

# Johannes Kasinger

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## ACADEMIC APPOINTMENTS & AFFILIATIONS

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09/2023 – Present Tilburg, <b>NL</b>	<b>Assistant Professor</b> Tilburg School of Economics & Management—Department of Marketing
09/2023 – Present Frankfurt, <b>DE</b>	<b>Research Affiliate</b> Leibniz Institute for Financial Research SAFE

## RESEARCH INTERESTS

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Quantitative Marketing, Industrial Organization, Behavioral Economics, Public Economics

## EDUCATION

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09/2014 – 10/2022 Frankfurt, <b>DE</b>	<b>Ph.D. in Economics</b> Goethe University Frankfurt - GSEFM <i>Summa cum laude</i>
01/2019 – 09/2019 Berkeley, <b>USA</b>	<b>Visiting Ph.D. researcher</b> University of California, Berkeley – Department of Economics <i>Fellowship German Academic Exchange Service</i>
09/2014 – 06/2018 Frankfurt, <b>DE</b>	<b>M.Sc. in Quantitative Economics</b> Goethe University Frankfurt - GSEFM
09/2012 – 08/2014 Stockholm, <b>SE</b>	<b>M.Sc. in Economics</b> Stockholm School of Economics <i>Bertil Ohlin Award for Best Thesis in Economics</i>
09/2008 – 08/2011 Zurich, <b>CH</b>	<b>B.A. in Banking &amp; Finance</b> University of Zurich

## PUBLICATIONS & ACCEPTED ARTICLES

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The Pass-Through of Retail Crime (with C. Hase). *American Economic Journal: Economic Policy*. Forthcoming.

Shrinkflation and Consumer Demand (with A. Janssen), 2026. *Marketing Science*. 45(1), p. 142–158.

Discrete Choice in Marketing through the Lens of Rational Inattention (with S. Turlo, M. Fina, A. Laghaie & T. Otter), 2025. *Quantitative Marketing and Economics*, 23, p. 45–104.

Skewness Preferences: Evidence from Online Poker (with M. Dertwinkel-Kalt & D. Schneider), 2024. *Games and Economic Behavior*, 147, p. 460–484.

Obfuscation and Rational Inattention (with A. Janssen), 2024. *Journal of Industrial Economics*, 72(1), p. 390–428.

Shared E-scooter Services and Road Safety: Evidence from Six European Countries (with C. Cloud & S. Heß), 2023. *European Economic Review*, 160, 104593.

## WORKING PAPERS

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Shrouded Sin Taxes. Preprint [arXiv:2409.01493](https://arxiv.org/abs/2409.01493).

Disparities in Financial Literacy, Pension Planning, and Saving Behavior (with T. Bucher-Koenen, A. Hackethal & C. Laudenbach). *ZEW Discussion paper 22-037*.

## WORK IN PROGRESS

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Demand Estimation with Costly Attribute Information Integration (with S. Turlo, M. Fina, A. Laghaie & T. Otter).

Who Bears the Burden of Digital Services Taxes? (with I. Acun & N. Abou Nabout).

Self-checkout and crime (with A. Janssen).

When Simpler is Worse: The Adverse Effects of Information Simplification in Discrete Choice (with S. Turlo, M. Fina, A. Laghaie & T. Otter).

Cross-country pricing differences and search frictions (with B. Bronnenberg, M. Pachali & A. van Lin).

## POLICY PUBLICATIONS & CONTRIBUTIONS

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The Geography of Banks in the United States (1990-2020) (with I. Angeloni & C. Tantasith). *Harvard Kennedy School M-RCBG Associate Working Paper No. 177*, September 2021.

Preparing for a Wave of Non-Performing Loans: Empirical Insights and Important Lessons (with J.P. Krahen, S. Ongena, L. Pelizzon, M. Schmeling & M. Wahrenburg). *VoxEU column*, April 2021.

Non-Performing Loans - New Risks and Policies? NPL Resolution after COVID-19: Main Differences to Previous Crises (with J.P. Krahen, S. Ongena, L. Pelizzon, M. Schmeling & M. Wahrenburg). Study requested by the ECON committee of the European Parliament/*SAFE White Paper 84*, March 2021.

Grants vs. Loans, but Equity is the Need of the Hour (with A. Boot, E. Carletti, H.-H. Kotz, J. P. Krahen, L. Pelizzon & M. Subrahmanyam). *NYU Stern Opinion*, August 2020.

How Useful are Financial Derivatives in Public Debt Management (with L. Nöh & A. Weichenrieder). *SAFE Finance Blog*, May 2020.

Zinsänderungsrisiken und langfristige Zinsbindung vor dem Hintergrund der hessischen Zinsswaps (with L. Nöh & A. Weichenrieder). *Perspektiven der Wirtschaftspolitik*, 21(1), 79-89, 2020.

Wie viel Rente wirst du bekommen? – Pilotstudie zur Einführung einer Renteninformationsplattform in Deutschland (with T. Bucher-Koenen, A. Hackethal & C. Laudenbach). *SAFE White Paper 57*, October 2018.

Financial Stability in the EU: A Case for Micro Data Transparency (with L. Pelizzon). *SAFE Policy Letter 67*, February 2018.

Undermined Market Discipline: The Role of Bank Rescues and Bailout Expectations (with F. Hett). *SAFE Policy Letter 59*, September 2017.

## AWARDS, FELLOWSHIPS & GRANTS

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German Research Foundation (DFG) project: "Application of Rational Inattention to Discrete Choice Models", principal investigator: Prof. Dr. Thomas Otter

German Academic Exchange Service (DAAD) Fellowship

Bertil Ohlin Award for Best Thesis in Economics - Stockholm School of Economics

Deutschlandstipendium (Fellowship)

## RELEVANT WORK HISTORY

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04/2021 – 09/2023 Frankfurt, <b>DE</b>	<b>(Post-)Doctoral Researcher</b> Leibniz Institute for Financial Research SAFE
01/2020 – 04/2021 Frankfurt, <b>DE</b>	<b>Head of Policy Center</b> Leibniz Institute for Financial Research SAFE
10/2015 – 01/2020 Frankfurt, <b>DE</b>	<b>Research Assistant</b> Chair of Public Finance & Economics, Goethe University Frankfurt
10/2016 – 01/2019 Frankfurt, <b>DE</b>	<b>Research Assistant</b> Research Center SAFE Policy Center

## TEACHING EXPERIENCE

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09/2023 – now Tilburg, <b>NL</b>	<b>Assistant Professor</b> <i>International Marketing</i> (M.Sc.), <i>Digital and Social Media Strategies</i> (B.Sc.), <i>Advanced Quantitative Marketing – Causal Inference</i> (Ph.D. level, Co-Teacher) Tilburg School of Economics and Management
10/2015 – 01/2020 Frankfurt, <b>DE</b>	<b>Teaching Assistant</b> <i>Advanced Microeconomic Theory</i> (Ph.D. level), <i>Public Finance</i> (B.Sc.), <i>Business Taxation</i> (B.Sc.) & <i>Environmental Economics</i> (B.Sc.), Supervision & Grading of B.Sc. and M.Sc. Theses Goethe University Frankfurt
08/2013 – 01/2014 Stockholm, <b>SE</b>	<b>Teaching Assistant</b> <i>Microeconomics I</i> (B.Sc.) & <i>International Economics</i> (B.Sc.) Stockholm School of Economics

## REFEREE SERVICE

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Management Science, Journal of Public Economics, European Economic Review, Journal of Banking and Finance, Economics Letters, Journal of Policy Analysis and Management, Economics of Transition, FinanzArchiv/Public Finance Analysis

## SEMINAR PRESENTATIONS & CONFERENCES

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2026: Marketing Seminar, London Business School.

2025: Marketing Seminar, University of Cologne. Economics Seminar, Singapore Management University. World Congress of the Econometric Society (ESWC 2025), Seoul. EMAC 2025 Annual Conference (SIG Quantitative Marketing – Special Session), Madrid. Economics Seminar, University of Lugano. CEPR Virtual IO seminar (discussant). Presented by coauthor: ASSA Annual Meeting, San Francisco.

2024: Marketing Seminar, Vienna University of Economics and Business. EMAC 2024 Annual Conference (Special Session), Bucharest. Marketing Science Conference 2024, Sydney. Structural Econometrics Seminar, Tilburg School of Economics & Management. Presented by coauthor: Chicago Booth Marketing Seminar, Chicago. 22nd Annual International Industrial Organization Conference (IIOC), Boston. North American Summer Meeting of the Econometric Society (NASMES), Vanderbilt. Comparative Analysis of Enterprise Data (CAED), Philadelphia. European Meeting of the Econometric Society (ESEM) – European Economic Association (EEA) Annual Congress, Rotterdam. European Association for Research in Industrial Economics (EARIE), Amsterdam.

2023: European Quant Marketing Seminar (online). EEA-ESEM Annual Congress, Barcelona. European Finance Association (EFA) Annual Meeting, Amsterdam. Finance Seminar, Vrije University Amsterdam. Finance Seminar, University of Maastricht. Economics Seminar, ESCP Business School Paris. Seminar, Tilburg Law and Economics Center.

2022: EEA-ESEM Annual Congress, Milan. EARIE Annual Conference, Vienna. German Economic Association - Annual Congress, Basel. Marketing Seminar, Tilburg School of Economics & Management. Finance Seminar, University of Mannheim. Sports Economics Seminar, University of Reading. WHU Young Scholar Tax Conference, Vallendar. Finance Brown Bag Seminar, Goethe University Frankfurt. SAFE Brown Bag Seminar, SAFE.

2021: 12th Paris Conference on Digital Economics. Brown Bag Seminar Leibniz Institute for Financial Research SAFE

2019: Public Finance Seminar, University of California at Berkeley

2018: Research in Behavioral Finance Conference, Amsterdam. Experimental Finance Conference, Heidelberg. Netspar - International Pension Workshop, Leiden. SAFE Household Finance Workshop, Heimbuchenthal

2017: IIPF Doctoral School, Mannheim. SAFE Household Finance Workshop, Heigenbrücken