

# CHRISTINA GRAVERT

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## CONTACT INFORMATION

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## ABOUT

Christina Gravert is a Tenure-Track Assistant Professor of Economics at the University of Copenhagen, Denmark. Her research interests include Behavior Change, Nudging and Optimal Policy Design. She conducts research in collaboration with public and private institutions in the fields of health behaviour and environmental sustainability. Her focus is on innovating public policy by incorporating insights from behavioral economics and establishing the use of randomized controlled trials for evidence-based decision making. Christina is also the co-founder of Impactually, one of Sweden's first behavioral insights consultancies.

## CURRENT POSITIONS

### **University of Copenhagen, Dept. of Economics**

2018 -

Assistant Professor - Tenure Track  
Director of the Center for Experimental Economics  
Member of the Ethical Board of the Department of Economics  
Member of Center for Economic Behavior and Inequality (CEBI)  
CESifo Research Network Affiliate

### **Impactually - Creating Impact through Behavioral Science**

2017 -

Co-Founder and Chief Behavioral Economist

## PAST POSITION

University of Gothenburg, Post-doc

2014 - 2018

## EDUCATION

Aarhus University, Ph.D. Economics

2011 - 2014

Aarhus University, M.Sc., Economics

2009 - 2011

Technical University Berlin, B.Sc. Economics

2006 - 2009

## PEER-REVIEWED PUBLICATIONS

*Author order is alphabetical and does not indicate contribution.*

Barron, K. & **Gravert, C.** "Confidence and Career Choices: An Experiment", **Scandinavian Journal of Economics**, *forthcoming*.

**Gravert, C.** & Olsson Collentine, L. "When nudges aren't enough: Norms, incentives and habit formation in public transport use" **Journal of Economic Behavior and Organization**, 190, 1-14, (2021).

Carlsson, F. & **Gravert, C.** & Johansson-Stenman, O. & Kurz, V. "Nudging as an Environmental Policy Instrument" **Review of Environmental Economics and Policy**, 15 (2), 216-237, (2021).

**Gravert, C.** & Kurz, V. "Nudging à la carte - A field experiment on climate friendly food choice" **Behavioral Public Policy**, 5 (3), 378-395, (2021).

Gehards, L. & **Gravert, C.** "Because of you I did not give up - Peer effects in perseverance" **Journal of Economic Psychology**, 81, (2020).

Damgaard, M. & **Gravert, C.** "The Hidden Costs of Nudging - Experimental Evidence on Reminders in Fundraising", **Journal of Public Economics**, 157, (2018), 15-26.

Goerlitz, K. & **Gravert, C.** "The impact of high school course taking on choice of college major - Evidence from a natural experiment", **Education Economics**, 26:3, (2018), 321-336.

Damgaard, M., **Gravert, C.** & Villalobos, L. "Forgetful or reluctant? Evidence on reminder response and donor behavior from panel data" **The Economics of Philanthropy, CesIfo Seminar Series** (2018).

Gneezy, U., **Gravert, C.**, Saccardo, S. & Tausch, F. "A Must-Lie Situation: Avoiding giving negative feedback", **Games and Economic Behavior**, 102, (2017), issue C, p. 445-454.

**Gravert, C.** "Pride and Patronage - Pay-what-you-want pricing at a charitable bookstore", **Journal of Behavioral and Experimental Economics**, 67 (2017), 1-7.

Damgaard, M. & **Gravert, C.** "Now or never! The effect of deadlines on charitable giving - Evidence from two natural field experiments", **Journal of Behavioral and Experimental Economics**, 66 (2016), 78-87.

Goerlitz, K. & **Gravert, C.** "The effects of the high school curriculum on school dropout", **Applied Economics**, 48 (2016), 5314-5328.

**Gravert, C.** "How luck and performance affect stealing", **Journal of Economic Behavior and Organization**, 93 (2013), 301-304.

GRANTS AND AWARDS	Economic Policy Research Network (400,000 DKK / \$65,000)	2021
	'Switching in the Danish Electricity Market' (PI)	
	Danish Foundation for Entrepreneurship (65,000 DKK / \$11,000) (Co-I)	2020
	Berlingske Talent 100 Award	2019
	UCPHForward Talent Programme for Excellence in Research	2018
	KU Department Start-up Funding (75,000 DKK / \$12,000)	2018
	Trygg-Hansas Research Fund (260,000 SEK / \$30,000)	2017
	'Nudging with reminders - the role of beliefs and emotions' (PI)	
	Behavioral and Experimental Economics Group, GU (10,000 SEK / \$1,200)	2016
	'Self-Deception in Tournaments' (PI)	
Jan Wallanders and Tom Hedelius Foundation (165,000 SEK / \$20,000)	2016	
'Self-Confidence, Motivation and Feedback' (PI)		
Swedish Environmental Protection Agency (3,600,000 SEK / \$385,000)	2016	
'Nudging for Nature' (Co-I)		
Merit Scholarship of the Foundation of German Business	2007 - 2011	
TEACHING	PhD Supervisor: Ida Damsgaard (CBS)	2020 -
	PhD assessment committee: Andris Saulitis (EUI), Xiaogeng Xu (NHH), Erik Gård (Södertörn), Essi Kujansuu (EUI)	2019 -
	Supervision of Theses: Master (20), Bachelor (7)	2015 -
	U Copenhagen, Lecturer, Science of Behavior Change (Elective)	2021 -
	U Copenhagen, Copenhagen Sustainability Challenge	2020
	U Copenhagen, Lecturer, Field Experiments (Master)	2021 -
	LMU Munich, Guest Lecturer, Behavioral Economics	2020
	Behavioral Economics Research Group Leader - TRIBE	2018 -
	U Copenhagen, Lecturer, Micro III - Game Theory (3rd year)	2018 - 2021
	U Copenhagen, Lecturer, Seminar - Behavioral Economics in Action (Master)	2019

Hertie School of Governance, Guest Lecturer, Executive Education	2018
Bonnier Media, Trainer, Executive Courses in Behavioral Science	2016 -
U Gothenburg, Lecturer, Economic Evaluation and Experiments (Master)	2016 - 2018
U Gothenburg, Assistant, Econometrics (3rd year)	2015 - 2018
U Gothenburg, Organizer of the First Swedish Nudgeathon (all levels)	2015
Aarhus University, Lecturer, Economics and Psychology (Master)	2012 - 2013
Aarhus University, Assistant, Microeconomics (3rd year)	2012

SEMINARS AND  
CONFERENCE  
PRESENTATIONS

**2021:** ASSA 2021 Meeting (discussant x2), Jönköping University (invited seminar), IDC Herzliya (invited seminar), Morals and Markets Workshop, SABE 2021 Meeting, French Experimental Seminar (invited seminar), Aarhus University (invited seminar), Bolivian Conference on Development Economics (invited keynote), Workshop on Behaviour, Wellbeing and the Environment, LSE and UCD (invited presentation), ESA Jobmarket Seminar (discussant), University of Helsinki (invited seminar), CNEE Lund **2020:** BehNet Workshop, Innsbruck; University College Dublin, Dublin (invited seminar); CESifo Energy and Climate, Munich, ESA World Conference, CEEM Workshop (invited), Behavioral Insights Group (invited), Linköping University (invited seminar) **2019:** Academy of Behavioral Economics, Zurich (invited); Workshop on Behavioral Public Policy, Copenhagen (invited); Bristol Behavioral Public Policy Workshop (invited), Workshop on Interventions, Motivation and Behavior, Lund (invited), London School of Economics (invited keynote), Advances in Field Experiments 2019, Behavioral Insights for Healthy Aging, Copenhagen (invited) **2018:** University of Vienna (invited seminar), University of Copenhagen (invited seminar), Copenhagen Business School (invited seminar), University of Essex (invited seminar), IFN Stockholm (invited seminar), McMaster University (invited seminar), University of Gothenburg (invited seminar), Motivation and Incentives, Stavanger (invited); University of Copenhagen II (invited seminar); WCERE 2018, Gothenburg, 13th Nordic Behavioral and Experimental Conference, Advances in Field Experiments, Boston, Exeter Business School (invited seminar), CEBI Christmas Workshop (invited), Copenhagen; MRU Seminar, Copenhagen **2017:** University of Gothenburg (invited seminar); Wissenschaftszentrum Berlin (invited seminar); THEEM, Konstanz; Workshop on Incentives and Behavior Change, Sicily (invited); BEEG Annual Workshop, Gothenburg (invited); 3rd ECBE Conference, CMU, Pittsburgh; ESA International Meeting, San Diego; 12th Nordic Behavioral and Experimental Conference in Gothenburg; Advances in Field Experiments, Chicago; Recognition and Feedback Workshop, Rotterdam (invited); SJDM Meeting (presentation), Vancouver; University of Birmingham (invited seminar); University of Warwick (invited seminar); Stockholm School of Economics (invited seminar) **2016:** University of Sydney (invited seminar); University of Wellington (invited seminar); Applied Econometrics Workshop in Wellington; Auckland University of Technology (invited seminar); First Evidence-Based Policy Conference in Stockholm (invited); 11th Nordic Behavioral and Experimental Conference in Oslo; ESA, Bergen; SITE Psychology and Economics, Stanford; 2nd ECBE Conference, Bonn; CNEE Meeting, Lund; Humboldt University, Berlin (invited seminar); University of Hamburg (invited seminar); University of Edinburgh (invited seminar); Gothenburg Behavioral Workshop (invited). **2015:** ESA Women Mentoring Workshop, Berlin; LPEX Workshop, London; 1st ECBE Conference, Chicago; CNEE Workshop, Copenhagen; Institute for Food and Research Economics, Copenhagen (invited seminar); General Economics Workshop, Gothenburg. **2014:** Conference of the German Economists Abroad, Kiel; CNEE Workshop, Copenhagen; European University Institute (invited seminar); 9th Nordic Behavioral and Experimental Conference in Aarhus; EEA-ESEM Meeting, Toulouse; WinE Retreat, Toulouse; CNEE Workshop on Deception, Copenhagen (invited); Workshop on Incentives and Behavior Change, Amsterdam (invited); Aarhus University; PhD Workshop at NHH, Bergen (invited). **2013:** Aarhus University; Danish Graduate Program in Economics Conference, Denmark; 8th Nordic Behavioral and Experimental Con-

ference in Stockholm; Opening Reception Cognition and Behavior Lab, Aarhus (invited); University of Chicago (invited seminar); UCSD (invited seminar); Spring School in Behavioral Economic, UCSD. **2012:** Danish Graduate Program in Economics Conference, Denmark; 7th Nordic Behavioral and Experimental Conference, Bergen; Norway, ESA Conference, Cologne; Student Workshop, Nuffield College, Oxford; Aarhus University –WISE, Xiamen University Workshop in Economics (invited); Deception, Incentives and Behavior Conference, UCSD (poster); RGS Doctoral Conference in Duisburg, Germany **2012:** Danish Graduate Program in Economics Conference in Sandbjerg, Denmark; RWI, Essen, Germany.

SELECTED RESEARCH VISITS	University of Sydney (Oct-Dec)	2016
	University of Chicago (May-Jun)	2013
	University of California, San Diego (Jan-Apr)	2013
PROFESSIONAL ACTIVITIES	<b>Advisory Board</b> <i>Society for the Advancement of Behavioral Economics</i>	2020-2024
	<b>Consulting Panel</b> <i>ALLEA - Climate Sustainable Academia Project</i>	2021 -
	<b>Referee</b> <i>Journal of European Economic Association, Economic Journal, Review of Economics and Statistics, Management Science, Journal of Public Economics, European Economic Review, Journal of Environmental Economics and Management, Games and Economic Behavior, Experimental Economics, Journal of Economic Behavior and Organisation, Economic Inquiry, Journal of Behavioral and Experimental Economics, Journal of Economics and Management Strategy, Journal of Economic Psychology, Journal of Consumer Behavior, Applied Economics, Social Choice and Welfare, Southern Economic Journal, Energy Policy, Food Policy, Current Opinion in Environmental Sustainability</i>	
	<b>Reviewer</b> <i>Netherlands Organisation for Scientific Research, Israel Science Foundation, Austrian Academy of Sciences</i>	
	<b>Program Committee</b> <i>Econometric Society Winter Meeting, 2021</i>	
	<b>Hiring Committee</b> <i>Berufungskommission Uni Bonn, 2021</i>	
NON-ACADEMIC AND OUTREACH ACTIVITIES	Co-Founder and Chief Behavioral Economist	2017 -
	<b>Impactually - Creating Impact through Behavioral Science</b>	
	Talks and Consulting activities include: <i>European Commission, Vinnova, E.ON, Danske Bank, Copenhagen Economics, Swedish Unemployment Agency, Swedish Environmental Protection Agency, Swedish Consumer Protection Agency, Swedish Health Agency, Swedish Food Agency, CNS, AP7, ICA, KEOLIS, Bonnier Media</i>	
	Development of Online Course on Nudging Impactually - Online Course	
	Temporary Special Expert - Copenhagen Economics	2016
	Intern - Rambøll Management Consulting	2014
POLICY REPORTS AND BOOKS	<b>Gravert, C.</b> "Reminders: Their Value and Hidden Costs" Behavioral Economics in the Wild - Book Chapter, <i>forthcoming</i>	
	<b>Gravert, C.,</b> Gunnarsson, E., Järneteg, A., Leandersson, C. 2021. "Kan insatser i butiken minska konsumenternas matsvinn?" Livsmedelsverkets externa rapportserie. Livsmedelsverket, Uppsala.	
	Carlsson, F. & <b>Gravert, C.</b> "Nudge som ett miljöekonomiskt styrmedel", Naturvårdsverket, 2019.	
	<b>Gravert, C.</b> & Swanberg, A. & Wallström, J. "Beteenden bakom nedskräpning" Naturvårdsverket, 2018.	

MEDIA

Selected media appearance: *BBC, Financial Times, Forbes, FAZ, Handelsblatt, Zeit, TFI, DR, Politiken, Boersen, Berlingske, TV2, NTV, SvD, DI*

[How to date like a Game Theorist \(2020\)](#), Behavioralscientist.org

[Why triggering emotions wont lead to lasting behavior change \(2020\)](#), Behavioralscientist.org

[The hidden costs of reminders \(2019\)](#), Behavioralscientist.org

[Adfærdsøkonom får folk til at svine mindre til gadefesten Distortion \(2019\)](#), TV2

OTHER

**Nationality:** German; **Languages:** German (native), English (fluent), Swedish (good), Danish (good); **Computational skills:** Stata, z-Tree,  $\LaTeX$

Updated: October 13, 2021