



## Upcoming Seminars

**Monday, 30.10.2023**

**Departmental Seminar**

13.30-14.30

Pia Pinger, Universität zu Köln

AWI room 00.010

"The Impact of Higher Education on Employer Perceptions"

(Host: Dietmar Fehr)

## Abstracts

### Departmental Seminar

Pia Pinger

"The Impact of Higher Education on Employer Perceptions"\*

Why do employers seek to attract individuals with more education? We experimentally vary rates of master degree completion on applicant résumés to shift employer beliefs about candidates' productive traits. Our results confirm that a master's degree raises candidate desirability. Moreover, we find that master graduates outperform bachelor degree holders in terms of employer perceived cognitive and non-cognitive traits as well as subject matter expertise. Conversely, master dropouts are associated with weaker non-cognitive traits. Notably, these perceived traits account for up to 75% of candidate attractiveness. This paper thus provides causal evidence on the origins of the education premium.

\* joint with Renske Stans and Laura Ehrmantraut

## Talks and Research Visits

**Timo Goeschl** presented the paper "Nudging the Poor: A Field Experiment in Energy Efficiency Investments among Low-Income Households" (joint with B. Chlond, M. Kesternich und M. Werthschulte) in the Departmental Seminar of the Department of Economics, University of Würzburg, October 24.

**Christian Conrad** gave a lecture on "Towards a New Theory of Economic Expectations?" at the final conference of the DFG Priority Program 1859 "Experience and Expectation. Historical Foundations of Economic Behaviour", September 12.

## New Publications

Epperson, R., T. Goeschl, J. Diederich (2023): "How to Design the Ask: Funding Units vs. Giving Money" was accepted in *Management Science*.

Benjamin Born, Zeno Enders, and Gernot Müller: "On FIRE, news, and expectations" was accepted for publication in *The Routledge Handbook of Economic Expectations in Historical Perspective*.

Christian Conrad and Zeno Enders published "The Inflation Projections of the European Central Bank" in Heidelberg University's research magazine RUPERTO CAROLA, Issue 22, August 2023.

## Miscellaneous

Marek Steinke, Ph. D. student at the chair of Behavioral Finance of Stefan Trautmann has successfully defended his doctoral thesis on "Economic Essays on Cooperation in Environmental Decisions", October 23.

Editorial deadline for issue 25/2023 of the newsletter:  
Wednesday, November 1, 2023, 12 p.m.  
[newsletter@awi.uni-heidelberg.de](mailto:newsletter@awi.uni-heidelberg.de)