

JÖRG WEBER

CURRICULUM VITÆ

CONTACT DETAILS

The University of Nottingham
School of Economics
Nottingham NG7 2RD
United Kingdom

☎ +44 (0)115 95 15476
@ joerg.weber@nottingham.ac.uk
🌐 www.jwe.cc

CURRENT POSITION & AFFILIATION

01/2015–date *Postdoctoral Research Fellow at the University of Nottingham*
School of Economics, Network for Integrated Behavioural Sciences (NIBS),
Centre for Decision Research and Experimental Economics (CeDEx).

RESEARCH INTERESTS

My research interests are in consumer decision making and lie at the intersection of economics and finance. My work is motivated by behavioural insights and policy questions and strives to understand *how* and *why* consumers make financial choices. I use a portfolio of methodological approaches to yield credible answers into causal mechanisms, including micro-econometrics, machine learning and experimental methods. In particular, I study how consumer preferences and behavioural biases affect choices and behaviour in field data, surveys and laboratory studies.

EDUCATION

10/2011–03/2015 *Ph. D Economics, University of Nottingham*
Thesis title: “Essays in Financial Literacy and Decision Making”.
Supervisors: Professor Robin Cubitt and Dr John Gathergood.
Examiners: Professor Abigail Barr and Professor Michael Haliassos.

09/2010–09/2011 *M. Sc Behavioural Economics, University of Nottingham, Distinction.*

09/2006–06/2010 *B. A. (Honours) Economics with Management, Edinburgh Napier University, Distinction.*

JOURNAL PUBLICATIONS

- 2018 **How Do Individuals Repay Their Debt? The Balance-Matching Heuristic** (with J. Gathergood, N. Mahoney & N. Stewart). *American Economic Review*, forthcoming.
– Coverage in *NBER Digest*, February 2018 issue.
– Press coverage: *The Washington Post*, *Bloomberg*, *The National*, *Chicago Booth Review*, *Quartz*, *CNBC*, *Wise Bread*, *NBC*.
- 2017 **Financial Literacy, Present Bias and Alternative Mortgage Products** (with J. Gathergood). *Journal of Banking & Finance*, 78, pp. 58–83.
– Press coverage: *Financial Times*, *Daily Mail*, *This is Money*.
- 2017 **Financial Literacy: A Barrier to Home Ownership for the Young?** (with J. Gathergood). *Journal of Urban Economics*, 99, pp. 62–78.
- 2015 **Credit Counseling: A Substitute for Consumer Financial Literacy?** (with R. Disney & J. Gathergood). *Journal of Pension Economics and Finance*, 14(4), pp. 466–491.
– Press coverage: *Financial Times*.

- 2014 [Self-Control, Financial Literacy and the Co-Holding Puzzle](#) (with J. Gathergood). *Journal of Economic Behavior & Organization*, 107 (Part B), pp. 455–469.

WORKING PAPERS

- 2018 [How Do Consumers Avoid Penalty Fees? Evidence From Credit Cards](#) (with J. Gathergood, N. Stewart & H. Sakaguchi). *Revise & Resubmit at Management Science*.
- 2018 [Borrower Inattention, Price Sensitivity and Refinancing Decisions](#) (with M. Lukas & M. Nöth). *Available on request*.
- 2018 [A Horse Race between Elicitation Methods of Cumulative Prospect Theory](#) (with O. Kopsacheilis & D. v. Dolder). *Available on request*.
- 2018 [Assessing Choice Overload in a Complex Environment](#) (with C. Starmer & R. Cubitt). *Available on request*.
- 2017 [Relative Rank and Life Satisfaction: Evidence from US Households](#) (with G. Brown & J. Gathergood). *Submitted*.
- 2015 [Simplicity Seeking: Attitude to Risk, not Choice Overload, Predicts Behaviour](#). *Available on request*.

OTHER PUBLICATIONS

- 2015 [Impact assessment for Financial Education](#) (with J. Nieboer). In: *Wired for Imprudence: Behavioural hurdles to financial capability and challenges for financial education*. London: Royal Society for the encouragement of Arts, Manufactures and Commerce.
- 2009 [Tendenzen der Wirtschaftsentwicklung](#) [Economic Outlook Report] *DIW Wochenbericht*, 76 (31), pp. 490-529.

SEMINARS & CONFERENCE PRESENTATIONS

- 2018 – [Research in Behavioural Finance](#), Vrije University Amsterdam.
- [Verein für Socialpolitik \(German Economic Society\) Annual Conference](#), Freiburg.
- [Foundations of Utility and Risk](#), York.
- [Early Career Behavioral Economists](#), NHH Bergen.
- [IMEBESS](#), European University Institute, Florence.
- 2017 – [Seminar at the Center for Behavioral Decision Research](#). Carnegie Mellon University.
- [NIBS Workshop: Behavioural Science & Public Policy](#). University of Warwick.
- [Invited speaker at the workshop on “Individual Decision Making and Choice Freedom”](#). University of Rennes.
- 2016 – [Research in Behavioural Finance Conference](#). Vrije University Amsterdam.
- [Consumer Choice in Mortgage Markets](#). Imperial College London & FCA, London.
- [ESA European meeting](#). University of Bergen.
- [Invited speaker at the ‘First Workshop on Behavioural Data Linking’](#). London School of Economics.
- [Invited seminar at the University of Hamburg, Chair of Behavioral Finance](#).
- [NIBS Conference: Assessing well-being when preferences are incoherent](#). University of East Anglia.

- 2015 – Society for Experimental Finance Conference. Radboud University Nijmegen.
- Royal Economic Society Annual Conference. University of Manchester.
- 2014 – Invited seminar at the University of Frankfurt, Chair of Finance and Economics.
- Research in Behavioural Finance Conference 2014. Erasmus University Rotterdam.
- SABE 2014 Conference: Stretching Behavioral Economics. University of Reno.
- NIBS 2014 Conference: Household Financial Decision Making and Behaviour. University of Nottingham.
- 2013 – PHF-SAVE Conference: Household Finances, Saving & Inequality. Deutsche Bundesbank.
- 2012 – Spring Meeting of Young Economists 2012. University of Mannheim.

PROFESSIONAL ACTIVITIES

- Refereeing Economic and Social Research Council (ESRC), Journal of Economic Behavior & Organization, Journal of Development Studies, International Review of Economics and Finance, Journal of Behavioral and Experimental Economics, Economic Notes, Journal of Behavioral and Experimental Finance, Economic Modelling, International Review of Finance.
- 2018–date Member of the Equity, Diversity and Inclusion (EDI) committee, University of Nottingham.
- 2017–date Member of the CeDEx Management Group, University of Nottingham.
- 2017 Conference organiser: Network for Integrated Behavioural Science, Autumn 2017 Conference, University of Nottingham.
- 2015–date Co-organiser of the weekly CeDEx seminar series, University of Nottingham.

TEACHING (UNIVERSITY OF NOTTINGHAM)

- 2016–2017 *Economics of Household Finance*, MSc Economics & Finance.
- 2012–2013 *Applied Econometrics*, BSc Economics Year 3.
- 2013 *Current Economic Issues: International & Trade Economics*, BSc Economics Year 1.
- 2013 *How do markets work? Principles of Microeconomics*, BSc Economics Year 1.

RELEVANT WORK EXPERIENCE

- 06/2013–09/2013 *Behavioural Insights Team, Cabinet Office*, Westminster, London.
ESRC-funded policy placement.
- 07/2012–07/2013 *University of Nottingham, Graduate School*
Demonstrator for the ‘Presentation Skills for Researchers’ workshop.
- 06–08/2009 *DIW Berlin* (German Institute for Economic Research)
Two-month internship in Macro Analysis and Forecasting.

GRANTS & AWARDS

- 2017 – ESRC Large Grant: “Network for Integrated Behavioural Science – The Science of Consumer Behaviour” (2017–2021; £2.5 million). Interdisciplinary research center

- between Universities of Warwick, Nottingham, and East Anglia, comprising of 15 academics. Role: named postdoctoral research fellow. Director: Professor Chris Starmer.
- NIBS small research grant: “Assessing choice overload in a complex environment”, £5,500.
 - NIBS small research grant: “Risk preferences: A horse race between different elicitation methods”, £2,500.
- 2016 – NIBS small research grant: Pilot study on “Assessing choice overload in a complex environment”, £2,500.
- 2013 – Graduate School Travel Grant, University of Nottingham. £800
 – School of Economics Teaching Excellence Award, University of Nottingham.
 – ESRC Internship Award for research fellowship at the Behavioural Insights Team.
- 2012 – *School of Economics Best Presentation Award* (University of Nottingham).
- 2010 – *ESRC 1+3 Studentship* for M. Sc and Ph. D studies.
 – *Edinburgh Napier University*. Prizes won for graduating top of class, best undergraduate dissertation and extraordinary academic achievements.
- 2009 – *Edinburgh Napier University Trust*, awarded £500 financial assistance to fund internship at DIW Berlin.

REFERENCES

Professor Chris Starmer
 Professor of Experimental Economics
 University of Nottingham
 School of Economics
 Nottingham, NG7 2RD, UK
 Tel: +44 (0)115 84 66067
chris.starmer@nottingham.ac.uk

Professor Robin Cubitt
 Professor of Economics & Decision Research
 University of Nottingham
 School of Economics
 Nottingham, NG7 2RD, UK
 Tel: +44 (0)115 84 66155
robin.cubitt@nottingham.ac.uk

Professor Michalis Haliassos
 Chair for Macroeconomics and Finance
 Goethe University Frankfurt
 House of Finance
 60629 Frankfurt am Main, Germany
 Tel: +49 (0)69 798 33812
haliassos@wiwi.uni-frankfurt.de

Dr John Gathergood
 Associate Professor in Economics
 University of Nottingham
 School of Economics
 Nottingham, NG7 2RD, UK
 Tel: +44 (0)115 84 66447
john.gathergood@nottingham.ac.uk

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