

# Prof. Dr. Marco Caliendo - Curriculum Vitae

Updated: January 7, 2025

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## Contact Address

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## Current Position/Affiliations

Since 10/2011 **Full Professor of Empirical Economics**, University of Potsdam, Germany  
Since 04/2018 **Speaker**, Center for Economic Policy Analysis (CEPA), University of Potsdam, Germany  
Since 05/2019 **Faculty Member**, Berlin School of Economics (BSoE), Germany  
Since 11/2012 **Research Fellow**, German Institute for Economic Research (DIW)/SOEP, Berlin, Germany  
Since 08/2005 **Research Fellow**, Institute for Employment Research (IAB), Nuremberg, Germany  
Since 05/2005 **Research Fellow**, Institute of Labor Economics (IZA), Bonn, Germany

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## Professional Career

10/2011-12/2023 **Program Director**, Program Area: Evaluation of Labor Market Programs, Institute of Labor Economics (IZA), Bonn, Germany  
02/2009-09/2011 **Director of Research**, Institute of Labor Economics (IZA), Bonn, Germany United States  
08/2007-01/2009 **Senior Research Associate**, Institute of Labor Economics (IZA), Bonn, Germany  
05/2007-01/2009 **Deputy Program Director**, Program Area: Evaluation of Labor Market Programs, IZA, Bonn, Germany  
01/2005-07/2007 **Senior Research Associate**, German Institute for Economic Research (DIW), Berlin, Germany  
05/2000-12/2004 **Research Associate**, Institute of Statistics and Econometrics, J.W.Goethe University Frankfurt, Germany

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## Research Visits

04/2023-05/2023 CREST/Paris, France  
02/2019 Department of Economics, University of Sydney, Australia  
04/2015-08/2015 Melbourne Institute of Applied Economic and Social Research, University of Melbourne, Australia  
03/2010-05/2010 Short-term stays: U Miami, UC Santa Cruz, IQSS/Harvard, United States  
04/2003-07/2003 Department of Economics, University College London (UCL), England

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## Education

05/2000-04/2005 **PhD in Economics** (*summa cum laude*), J.W.Goethe University Frankfurt, Germany  
04/2000 **Diplom-Volkswirt** (equiv. M.A. Economics), J.W.Goethe University Frankfurt, Germany  
10/1997-06/1998 **Undergraduate Studies** in Economics, University of Manchester, England  
10/1994-04/2000 **Studies in Economics**, J.W.Goethe University Frankfurt, Germany

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## Research Interests

- 1) Microeconomic Evaluation Methods
- 2) Job Search and Unemployment Dynamics
- 3) Entrepreneurship, Self-Employment, Start-up Subsidies
- 4) Personality Traits, Preferences, and Economic Outcomes
- 5) Applied Microeconometrics

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## Citations and Other Statistics (as of January 2025)

- 1) Social Science Citation Index (Web of Science): over 6,000 citations, h-index 24
- 2) Google Scholar: over 21,000 citations, h-index 53
- 3) RePEc/IDEAS Ranking: Germany (top 1%), Europe (top 1%), Worldwide (top 2%)

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## Ten Most Important Publications

- 202x The Intended and Unintended Effects of Promoting Labor Market Mobility (202x), IZA Discussion Paper No. 15011, *forthcoming in: Review of Economics and Statistics*. [with S.Künn, R.Mahlstedt]
- 2024 Managers' Risk Preferences and Firm Training Investments (2024), *European Economic Review*, 161, 104616. [with D.Cobb-Clark, H.Pfeifer, A.Uhlendorff, C.Wehner]
- 2022 Locus of Control and Investment in Training (2022), *Journal of Human Resources*, 57(4), 1311-1349. [with D.Cobb-Clark, C.Obst, H.Seitz, A.Uhlendorff]
- 2020 Catching up or Lagging Behind? The Long-Term Business Potential of Subsidized Start-Ups out of Unemployment (2020), *Research Policy*, 49(10), 1-14. [with S.Künn, M.Weissenberger]
- 2017 The Return to Labor Market Mobility: An Evaluation of Relocation Assistance for the Unemployed (2017), *Journal of Public Economics*, 148, 136-151. [with R.Mahlstedt, S.Künn]
- 2016 Personality Traits and the Evaluation of Start-Up Subsidies (2016), *European Economic Review*, 86, 87-108. [with S.Künn, M.Weissenberger]
- 2015 Locus of Control and Job Search Strategies (2015), *Review of Economics and Statistics*, 97(1), 88-103. [with D.Cobb-Clark, A.Uhlendorff]
- 2013 Benefit Duration, Unemployment Duration and Job Match Quality: A Regression-Discontinuity Approach (2013), *Journal of Applied Econometrics*, 28(4), 604-627. [with K.Tatsiramos, A.Uhlendorff]
- 2011 Start-Up Subsidies for the Unemployed: Long-Term Evidence and Effect Heterogeneity (2011), *Journal of Public Economics*, 95(3-4), 311-331. [with S.Künn]
- 2008 Some Practical Guidance for the Implementation of Propensity Score Matching (2008), *Journal of Economic Surveys*, 22(1), 31-72. [with S.Kopeinig]
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## Selected Research Projects and Grants (Project Leader)

- 2025-2029 'Human Capital Investments During the Working Life', *German Research Foundation (DFG)*, Bonn, Germany
- 2024-2030 'Evaluation of the Startchancen-Programme', *Federal Ministry of Education and Research (BMBF)*, Bonn, Germany
- 2018-2023 'Start-Up Motivation, Personality, Entrepreneurial Persistence and Entrepreneurial Development', *German Research Foundation (DFG)*, Bonn, Germany
- 2018-2023 'The Interplay between Individuals' Expectations, Active Labour Market Policies, Job Search Behaviour and Labour Market Outcomes', *German Research Foundation (DFG)*, Bonn, Germany
- 2017-2018 'The Effect of the Minimum Wage on the Wage Structure' [with SOEP], *Minimum Wage Commission, BAuA*, Berlin, Germany
- 2017-2018 'The Effect of the Minimum Wage on Employment, Working Hours and Unemployment' [with IZA/SOEP], *Minimum Wage Commission, BAuA*, Berlin, Germany
- 2015-2017 'Evaluating the Minimum Wage Introduction in Germany (EVA-MIN) - Innovative Knowledge Transfer and Evidence-Based Evaluation' [with SOEP/IAB], *Leibniz Competition*, Berlin, Germany
- 2015-2021 'DG Regio - Evaluation Helpdesk', *European Commission, Directorate-General Regional and Urban Policy*, Brussels, Belgium
- 2011-2015 'Expert Evaluation Network on the Performance of Cohesion Policy', *European Commission, Directorate-General Regional and Urban Policy*, Brussels, Belgium
- 2010-2013 'Evaluating Business Coaching for Start-Ups', *Federal Ministry of Economics and Labour, KfW*, Germany
- 2010-2014 'Evaluating the New Start-Up Subsidy for the Unemployed', *Institute for Employment Research (IAB)*, Nuremberg, Germany
- 2009 'Labour Flows, Transitions and Unemployment Duration', *European Commission - EMPL.D.1 - Employment Analysis*, Brussels, Belgium
- 2008-2009 'Job Search Behavior of the Unemployed' [with A. Uhlendorff], *German Research Foundation (DFG)*, Bonn, Germany
- 2008-2009 'Long-Run Effects of Start-Up Subsidies', *Institute for Employment Research (IAB)*, Nuremberg, Germany
- 2004-2006 'Evaluating the Hartz-Reforms: Part 1e - Start-Up Subsidies for the Unemployed', *Federal Ministry of Economics and Labour*, Berlin, Germany
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## Selected Research Projects and Grants (Member of the Research Team)

- 2005-2006 'Work Incentives, Earnings-Related Subsidies, and Employment in Low-Wage Labor Markets - Empirical Analysis and Policy Simulations for Germany', *German Research Foundation (DFG)*, Berlin, Germany
- 2003-2004 'Evaluating the Assisted Job Search Program in Hesse', *Regional Employment Agency Hesse*, Wiesbaden, Germany

2003	'Evaluating the Hartz-Reforms - Concept', <i>Federal Ministry of Economics and Labour</i> , Berlin, Germany
2002	'Contribution to the Third Report on Vocational Education and Training Research', <i>European Centre for the Development of Vocational Training</i> , Thessaloniki, Greece
2001-2005	'Effects of Job Creation and Structural Adjustment Schemes on the Participating Individuals', <i>Institute for Employment Research (IAB)</i> , Nuremberg, Germany
2000-2003	'Effects of Subsidies and Innovation on the Structure of the Labour Demand in Germany', <i>German Research Foundation (DFG)</i> , Bonn, Germany

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## Awards and Scholarships

2021	Best Paper Award for "Design and Effectiveness of Start-Up Subsidies: Evidence from a Policy Reform in Germany" [joint with S.Tübbicke], <i>Economic Analysis and Policy</i> .
2007	Best Paper Award at the RATIO Colloquium for Young Social Scientists: Entrepreneurship, Institutions and Policies, August 24-25, Stockholm, Sweden.
2006	Best Paper/Presentation Award at the 7th international GSOEP User Conference for the paper "Evaluating the German Mini-Job Reform Using a Natural Experiment" (presented by K. Wrohlich), July 3-5, Berlin, Germany.

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## Services to the Profession

### Editorship

Since 2022	Co-Editor, <i>Labour Economics</i>
2020	Guest Editor, <i>Labour Economics</i> , Special Conference Issue Uppsala 2019, Volume 64
2019	Guest Editor, <i>German Economic Review</i> , Special Issue: "The Evaluation of Minimum Wages in Germany", Volume 20(3)
Since 2017	Subject Editor "Program Evaluation", <i>IZA World of Labor</i>
2012-2023	Associate Editor, <i>IZA Journal of Labor Policy</i>
2012-2017	Associate Editor, <i>IZA World of Labor</i>
2012	Guest Editor, <i>Journal of Economic Psychology</i> , Special Issue: "Personality and Entrepreneurship", Volume 33(2)
2006	Guest Editor, <i>Quarterly Journal of Economic Research</i> , Special Issue: "Evaluation of Labour Market Policies", Volume 75(3)

### Advisory Boards/Executive Committees

2015-2021	European Association of Labour Economists (EALE), Member of the Executive Committee
2014-2019	European Society of Population Economics (ESPE), Treasurer
Since 2014	International Data Service Center (IDSC) at IZA, Advisory Board, Bonn
Since 2012	Growth and Labour Markets in Low Income Countries Programme (GLM-LIC), IZA and DFID (United Kingdom Government Department for International Development), Programme Management Group, Bonn/London
2011-2013	European Association of Labour Economists (EALE), Member of the Executive Committee
2009-2017	Irvapp (Research Institute for the Evaluation of Public Policies), Scientific Advisory Board, Trento

### Department and University Service

Since 2024	Associate Dean for Research and Early Career Researchers, Faculty of Economic and Social Sciences, University of Potsdam
Since 2022	Board Member, Berlin School of Economics (BSoE)
Since 2020	Head of Program, MSc Quantitative Methods and Economic Policy (EPQM), University of Potsdam
Since 2018	Center for Economic Policy Analysis (CEPA), Speaker
2014-2018	Internationalization Officer, Faculty of Economic and Social Sciences, University of Potsdam
Since 2013	Head of Examination Board for Economics, University of Potsdam
2012-2018	Member of Faculty Council, Faculty of Economic and Social Sciences, University of Potsdam
Since 2011	Member of 9 Hiring Committees (W3-Methoden der empirischen Sozialforschung, W3-BWL/Marketing, W3-BWL/Führung-Organisation-Personal, W3-Politik und Regieren in Deutschland und Europa, W3-Internationale Wirtschaftspolitik, W2-Open Topic, W3-Economic Policy, W1-Quantitative Economics, W2-BWL/Innovation Management), University of Potsdam

### Conference/Workshop Organization

Since 2012	(Bi-)Annual Potsdam PhD Workshop in Empirical Economics 2023, 2021, 2019, 2017, 2015 (joint with EVA-MIN/SOEP/IAB), 2014, 2013, 2012 (Potsdam)
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2007-2023	Annual IZA Conference on Labor Market Policy Evaluation 2023 (Paris, with CREST), 2022 (virtual, with CREST), 2021 (virtual, with CREST), 2019 (Bonn, with CREST), 2018 (Paris, with CREST/OECD), 2017 (Bonn), 2016 (Bonn, with IFAU), 2015 (Bonn), 2014 (Uppsala, with IFAU), 2013 (London, with IFS), 2012 (Bonn, with IFAU), 2011 (Harvard, with IQSS), 2010 (Uppsala, with IFAU), 2009 (Washington DC), 2008 (Bonn, with IFAU), 2007 (Bonn)
2012	European Association of Labour Economists (EALE), Annual Conference, Bonn, September 20-22
2010-2015	Annual IZA Workshop on Entrepreneurship Research 2015 (Washington DC, with Kauffman Foundation), 2014 (Potsdam), 2013 (San Francisco, with Kauffman Foundation), 2012 (Potsdam), 2011 (Bonn), 2010 (Bonn)
2009-2012	IZA/CEPR European Summer Symposium in Labour Economics (ESSLE) 2012, 2011, 2010, 2009 (Buch/Ammersee)
2009-2012	IZA/SOLE Transatlantic Meeting of Labor Economists (ESSLE) 2012, 2011, 2010, 2009 (Buch/Ammersee)
2009	6th IZA Prize Conference on Frontiers in Labor Economics: The Economics of Well-Being and Happiness, Washington DC, October 23-24
2006	Seminar on "Public Policy Evaluation - Labour Market Reforms in France and Germany", French Embassy, Berlin, April 6

#### Referee for the following Journals

Advances in Econometrics, Advances in Statistical Analysis, Ageing & Society, American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, American Journal of Clinical Nutrition, Annales d'Economie et de Statistique, Applied Economics Letters, Applied Economics Quarterly, Biometrical Journal, Canadian Journal of Economics, China Economic Review, Contemporary Economic Policy, Economic Inquiry, Economic Journal, Economic Modelling, Economic Record, Economics and Human Biology, Economics Bulletin, Economics of Transition, Education Economics, Empirical Economics, Energy Economics, Entrepreneurship Theory and Practice, European Economic Review, European Journal of Political Economy, Evaluation Review, Food Policy, German Economic Review, Handbook of Migration, Industrial and Corporate Change, Industrial & Labor Relations Review, International Economic Review, IMF Economic Review, International Journal of Manpower, International Journal of Social Welfare, International Review of Law and Economics, International Small Business Journal, IZA Journal of European Labor Studies, IZA Journal of Labor & Development, IZA Journal of Labor Policy, Journal for Labour Market Research/Zeitschrift für ArbeitsmarktForschung, Journal of Applied Social Science Studies/Schmollers Jahrbuch, Journal of Applied Statistics, Journal of Business Venturing, Journal of Common Market Studies, Journal of Economic Behavior & Organization, Journal of Economics and Statistics/Jahrbücher für Nationalökonomie und Statistik, Journal of Economic Psychology, Journal of Economic Surveys, Journal of Engineering and Technology Management, Journal of Evolutionary Economics, Journal of Human Capital, Journal of Human Resources, Journal of International Development, Journal of Labor Economics, Journal of Political Economy, Journal of Population Economics, Journal of Public Economics, Journal of Small Business Management, Journal of Social Policy, Journal of the European Economic Association, Journal of the Royal Statistical Society, Kyklos, Labour Economics, LABOUR: Review of Labour Economics and Industrial Relations, Manchester School, Oxford Bulletin of Economics and Statistics, Regional Science and Urban Economics, Regional Studies, Review of Economic Studies, Review of Economics and Statistics, Review of Income and Wealth, Review of Industrial Organization, Scandinavian Journal of Economics, Schmalenbach Business Review, Scottish Journal of Political Economy, Small Business Economics, Social Policy & Administration, Sociological Methods and Research, The Sociological Quarterly.

#### Referee for the following Institutions

German Research Foundation (DFG)  
National Science Foundation (US)  
Fritz-Thyssen-Foundation (Germany)  
Research Foundation - Flanders (FWO)  
Israeli Science Foundation

#### Referee/Scientific Program Committee for the following Conferences

Asian and Australasian Society of Labour Economics (AASLE, Annual Meeting 2017, 2018, 2019, 2020, 2021)  
Counterfactual Methods for Policy Impact Evaluation (COMPIE, 2014, 2016, 2018, 2020, 2022), European Commission  
European Academy of Management (Annual Meeting 2012)  
European Association of Labor Economists (EALE, Annual Meeting 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023)  
European Economic Association (EEA, Annual Meeting 2008, 2009)  
European Society for Population Economics (ESPE, Annual Meeting 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023)  
German Economic Association (VfS, Annual Meeting 2011, 2014, 2016, 2020)

#### Supervision of PhD Students as Primary Supervisor (Academic Placements)

10/2022	Cosima Obst: <i>Essays in Labor Economics</i>
07/2022	Linda Wittbrodt: <i>Evaluating the Minimum Wage in Germany</i>

06/2022	Daniel Graeber (PostDoc DIW Berlin): <i>Socio-Economic Causes and Consequences of Individual Health as well as Public Health Crises</i>
09/2020	Stefan Tübbicke (PostDoc IAB Nuremberg): <i>The Effects of Start-Up Subsidies in Germany</i>
05/2020	Florian Wozny: <i>Three Empirical Essays in Health Economics</i>
05/2018	Amelie Schiprowski (Assistant Prof. U Bonn): <i>Four Empirical Essays on the Economics of Job Search</i>
12/2017	Martin Weißenberger: <i>Start-Up Subsidies for the Unemployed - New Evaluation Approaches and Insights</i>
06/2017	Robert Mahlstedt (Assistant Prof. U Copenhagen): <i>Essays on Job Search Behavior and Labor Market Policies: The Role of Subjective Beliefs, Geographical Mobility and Gender Differences</i>
10/2015	Jens Hogenacker: <i>Essays on the Transition from Unemployment to Employment with a special Emphasis on Start-up Subsidies in Germany</i>
12/2014	Christian Loersch: <i>Business Start-Ups and the Effect of Coaching Programs</i>
05/2014	Ricarda Schmidl: <i>Empirical Essays on Job Search Behavior, Active Labor Market Policies, and Propensity Score Balancing Methods</i>
11/2012	Steffen Künn (Associate Prof. Maastricht U): <i>Unemployment and Active Labor Market Policy: New Evidence on Start-up Subsidies, Marginal Employment and Programs for Youth Unemployed</i>

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## Presentations

### Invited Keynote Lectures

02/2014	Workshop: "New Firms and the Quality of Work - Working Conditions in the New Economy", Institute for Applied Economic Research (IAW), Tübingen
12/2013	Conference: "Perspectives on (Un-)Employment", Institute for Employment Research (IAB), Nuremberg
07/2011	Conference: "New Directions in Welfare II", OECD, Paris

### Invited Policy Presentations (selected)

04/2022	Conference: "Challenges and Innovative Actions for Public Employment Services in a Rapidly Evolving Labour Market", 12th WAPES World Congress, Estonia (virtual)
10/2020	Employment Support Strategies during COVID-19, CEPR/IZA/OECD Webinar
11/2018	Forum on Industrial Innovation Policies and Labor Market Reforms, National Economic Advisory Council (NEAC) of the Republic of Korea and German Council of Economic Experts (GCEE), Wiesbaden
03/2017	KEIS International Conference on Evaluation and Lessons of Labour Market Policies in OECD Countries, Seoul
10/2014	European Evaluation Society, Dublin
02/2013	ALMP Conference, Department of Research, Studies and Statistics for Labor (DARES), Paris
09/2012	Conference: Fiscal Lessons for Sweden from the German Economy, Ministry of Finance, Stockholm
10/2010	Active Labour Market Policies for the EU2020 Strategy, Antwerp
11/2009	Employment in Europe 2009 Conference, DG Employment, Brussels
10/2009	EU High Level Conference on Labour Market Inclusion, Stockholm
04/2007	CSS-Workshop: Impact Evaluation Practice and Prospects, Verduno
03/2007	IZA-Symposium: Reformbilanz der aktiven Arbeitsmarktpolitik, Bonn
10/2005	IAB-Conference: The New Labour Market Policy, Bad Boll
03/2002	CEDEFOP-Conference: Evaluation and Impact of Education and Training, Thessaloniki

### Conference and Seminar Presentations (selected, from 2006 onwards)

2024	<i>planned: University of Cagliari; Maastricht University; University of Passau</i>
2023	New York University Abu Dhabi (NYUAD); Universidad Carlos III de Madrid (U3CM); European Society for Population Economics (ESPE), Belgrade; European Association of Labour Economists (EALE), Prague; Asian & Australian Society of Labour Economics (AASLE), Taipeh
2021	Tinbergen Institute, Amsterdam; European Association of Labour Economists (EALE), Padova/Virtual; IOS-IZA-HSE International Labor Seminar, Virtual
2020	Annual Meeting of the Committee for Population Economics, Basel; European Association of Labour Economists (EALE), Berlin/Virtual
2019	European Society for Population Economics (ESPE), Bath; European Association of Labour Economists (EALE), Uppsala; Verein für Socialpolitik (VfS), Cologne; University of Hamburg
2018	Annual Meeting of the Committee for Econometrics, Schloss Rauischholzhausen; European Society for Population Economics (ESPE), Antwerp; Annual Meeting of the Committee for Social Policy, Paderborn
2017	European Association of Labour Economists (EALE), St.Gallen; European Society for Population Economics (ESPE), Glasgow; University of Trier; University of Mannheim; University of Tokyo; Workshop on Unemployment and Labor Market Policies, University of Barcelona
2016	European Association of Labour Economists (EALE), Ghent; European Society for Population Economics (ESPE), Berlin; Copenhagen Business School; Freie Universität Berlin
2015	Workshop: Entrepreneurial Human Capital and the Crisis, ZEW/IAB, Brussels; University of Sydney; University of New South Wales; Melbourne Institute of Applied Economic and Social Research
2014	Counterfactual Methods for Policy Impact Evaluation (COMPIE), European Commission, Rome; IZA/IFAU Evaluation Conference, Uppsala; WIPCAD Research Seminar, University of Potsdam; European Society for Population Economics (ESPE), Braga; CEPS/INSTEAD, Luxembourg

- 2013 European Association of Labour Economists (EALE), Torino; Melbourne Institute of Applied Economic and Social Research; European Society for Population Economics (ESPE), Aarhus; University of Jena; Universite Catholique de Louvain
- 2012 7th IZA/World Bank Conference: Employment and Development, New Delhi; European Society for Population Economics (ESPE), Hangzhou
- 2011 Free University, Berlin; Society of Labor Economists (SOLE), Vancouver
- 2010 SOLE/EALE World Conference, London; Research Institute for the Evaluation of Public Policies (IRVAPP), Trento; Federal Reserve Bank, New York; Tufts University, Medford; Institute for Quantitative Social Studies, Harvard University; Harris School of Public Policy Studies, University of Chicago; Public Policy Institute of California, San Francisco; University of California Santa Cruz; University of Miami; Georgetown University, Washington DC
- 2009 Universite Catholique de Louvain; IZA Evaluation Conference, Washington DC; European Association of Labour Economists (EALE), Tallin; European Economic Association (EEA), Barcelona; University of Kiel; European Society for Population Economics (ESPE), Seville; Society of Labor Economists (SOLE), Boston; University of Zurich; CRENoS/University of Cagliari; University of Naples "Parthenope"; American Economic Association (AEA), San Francisco
- 2008 IAB Evaluation Workshop, Nuremberg; IWH/IAB Workshop on Labor Market Reforms, Halle; Verein für Socialpolitik (VfS), Graz; European Society for Population Economics (ESPE), London; CRENoS/University of Cagliari
- 2007 IZA-Conference: Frontiers in Labor Economics, Berlin; IZA Evaluation Conference, Bonn; International Conference of the German Association of Political Economy (CAPE), Nuremberg; Verein für Socialpolitik (VfS), Munich; European Association of Labour Economists (EALE), Oslo; Econometric Society European Meeting (ESEM), Budapest; RATIO Colloquium: Entrepreneurship, Institutions and Policies, Stockholm; Evaluation of Active Labour Market Policies, Federal Employment Agency, Nuremberg; Berlin Network of Labour Market Researchers (BeNA), Seminar
- 2006 European Association of Labour Economists (EALE), Prague; Econometric Society European Meeting (ESEM), Vienna; European Economic Association (EEA), Vienna; Seminar on Public Policy Evaluation, French Embassy Berlin

## Prof. Dr. Marco Caliendo - List of Publications

Updated: January 7, 2025

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### A. Refereed Journals

79. The Intended and Unintended Effects of Promoting Labor Market Mobility (202x) [previous title: Mobility Assistance Programmes for Unemployed Workers, Job Search Behaviour and Labour Market Outcomes], IZA Discussion Paper No. 15011, *forthcoming in: Review of Economics and Statistics*. [with S.Künn, R.Mahlstedt]
78. Long-Term Employment Effects of the Minimum Wage in Germany: New Data and Estimators (2025), *Labour Economics*, 92, 102648, 1-14. [with R.Olthaus, N.Pestel]
77. Locus of Control and the Preference for Agency (2024), *European Economic Review*, 165, 104737, 1-24. [with D.Cobb-Clark, J.Silva-Goncalves, A.Uhlendorff]
76. Divergent Thinking and Post-Launch Entrepreneurial Outcomes: Non-Linearities and the Moderating Role of Experience (2024), *Small Business Economics*, 62, 1523-1553. [with D.Rodriguez]
75. Managers' Risk Preferences and Firm Training Investments (2024), *European Economic Review*, 161, 104616, 1-36. [with D.Cobb-Clark, H.Pfeifer, A.Uhlendorff, C.Wehtner]
74. Self-Efficacy and Entrepreneurial Performance of Start-Ups (2023), *Small Business Economics*, 61, 1027-1051. [with A.Kritikos, D.Rodriguez, C.Stier]
73. The Influence of Start-up Motivation on Entrepreneurial Performance (2023), *Small Business Economics*, 61, 869-889. [with A.Kritikos, C.Stier]
72. Side Effects of Labor Market Policies (2023), *Scandinavian Journal of Economics*, 125(2), 339-375. [with R.Mahlstedt, G.van den Berg, J.Vikström]
71. Pandemic Depression: COVID-19 and the Mental Health of the Self-Employed (2023), *Entrepreneurship Theory and Practice*, 47(3), 788-830. [with D.Graeber, A.Kritikos, J.Seebauer]
70. Risk Preferences and Training Investments (2023), *Journal of Economic Behavior and Organization*, 205, 668-686. [with D.Cobb-Clark, C.Obst, A.Uhlendorff]
69. The Short- and Medium-Term Distributional Effects of the German Minimum Wage Reform (2022) [previous title: The Short-Term Distributional Effects of the German Minimum Wage Reform], *Empirical Economics*, 64, 1149-1175. [with A.Fedorets, M.Preuss, C.Schröder, L.Wittbrodt]
68. Did the Minimum Wage Reduce the Gender Wage Gap in Germany? (2022), *Labour Economics*, 78(102228), 1-11. [with L. Wittbrodt]
67. Drinking is Different! Examining the Role of Locus of Control for Alcohol Consumption (2022), *Empirical Economics*, 63, 2785-2815. [with J.Hennecke]
66. Locus of Control and Investment in Training (2022), *Journal of Human Resources*, 57(4), 1311-1349. [with D.Cobb-Clark, C.Obst, H.Seitz, A.Uhlendorff]
65. Personality Characteristics and the Decision to Hire (2022) [previous title: What Makes an Employer?], *Industrial and Corporate Change*, 31, 736-761. [with F.Fossen, A.Kritikos]
64. Do Start-Up Subsidies for the Unemployed affect Participants' Well-Being? A Rigorous Look at (Un-)Intended Consequences of Labor Market Policies (2022), *Evaluation Review*, 46(5), 517-554. [with S.Tübbicke]
63. Design and Effectiveness of Start-Up Subsidies: Evidence from a Policy Reform in Germany (2021), *Economic Analysis and Policy*, 70, 333-340. [with S.Tübbicke]
62. Catching up or Lagging Behind? The Long-Term Business Potential of Subsidized Start-Ups out of Unemployment (2020), *Research Policy*, 49(10), 1-14. [with S.Künn, M.Weißberger]
61. New Evidence on Long-Term Effects of Start-Up Subsidies: Matching Estimates and their Robustness (2020), *Empirical Economics*, 59(4), 1605-1631. [with S.Tübbicke]
60. Entrepreneurial Persistence Beyond Survival: Measurement and Determinants (2020), *Journal of Small Business Management*, 58(3), 617-647. [with M.Göthner, M.Weißberger]
59. The Impact of the Minimum Wage on Working Hours (2020), in *Journal of Economics and Statistics / Jahrbücher für Nationalökonomie und Statistik*, 240(2-3), 233-267. [with P.Burauel, M.Grabka, C.Obst, M.Preuss, C.Schröder]
58. The Impact of the German Minimum Wage on Individual Wages and Monthly Earnings (2020), *Journal of Economics and Statistics / Jahrbücher für Nationalökonomie und Statistik*, 240(2-3), 201-231. [with P.Burauel, M.Grabka, C.Obst, M.Preuss, C.Schröder, C.Shupe]
57. Locus of Control and Internal Migration (2019) [previous title: Job Search, Locus of Control, and Internal Migration], *Regional Science and Urban Economics*, 79, 1-19. [with D.Cobb-Clark, J.Hennecke, A.Uhlendorff]
56. The Causal Effects of the Minimum Wage Introduction in Germany - An Overview (2019), *German Economic Review*, 20(3), 257-292. [with C.Schröder, L.Wittbrodt]
55. The Short-Run Employment Effects of the German Minimum Wage Reform (2018), *Labour Economics*, 53, 46-62. [with A.Fedorets, M.Preuss, C.Schröder, L.Wittbrodt]
54. The Post-Reform Effectiveness of the New German Start-Up Subsidy for the Unemployed (2018), *LABOUR: Review of Labour Economics and Industrial Relations*, 32(3), 293-319. [with L.Bellmann, S.Tübbicke]

53. The Return to Labor Market Mobility: An Evaluation of Relocation Assistance for the Unemployed (2017), *Journal of Public Economics*, 148, 136-151. [with R.Mahlstedt, S.Künn]
52. Unobservable, but Unimportant? The Relevance of Usually Unobserved Variables for the Evaluation of Labor Market Policies (2017), *Labour Economics*, 46, 14-25. [with R.Mahlstedt, O.Mitnik]
51. The Gender Wage Gap and the Role of Reservation Wages: New Evidence for Unemployed Workers (2017), *Journal of Economic Behavior and Organization*, 136, 161-173. [with R.Mahlstedt, W.-S.Lee]
50. Obesity and the Labor Market: A Fresh Look at the Weight Penalty (2016), *Economics and Human Biology*, *Economics and Human Biology*, 23, 209-225. [with M.Gehrsitz]
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12. Fiscal competition and the composition of public spending: Theory and evidence (2007), *Finanzarchiv / Public Finance Analysis*, 63(2), 264-277. [with R.Borck and V.Steiner]
11. Sensitivity Analysis for Average Treatment Effects (2007), *Stata Journal*, 7(1), 71-83. [with S.O.Becker]
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7. Aktive Arbeitsmarktpolitik in Deutschland: Bestandsaufnahme und Bewertung der mikroökonomischen Evaluationsergebnisse (2005), *Journal for Labour Market Research / Zeitschrift für ArbeitsmarktForschung*, 38(2-3), 396-418. [with V.Steiner]
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2. Beschäftigungswirkungen technisch-organisatorischen Wandels: Eine mikroökonomische Analyse mit dem Linked IAB Panel (2002), *Mitteilungen aus der Arbeitsmarkt- und Berufsforschung*, 4/2002, 506-522. [with L.Bellmann, R.Hujer, and D.Radic]
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## B. Refereed Books/Volumes

2. Start-Up Subsidies for the Unemployed: Opportunities and Limitations (2016), *IZA World of Labor*, 200, 1-11.
1. The Employment Effects of Job Creation Schemes in Germany - A Microeconomic Evaluation (2008), in: Millimet, D., Smith, J. and Vytlačil, E. (eds.), *Advances in Econometrics*, Volume 21: Estimating and Evaluating Treatment Effects in Econometrics, 383-430. [with R.Hujer and S.Thomsen]

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## C. Monograph

1. Microeconomic Evaluation of Labour Market Policies (2006), *Lecture Notes in Economics and Mathematical Systems* No. 568, Springer-Verlag, Berlin.

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3. Searching for the Entrepreneurial Personality: New Evidence and Avenues for Further Research (2012), *Journal of Economic Psychology (Special Issue Editorial)*, 33(2), 319-324. [with A.Kritikos]
2. Evaluation aktiver Arbeitsmarktpolitik - Deutschland nach der Hartz-Reform im internationalen Vergleich (2006), *Quarterly Journal of Economic Research / Vierteljahrshefte zur Wirtschaftsforschung*, 75(3), 5-8. [with V. Steiner]
1. Existenzgründungsförderung für Arbeitslose - erste Evaluationsergebnisse für Deutschland (2006), *Quarterly Journal of Economic Research / Vierteljahrshefte zur Wirtschaftsforschung*, 75(3), 32-48. [with H.J.Baumgartner and V.Steiner]

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## E. Non-Refereed Books/Volumes

13. "I Want to, But I also Need to": Start-Ups Resulting from Opportunity and Necessity (2019), in Lehmann, E. and Keilbach, M. (Eds.): *From Industrial Organization to Entrepreneurship: A Tribute to David B. Audretsch*, Springer, New York, 247-265. [with A.S.Kritikos]
12. Besser als erwartet...Befunde zur Wirksamkeit von Existenzgründungsförderung für Arbeitslose (2006), in: Pfannkuche, H. and Lange, J. (Eds.), *Und die Moral von der Geschicht'...? Die Evaluierung der Arbeitsmarktreformen ("Hartz I bis III")*, Loccumer Protokolle 14/06, 167-180. [with A.S.Kritikos and F.Wießner]
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9. Zielgruppenspezifische Evaluation von Arbeitsbeschaffungsmaßnahmen - Gewinner und Verlierer (2006), in: Brinkmann, C., Koch, S., Mendius, H.G. (Eds.), *Wirkungsforschung und Politikberatung - eine Gratwanderung?*, Beiträge zur Arbeitsmarkt- und Berufsforschung (BeitrAB) 300, Nuremberg, 161-185. [with C.Brinkmann, R.Hujer, S.Thomsen]
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6. Estimating the Effects of Wage Subsidies on the Labour Demand in West-Germany Using the IAB Establishment Panel (2004), in: Merz, J., Zwick, M. (Eds.): *MIKAS - Mikroanalysen und amtliche Statistik Vol.1*, Statistisches Bundesamt, Wiesbaden, 249-283. Reprint of *ifo-Studien* 47(2). [with R.Hujer and D. Radic]
5. Makroökonomische Evaluation auf Basis von Regionaldaten (2004), in: Hagen,T., Spermann, A. (Eds.): *Evaluation der Hartz-Gesetze - Methodische Vorüberlegungen*, ZEW Wirtschaftsanalysen, Nomos-Verlag, Baden-Baden, 84-97. [with T.Hagen and R.Hujer]
4. Finanzielle Anreize für Arbeitgeber: Kapital für Arbeit und Lohnkostenzuschüsse (2004), in: Hagen,T., Spermann, A. (Eds.): *Evaluation der Hartz-Gesetze - Methodische Vorüberlegungen*, ZEW Wirtschaftsanalysen, Nomos-Verlag, Baden-Baden, 203-214. [with R.Hujer]
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1. Evaluation of Active Labour Market Policy - Methodological Concepts and Empirical Estimates (2001), in: Becker, I., Ott, N. and Rolf, G. (Eds.): *Soziale Sicherung in einer dynamischen Gesellschaft*, Campus-Verlag, Frankfurt, 583-617. [with R.Hujer]

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## F. Policy Reports / Policy Papers

29. Evaluation der berufsbezogenen Deutschsprachförderung nach §45a AufenthG, Forschungsbericht im Auftrag des Bundesministeriums für Arbeit und Soziales, IZA Research Report No. 142, Bonn. [with A.Baderschneider, H.Bonin, B.Boockmann, A.Fischer, M.Gensicke, K.Hecker, J.Hartmann, I.Isphording, A.Krause-Pilatus]
28. Auswirkungen des gesetzlichen Mindestlohns auf Beschäftigung und Arbeitslosigkeit (Update 2022/23) – Studie im Auftrag der Mindestlohnkommission (2023), Berlin. [with N.Pestel, R.Olthaus]
27. Auswirkungen des gesetzlichen Mindestlohns auf Beschäftigung und Arbeitslosigkeit – Studie im Auftrag der Mindestlohnkommission (2022), Berlin. [with N.Pestel, R.Olthaus]
26. Auswirkungen des gesetzlichen Mindestlohns auf individuelle Beschäftigungsbewegungen und betriebliche Lohnstrukturen in den Jahren 2015 bis 2020 – Studie im Auftrag der Mindestlohnkommission (2022), IZA Research Report No. 133, Bonn. [with I.Isphording, R.Mahlstedt, N.Pestel, C.Zimpelmann]

25. Methoden zur Gewichtung und deren Anwendung im Zahnärzte-Praxis-Panel (2022), Zentralinstitut für die kassenärztliche Versorgung in der Bundesrepublik Deutschland, Zi-Paper 22/2022, Berlin. [with C.Kerber, T.Müller-Walden, C.Obst, M.Leibner]
24. Der Gründungszuschuss für Arbeitslose nach der Reform 2011: Ein Erfolg wie seine Vorgänger (2021), IAB-Kurzbericht 28/2021, Nuremberg. [with S.Tübbicke]
23. Auswirkungen des gesetzlichen Mindestlohns auf Haushaltseinkommen, Konsum- und Sparverhalten – Studie im Auftrag der Mindestlohnkommission (2020), Berlin. [with C.Schröder, K.Göbler, M.Grabka, C.Kolb, C.Shupe, S.Tübbicke, M.Priem]
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20. Study on the Youth Guarantee in light of changes in the world of work, Part 2 – Emerging challenges related to young people's transition into the labour market (2019), Directorate-General for Employment, Social Affairs and Inclusion / European Network of Public Employment Services (PES), Brussels. [with J.Kluve, J.Stöterau, S.Tübbicke, C.Dheret, K.Hadjivassiliou, F.Pastore]
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18. Mindestlohn: Stundenlöhne steigen, aber Monatsentgelte stagnieren (2018), DIW Wochenbericht No. 27/2018, Berlin, 599-608. [with A.Fedorets, C.Schröder]
17. Auswirkungen des gesetzlichen Mindestlohns auf Beschäftigung, Arbeitszeit und Arbeitslosigkeit – Studie im Auftrag der Mindestlohnkommission, IZA Research Report No. 83, Bonn. [with H.Bonin, I.Isphording, A.Krause, A.Lichter, N.Pestel, U.Rinne, C.Obst, M.Preuss, M.Grabka, C.Schröder]
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15. Mindestlohn noch längst nicht für alle - Zur Entlohnung anspruchsberechtigter Erwerbstätiger vor und nach der Mindestlohnreform aus der Perspektive Beschäftigter (2017), DIW Wochenbericht No. 49/2017, Berlin, 1109-1123 (also available in English). [with P.Burauel, A.Fedorets, M.M.Grabka, C.Schröder, J.Schupp, L.Wittbrodt]
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12. Der Gründungszuschuss in Brandenburg: Eine regionale Analyse (2012), IZA Research Report No. 48, Bonn. [with S.Künn, F.Wießner]
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9. Gründungen aus der Arbeitslosigkeit: Nur selten aus der Not geboren und oft erfolgreich (2010), DIW Wochenbericht No. 18/2010, Berlin, 2-7. [with A.Kritikos]
8. Income Support Systems, Labor Market Policies and Labor Supply: The German Experience (2009), IFAU Working Paper No. 2009/26, Uppsala.
7. Ich-AG und Überbrückungsgeld - Erfolgsgeschichte mit zu frühem Ende (2009), IAB Kurzbericht No. 3/2009, Nuremberg. [with S.Künn, F.Wießner]
6. Risikobereitschaft und Unternehmenserfolg (2008), DIW Wochenbericht No. 29/2008, Berlin, 409-411. [with F.Fossen, A.Kritikos]
5. Unterm Strich ein Erfolg (2007), IAB Kurzbericht No. 10/2007, Nuremberg. [with A.S.Kritikos, V.Steiner, F.Wießner]
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2. Existenzgründungsförderung für Arbeitslose - Neue Ergebnisse für Deutschland (2006), DIW Wochenbericht No. 7/2006, Berlin. [with V.Steiner, H.Baumgartner]
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## **G. Work in Progress**

3. The Impact of Strenuous Working Conditions on Labour Market and Health Outcomes (2024), mimeo, Potsdam. [with A.Ahammer, and F.Degenhardt]
2. On the Extent, Sources, and Consequences of Reporting Bias in Survey Wages (2024), mimeo, Potsdam. [with K.Huber, I.Isphording, J.Wegmann]
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## **H. Older Work (that did not make the cut)**

3. Fighting Youth Unemployment: The Effects of Active Labor Market Policies (2011), IZA Discussion Paper No. 6222, Bonn. [with S.Künn, R.Schmidl]
2. Self-Employment Dynamics, State Dependence and Cross-Mobility Patterns (2008), IZA Discussion Paper No. 3990, Bonn. [with A.Uhlendorff]
1. Ten Do it Better, Do They? An Empirical Analysis of an Old Football Myth (2006), Discussion Paper No. 2158, IZA Bonn. [with D.Radic]