berlin (joint with Dirk Engelmann)

Workshop “Concerns for status and social image”, June 8-9, 2017, WZB Berlin (joint with Tobias König, conference funding through DFG)

Teaching experience

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|-----------------------|---|
| Spring 2019 | <i>Behavioral Economics</i> (with Tobias König), MA, HU Berlin |
| Spring 2017 | <i>Theory of Incentives</i> (with Sebastian Schweighofer-Kodritsch), MA, HU Berlin |
| Fall 2015, Fall 2016 | <i>Advanced Microeconomic Theory</i> (with Renaud Foucart, Steffen Huck, and Marco Runkel in 2016, with Steffen Huck, Dorothea Kübler, and Georg Weizsäcker in 2015), MA/Phd, HU Berlin |
| Spring 2014 | <i>Game Theory</i> (with Sebastian Kodritsch), MA, HU Berlin |
| Spring 2014 | <i>Behavioral Economics</i> (with Georg Weizsäcker), MA, HU Berlin |
| Fall 2013, 2014 | <i>Microeconomics I</i> , BA, HU Berlin |
| Fall 2009, 2011, 2012 | <i>Principles of Economics</i> , BA, University of Mannheim |
| Fall 2010 | <i>Business Economics I</i> , MA, University of Mannheim |
| Spring 2006 | <i>Statistics I</i> , BA, Christian-Albrechts-Universität, Kiel |
| Fall 2005 | <i>Statistics II</i> , BA, Christian-Albrechts-Universität, Kiel |
| Fall 2005 | <i>Introduction to Operations Research</i> , BA, Christian-Albrechts-Universität, Kiel |

Supervision of students

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)

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)

Internships: Kevin Högy (2016)

Referee service

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, Journal of Economic Behavior & Organization, Journal of Economic Inequality, Journal of Economic Psychology, Journal of Environmental Economics and Management, Journal of the European Economic Association, Review of Agricultural and Environmental Studies, Review of Economic Studies, Scandinavian Journal of Economics, Scottish Journal of Political Economy

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

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
2017	Funding of the Workshop "Concerns for status and social image" by German Science Foundation (DFG), joint with Tobias König
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
01/2003 - 08/2008	Fellowship, German National Merit Foundation (Studienstiftung des deutschen Volkes)

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
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

Other experience

03/2016 - 12/2017	Associate representative in the BERA program
Fall 2014, Summer 2016	Co-organizer of the Berlin Behavioral Economics Seminar.
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.
07/2004 - 07/2005	Environmental officer (Umweltreferentin), AStA (students' union executive committee), Christian-Albrechts-Universität, Kiel.

Languages

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