

# HENNING HERMES

## Personal Information

Name	Henning Hermes
Email	henning.hermes@nhh.no
Affiliations	Assistant Professor at <a href="#">NHH Bergen</a> / <a href="#">FAIR</a> Research Affiliate at <a href="#">IZA</a> Research Fellow at <a href="#">CIDER</a>
Social Media	<a href="#">Website</a>   <a href="#">Twitter</a>   <a href="#">XING</a>   <a href="#">LinkedIn</a>
Research Interests	Behavioral Economics, Experimental Economics (Lab and Field Experiments), Cooperation, Motivation, Teams, Education
Family	Married, one daughter



## Publications

[Do Children Cooperate Conditionally? Adapting the Strategy Method for First-Graders](#) (with F. Hett, M. Mechtel, F. Schmidt, D. Schunk & V. Wagner). Forthcoming: *Journal of Economic Behavior & Organization*.

## Working Papers

[The Impact of Working Memory Training on Children's Cognitive and Noncognitive Skills](#) (with Eva Berger, Ernst Fehr, Daniel Schunk, & Kirsten Winkel)

[If you could read my mind—An Experimental Beauty-Contest Game with Children](#) (with Daniel Schunk), Revise & Resubmit at *Experimental Economics*.

[Motivating Low-Achievers—Relative Performance Feedback in Primary Schools](#) (with Martin Huschens, Franz Rothlauf & Daniel Schunk), Revise & Resubmit at *Journal of Economic Behavior & Organization*.

[Self-Regulation Training and Job Search Effort: A Natural Field Experiment Within an Active Labor Market Program](#) (joint with Eva Berger, Guenther Koenig, Felix Schmidt & Daniel Schunk)

## Work in Progress

[Free to Fail? Paternalistic Preferences in the U.S.](#) (joint with Björn Bartling, Alexander Cappelen, Marit Skivenes & Bertil Tungodden)

[Effects of Information Provision and Application Assistance on Enrollment in Childcare and Life Outcomes](#) (joint with Philipp Lergetporer, Frauke Peter & Simon Wiederhold)

[Self-regulation Training in Primary Schools Affects Long-Term Educational Career Paths](#) (joint with Eva Berger, Ernst Fehr, Daniel Schunk & Kirsten Winkel)

## Work Experience

11/2017 – today	Assistant Professor at FAIR/Department of Economics, NHH Bergen/Norway
07/2017 – 10/2017	Post-Doc at the Chair of Public and Behavioral Economics, Johannes Gutenberg University of Mainz
09/2011 – 06/2017	Doctoral researcher at the Chair of Public and Behavioral Economics, Johannes Gutenberg University of Mainz
08/2008 – 09/2008	Internship in China at the Helaba Shanghai Representative Office (setup of the office, marketing and research activities)
01/2007 – 01/2009	Student trainee at Helaba Frankfurt in the Human Resources Development department (main project: talent management)

## Education and Training

09/2011 – 06/2017	PhD in Economics at the Johannes Gutenberg University of Mainz Title: “Fostering Non-Cognitive Skills to Affect Economic Outcomes — Evidence from Randomized-Controlled Field and Lab Experimental Studies” (final grade: summa cum laude) Supervisors: Prof. Dr. Daniel Schunk and Prof. Dr. Ernst Fehr (University of Zurich)
09/2013 – 10/2016	Several research stays at the University of Zurich, Chair of Microeconomics and Experimental Economic Research, Prof. Dr. Ernst Fehr (> 6 months)
10/2008 – 03/2013	Diploma (equiv. to BSc + MSc) in Psychology at the University of Mainz (final GPA: 1.5)
04/2007 – 08/2011	Diploma (equiv. to BSc + MSc) in Economics at the University of Mainz (final GPA: 1.1, with distinction)
08/2005 – 01/2007	Apprenticeship as a qualified bank clerk at Landesbank Hessen-Thüringen (Helaba), Frankfurt (final GPA: 1.0, with distinction)
08/1995 – 06/2004	Abitur (A levels) at humanistic secondary school in Darmstadt, specialized courses: Mathematics and Physics (final GPA: 1.0)

## Teaching Experience

Spring 2020	Lecture on “Behavioral Economics” (MSc)
Spring 2019	Lecture on “Behavioral Economics” (MSc)
Spring 2018	Lecture on “Behavioral Economics” (MSc)
Fall 2017	Seminar on “Inequality – Economic Analysis and Policy Recommendations” (BSc)
Spring 2017	Tutorial on “Behavioral Economics” (MSc)
Fall 2016	Tutorial on “Principles of Public Economics” (MSc)
Spring 2016	Tutorial on “Behavioral Economics” (MSc)
Spring 2015	Lecture and Tutorial on “Behavioral Economics” (MSc)
Spring 2014	Seminar on “Scarcity — Why Having Too Little Means So Much” (BSc)
Fall 2013	Seminar on “Cost-Benefit Analyses of Early Childhood Intervention Programs” (MSc)
Spring 2013	Seminar on “Public Economic Theory” (MSc)
Fall 2012	Seminar on “Theories and Models on Intertemporal Choice” (MSc)
Spring 2012	Seminar on “Social Preferences” (MSc)
Fall 2011	Tutorial on “MATLAB in Public Economics” (BSc)

## Scholarships & Awards

since 2019	Fellow of CIDER ( <a href="#">College for Interdisciplinary Education Research</a> )
2014 – 2016	Member of the <a href="#">Gutenberg Academy for Young Researchers</a> , University of Mainz
2013 – 2016	Full Doctoral Scholarship of the German National Academic Foundation
2011	Distinction for outstanding diploma thesis on “Development of a specific intervention module for labor market reintegration by combining mental contrasting and implementation intentions”
2011	Award for best diploma of the graduating class
2008 – 2013	Full Student Scholarship of the German National Academic Foundation

## Presentations & Conferences

2020	EALE/SOLE/AASLE World Conference in Berlin, Germany (scheduled)
2019	Seminar at University of Stavanger, UiS Business School, Norway
2019	14th Nordic Conference on Behavioral and Experimental Economics, Kiel, Germany
2019	Seminar at Max Planck Institute, Experimental Economics Group, Bonn, Germany
2019	KIDS Workshop on the Formation of Preferences in Children, Hornbaek, Denmark
2019	br/q/IZA Workshop on Behavioral Economics of Education, Bonn, Germany
2019	Workshop on Microeconomics at Leuphana University of Lueneburg, Germany
2019	ESA Asia-Pacific Meeting, NYU Abu Dhabi, UAE
2018	ESA World Meeting, HU Berlin, Germany
2018	Fifth International Meeting on Experimental and Behavioral Social Sciences (IMEBESS), EUI Florence, Italy
2018	Workshop on Microeconomics at Leuphana University of Lueneburg
2017	2nd IZA Workshop on the Economics of Education, IZA Bonn, Germany
2017	Maastricht Behavioral and Experimental Economics Symposium (M-BEES), Maastricht University, Netherlands
2017	Workshop on “Education, Skills, and Labor Market Outcomes” at the Norwegian University of Science and Technology, Norway
2017	Workshop on Microeconomics at Leuphana University of Lueneburg
2017	Seminar at CESifo Institute for the Economics of Education, Munich, Germany
2017	Seminar at German Youth Institute DJI, Munich, Germany
2016	Research Symposium for Empirical Research in Education, University of Augsburg
2016	Social and Biological Roots of Economics Workshop, IfW Kiel
2016	Colloquium on Economics of Education at SBE, Maastricht University, Netherlands
2016	Economic Colloquium at IAAEU Trier, Germany
2016	Young Scholar at the Jacobs Foundation Conference on “Economizing Education Policy: Tradeoffs, Incentives, and Generalizing from Evidence” in Marbach, Germany
2016	Spring Meeting of Young Economists in Lisbon, Portugal
2016	Workshop on Microeconomics at Leuphana University of Lueneburg, Germany
2015	Workshop on Economics of Education at the University of Mainz, Germany

## Refereeing

Journal of the European Economic Association  
European Economic Review  
Journal of Economic Behavior & Organization  
Education Economics