

Raphael Epperson

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Research Fields

Applied Microeconomics, Behavioral Economics, Environmental Economics, Experimental Economics

Academic Employment

Since 2025 Assistant Professor (tenure-track), ESCP Business School, Paris
2021–2025 Postdoctoral Researcher, University of Innsbruck

Education

2015–2021 Dr. rer. pol. in Economics (summa cum laude), University of Mannheim
2015–2018 M.Sc. in Economics, University of Mannheim
2012–2015 B.Sc. in Economics (with distinction), University of Mannheim
Fall 2014 Visiting Student, National University of Singapore

Peer-Reviewed Publications

How to Design the Ask? Funding Units vs. Giving Money (with J. Diederich and T. Goeschl). *Management Science*, 2025, 71(4), pp. 2830–2846.

Does Lobbying Discourage Individuals from Fighting Climate Change? *Journal of Behavioral and Experimental Economics*, 2025, 117, Article 102372.

Subsidizing Unit Donations: Matches, Rebates, and Discounts Compared (with J. Diederich, C. C. Eckel, T. Goeschl, and P. J. Grossman). *Experimental Economics*, 2022, 25, pp. 734–758.

Matching Subsidies and Voluntary Contributions: A Review (with C. Reif). *Journal of Economic Surveys*, 2019, 33(5), pp. 1578–1601.

Working Papers

Willful Ignorance and Moral Behavior (with A. Gerster). R&R at *Management Science*.

Targeted Information and Sustainable Consumption: Field Evidence (with L. Balafoutas and E. Blanco).

Selected Work in Progress

Incentivizing Long-Term Giving: Evidence from a Natural Field Experiment.
Type: Field experiment. *Status*: Manuscript in preparation.

No Sunk-Cost Effects in Health Behavior (with W. Habla and M. Wibral).
Type: Field experiment. *Status*: Manuscript in preparation.

Fraud and Motivated Reasoning in Competition (with J. Stähler).
Type: Online experiment. *Status*: Manuscript in preparation.

Policy Papers

Wie der Einfluss von Lobbyismus auf die Politik in Deutschland und der EU wahrgenommen wird (with W. Habla and U. J. Wagner). ZEW expert brief 19-04. 2019. ZEW – Leibniz Centre for European Economic Research: Mannheim.

Contributions to Crowd-Sourced Research Projects

Wisdom of the Crowd: Crowd Analysis Project (Core Team: R. Böhm, I. Grossmann, J. Huber, M. Kirchler, C. König-Kersting, Y. Litovsky).

Role: Consortium co-author. Design of algorithms to aggregate individual predictions in the domains of climate, economics, politics, and sports. Evaluation of algorithms submitted by other researchers. *Status:* Manuscript in preparation.

Presentations (* scheduled)

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| 2025 | ESCP Business School (Paris), Masaryk University, University of Regensburg*, 4 th International Behavioural Public Policy Conference* (London) |
| 2024 | Heidelberg University, 3 rd International Behavioural Public Policy Conference (Cambridge), 29 th Annual Conference of the European Association of Environmental and Resource Economists (Leuven), Winter Summit on (Un)Ethical Behavior in Markets (Innsbruck) |
| 2023 | University of Amsterdam, EPoS Climate Action Workshop (Innsbruck), M-BEPS (Maastricht), Recent Advances in the Economics of Philanthropy (Berlin), ESA World (Lyon) |
| 2022 | French Experimental TalkS (online), 3 rd Environmental Protection and Sustainability Forum (Graz), 7 th Workshop on Experimental Economics for the Environment (online), 8 th Early-Career Behavioral Economics Conference (Bonn), Recent Advances in the Economics of Philanthropy Workshop (online), Special ESA Meeting Buenos Aires (online), Workshop Field/Policy Experiments (Innsbruck) |
| 2021 | Berlin School of Economics, RWTH Aachen, Toulouse School of Economics, University of Innsbruck, CREED/TI Workshop on Motivated Cognition (online), ECONtribute Workshop on Social Image and Moral Behavior (online), Innsbruck Winter Summit on (Un)Ethical Behavior in Markets (online) |
| 2020 | Applied Micro Coffee Seminar (briq, Bonn), 5 th Workshop on Experimental Economics for the Environment (Heidelberg), 25 th Annual Conference of the European Association of Environmental and Resource Economists (online), EEA Virtual 2020 (online), ESA 2020 Global Around-the-Clock Conference (online), ESA's Job-Market Candidates Seminar Series (online), VfS Annual Conference (online) |
| 2019 | Experimental Seminar ZEW/University of Mannheim, Advances and Applications of Field Experiments in Economics Summer Course (ZEW, Mannheim) |
| 2018 | 5 th Science of Philanthropy Initiative Conference (Indianapolis), Bonn Mannheim PhD Workshop (Bonn), ZEW Lunch Seminar (Mannheim), HeiKaMaxY (Karlsruhe) |

Teaching Experience

2022–2025	Field Experiments (Bachelor), Lecture & Proseminar, University of Innsbruck
2024	Principles of Economics (Bachelor), Proseminar, University of Innsbruck
2022	Theory of Economic Decisions (Bachelor), Proseminar, University of Innsbruck
2021	Microeconomics A (Bachelor), Tutorial, University of Mannheim
2018–2020	Statistics II (Bachelor), Tutorial, University of Mannheim
2017	Microeconomics B (Bachelor), Tutorial, University of Mannheim
2016	Principles of Economics (Bachelor), Tutorial, University of Mannheim
2016	J-PAL Europe Executive Education Course, Tutorial, J-PAL

Other Professional Activities

Referee	<i>Ecological Economics, Economic Journal, Environmental and Resource Economics, European Economic Review, Global Environmental Change, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior & Organization, Journal of Environmental Economics and Management, Journal of Experimental Social Psychology, Management Science, Oxford Economic Papers, Review of Economics and Statistics, Scientific Reports, Southern Economic Journal</i>
Co-organizer	Webinar Series on Credence Goods and Expert Markets (2022–2025), Bonn Mannheim PhD Workshop (2018–2019), Heidelberg-Karlsruhe-Mannheim Workshop on Experimental and Behavioral Economics for Young Researchers (2017–2019)
Research Visits	University of Amsterdam (03–04/2023), University of Bonn (01/2020)

Grants and Scholarships

2023	Early Stage Funding (8,058 Euro), University of Innsbruck
2020	Research Grant (10,640 Euro), German Research Foundation (DFG) through Collaborative Research Center 884
2019–2020	Research Grant (13,520 Euro), German Research Foundation (DFG) through Collaborative Research Center Transregio 224
2016–2017	Ph.D. Scholarship, University of Mannheim, GESS
2015–2016	Ph.D. Scholarship, Landesgraduiertenförderung, Baden-Württemberg
2014–2015	PROMOS Scholarship, DAAD

Miscellaneous

Software	R, L ^A T _E X, LimeSurvey, Stata
Languages	German (native), English (fluent)
Citizenship	German