

# Lisa Spantig

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## **Research Interests**

Behavioral Economics, Development Economics, Experimental Methods

## **Employment**

06/2021 – Assistant Professor of Experimental Economics and Director of AIXperiment Lab,  
Department of Business and Economics, RWTH Aachen University  
09/2019 – Assistant Professor (Lecturer, tenured since 2023), Department of Economics, University of Essex  
2017 – 2019 Laboratory Manager, MELESSA, LMU Munich  
2013 – 2017 Research and Teaching Assistant, Department of Economics, LMU Munich

## **Education**

2013 – 2018 Ph.D. in Economics, LMU Munich, *summa cum laude*  
2012 – 2013 M.Sc. in Economics, Lund University  
2011 – 2012 M.A. in Applied Economics, University of Houston  
2007 – 2011 Diplom in Business Studies, University of Applied Sciences Regensburg  
2007 – 2011 Diplôme in International Business, ESC La Rochelle

## **Affiliations**





2020 – Essex Centre for Behavioural Science  
2019 – CESifo Research Network Affiliate  
2018 – 2019 Member of the Collaborative Research Center “Rationality and Competition” (TRR 190)

## **Research Visits**

11-12/2019 Monash University, Department of Economics  
05-06/2018 Norwegian School of Economics, FAIR Center  
10-12/2015 University of Nottingham, Centre for Decision Research and Experimental Economics

## **Publications**

Czura, Englmaier, Ho & Spantig (2024): “Employee Performance and Mental Well-Being: The Mitigating Effects of Transformational Leadership during Crisis”. CESifo Working Paper 10433. Accepted at *Management Science*.

Kubilay  Raiber  Spantig  Cahliková  Kaaria (2023): “Can you spot a scam? Measuring and improving scam identification ability”, *Journal of Development Economics*, 165: 103147.

Huber et al. (2023): “Competition and moral behavior: A meta-analysis of 45 crowd-sourced experimental designs”, *Proceedings of the National Academy of Sciences*, 120(23): e2215572120.

Etheridge & Spantig (2022): “The gender gap in mental well-being at the onset of the Covid-19 pandemic: Evidence from the UK”, *European Economic Review*, 104114.

Czura, Englmaier, Ho & Spantig (2022): “Microfinance loan officers before and during Covid-19: Evidence from India”, *World Development*, 105812.

Spantig (2021): “Cash in Hand and Savings Decisions” *Journal of Economic Behavior & Organization*, 188: 1206-1220.  
SABE/IAREP/Elsevier Best Ph.D. Student Paper Award 2018.

Kocher, Schudy & Spantig (2018): “I lie? We lie! Why? Experimental evidence on a dishonesty shift in groups” *Management Science*, 64(9): 3995-4008.

## **Working Papers**

Schudy (r) Grundmann (r) Spantig (2024): “Measuring Individual Preferences for Truth-Telling” CESifo Working Paper 11521. Pre-registration at [aspredicted.org](https://aspredicted.org) (details in paper).

Czura, John & Spantig (2023): “Flexible Contract, Flexible Morale? Microcredit Design and Repayment Discipline” CESifo Working Paper 8322. Pre-registration: AEARCTR-0002355.

Deversi & Spantig (2023): “Incentive and signaling effects of bonus payments: An experiment in a company”. CESifo Working Paper 10302. Pre-registration: AEARCTR-0003931.

## **Selected Work in Progress**

“The Effects of Information Sharing on Moral Hazard in Credit Markets - Evidence from a Randomized Evaluation in the Philippines” w/ Kristina Czura & Matthias Fahn. Pre-registration: AEARCTR-0002346.

“Engaging Learners with Reminders and Deadlines: Evidence from Kenya” w/ Charlotte Cordes & Andrej Woerner. Funded by the Diligentia Foundation.

## **Grants**

2024	Lithuanian Fund for Development Cooperation and Humanitarian Aid (PI): EUR 31,877
2022	Diligentia Foundation (PI): EUR 46,950
2022	Essex CPPE Engagement Fund (PI): GBP 1,380
2022	Data.RWTH Data Literacy (PI): EUR 10,000
2021	Diligentia Foundation (Co-PI): EUR 29,187
2021	IPA Consumer Protection Research Initiative (PI): USD 62,994
2020	IPA Peace & Recovery Program (Co-I): USD 28,600
2020	GCRF@Essex (PI): GBP 8,178
2019	EssexLab Seed Funding (PI): GBP 2,000 (returned due to Covid-19)
2019	Connex Fund (Co-I): EUR 3,050
2019	LMU Junior Development Fund (PI): EUR 5,000
2017	LMU Departmental grant for a research project (PI): EUR 6,000
2017	Elite Network of Bavaria research grant (PI): EUR 4,000

## **Honors and Awards**

2024 –	North Rhine-Westphalian Academy of Sciences, Humanities and the Arts (4-year fellowship worth EUR 40,000 for the best junior researchers across all disciplines)
2023	Teaching Award, School of Business and Economics, RWTH Aachen University
2022	Publication Prize, School of Business and Economics, RWTH Aachen University
2019	Prize for the best PhD thesis in Economics at LMU Munich 2018/2019
2019	Heinz Sauermann Award (best PhD thesis in exp. econ. at a German speaking university)
2018	SABE/IAREP/Elsevier Best Ph.D. Student Paper Award
2013 – 2018	Fellow of the Elite Network of Bavaria
2011 – 2012	Fulbright Fellow
earlier	Josef-Stanglmaier-Prize (outstanding first year results), Scholarships by the French region Poitou-Charents and the German-French University, Fellow of the Foundation of German Business

## **Refereeing**

Journals	American Economic Review, Economic Journal, Economica, European Economic Review, Experimental Economics, Frontiers in Behavioral Economics, Games and Economic Behavior, Journal of Behavioral and Experimental Economics, Journal of Behavioral and Experimental Finance, Journal of Business Economics, Journal of Business Ethics, Journal of Development Studies, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of the Economic Science Association, Labor Economics, Management Science, Plos One, Review of Economics of the Household, Science Advances
Grants	National Science Center Poland
Conferences	German Finance Association Meeting 2024, Spring Meeting of Young Economists 2020, 2021

### **Seminar Presentations**

2024	GATE-LAB Lyon, BBE Berlin, University of Potsdam, Potsdam Institute for Climate Impact Research, University of Essex, RWTH Aachen University
2023	Augsburg University, University of Cologne, University of East-Anglia, University of Exeter
2022	RWTH Aachen University, LMU Munich, University of Duisburg-Essen, University of Groningen, University of Cologne
2021	Tilburg University, University of Cologne, UCLouvain, LMU Munich, University of Lyon
2020	University of Essex, Universidade Nova de Lisboa (NOVAFRICA), Finance and Development Webinar (WEFIDEV), LMU Munich, ESA Junior Faculty Seminar, RWTH Aachen University, University of Oxford (CSAE)
2019	RMIT University, LMU Munich, University of Göttingen, University of Exeter, University of Düsseldorf, University of Milan (DEMM), University of Essex, WZB Berlin, LISER Luxembourg
2018	University of Copenhagen, NHH, LMU Munich (Micro Workshop), LMU Munich (Behavioral Econ)
2017	LMU Munich (Micro Workshop), TU Munich, LMU Munich (Behavioral Econ)
2016	LMU Munich (Micro Workshop)
2015	University of Nottingham (CeDEx Brown Bag)

### **Conference and Workshop Presentations**

2024	EEA Rotterdam, VfS Berlin, ESA Helsinki, 3rd Workshop on Field Experiments in Economics and Business, M-BEES Maastricht, Young Economist Workshop (Bologna), Standing committee 'Social Sciences' (VfS), Finance & Development Heidelberg (discussant)
2023	University of Cologne BMS Research afternoon, 2nd Workshop on Field Experiments in Economics and Business, EEA Barcelona, Standing committee 'Social Sciences' (VfS), M-BEPS Maastricht, IMEBESS Lisbon, CEPR WEFIDEV Workshop, Finance & Development DIW Berlin
2022	IPA Researcher Gathering, Workshop on Field Experiments in Economics and Business Heilbronn, ESA Europe Bologna, EEA Milan, FUR Ghent, M-BEPS, TVSEP Conference Göttingen, Networks & Development Workshop Naples, Essex Behavioral Mini-Conference, ESSEXLab Mini-Conference
2021	EAYE Workshop 'Field Experiments and Experiments with Non-Standard Subjects', SEEDEC Bergen, Eastern Arc Experimental Social Science Workshop, GlaD Göttingen, SMYE, Norms and Image Concerns Workshop MPI Bonn, Essex Experimental Mini-Conference
2020	LSE Behavioral Political Economy Workshop (discussant)
2019	RCT Conference Monash, ANZWEE Monash, Rentree Workshop Essex, DIAL Paris, ERCM Paris, Finance & Development Workshop DIW Berlin, them Thurgau, SMYE Brussels
2018	Bavarian Micro Day Regensburg, MGSE Colloquium Munich, VfS Freiburg, EEA/ESEM Cologne, SABE/IAREP London, ESA World Berlin, ECBE Bergen (discussant), FAIR Inaugural NHH (poster), Bergen Seminar in Development Economics, Ph.D. Workshop in Economics Bergen, IMEBESS Florence, SEEDEC Wageningen, SFB-TRR190 Workshop Berlin, CSAE Conference Oxford
2017	DENeB Ph.D. Workshop, NCBE Gothenburg, Development Workshop LMU, AFE Chicago, ESA Europe Vienna, TIBER Tilburg, Ohlstadt Workshop (poster), NCDE Gothenburg, AEL Göttingen (poster), Finance & Development Workshop DIW Berlin
2016	Bavarian Micro Day Munich, EEA/ESEM Geneva, EBE Summer Meeting, WESSI NYUAD
2015	LPEX Royal Holloway, 'Coping with difficult decisions' Düsseldorf, Moral Behavior CAS Munich

## **Teaching**

Lectures	Introduction to Behavioral Economics (Bachelor, Essex): 2020, 2021, 2022, 2023, 2024 Experimental Economics (Master, Aachen): 2023, 2024 Experimental Economics (Master, Essex): 2021 Behavioral Economics II (Master, Essex): 2020
Seminars	Stereotypes and Discrimination (Bachelor, Aachen): 2024 Markets and Morals (Bachelor, Aachen): 2024 Unethical Behavior (Bachelor, Aachen): 2021, 2022, 2023 Diversity in Teams and Firms: How and Why? (Master, Aachen): 2021, 2022, 2024 Behavioral Aspects of Poverty (co-teaching, Bachelor, Munich): 2016 Experimental Political Economy (co-teaching, Bachelor, Munich): 2016
Classes	Public Finance and Economics, Empirical Economics I, Microeconomics I, Microeconomics II (all Bachelor, Munich)
Supervision	Bachelor theses (24), Master theses (7), PhD dissertations (4). (incl. ongoing)

## **Outreach**

Interviews	Deutschland Funk Nova, Bloomberg, International Business Times.
Webinars	NENDO Advisory “Mobile phone scams: Who is more vulnerable and what can be done about it? Research Results”; IPA Webinar “Can you spot a scam?”; IPA Researcher Gathering
Talks	Oikocredit “Wie Mikrokredite verbessert werden könnten”; LIGA der Freien Wohlfahrtspflege in Thüringen e.V. “Treffen Arme ‘schlechte’ Entscheidungen oder machen ‘schlechte’ Entscheidungen arm?”; IPA Consumer Protection Innovation Exchange “Can you spot a scam?”; IPA Researcher Gathering “Can you spot a scam?”; Foundation of German Business (Munich Chapter) “Lügen Gruppen mehr als Individuen?”; RWTH WiWi Alumni Association “Warum sind wir (un)ehrlich?”
Blogs	Financial Access Initiative (NYU) “Insights into the Work of Loan Officers in India Before & During Covid-19”, Innovations for Poverty Action “Can providing information to consumers about scams mitigate victimization? Evidence from Kenya”.
Panels	Financial Inclusion Week 2024: “Consumer Protection”; Uni im Rathaus 2024 “Wer macht hier das Schnäppchen? Das Geschäft mit unseren Daten”
Articles	“Alone and Honest”, Public Management (December 2017, p.19)
Podcast	NOVAFRICA: “Flexible Microcredit”.

## **Other Service**

2024 –	Member, European Job Market for Economists (EJME) committee
2023 –	Mock interviewer, EEA
2022 –	Mentor, Women in Economics
2022 –	PhD examiner: Maastricht University, University of Glasgow, RWTH Aachen University
2021 –	Academic Mentor, Foundation of German Business (Aachen-Maastricht chapter)
2024	Selection Committee, Junges Kolleg, North Rhine-Westphalian Academy of Sciences, Humanities and the Arts
2023 – 2024	Organizing Team, 30th Annual Meeting of the German Finance Association
2023	Panelist, EEA Education Committee
2016 – 2019	Co-Founder and coordinator of the Munich Development Economics Group
2014 – 2016	Women’s Representative of the Economics Department, LMU Munich

### **Miscellanea**

- Field Work    Philippines: experimental, quantitative and qualitative data collection  
                  Kenya: experimental, quantitative and qualitative data collection  
                  India: quantitative and qualitative data collection  
                  Chile: experimental and quantitative data collection  
                  Turkey: quantitative remote data collection  
                  Morocco: preparation of qualitative and quantitative data collection
- Experiences    The World Bank (Short-Term Consultant), German Federal Foreign Office (Intern), German Embassy  
                  San José (Intern), German-Tunisian Chamber of Commerce (Intern)
- Languages     German (native), English (fluent), French (conversational), Spanish (conversational)