

# JÖRG WEBER

## CURRICULUM VITÆ

### CONTACT DETAILS

*University of Exeter Business School*

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### RESEARCH INTERESTS

My research interests are in household finance 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.

### EMPLOYMENT & AFFILIATIONS

- 09/2019–date      *Senior Lecturer in Economics at the University of Exeter* (tenured)
- 01/2015–08/2019      *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).

### 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 Michalis 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

- 2021      [How Do Consumers Avoid Penalty Fees? Evidence From Credit Cards](#) (with J. Gathergood, N. Stewart & H. Sakaguchi). *Management Science*, 67(4):2562-2578.
- 2019      [How Do Americans Repay Their Debt? The Balance-Matching Heuristic](#) (with J. Gathergood, N. Mahoney & N. Stewart). *Economics Bulletin*, 39(2), 2019, pp. 1458-1466.  
– Press coverage: [Chicago Booth Review](#).
- 2019      [How Do Individuals Repay Their Debt? The Balance-Matching Heuristic](#) (with J. Gathergood, N. Mahoney & N. Stewart). *American Economic Review*, 109(3), pp. 844–875.  
– 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.

#### 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.

#### WORKING PAPERS & MANUSCRIPTS IN PREPARATION

- [Borrower Inattention, Price Sensitivity and Refinancing Decisions](#) (with M. Lukas & M. Nöth).
- [A Horse Race between Elicitation Methods of Cumulative Prospect Theory](#) (with O. Kopsacheilis & D. v. Dolder).
- [Assessing Choice Overload in a Complex Environment](#) (with C. Starmer & R. Cubitt).
- [Relative Rank and Life Satisfaction: Evidence from US Households](#) (with G. Brown & J. Gathergood).
- [Simplicity Seeking: Attitude to Risk, not Choice Overload, Predicts Behaviour.](#)

#### TEACHING

- 2020–date [Financial Markets and Decisions](#), BSc Economics Year 2 (250 students)  
– Teaching Evaluation: 4.5/5 (2020-21)
- 2019–date [Personal Finance](#), BSc Economics Year 1 (250 students).  
– Teaching Evaluation: 4.6/5 (2019-20); 4.4/5 (2020-21).
- 2016–2017 [Economics of Household Finance](#), MSc Economics & Finance (30 students).
- 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.

#### SUPERVISION

- 09/2021–date Principal PhD Supervisor for Scott Dickinson.

## PROFESSIONAL ACTIVITIES

- Refereeing Management Science, Journal of Public Economics, Journal of Economic Psychology, 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.
- 2019–2021 Panel member for the submission to the 2021 UK Research Excellence Framework (REF) in Economics at the University of Exeter.
- 2018–2019 Member of the Equity, Diversity and Inclusion (EDI) committee, University of Nottingham.
- 2017–2019 Member of the CeDEx Management Group, University of Nottingham.
- 2017 Conference organiser: Network for Integrated Behavioural Science, Autumn 2017 Conference, University of Nottingham.
- 2015–2019 Co-organiser of the weekly CeDEx seminar series, University of Nottingham.

## 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 – 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.

## 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.

## CAREER BREAKS

01/2018–03/2018 *Parental Leave*

05/2021–09/2021 *Parental Leave*

## SEMINARS & CONFERENCE PRESENTATIONS

- 2021 – Invited seminar at the University of Luxembourg, Department of Finance.
- 2018 – SAFE Annual Conference (invited discussant)
  - Invited seminar at LISER, Luxembourg.
  - 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 (Discussant).
  - 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 Goethe University 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.

## REFERENCES

*Professor Chris Starmer*  
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28th March 2022