Moritz Janas

curriculum vitae

Personal Data

BIRTH:	02 January 1994 in Zweibrücken, Germany
ADDRESS:	University of Gothenburg, Box 640 40530 Göteborg, Sweden
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Employment

09/2025 -	Assistant Professor (Tenure-Track) at Department of Economics, UNIVERSITY OF GOTHENBURG, Sweden
09/2021 - 08/2025	Postdoctoral Researcher at Center for Behavioral Institutional Design, NEW YORK UNIVERSITY ABU DHABI, United Arab Emirates
04/2018 - 03/2021	Research Associate at UNIVERSITY OF KONSTANZ, Germany
10/2015 - 08/2021	Researcher at THURGAU INSTITUTE OF ECONOMICS (TWI), Switzerland

Education

10/2015 - 03/2021	Ph.D. / Dr.rer.pol. (summa cum laude), GRADUATE SCHOOL OF DECISION SCIENCES, University of Konstanz Supervisor: Urs Fischbacher
10/2013 - 09/2015	Master of Science Economics, UNIVERSITY OF COLOGNE Thesis Supervisor: Bettina Rockenbach
09/2010 - 09/2013	Bachelor of Science Economics, UNIVERSITY OF MANNHEIM Thesis Supervisor: Stefan Penczynksi
06/2010	High School Diploma *(A-levels)*, GYMNASIUM JOHANNEUM, Homburg/Saar
06/2010	Baccalauréat Scientifique *(French A-levels)*, ACADÉMIE DE NANCY-METZ

Research Interests

Microeconomics ● Behavioral economics ● Experimental economics ● Organizational economics
Signaling games ● *Career-concerns* ● *Collective behavior* ● *Group decision-making* ● *Social change* ● *Belief formation*

Publications

Fehrler, S., Hochleitner, A., Janas, M. (2026). Too Good to be True – Individual and Collective Decision-Making with Misleading Signals.
Management Science (in press).

Brox, E., Janas, M., Renerte, B. (2025). Social Ties and Preferences for Competition.
Experimental Economics, 28(2), 274–297.

Janas, M., & Jordan, M. (2024). Cheap Signaling of Altruism.
Journal of Economic Psychology, 102: 102726.

Fehrler, S., & Janas, M. (2021). Delegation to a Group.
Management Science 67(6): 3714-3743.

Janas, M., & Oljemark, E. (2021). Trust and Reputation under Asymmetric Information.
Journal of Economic Behavior & Organization, 185: 97-124.

Working Papers

Janas, M., Nikiforakis, N., Siegenthaler, S. (2026). Eliciting Thresholds for Interdependent Behavior.
National Bureau of Economic Research working paper (No. w32847)

Janas, M. (2024). Interim Performance Evaluation of Career Concerned Agents.

Janas, M., Lozano, L., Nikiforakis, N., Stüber, R. (2026). When incentives change behavioral inference about group differences and income.

Work in Progress

Bargaining, Asymmetric Information, and Strategic Communication in Supply Chain Relationships
(with Ben Greiner and Christine Grimm)
Eliciting Thresholds for Conspicuous Consumption
(with Lina Lozano, Nikos Nikiforakis, and Simon Siegenthaler)
Gender and Selection in Politics
(with Sebastian Fehrler and Maik Schneider)
AI and Job-Market Signaling
(with Antonio Nicolò and Paolo Roberti)
What Drives Farmers to Adopt Climate-Friendly Farming: Evidence from India
this project has received 930,000 USD from FORMAS.
(with Ajith Radhakrishnan (World Bank), Stefano Tarroni (Gothenburg), Joe Vecci (Gothenburg), Divya Vijayan (Kerala Agricultural University) and Prakashan Chellattan Veettil (IRRI))
Research agenda on Global Stereotypes
multiple projects on an experiment we conducted with 65'000 participants in 70 countries.
(with Lina Lozano, Nikos Nikiforakis, Ernesto Reuben and Robert Stüber)

Other Writings

Janas, M., Nikiforakis, N., Siegenthaler, S. (2025). Predicting Norm Change using Threshold Models.
Current Opinion in Psychology, 101994

Scholarships, Grants & Awards

2026	Jan Wallanders och Tom Hedelius / Tore Browaldhs stiftelse ($43,000, with S. Fehrler and V. Hahn)
2026	EUTOPIA seed funding ($6,900)
2025	Browaldh fellowship from Handelsbanken (approx. $350,000)
2025	Padova Sustainability LAB-LEM grant ($5,000 with A. Nicolò and P. Roberti)
2023	Winner of the Majalis Abu Dhabi Nudgeathon
2022	Selected participant at the 7th Lindau Nobel Laureate Meeting on Econ. Sciences
2021	NYUAD Conference and Travel Award
2021	DAAD scholarship for visiting postdoc position at WU Vienna
2020	Research grant of doctoral fund at the University of Konstanz
2020	ERASMUS+ grant for teaching stay at University of Pretoria
2018	VfS conference subsidy programme
2018	GSDS grant for organization of workshop
2016, 2017	Granted mobility allowance from the German-French University
2016 - 2021	Travel grants from GSDS, the University of Konstanz and from Thurgau Institute of Economics
2015 - 2018	Ph.D. Scholarship of the Graduate School of Decision Sciences, funded by the Excellence Initiative of the German federal and state governments
2012/2013	ERASMUS Grant, funded by the European Commission

Teaching

Bachelor Level

Economics in Practice (University of Gothenburg, with A. Boman and A.-S. Isaksson, 2026, 2025) ● Seminar, The Economic Implications of Covid-19 (University of Konstanz, with S. Findeisen and E. Brox, 2021) ● Supervision of multiple Bachelor Theses (University of Gothenburg, 2026; University of Konstanz, 2021, 2020, 2019) ● Teaching Assistant, Microeconomics I (University of Konstanz, 2020, 2019, 2018, 2016) ● Teaching Assistant, Economic Policy (University of Konstanz, 2019, 2018, 2016) ● Seminar, Energy and Climate Economics (University of Konstanz, with F. Breyer, 2019)

Master Level

Advanced Microeconomic Theory 2 (University of Gothenburg, with D. Fang, 2027) ● Economic Research Process (University of Gothenburg, with E. Lampi and A. Lindskog, 2027, 2026) ● Supervision of multiple Master Theses (University of Gothenburg, 2026) ● Research Methods in Applied Economics (University of Pretoria, with E. Brox, 2020) ● Teaching Assistant, Advanced Microeconomics (University of Konstanz, 2017)

PhD Level

Programming Experiments with z-Tree (University of Konstanz, with U. Fischbacher and others, 2021, 2020, 2019)

Research Stays

04/2026	Visiting Researcher (4 weeks) University of Melbourne, Australia
06/2024 - 07/2024	Visiting Researcher (4 weeks) University of Cologne, Germany
02/2024	Visiting Researcher (2 weeks) University of Texas at Dallas, USA
02/2024	Visiting Researcher (1 week) University of Arizona, USA
07/2023	Visiting Researcher (3 weeks) Florida State University, USA
07/2022	Visiting Researcher (4 weeks) Vienna University of Economics and Business, Austria
04/2021-08/2021	Visiting Researcher (5 months) Vienna University of Economics and Business, Austria
03/2020	Visiting Ph.D. student (2 weeks) University of Pretoria, South Africa
09/2017 - 10/2017	Visiting Ph.D. student at Aix-Marseille School of Economics (6 weeks), University Aix-Marseille, France
09/2016 - 10/2016	Visiting Ph.D. student at Bureau for Economic Theory and Applications (8 weeks), University of Strasbourg, France
09/2012 - 01/2013	Erasmus Programme at Université de Cergy-Pontoise, France

Seminars, Workshops & Conferences

Presentation

2026 *(scheduled)* Ludwig Erhard ifo Research Workshop, Fürth (DEU) ● *(scheduled)* Swedish Conference in Economics, Jönköping (SWE) ● *(scheduled)* University of Warwick Seminar, Coventry (GBR) ● VFS Annual Meeting, Innsbruck (AUT) ● ESA European Meeting, Barcelona (ESP) ● NYU IMESS International Meeting of Experimental Social Scientists, Paris (FRA) ● AOM Academy of Management Meeting, Philadelphia (virtual/online) ● ESA World Meeting, Los Angeles (USA) ● Economics Seminar, University of Magdeburg (DEU) ● Experimental Seminar, WU Vienna (AUT) ● ESA Asia-Pacific Meeting, Melbourne (AUS) ● Monash University Brownbag Seminar, Melbourne (AUS) ● Experimental Economics Seminar, University of Melbourne (AUS) ● Reichenau Retreat of Thurgau Institute of Economics, Konstanz (DEU) ● Economics Seminar, Lund University (SWE) ● KSE Behavioral Economics Seminar, Kyiv School of Economics (online) ● Economics Seminar, Umeå University (SWE)

2025	LISER Seminar, Luxembourg Institute of Socio-Economic Research, Esch-sur-Alzette (LUX) ● NCBEE Nordic Conference in Behavioral and Experimental Economics, Stavanger (NOR) ● ESA World Meeting, Beijing (CHN) ● Zhejiang University Workshop, Hangzhou (CHN) ● Haifa-NYUAD Joint Seminar (virtual/online) ● Reichenau Retreat of Thurgau Institute of Economics, Konstanz (DEU) ● ESA Asia-Pacific Meeting, Osaka (JPN) ● Economics Seminar University of Arkansas, Fayetteville (USA) ● Economics Seminar University of Gothenburg, Gothenburg (virtual/online) ● Economics Seminar University of Stuttgart, Stuttgart (DEU) ● Economics Seminar Florida State University, Tallahassee (USA) ● Economics Seminar University of Padova, Padua (ITA)
2024	Economics Seminar Macquarie Business School (virtual/online) ● NYUAD-Birmingham Workshop in Behavioral and Experimental Econ, Dubai (ARE) ● Political Economy - Theory meets Empirics workshop, Graz (AUT) ● EEA Annual Congress of European Econ Association, Rotterdam (NLD) ● ASFEE French Experimental Econ Association, Grenoble (FRA) ● M-BEPS Behavioral Economic Policy Symposium, Maastricht (NLD) ● Social Change workshop, Abu Dhabi (ARE) ● ISEE international Symposium in experiemntal economics, Abu Dhabi (ARE) ● Reichenau Retreat of Thurgau Institute of Economics, Konstanz (DEU) ● UT Dallas Experimental Econ Seminar, Dallas (USA) ● University of Arizona Econ Seminar, Tucson (USA)
2023	ESA Africa Meeting, Cape Town (ZAF) ● FSU Seminar Florida State University, Tallahassee (USA) ● ESA World Meeting, Lyon (FRA) ● ESA Asia-Pacific Meeting, Seoul (KOR) ● COPE Colloquium on Personnel Economics, Amsterdam (NLD) ● ISEE international Symposium in experiemntal economics, Abu Dhabi (ARE) ● AMES Asia Meeting of the Econometric Society, Mumbai (IND)
2022	EWMES European Winter Meeting of the Econometric Society, Berlin (DEU) ● Economics Seminar University of Mannheim (virtual/online) ● MENA Inaugural Meeting of Experimental Social Scientists, Abu Dhabi (ARE) ● ESA European Meeting, Bologna (ITA) ● TWI Seminar Thurgau Institute of Economics, Kreuzlingen (CHE) ● ESA Asia-Pacific Meeting, Osaka (virtual/online) ● JILAEE Special ESA Meeting, Buenos Aires (virtual/online)
2021	ESA North-America Meeting, Economic Science Association, Tucson (USA) ● IMS Brown Bag Seminar, Institute for Markets and Strategy, WU Vienna (AUT) ● CIREQ Seminar Concordia University Montréal (virtual/online) ● AMSE Seminar Aix-Marseille School of Economics (virtual/online) ● NYUAD Seminar New York University Abu Dhabi (virtual/online) ● Seminar University of Liverpool Management School (virtual/online) ● UQAM Seminar Université du Quebéc à Montréal (virtual/online)
2020	VFS Annual Meeting, German Eco Association (virtual/online) ● ECONtribute cluster / University of Cologne (virtual/online) ● Economics Seminar University of Pretoria (ZAF) BEEC Bogota Experimental Eco Conference, Bogota (COL)
2019	ESA North-America Meeting, Economic Science Association, Los Angeles (USA) ● EEA Annual Congress of European Eco Association, Manchester (GBR) ● Lunch Seminar University of Regensburg (DEU) ● Economics Seminar University of Vechta (DEU) ● SMYE Spring Meeting of Young Economists, Brussels (BEL) ● RGS Doctoral Conference, Ruhr Graduate School, Bochum (DEU)
2018	AASLE Asian and Australasian Society of Labour Eco, Seoul (KOR) ● GSDS Conference on Decision Sciences, Konstanz (DEU) ● VFS Annual Meeting, German Eco Association, Freiburg (DEU) ● SILVAPLANA Workshop on Political Economy, Pontresina (CHE) ● ESA World Meeting, Economic Science Association, Berlin (DEU) ● SIOE Society for Institutional and Organizational Eco, Montréal (CAN) ● M-BEES Behavioral and Experimental Eco Symposium, Maastricht (NLD) ● Organizational Economics Workshop, Konstanz (DEU) ● THEEM Thurgau Experimental Economics Meeting, Kreuzlingen (CHE) ● RGS Doctoral Conference, Ruhr Graduate School, Essen (DEU)
2017	Doctoral Seminar at Aix-Marseille School of Economics (FRA) ● GSDS Science Retreat, Freudenstadt (DEU) ● Political Economy Workshop, Konstanz (DEU)

Organized events

2027	*(scheduled)* ESA World Meeting in Gothenburg (SWE), with Martin Dufwenberg, Jonas Frey, Olof Johansson Stenman, and Joe Vecci
2025	International Symposium in Experimental Economics (iSee) in Abu Dhabi (ARE), with Lina Lozano, Nikos Nikiforakis, Monika Pompeo, and Ernesto Reuben
2024	Unraveling the Dynamics of Social Change Workshop in Abu Dhabi (ARE), with Nikos Nikiforakis

2024	International Symposium in Experimental Economics (iSee) in Abu Dhabi (ARE), with Lina Lozano, Ernesto Reuben and Robert Stüber
2023	International Symposium in Experimental Economics (iSee) in Abu Dhabi (ARE), with Ernesto Reuben and Robert Stüber
2018	Organizational Economics Workshop in Konstanz (DEU), with Sebastian Fehrler and Nick Zubanov

Refereeing Activities

Academy of Management Annual Meeting ● British Journal of Political Science ● European Economic Review ● European Union Politics ● Humanities and Social Sciences Communications ● Industrial and Labor Relations Review ● Journal of Economic Behavior and Organization ● Journal of Economic Interaction and Coordination ● Journal of Economic Surveys ● Journal of Public Economic Theory ● Management Science ● Mathematical Social Sciences ● PNAS nexus ● Royal Society Open Science ● Scientific Reports ● Southern Economic Journal ● Spring Meeting of Young Economists ● The American Economist

University Service

12/2025	Member of Dissertation Defence Jury, University of Luxembourg / Luxembourg Institute of Socio-Economic Research (LISER)
10/2019 - 08/2021	Member of Standing Examination Committee, Department of Economics, UNIVERSITY OF KONSTANZ
07/2017 - 06/2018	Elected Member of Student Parliament, Liberal Student Group (LHG), UNIVERSITY OF KONSTANZ

Community Service

2018 - 2021	Executive Board Member, Free Democratic Party (FDP), City of Konstanz
2018 - 2020	Executive Board Member, Free Democratic Party (FDP), County of Konstanz
2018 - 2020	Chairman of the Board, Young Liberals (JuLis), County of Konstanz
2017 - 2021	Executive Board Member, Young Liberals (JuLis), County of Konstanz

Memberships

American Economic Association (since 2016) ● Committee for Political Economy of the German Economic Association (since 2025) ● Econometric Society (since 2022) ● Economic Science Association (since 2018) ● European Economic Association (since 2019) ● German Economic Association / Verein für Socialpolitik (since 2018) ● New York Academy of Sciences (since 2021) ● Society for Institutional and Organizational Economics (2018)

Languages & Software

GERMAN (mother-tongue) ● FRENCH (proficient) ● ENGLISH (proficient) ● SWEDISH (learning)
LaTeX ● MATLAB ● MS Office ● oTree ● Qualtrics ● R ● Sophielabs ● Stata ● z-Tree