

Prof. Dr. Marco Caliendo - Curriculum Vitae

Updated: January 15, 2024

Contact Address

Chair of Empirical Economics
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<https://scholar.google.com>

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 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

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

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

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

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

Citations and Other Statistics (as of January 2024)

- 1) Social Science Citation Index (Web of Science): over 5,300 citations, h-index 24
- 2) Google Scholar: over 19,200 citations, h-index 51
- 3) RePEc/IDEAS Ranking: Germany (top 1%), Europe (top 1%), Worldwide (top 2%)

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.Weißberger]
- 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.Weißberger]
- 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)

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

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.

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 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)
Since 2007	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)

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)

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)

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), Taipei
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

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A. Refereed Journals

77. 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]
76. Divergent Thinking and Post-Launch Entrepreneurial Outcomes: Non-Linearities and the Moderating Role of Experience (202x), IZA Discussion Paper No. 16443, *forthcoming in: Small Business Economics*. [with D.Rodriguez]
75. Managers' Risk Preferences and Firm Training Investments (2024), *European Economic Review*, 161, 104616. [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]
49. Earnings Exemptions for Unemployed Workers: The Relationship between Marginal Employment, Unemployment Duration and Job Quality (2016) [previous title: Marginal Employment, Unemployment Duration and Job Match Quality], *Labour Economics*, 42, 177-193. [with S.Künn, A.Uhlendorff]
48. Personality Traits and the Evaluation of Start-Up Subsidies (2016), *European Economic Review*, 86, 87-108. [with S.Künn, M.Weißberger]
47. Youth Unemployment and Active Labor Market Policies in Europe (2016), *IZA Journal of Labor Policy*, 5(1), 1-30. [with R.Schmidl]
46. Home-Ownership, Unemployed's Job Search Behavior and Post-Unemployment Outcomes (2015), *Economics Letters*, 137, 218-221. [with A.Gielen, R.Mahlstedt]
45. The Effect of Individual Professional Critics on Books' Sales: Capturing Selection Biases from Observable and Unobservable Factors (2015), *Marketing Letters*, 26(4), 423-436. [with M.Clement, E.Shehu]
44. Locus of Control and Job Search Strategies (2015), *Review of Economics and Statistics*, 97(1), 88-103. [with D.Cobb-Clark, A.Uhlendorff]
43. Getting Back into the Labor Market: The Effects of Start-Up Subsidies for Unemployed Women (2015), *Journal of Population Economics*, 28(4), 1005-1043. [with S.Künn]
42. Subsidized Start-Ups out of Unemployment: A Comparison to Regular Business Start-Ups (2015), *Small Business Economics*, 45(1), 165-190. [with J.Hogenacker, S.Künn, F.Wießner]
41. The Gender Gap in Entrepreneurship: Not just a Matter of Personality (2015), *CESifo Economic Studies*, 61(1), 202-238. [with F.Fossen, A.Kritikos, M.Wetter]
40. Regional Effect Heterogeneity of Start-Up Subsidies for the Unemployed (2014), *Regional Studies*, 48(6), 1108-1134. [with S.Künn]
39. Personality Characteristics and the Decision to Become and Stay Self-Employed (2014), *Small Business Economics*, 42(4), 787-814. [with F.Fossen, A.Kritikos]
38. The IZA Evaluation Dataset Survey: A Scientific Use File (2014), *IZA Journal of European Labor Studies*, 3(6), 1-20. [with P.Arní, S.Künn, K.F.Zimmermann]
37. 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]
36. Fat Chance! Obesity and the Transition from Unemployment to Employment, *Economics and Human Biology* (2013), 11(2), 121-133. [with W.-S.Lee]
35. The German Labor Market after the Great Recession: Successful Reforms and Future Challenges (2012), *IZA Journal of European Labor Studies*, 1(3), 1-24. [with J.Hogenacker]
34. The Cost Impact of Spam Filters - Measuring the Effect of Information System Technologies in Organizations (2012), *Information Systems Research*, 23, 1068-1080. [with M.Clement, D.Papies, S.Scheel-Kopeinig]
33. Alte Idee, neues Programm: Der Gründungszuschuss als Nachfolger von Überbrückungsgeld und Ich-AG (2012), *Journal for Labour Market Research / Zeitschrift für ArbeitsmarktForschung*, 45(2), 99-123. [with J.Hogenacker, S.Künn F.Wießner]
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29. Social Networks, Job Search Methods and Reservation Wages: Evidence for Germany (2011), *International Journal of Manpower*, 32(7), 796-824. [with R.Schmidl, A.Uhlendorff]
28. The IZA Evaluation Dataset: Towards Evidence-based Labour Policy-Making (2011), *International Journal of Manpower*, 32(7), 731-752. [with A.Falk, L.Kaiser, H.Schneider, A.Uhlendorff, G.J.van den Berg, K.F.Zimmermann]
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26. The Impact of Risk Attitudes on Entrepreneurial Survival (2010), *Journal of Economic Behavior and Organization*, 76(1), 45-63. [with F.Fossen, A.S.Kritikos]
25. Evaluating the German 'Mini-Job' Reform Using a Natural Experiment (2010), *Applied Economics*, 42(19), 2475-2489. [with K.Wrohlich]
24. Start-Ups by the Unemployed: Characteristics, Survival and Direct Employment Effects (2010), *Small Business Economics*, 35(1), 71-92. [with A.S.Kritikos]
23. 'Making Work Pay' in a Rationed Labour Market (2010), *Journal of Population Economics*, 23(1), 323-351. [with O.Bargain, P.Haan, K.Orsini]

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19. The Effect of Active Labor Market Programs on Not-Yet Treated Unemployed Individuals (2009), *Journal of the European Economic Association P&P*, 7(2-3), 606-616. [with G.J.van den Berg, A.Bergemann]
18. Die reformierte Gründungsförderung für Arbeitslose - Chancen und Risiken (2009), *Perspektiven der Wirtschaftspolitik*, 10(2), 189-213. [with A.S.Kritikos]
17. Risk Attitudes of Nascent Entrepreneurs - New Evidence from an Experimentally-Validated Survey (2009), *Small Business Economics*, 32(2), 153-167. [with F.Fossen, A.S.Kritikos]
16. Turning Unemployment Into Self-Employment: Effectiveness of Two Start-Up Programmes (2008), *Oxford Bulletin of Economics and Statistics*, 70(3), 347-373. [with H.J.Baumgartner]
15. Is Entrepreneurial Success Predictable? An Ex-Ante Analysis of the Character-Based Approach (2008), *Kyklos*, 61(2), 189-214. [with A.S.Kritikos]
14. Identifying Effect Heterogeneity to Improve the Efficiency of Job Creation Schemes in Germany (2008), *Applied Economics*, 40(9), 1101-1122. [with R.Hujer and S.Thomsen]
13. Some Practical Guidance for the Implementation of Propensity Score Matching (2008), *Journal of Economic Surveys*, 22(1), 31-72. [with S.Kopeinig]
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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4. Verbleibsquote ein Controlling-Indikator für den Eingliederungserfolg von ABM!? (2004), *Zeitschrift für Evaluation*, 1/2004, 51-69. [with E.Jahn]
3. Lohnsubventionen in Deutschland - Wie sieht eine optimale Evaluierungsstrategie aus? (2003), *Quarterly Journal of Economic Research*, 72(1), 109-123. [with R.Hujer]
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]
1. Estimating the Effects of Wage Subsidies on the Labour Demand in West Germany Using the IAB Establishment Panel (2001), *ifo Studien*, 47(2), 163-199. [with R.Hujer and D.Radic]

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]

C. Monograph

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

D. Non-Refereed Journals

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]

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]
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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]
8. Mikroökonomische Evaluation des Integrationserfolges (2005), in: Schaade, P. (Ed.): *Evaluation des hessischen Modells der Stellenmarkt-offensive*, Beiträge zur Arbeitsmarkt- und Berufsforschung (BeitrAB) 291, Nuremberg, 53-94. [with R.Hujer and S.Thomsen]
7. Methods and Limitations of Evaluation and Impact Research (2004), in: Descy, P., Tessaring, M. (Eds.): *The Foundations of Evaluation and Impact Research (CEDEFOP Reference Series 58)*, Office for Official Publications of the European Communities, Luxembourg, 131-190. [with R.Hujer and D.Radic]
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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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F. Policy Reports / Policy Papers

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]

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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]
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13. Evaluation der Programme "Gründercoaching Deutschland" und "Gründercoaching Deutschland - Gründungen aus der Arbeitslosigkeit" (2014), IZA Research Report No. 61, Bonn. [with S.Künn, A.S.Kritikos, C.Loersch, H.Schröder, H.Schütz]
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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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3. Kapitel IV - Mikroökonomische Analysen (2007), in: Forschungsverbund IAB, DIW, SINUS, GfA, ifas: Evaluation der Maßnahmen zur Umsetzung der Vorschläge der Hartz-Kommission, Arbeitspaket 1: Wirksamkeit der Instrumente, Modul 1e: Existenzgründungen, BMWa, Berlin, Juni 2006, 199-255. [with V.Steiner, H.Baumgartner]
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G. Work in Progress

4. On the Extent, Sources, and Consequences of Reporting Bias in Survey Wages (2024), mimeo, Potsdam. [with K.Huber, I.Isphording, J.Wegmann]

3. The Accuracy of Job Seekers' Wage Expectations (2023), Working Paper, arXiv:2309.14044 [econ.GN]. [with R.Mahlstedt, A.Schmeisser, S.Wagner]
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 1. Locus of Control and the Preference for Agency (2023), IZA Discussion Paper No. 16061, Bonn, *revise and resubmit: European Economic Review*. [with D.Cobb-Clark, J.Silva-Goncalves, A.Uhlendorff]
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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.Schmid]
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]