

## Florian Hett

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**CONTACT INFORMATION** Johannes Gutenberg University Mainz Phone: +49 6131 39 26918  
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D-55128 Mainz, Germany <http://digital.economics.uni-mainz.de/>

**RESEARCH FIELDS** Applied Microeconomics, Behavioral Economics, Digital Economics, Financial Economics

**AFFILIATIONS** **Johannes Gutenberg University Mainz**, Germany  
Associate Professor (W2) of Digital Economics,  
Gutenberg School of Management and Economics (GSME), 2018-  
Researcher,  
Research Unit Interdisciplinary Public Policy (IPP), 2018-  
**Goethe-University Frankfurt**, Germany  
PostDoc/Akademischer Rat a.Zt. (Group of Michael Kosfeld),  
Department of Management and Microeconomics, 2014-2018  
Researcher,  
Frankfurt Laboratory for Experimental Economic Research (FLEX), 2014-  
Associate,  
Center for Leadership and Behavior in Organizations (CLBO), 2015-  
Researcher,  
LOEWE Center Sustainable Architecture for Finance in Europe (SAFE), 2016-  
**Verein fuer Socialpolitik**  
Member, Committee for Organizational Economics, 2017-

**EDUCATION** **Graduate School of Economics, Finance, and Management**,  
University of Frankfurt, University of Mainz, University of Darmstadt  
Dr. rer. pol. (Supervisor: Isabel Schnabel), 2014

**REFEREED PUBLICATIONS** **The Structure and Behavioral Effects of Revealed Social Identity Preferences**  
(with Markus Kröll, and Mario Mechtel)  
*Economic Journal*, *accepted for publication*.  
**Do Children Cooperate Conditionally? Adapting the Strategy Method for First-Graders** (with Henning Hermes, Mario Mechtel, Felix Schmidt, Daniel Schunk, and Valentin Wagner)  
*Journal of Economic Behavior & Organization*, *forthcoming*.  
**Bank Rescues and Bailout Expectations: The Erosion of Market Discipline During the Financial Crisis** (with Alexander Schmidt)  
*Journal of Financial Economics*, 126 (2017), 635-651.  
**Social Identity and Social Free Riding** (with Mark Bernard and Mario Mechtel)  
*European Economic Review*, 90 (2016), 4-17 (lead article).  
**How individual characteristics shape the structure of social networks**  
(with Yann Girard and Daniel Schunk)  
*Journal of Economic Behavior & Organization*, 115 (2015), 197-216.

FURTHER  
PUBLICATIONS

**Measuring Present-Bias using Transaction Data**  
(with Andrej Gill and Johannes Tischer)  
*SAFE White Paper*, No. 55 (2018).

**Richard Thaler - vom Labor in die Welt**  
*Zeitschrift für das gesamte Kreditwesen*, (2017), 1065.

**Undermined Market Discipline: The Role of Bank Rescues and Bailout Expectations.**  
(with Johannes Kasinger)  
*SAFE Policy Letter*, No. 59 (2017).

WORKING  
PAPERS

**Pushing Through or Slacking Off? Heterogeneity in the Reaction to Rank Feedback** (with Felix Schmidt and Patrick Schneider)

**Competitiveness in Dynamic Contests: Evidence from combined field and lab data** (with Yann Girard)  
*Unicredit & Universities Best Paper Award on "Behavioral Organizational Economics"*

**Heterogeneity in Dynamic Contests: Empirical Evidence from a Gaming App**

WORK IN  
PROGRESS

**Shaping preferences for cooperation in the context of primary education**  
(with Michael Kosfeld, Mario Mechtel, Daniel Schunk, and Valentin Wagner)

**(How) Do Default Options affect Subsequent Decision Making?**  
(with Markus Eytting and Michael Kosfeld)

**Present Bias in Financial Decision Making**  
(with Andrej Gill and Johannes Tischer)

**Identification as a choice in non-strategic and strategic environments**  
(with Evgeniya Chabanova and Kevin Bauer)

**Social comparison as a commitment device**  
(with Julian Detemple and Ferdinand von Siemens)

RESEARCH  
GRANTS

<b>SAFE Research group</b> , approx. 150,000 Euro (with Andrej Gill)	2020
<i>Household Cash Management</i>	
<b>DFG Research Grant</b> , 147,900 Euro (with Mario Mechtel and Daniel Schunk)	2017
<i>Enhancing cooperation and investigating peer effects on human capital formation</i>	
<b>SAFE Research Grant</b> , 61,000 Euro (with Andrej Gill)	2017
<i>Financial decision making and present bias</i>	
<b>SAFE Research Grant</b> , 16,080 Euro (with Andrej Gill)	2016
<i>Measuring Time Inconsistency Using Bank Account Data</i>	
<b>Research Grant, JGU Mainz</b> , 14,670 Euro (with Yann Girard and Daniel Schunk)	2012
<i>Wie beeinflusst das soziale Umfeld die individuellen kognitiven und nicht-kognitiven Fähigkeiten junger Erwachsener</i>	

CONFERENCE AND WORKSHOP PRESENTATIONS	Workshop on Microeconomics, Lüneburg	2019
	Annual Meeting Sozialwissenschaftlicher Ausschuss VfS, Essen	
	Society for Economic Measurement, Frankfurt	
	Workshop on Microeconomics, Lüneburg	2018
	ESA World Meetings, Berlin	
	Annual Meeting Committee for Organizational Economics VfS, Cologne	2017
	Annual Meeting of the Verein fuer Socialpolitik, Vienna	
	Annual Conference of the European Economic Association, Lisbon	
	Arne Ryde Workshop on “Identity, Image and Economic Behavior”	2016
	Intern. Meeting on Experimental and Behavioral Social Sciences, Rome	
	ESA European Meeting, Bergen	
	Workshop on Microeconomics, Lüneburg	
	CLBO Research Meeting, Frankfurt	
	7th Maastricht Behavioral and Experimental Economics Symposium	2014
Annual Meeting of the Verein fuer Socialpolitik, Hamburg		
DFG Priority Program 1578 Workshop, Cologne	2013	
Annual Conference of the Royal Economic Society, Royal Holloway London		
International Meeting of Experimental and Behavioral Economics, Madrid		
IZA Workshop in Behavioral Organizational Economics, Bonn		
ESA World Meetings, Zurich		
4th Workshop on Economics, University of Tübingen	2012	
1st Research Workshop in Financial Economics, Mainz		
ESA World Meetings, New York		
Workshop in Behavioral Economics, Mainz		
9th Workshop “Money, Banking and Financial Markets”, Düsseldorf		
3rd Workshop on Economics, University of Tübingen	2011	
Annual Meeting of the European Public Choice Society, Izmir	2010	
Spring Meeting of Young Economists, Luxembourg		
Summer School Incentives and Behavioral Economics, Bronnbach		
Annual Conference of the European Economic Association, Glasgow		
Annual Meeting of the Verein fuer Socialpolitik, Kiel		
INVITED TALKS	ERINN Workshop, University of Oxford	2018
	Economics Seminar, University of Marburg	2017
	SITE Seminar, Stockholm School of Economics	
	CAGE Seminar, University of Warwick	
	SBEE Seminar, University of Michigan	2016
	Economics Seminar, Krannert School of Management, Purdue University	
	Banque de France - Toulouse School of Economics Workshop	2014
	“Bailouts, bail-in, and financial stability”	
	Economics Seminar, IAAEU at University of Trier	2012
Seminar of the CESifo Group, Munich		
MPI Econ Workshop, MPI for Research on Collective Goods, Bonn		

## DISCUSSIONS

**Bonus versus malus: Does contract framing affect agents' reciprocity?**

F. von Bieberstein, A. Essl, K. Friedrich

(GEABA, XX. Symposium zur ökonomischen Analyse der Unternehmung, 2019)

**Bank bias in Europe: Effects on systemic risk and growth**

S. Langfield and M. Pagano

(4th Research Workshop in Financial Economics, 2015)

**Government Guarantees and Bank Risk Taking Incentives**

M. Fischer, C. Hainz, J. Rocholl and S. Steffen

(Banque de France - Toulouse School of Economics workshop

"Bailouts, bail-in, and financial stability", 2014)

**The Limits of Model-Based Regulation**

M. Behn, R. Haselmann and V. Vig

(3rd Research Workshop in Financial Economics, 2014)

FURTHER  
ACTIVITIES**Member of the Local Organizing Committee**

6th Annual Conference of the Society for Economic Measurement 2019, Frankfurt

**Organizer of Invited Session** "Behavioral Measurement: Time Preferences"

6th Annual Conference of the Society for Economic Measurement 2019, Frankfurt

**Main Organizer** Workshop on Digital Economics

Universities of Frankfurt and Mainz, 2019

**Co-Organizer** "Finance Practitioners meet Academic Researchers"

TechQuartier Partner Day Frankfurt, 2019

**Symposium Organizer**

"Neue Perspektiven für datenbasierte Forschungsk Kooperationen durch Digitalisierung"

Digitale Transformation - 82. VHB-Jahrestagung 2020, Frankfurt

**Mercator Science-Policy Fellowship Program**

Universities of Frankfurt, Mainz, and Darmstadt, 2018, 2019, 2020

## AWARDS

Sturm &amp; Drang Prize of Goethe University Frankfurt 2017

Dissertation Prize of the Deutsche Bundesbank 2015

Unicredit &amp; Universities Best Paper Award 2013

Junior Member of the Gutenberg Academy for Young Academics 2012-2014

Best Paper Award 4th Workshop on Economics, Tübingen 2012

Nominated for the 4th Lindau Nobel Laureates Meeting Lindau 2011

Full Ph.D. scholarship GSEFM 2009-2010

Awarded as best graduate in economics, University of Mainz 2009

Award for diploma thesis, University of Mainz 2009

## REFEREEING

Economic Journal, Economics of Transition, European Economic Review, Experimental Economics, Games and Economic Behavior, Journal of Economic Behavior &amp; Organization, Journal of Economic Psychology, Journal of Money, Credit, and Banking, Journal of the Economic Science Association, Management Science, PLOS ONE, Review of Economic Studies, Scandinavian Journal of Economics, The B.E. Journal of Economic Analysis and Policy, World Bank Economic Review, Spring Meeting of Young Economists (2011-14)

## TEACHING

**Instructor, University of Mainz**

Game Theory and Strategic Decision-Making, Bachelor	2020
Microeconomics, Bachelor	2018, 2019, 2020
Microeconomics II, Bachelor	2019
Digital Economics, Bachelor	2018
Measuring Heterogeneity using Behavioral Experiments, Seminar, Bachelor	2018
Topics in Digital Economics, Seminar, Bachelor	2019, 2020
Advanced Digital Economics, Master	2018, 2019
Advanced Microeconomics, Master	2018, 2019
Topics in Digital Economics, Seminar, Master	2018, 2019, 2020
Topics in Digital Economics, Seminar, PhD	2018
The Economics of Beliefs, Seminar, PhD	2019
Learning from Digital Data, Executive MBA	2017
Introductory Econometrics, Master	2011-13
Economics for Lawyers, Law undergraduates	2011

**Instructor, Goethe University Frankfurt**

Management, Bachelor	2016, 2017
Economics 6.1, Seminar, Bachelor	2016
Measuring Heterogeneity using Behavioral Experiments, Seminar, PhD	2017
Behavioral Welfare Economics, Seminar, PhD	2016
Intermediate Microeconomics, Bachelor	2015
Advanced Microeconomic Theory II - Game Theory, PhD	2014, 2015
Does Finance Benefit Society, Seminar, Bachelor	2014, 2015

**Teaching Assistant, Goethe University Frankfurt**

Management, Bachelor	2014
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**Teaching Assistant, University of Mainz**

Empirical Economics, Diploma and Bachelor	2009, 2011-13
Economics of Banking, Diploma and Master	2011
Current Issues in Intern. Financial Regulation, Seminar, Diploma and Master	2011
Economics of Information, Diploma and Bachelor	2010
Emp. Econ. – Applications w. STATA, Seminar, Diploma and Bachelor	2009, 2010

PHD SUPERVISION Evgeniya Chabanova (first supervisor, ongoing), Markus Eytting (second supervisor, ongoing), Tim Klausmann (second supervisor, ongoing), Maira Sontag González (second supervisor, ongoing), Jean Roch Donsimoni (second supervisor, 2019) Nora Grothe (second supervisor, 2019), Felix Schmidt (third supervisor, 2019)