

A Service of

ZBW

Leibniz-Informationszentrum Wirtschaft Leibniz Information Centre for Economics

Haucap, Justus; Heimeshoff, Ulrich

Working Paper The happiness of economists: Estimating the causal effect of studying economics on subjective well-being

DICE Discussion Paper, No. 157

Provided in Cooperation with: Düsseldorf Institute for Competition Economics (DICE), Heinrich Heine University Düsseldorf

Suggested Citation: Haucap, Justus; Heimeshoff, Ulrich (2014) : The happiness of economists: Estimating the causal effect of studying economics on subjective well-being, DICE Discussion Paper, No. 157, ISBN 978-3-86304-156-4, Heinrich Heine University Düsseldorf, Düsseldorf Institute for Competition Economics (DICE), Düsseldorf

This Version is available at: https://hdl.handle.net/10419/100092

Standard-Nutzungsbedingungen:

Die Dokumente auf EconStor dürfen zu eigenen wissenschaftlichen Zwecken und zum Privatgebrauch gespeichert und kopiert werden.

Sie dürfen die Dokumente nicht für öffentliche oder kommerzielle Zwecke vervielfältigen, öffentlich ausstellen, öffentlich zugänglich machen, vertreiben oder anderweitig nutzen.

Sofern die Verfasser die Dokumente unter Open-Content-Lizenzen (insbesondere CC-Lizenzen) zur Verfügung gestellt haben sollten, gelten abweichend von diesen Nutzungsbedingungen die in der dort genannten Lizenz gewährten Nutzungsrechte.

Terms of use:

Documents in EconStor may be saved and copied for your personal and scholarly purposes.

You are not to copy documents for public or commercial purposes, to exhibit the documents publicly, to make them publicly available on the internet, or to distribute or otherwise use the documents in public.

If the documents have been made available under an Open Content Licence (especially Creative Commons Licences), you may exercise further usage rights as specified in the indicated licence.



WWW.ECONSTOR.EU

Düsseldorf Institute for Competition Economics

DISCUSSION PAPER

No 157

The Happiness of Economists: Estimating the Causal Effect of Studying Economics on Subjective Well-Being

Justus Haucap, Ulrich Heimeshoff

August 2014



d|u|p düsseldorf university press

IMPRINT

DICE DISCUSSION PAPER

Published by

düsseldorf university press (dup) on behalf of Heinrich-Heine-Universität Düsseldorf, Faculty of Economics, Düsseldorf Institute for Competition Economics (DICE), Universitätsstraße 1, 40225 Düsseldorf, Germany www.dice.hhu.de

Editor:

Prof. Dr. Hans-Theo Normann Düsseldorf Institute for Competition Economics (DICE) Phone: +49(0) 211-81-15125, e-mail: <u>normann@dice.hhu.de</u>

DICE DISCUSSION PAPER

All rights reserved. Düsseldorf, Germany, 2014

ISSN 2190-9938 (online) - ISBN 978-3-86304-156-4

The working papers published in the Series constitute work in progress circulated to stimulate discussion and critical comments. Views expressed represent exclusively the authors' own opinions and do not necessarily reflect those of the editor.

The Happiness of Economists: Estimating the Causal Effect of Studying Economics on Subjective Well-Being^{*}

Justus Haucap and Ulrich Heimeshoff[†] DICE, Heinrich-Heine-University of Düsseldorf

August 2014

(forthcoming in: International Review of Economics Education)

Abstract

This is the first paper that studies the causal effect of studying economics on subjective well being. Based on a survey among 918 students of economics and other social sciences, we estimate the effects of studying in the different fields on individual life satisfaction. Controling for personal characteristics we apply innovative instrumental variable methods developed in labor and conflict economics. We find a positive relationship between the study of economics and individual well-being. Additionally, we also find that income and future job chances are the most important drivers of happiness for participants of our survey.

JEL-Classification: A11, A13, I21, I31.

Keywords: Happiness, Life Satisfaction, Economists, Students, Economics Education.

^{*}We thank Sheetal Chand, Mathias Erlei, participants at the European Public Choice Conference 2008 at Jena and two anonymous referees for their most helpful comments. We also thank Anja Brieger and Thomas Vormann for their support in collecting the data and Johannes Fischer for his careful review of the manuscript.

[†]Duesseldorf Institute for Competition Economics (DICE), Universitätsstr. 1, 40225 Duesseldorf, Germany, Emails: haucap@dice.hhu.de, heimeshoff@dice.hhu.de, Fax: +49-211-81-15499.

1 Introduction

Probably one of the more exciting changes in economic science, at least in in recent times, has been the (re-)introduction of the notion of happiness into economics. While traditionally (neoclassical) economists have almost exclusively focused on wealth, consumption or other monetary aggregates to measure individuals' well-being, more and more economists now adopt the subjective notion of self-reported well-being to analyze how economic factors such as income, wealth, and employment as well as non-economic factors such as personality traits and socio-demographic factors affect individuals' self-reported life satisfaction or, to be plain, their utility. And even though Easterlin (1974) already examined correlations between economic growth and individual self-reported life satisfaction, it took more than 20 years of incubation time for the idea to take off. By now, there is a large and rapidly growing literature on the so-called economics of happiness that analyzes how various factors affect individual happiness (see, e.g., Frey and Stutzer, 2002; Easterlin, 2002; Bruni and Porta, 2005, 2007; Frey, 2008; Graham, 2010, 2011). In virtually all of this literature, self-reported life satisfaction is interpreted as one's happiness so that the terms "happiness" and "life satisfaction" are typically used interchangeably (see, e.g., Frey and Stutzer, 2002; Bruni and Porta, 2005, 2007; Frey, 2008; Graham, 2010, 2011). Even though many people would probably agree that happiness may (at least sometimes) not be the same as self-reported life satisfaction, we will stick to the by-now established linguistic standard among happiness researchers to infer individuals' happiness from their self-reported life satisfaction.¹

Without going into the details of the burgeoning literature on the economics of happiness (see, e.g., Graham, 2010, 2011), we find it rather surprising that, to the best of our knowledge, nobody has studied yet the happiness of economists. This is even more surprising once we consider that it can be regarded as a well established wisdom by now that economists are different from other individuals in many aspects such as their opinions, their value systems and also their behaviour in many situations (see, e.g., Kirchgässner, 2005). In fact, there is an extensive body of literature demonstrating that economists are different from other individuals in a variety of ways. Starting with Stigler's (1959) claim that studying economics makes people more conservative, the by now famous study of Marwell and Ames (1981) has shown that in their public goods experiment ground economics students tended to free-ride more often than any other group of students. Similar results, namely that economists act more selfish or "rational" than other students, have been obtained in other experiments. Carter and Irons (1991) have shown that economics students offer less in ultimatum games, while

¹This established practice may be justified if self-reported life satisfaction and individual happiness are strongly correlated and one does not focus on particular individuals, but on average or typical effects.

Frank, Gilovich and Regan (1993, 1996) have found that economics students are less likely to cooperate in prisoners' dilemma games. Economists have also be shown to be more likely to defect in a solidarity game (Selten and Ockenfels, 1998), they are more likely to accept bribes (Frank and Schulze, 2000) and are more prone to tell lies (Lundquist et al., 2009). Apart from these laboratory experiments, Frey and Meier (2003) have also found that students of business economics contribute less to a charitable university fund in Zurich - a finding which has largely been replicated by Bauman and Rose (2011) for the University of Washington. Hence, the overwhelming majority of research on the behavior of economists or economics students shows that they act more selfish or more "rational" than other groups.

Apart from these laboratory and field experiments which show that economists behave differently than other people, there is also some research on economists' views and values. This research typically uses surveys to elicit economists and other individuals' views of the world. For example, Frey (1986) and Frey, Pommerehne, and Gygi (1993) have shown that economists tend to favor the price system as an allocation mechanism while many other indviduals find it unfair. More recently, Haferkamp et al. (2009) have shown that economists have rather different views about what constitutes desirable labour market policies from other people, while Jacob, Christandl and Fetchenhauer (2011) have found similar value discrepancies between economists and others regarding trade and migration policies. More generally, Gandal et al. (2006) have found that economists hold different values from other individuals. More precisely, they find in their survey that "students of economics attribute more importance to power, achievement and hedonism values and less importance to universalism values than students from other fields."

In summary, there is a broad consensus and little disagreement that economists behave differently (i.e. more selfishly) and that the also hold different views and values than other people. Hence, the main question in this line of research is not so much whether economists are really different at all, but whether these differences are rather due to nature or to nurture (see, e.g., Carter and Irons, 1991; Frey and Meier, 2003; Haucap and Just, 2010; Bauman and Rose, 2011). Are economist already different when they start to study economics ("nature") or do they only become different over the course of their economics studies ("nurture"). A typical research approach is to compare differences in behavior, views and values between (i) new students before they have been exposed to economics and (ii) more advanced economics students and compare these differences to students of other subjects as they advance through their studies (differences-in-differences), ccontrolling for other socio-economic factors such as the students background, income, etc. The findings of these studies are generally mixed with some papers (such as Frey and Meier, 2003, 2004) supporting the nature hypothesis (i.e., differences are due to selection effects) and others (such as Scott and Rothman, 1975; Bauman and Rose, 2011) supporting the nurture hypothesis (i.e., differences are due to learning/indoctrination) while others again find both effects at work (e.g., Haucap and Just, 2010). Obviously the consequences for how to teach economics should be quite different. As Bauman and Rose (2011) conclude, to the extent that differences between economists and other people are "the result of nurture rather than nature, training students in ways that make them more self-interested makes them worse off." Similarly, Konow (2014) calls for a change in teaching economics, arguing that the ultimate goal should be "the establishment of pedagogical methods that motivate economists and economics students to act in accordance with shared moral standards in their personal and professional capacities." Interestingly, Konow and Early (2008) have found that selfish behavior (in a dictator game which they conducted) was also associated with lower psychological well-being and less overall happiness than selfless behavior. Given that studying economics appears to make students behave more selfishly, but that selfish behavior also appears to be associated with lower satisfaction and less happiness, one may be inclined to conclude that studying economics may make people less happy, potentially giving thereby a second reason why the way economics is taught should be changed. In this paper, we wish to tackle this question and ask whether studying economics impacts on students' happiness or life satisfaction. Hence, this paper basically combines the two streams of research described above and asks whether economics students are happier or less happy than other students. As we control for the endogeneity of study subject choice, our paper is a first attempt to answer the question whether studying economics is a good thing not from a societal perspective, but from an individual happiness perspective, or put differently, whether the study of economics affects individual happiness in any way?

The remainder of this paper is now organized as follows: Section 2 explains our empirical analysis, which is based on a survey conducted at the Ruhr-University of Bochum during the summer of 2005.² The third section discusses the results before section 4 summarizes our findings and concludes.

2 Empirical Analysis

2.1 Survey and Variables

During the 2005 summer term a survey among 918 students of economics (Wirtschaftswissenschaft) and other social sciences (Sozialwissenschaften) was carried out at the Ruhr-University of Bochum in Germany. The survey was conducted during the first week of the mandatory lecture "Introduction to Microeconomics". In the first week of class virtually all students attend the courses to obtain essential information on the course syllabus,

²Most happiness research in economics is based on large scale surveys in which individuals are asked how happy (or satisfied) they are with their lives.

reading materials, textbook, group exercise schedules, exam format, etc., which is typically provided in the first lecture. Furthermore, as the survey was conducted in the first week of class, students' statements cannot really be influenced by any positive or negative appreciation of the course.

The Ruhr-University of Bochum is a typical public university in Germany, it does not differ in any obvious way from other public universities in Germany. Also note that almost the entire university system in Germany is public and the variation in student characteristics or teaching quality is far smaller than in countries such the U.S. or the UK. There are also few private universities in Germany, but they do not play an important role in the German higher education system: About 95 percent of all students attend public universities. Also note that there are no elite universities such as Harvard, MIT, or Oxford in Germany, where students might differ significantly from students at other institutions. Hence, we would expect no significantly different results if the survey had been carried out at another university in Germany. Another important feature of our survey is the homogeneity of students' cultural background. The majority of students study close to their homes and many commute to the university from home on a daily basis. Hence, the students' regional background is rather similar. As a result, the risk of biases due to unobserved characteristics describing the cultural background of our students is rather low.

The number of economics students is much larger than the number of students of other social sciences in our sample. This is due to the fact, that the different departments' capacities are determined by the university's administration and the state ministry of education and science. However, students from economics and from other social sciences face very similar study conditions, as they study in large cohorts and have similarly sized lecture groups. They also face a very comparable ratio of students per teacher which differentiates them from most other disciplines such as natural sciences, engineering, or most humanities.

The main focus of the survey was on students' study behavior and attitudes, but students were also asked to report their life satisfaction in general (happiness). As already mentioned above, life satisfaction and happiness are not necessarily the same, but most empirical studies use the two term interchangeably. Hence, we do not deviate from this established convention, but follow the literature to connect our study to earlier empirical happiness studies. Apart from self-reported life satisfaction, the survey also contained questions on the following issues:

- 1. Socio-economic background (age, sex, siblings, income, religion, political attitudes),
- 2. future career perspectives, and
- 3. study specific questions (study behavior and attitudes).

Table 1 provides some descriptive statistics for the variables that we use in our regression analysis.³

variable	obs	mean	std dev.	\min	\max
SATISFACTION	911	6.38	2.15	0	10
HAPPY	918	0.60	0.49	0	1
AGE	910	23.47	3.02	18	48
MALE	913	0.55	0.50	0	1
FAIRNESS	896	5.78	2.26	0	10
CATHOLIC	897	0.38	0.49	0	1
PROTESTANT	897	0.26	0.44	0	1
HIGH INCOME	918	0.12	0.33	0	1
ECON	918	0.70	0.46	0	1
SOSCI	918	0.31	0.46	0	1
POLITICSLEFT	918	0.22	0.42	0	1
POLITICSMIDDLE	918	0.60	0.49	0	1
POLITICSRIGHT	918	0.17	0.38	0	1
JOBEXPECT	918	0.37	0.48	0	1
CAREERFOCUS	918	0.83	0.38	0	1
LIVING ALONE	918	0.21	0.41	0	1
WORK ALONE	918	0.57	0.50	0	1
USE FORUM	918	0.096	0.30	0	1
GIVE NOTES	918	0.37	0.48	0	1

 Table 1: Descriptive Statistics

The first variable in Table 1, SATISFACTION, is our measure of selfreported life satisfaction. Students wer asked to rate their overall satisfaction with their life, following the literature, on a 0 to 10 scale. HAPPY is now set to one if students rate their general life satisfaction to be at least 7. This is a common procedure in most happiness surveys (see, e.g., Frey and Stutzer, 2002), so that we stuck to established standards here. However, HAPPY is also used to estimate bivariate probit models as a robustness check. AGE reports the participants' age in years, where 90% of the students are between 18 and 28 years old. MALE is set to one for male students. FAIRNESS is based on a measure of students' appraisement of their fellow students' attitude towards cooperation from unfair (1) to fair (10). Again, the variable takes the value 1 if a student's score exceeds 7, otherwise CATHOLIC and PROTESTANT are dummy variables taking the value 1 if a student is of

³A brief description of the variables can be found in Table A1 in the Appendix.

catholic or protestant religion, respectively. HIGH INCOME is a dummy variable which is set to 1 if students self-report their income status as "very good" or "good". ECON and SOSCI are dummy variables for the relevant fields of study.

It should be noted that at the Ruhr-University of Bochum students cannot choose between economics and business administration, as the two fields have been combined into one joint programme and corresponding degree ("Diplom Ökonom"). Furthermore, we followed other studies such as, e.g., Frey, Pommerehen and Gygi (1993) an asked students for their political attutudes and their expectations about future professional careers. Our variable POLITICS is a measure of the participant's political position from left (1) to right (10). From this variable we derive three dummy variable POLITICSLEFT (if self reported political attitude score is between 0 and 3, POLITICSMIDDLE for 4 to 7, and POLITICSRIGHT for 8 to 10. These dummy variables allow us to control for different political attitudes of economics and scocial sciences students (also see Frey, Pommerehne and Gygi, 1993). JOBEXPECT measures how the surveyed students themselves perceive their chances of landing a good job after graduation. Possible answers range from "very good" to "very bad" on a five point scale. If students expect that there chances of being offered a good job are either "good" or "very good" JOBEXPECT ist set to 1. CAREERFOCUS is a measure of how important students rate their future career success. It is set to 1 if students consider their professional career as "very important" and "important" and to 0 otherwise. LIVING ALONE is a dummy variable indicating whether a survey participant lives alone or not.

The final set of question relates to students' cooperative behavior. WORK ALONE is a dummy variable taking the value 1 if students prefer to learn alone rather than in groups and 0 otherwise. USE FORUM is also a dummy variable taking the value 1 if students frequently use special Internet plattforms to chat and discuss with fellow students about learning, exams, and general aspects of their studies. Additionally, we have asked students whether they have given lecture notes from classes or exercises to their fellow students in the past, e.g. if these had missed class. This is also contained in a dummy variable (GIVE NOTES: 1: yes, 0: no).

2.2 Some Descriptive Results

Let us first present some descriptive results on our students' life satisfaction for Economics and Social Sciences, as plotted in the following histograms, and Table 1.



Figure 1: Histogram of Life Satisfaction for Economics Students and Students of other Social Sciences

A large share of survey participants is "happy" following the standard definition used in large parts of the happiness literature, i.e., the students' self-reported life satisfaction is at least rates as 7. Following this definition, 60% of the students are happy or have a reasonably high level of life satisfaction (7-10). Splitting our sample into two different subgroups according to fields of study, there may not appear to be major differences at first glance. Table 2 shows the share of students, who report themselves as "happy", which means the variable happy equals unity.

Table 2: Students' Happiness

HAPPY	ECON	SOSCI	TOTAL
0	245	120	365
1	393	160	553
Share of 1	0.62	0.57	0.60

As can bee seen the relative number of students who consider themselves as relatively happy differs between economics (62 %) and social sciences (57 %) students, which can also be seen from the broader peak of the histogram of the self reported happiness of economics students. The share of happy economics students is five percentage points higher than the share of social sciences students. Now let us try to shed some light on the sources of this difference: Are there, apart from their subject of study, observable differences between students (such as income, age, etc.) that makes them more or less happy, or is it the course of their study (or some unobservable characteristic that is highly correlated with the subject of study)? The following analysis tries to provide an answer to this question, at least partially.

2.3 Econometric Strategy

2.3.1 Model Choice

In order to estimate determinants of individual well-being one has to formalize subjective well-being. One possibility is the following function of subjective well-being which is regularly used in empirical studies (see, e.g., Blanchflower and Oswald, 2004) and takes the following form:

$$W = H\left[U\left(Y,t\right)\right] + \varepsilon.$$

Compared to well known utility functions⁴ the suggested function of selfreported well-being has several characteristics. W denotes the level of wellbeing reported by the participant. It depends on a cardinal scale from 0 to 10, where 0 stands for "extremely unhappy" and 10 is equivalent to "extremely happy". U represents the individual's utility or well-being and is only observable by the individual. The variable Y is an indicator for a set of variables determining subjective well-being, whereas t indicates time. The function H [.] rises in steps as U increases. Furthermore, the error term ε captures hidden factors that affect the relationship between actual and reported wellbeing, because of the inability of participants to accurately estimate their well-being (Layard, 2007). In our empirical specification we only work with the reported level of well-being, controlling for the most important factors.

⁴See, e.g., Rubinstein (2006) for a discussion of standard properties of utility functions.

The main methodological problem in our study is the fact that we cannot treat studying social sciences and economics as independent from individual happiness. SATISFACTION, as our dependent variable, has ranges from 0 to 10. Estimating the effects of study choice on such a multinomial discrete variable would require ordered probit models. However, estimating instrumental variable models for ordered discrete outcomes, which would be necessary due to the endogeneity of the field of study, is by no means trivial and by far not standard in econometrics yet. Luckily though, it is also not necessary in our case. As Angrist (1991, 2001) has shown, it is sufficient to estimate instrumental variable regressions for discrete choice models using standard two stage least squares methods (2SLS) assuming a linear probability model as an appropriate choice. Angrist (1999, 2001) has also shown that these models estimate the so-called average treatment effect very well. Based on these considerations, we use 2SLS estimations as our basic regressions. We also estimate regressions with 2SLS using HAPPY as our dependent variable to show that our results still hold. Additionally, we include bivariate probit regressions as a different method of identification in the Appendix. These regressions show that the results reman qualitatively unchanged (see Wooldridge, 2010: 595-596).⁵

Instrumenting students' choice of study subject is not trivial. As discussed above, many empirical studies on the cooperative behavior of economists show that there are significant differences between economists' cooperative behavior and the cooperative behavior of other students. Our instrumental variables provide a good reflection of the participants' own cooperative behavior and the behavior of their fellow students. As a result, these instruments are promising variables to solve endogeneity problems. As one instrument for this choice we use students' attitudes towards their fellow students, incorporated in the GIVENOTES variable (i.e., whether students have passed on lecture notes to fellow students). Furthermore, we use WORK ALONE as an instrument, because it also measures students' cooperative behavior. Using individuals' personal attitudes as instrumental variables is not an ad hoc decision, but based on substantive research in labor and conflict economics where personal decisions (e.g., "committing a terrorist attack") regularly cause endogeneity problems.⁶

Furthermore, we use CAREERFOCUS and MALE as instrumental variables for our 2SLS regressions. Economics students tend to be more career focussed than fellow social sciences students. Furthermore, there are more male than female students and we also use MALE as an instrumental variable. Additionally, we use AGE as an instrument, as there tend to be some age differences between economics students and students of other social sciences, as

⁵See also Evans and Schwab (1995) and Altonji et al. (2005) for applications of bivariate probit models when facing discrete endogenous explanatory variables in discrete choice regressions.

⁶See Krueger (2007, chapter 2) for a detailed discussion of adequate instrumental variables under comparable circumstances.

economics students more often have some previous job experience within the German dual education system than students of other social sciences. However, the share of rather "old" economics students is smaller than the share of older students of other subjects, as economics is typically not the study of choice for so-called "senior students" who decide to attend university after retirement. In addition, we have checked that our instruments do not have direct effects on life staisfaction in order to ensure exogeneity. As a robustness check for our identification strategy, we repeat the estimations using HAPPY as the dependent variable using also 2SLS, which yield comparable results. Furthermore, we estimate a bivariate probit model with separate equations for HAPPY and ECON or SOSCI representiation, applying joint maximization techniques for the likelihood functions. Within the ECON and SOSCI equations we add the variables used as instruments in the linear models to include identifying restrictions into our model (see Wooldridge, 2010: 895-896). The results for the linear model using HAPPY as dependent variable as well as for the bivarite probit models can be found in the Appendix. The results are very much in line with the results presented in the text.

2.4 Estimation Results

Before we report our main results, let us briefly discuss the validity of our instruments. We report the F-test values for the instruments in the first stages of our regressions, which all exceed ten underlining the relevance of our instruments. This conclusion can also be obtained from the first stages of the regressions reported in table 3. The Sargan-tests of exogeneity also show that our instruments are exogenous and meet the second important condition for instrumental variables. The null hypothesis of exogeneity cannot be rejected in all cases. Furthermore, the variables excluded from the HAPPY equation in the bivariate probit models, which are our instruments in the remaining regressions, are generally statistically significant und underline the results of the 2SLS regressions. The 2SLS regressions and the bivariate probit models also confirm the results of our 2SLS regressions using SATISFACTION as dependent variable, which we discuss in the following sections.

In the following regressions we estimate the effects of economics and soscial science as fields of study on subjective well-being. The dependent variable SATISFACTION varies between 0 and 10, as is common practice in this literature. We control for further socio-economic aspects such as income, religion, expectations about the future, and behavior as a student. There is a growing literature on the effects of religion or religiosity on life satisfaction. Generally, the finding is that religious people are on average happier than atheists (see Deaton and Stone, 2013).⁷ Our results for the second stage of the instrumental variable estimations are reported in the following table, the first stage regressions are given in Tables A2 and A3 in the Appendix. We

⁷See Campanante and Yanagizawa-Drott (2013) who show that longer Ramadan fasting has positive effects on life satisfaction.

report results for regressions with ECON and SOSCI as alternative reference categories. One should note that our regressions explaining happiness do not control for age. We are aware of the finding in the literature that age can have significant impact on personal life satisfaction (see Frey and Stutzer, 2002: 61-62). However, this effect is usually given only for people older than our survey participants (i.e., typically aged 40 and older). The participants in our survey, however, are students and, therefore, all within a relatibely small range of (young) age. Hence, we do not expect effects of age on life satisfaction.

Method	2SLS	2SLS
dependent variable	SATISFACTION	SATISFACTION
ECON	1.271***	-
	(0.416)	-
SOSCI	-	-1.271***
	-	(0.416)
CATHOLIC	0.381^{**}	0.381**
	(0.171)	(0.171)
PROTESTANT	0.404**	0.404**
	(0.183)	(0.183)
FAIRNESS	0.180***	0.180***
	(0.034)	(0.034)
HIGH INCOME	0.838***	0.838***
	(0.224)	(0.224)
JOBEXPECT	0.555^{***}	0.555^{***}
	(0.150)	(0.150)
USE FORUM	-0.582**	-0.582**
	(0.242)	(0.242)
CONSTANT	3.957^{***}	5.228***
	(0.379)	(0.262)
R^2	0.05	0.05
Obs.	869	869
F-Test 1. Stage	16.89(0.00)	16.89(0.00)
χ^2 -Test Overidentification	2.93(0.94)	2.93(0.94)

 Table 3: Estimation Results IV-Regressions

Heteroscedasticity consistent standard errors in parenthesis. *,**,*** indicate 10%, 5% and 1% significance levels.

Obviously, there is a statistically positive relationship between being an ECON student and self-reported happiness, whereas students of other social

sciences (SOSCI) seem to be less happy. In fact, being a SOSCI student has significant negative effects on self-reported life satisfaction. Additionally and in line with neoclassical economics, we find that income is the main driver of individual happiness, as we estimate a statistically highly significant positive effect from high income on happiness. It should be noted again that our survey participants are students so that we compare rather low income levels. For these income levels we find a positive effect on happiness. Note though that absolute income is not necessarily the main driver of personal life satisfaction, but relative income appears to be even more important. This is confirmed by our regressions, which compare students reporting their financial situation as good to students who do not (see Clark, Frijters, and Shields, 2008, for an analysis of relative income and happiness). This finding is in line with other studies of happiness. Frijters, Haisken-DeNew and Shields (2004) show that money matters for life satisfaction in Germany as well. Furthermore, religion plays an important role for life satisfaction. CATHOLIC and **PROTESTANT** students are statistically significant happier than students reporting other religions in our sample.

A comparable finding is the strong relationship between student expectations regarding future job opportunities (JOBEXPECT) and happiness. Using Internet forums (USE FORUM) to communicate with fellow students has significantly negative effects on reported happiness. Maybe this finding is related to personal relations being weaker, as relying on Internet plattforms to communicate with other people may signal a weaker social capital. Estimating linear probability models using HAPPY as dependent variable as well as bivariate probit models yield the same results (table A3-A6 in the Appendix). The standard tests for relevance and exogeneity confirm the validity of our instruments. As a result, our estimated coefficients on ECON and SOSCI can be interpreted as causal effects of different fields of study on happiness.

3 Conclusion

We have surveyed 918 German university students of economics and other social sciences with respect to their life satisfaction or happiness. As we have shown, studying economics positively affects self-reported life-satisfaction while studying other social sciences appears to have negative effects on individual life satisfaction when compared to economics. This should probably be rather good news for anybody involved in teaching economics, especially given the serious doubts that have recently been casted over the social and also private value of being taught economics. While, for example, Bauman and Rose (2011) and Konow (2014) have found that studying economics tends to make students behave more selfishly or rationally in laboratory experiments and Konow and Earley (2008) have shown that rational, selfish behavior tends to be associated with lower individual happiness levels, we find that studying economics appears to positively affect students' life satisfaction.

Additionally, we have found a strong positive effect of income on subjective well-being. In spite of the findings of modern behavioral economics that well-being (obviously) depends on more than material wealth, income levels are still an important factor for individual life satisfaction, at least for low income levels. We have also found that happiness is positively affected by positive career perspectives, which may be interpreted as a proxy for future income. In addition, religion plays a role in self reported happiness, where christian students (both catholics and protestants) tend to be significantly happier than other students. To conclude, while income, religion, and future job perspectives are important drivers of individual life satisfaction for students in our sample, studying economics also increases students' self-reported well-being - at least some good news for all teachers of economics.

4 Appendix

Table A1: Variable Descriptions

variable	description
AGE	age of participants in years
SATISFACTION	life satisfaction on a 0 to 10 scale
CAREERFOCUS	students rate the importance of future career success as
	0 (unimportant) and 1 (very important)
JOBEXPECT	1: students rate their future job chances as "very good" or
	"good", 0: else
CATHOLIC	1: catholic, 0: else
PROTESTANT	1: protestant, 0: else
ECON	1: economics, 0: else
FAIRNESS	assessment of fairness of fellow students between 0 (unfair) and
	10 (fair)
MALE	1: male, 0: female
GIVE NOTES	1: has given study materials to fellow students, 0: else
HAPPY	1: reported well-being larger than 6, 0: else
HIGH INCOME	1: students rate their financial situation as "very good" or
	"good", 0: else
SOSCI	1: other social sciences, 0: else
LIVING ALONE	1: living alone, 0: else
USE FORUM	using students internet plattform: 1 (unimportant) and 4
	(very important)
POLITICS LEFT	1 if score is $1, 2, \text{ or } 3; 0$ else
PILITICS MIDDLE	1 if score is 4, 5, 6, or 7; 0 else
POLITICS RIGHT	1 if score is 8, 9, or 10; 0 else

Table A2: First Stage Regressions for ECON and SOSCI Students

	ECON	SOSCI
CATHOLIC	0.086 (0.035)***	-0.086 (0.035)***
PROTESTANT	0.000(0.000) 0.034(0.038)	-0.034(0.038)
FAIRNESS	$-0.011(0.000)^{*}$	$0.001(0.000)^{*}$
HIGH INCOME	-0.040(0.050)	0.012(0.001) 0.040(0.050)
IOBEXPECT	-0.002(0.031)	0.010(0.000) 0.002(0.031)
USE FORUM	-0.174(0.036)	0.002(0.001) 0.174(0.036)***
AGE	$0.114 (0.026)^{***}$	-0.114 (0.026)***
AGESOUARE	-0.002(0.020)	0.014(0.020)
CIVE NOTES	-0.002(0.0000) 0.035(0.030)	0.002 (0.0000)
CAREFREDCUS	-0.033(0.030) 0.214(0.042)***	0.030(0.030) 0.214(0.042)***
MALE	-0.214(0.042)	-0.214(0.042)
MALE	0.030(0.030)	-0.030(0.030)
LIVING ALONE	$-0.175(0.038)^{4}$	$0.175(0.038)^{444}$
WORK ALONE	$0.065 \ (0.030)^{**}$	$-0.065 (0.029)^{**}$
POLITICS LEFT	-	$0.234 \ (0.050)^{***}$
POLITICS MIDDLE	$0.253 \ (0.040)^{***}$	-0.019 (0.040)
POLITICS RIGHT	0.234 (0.050)***	-
CONSTANT	-1.167 (0.379)***	1.933 (0.381)***
R^2	0.18	0.18
Obs.	869	896

Heteroscedasticity consistent standard errors in parenthesis. *,**,*** indicate 10%, 5% and 1% significance levels.

Table A3: Estimation Results Bivariate Probit-Regressions ECON

	HAPPY	ECON
ECON	0.481 (0.235)**	-
AGE	-	$0.414 \ (0.120)^{***}$
AGESQUARE	-	-0.007 (0.002)***
GIVE NOTES	-	-0.138 (0.102)
CAREERFOCUS	-	-0.589 (0.126)***
MALE	-	0.106(0.101)
LIVING ALONE	-	$-0.540 \ (0.115)^{***}$
WORK ALONE	-	-0.214 (0.101)**
POLITICS MIDDLE	-	$0.746 \ (0.118)^{***}$
POLITICS RIGHT	-	$0.718 \ (0.160)^{***}$
CATHOLIC	$0.200 \ (0.104)^*$	$0.269 \ (0.115)^{**}$
PROTESTANT	$0.334 \ (0.114)^{***}$	$0.058\ (0.129)$
FAIRNESS	$0.103 \ (0.021)^{***}$	-0.028 (0.023)
HIGH INCOME	$0.572 \ (0.153)^{***}$	-0.041 (0.151)
CAREEREXP	$0.276 \ (0.095)^{***}$	-0.002 (0.104)
USE FORUM	$-0.285 \ (0.159)^*$	-0.614 (0.086)***
CONSTANT	-0.966 (0.208)***	$-4.296 (1.638)^{***}$
Wald χ^2	242.37(0.00)	
Obs.	871	

Heteroscedasticity consistent standard errors in parenthesis. *, **, *** indicate 10%, 5% and 1% significance levels.

Table A4: Estimation Results Bivariate Probit-Regressions SOSCI

	HAPPY	SOSCI
SOSCI	-0.481 (0.268)***	-
AGE	-	-0.414 (0.120)***
AGESQUARE	-	0.007 (0.002)***
GIVE NOTES	-	0.138(0.102)
CAREERFOCUS	-	-0.589 (0.126)***
MALE	-	-0.106 (0.101)
LIVING ALONE	-	$0.540 \ (0.115)^{***}$
WORK ALONE	-	$0.214 \ (0.101)^{***}$
POLITICS LEFT	-	$0.718 \ (0.160)^{***}$
POLITICS MIDDLE	-	-0.027 (0.141)
CATHOLIC	$0.200 \ (0.104)^*$	$-0.269 \ (0.115)^{**}$
PROTESTANT	$0.334 \ (0.114)^{***}$	-0.058(0.129)
FAIRNESS	$0.103 \ (0.021)^{***}$	0.028(0.023)
HIGH INCOME	$0.573 \ (0.153)^{***}$	$0.041 \ (0.151)$
JOBEXPECT	$0.276 \ (0.100)^{***}$	$0.002 \ (0.1054$
USE FORUM	$-0.285 \ (0.159)^*$	$0.614 \ (0.086)^{***}$
CONSTANT	$-0.485 (0.159)^{***}$	3.577 (1.637)**
Wald χ^2	242.37(0.00)	
Obs.	871	

Heteroscedasticity consistent standard errors in parenthesis. *, **, *** indicate 10%, 5% and 1% significance levels.

Method	2SLS	2SLS
dependent variable	HAPPY	HAPPY
ECON	0.265^{***}	-
	(0.093)	-
SOSCI	-	-0.265***
	-	(0.093)
CATHOLIC	0.068*	0.068^{*}
	(0.040)	(0.040)
PROTESTANT	0.116^{***}	0.120^{***}
	(0.042)	(0.042)
FAIRNESS	0.040^{***}	0.040^{***}
	(0.008)	(0.008)
HIGH INCOME	0.199^{***}	0.199^{***}
	(0.046)	(0.046)
JOBEXPECT	0.097^{***}	0.097^{***}
	(0.034)	(0.034)
USE FORUM	-0.118**	-0.118***
	(0.057)	(0.060)
CONSTANT	0.081	0.347^{***}
	(0.080)	(0.060)
R^2	0.04	0.04
Obs.	872	872
F-Test 1. Stage	$17.06\ (0.00)$	$17.06\ (0.00)$
χ^2 -Test Overidentification	3.64(0.89)	3.64(0.89)

Table A5: IV-regression using binary dependent variable HAPPY

Heteroscedasticity consistent standard errors in parenthesis. *, **, *** indicate 10%, 5% and 1% significance levels.

Table A6:	First stages	of IV-regressions	with binary	dependent	variable
HAPPY		U		-	

	ECON	SOSCI
CATHOLIC	$0.083 \ (0.035)^{**}$	-0.083 (0.035)***
PROTESTANT	$0.035\ (0.038)$	-0.035(0.038)
FAIRNESS	-0.010 (0.040)	$0.010 \ (0.007)$
HIGH INCOME	-0.040 (0.050)	$0.040 \ (0.047)$
JOBEXPECT	-0.002(0.031)	0.002(0.031)
USE FORUM	$0.174 \ (0.036)^{***}$	-0.174(0.036)
AGE	0.115 (0.026)***	-0.115 (0.026)***
AGESQUARE	-0.002 (0.0005)***	$0.002 \ (0.0005)^{***}$
GIVE NOTES	-0.034 (0.030)	0.034(0.030)
CAREERFOCUS	-0.214 (0.042)***	-0.214 (0.042)***
MALE	0.033(0.030)	-0.033(0.030)
LIVING ALONE	-0.175 (0.038)***	$0.175 \ (0.040)^{***}$
WORK ALONE	$0.062 \ (0.030)^{**}$	0.062 (0.030)**
POLITICS LEFT	-	$0.242 \ (0.050)^{***}$
POLITICS MIDDLE	$0.256 \ (0.040)^{***}$	-0.013 (0.040)
POLITICS RIGHT	$0.242 \ (0.050)^{***}$	-
CONSTANT	-1.181 (0.380)***	$1.938 \ (0.381)^{***}$
R^2	0.18	0.18
Obs.	872	872

Heteroscedasticity consistent standard errors in parenthesis. *,**,*** indicate 10%, 5% and 1% significance levels.

References

- [1] Altonji, Joseph G., Todd E. Elder, and Christopher R. Taber (2005): An Evaluation of Instrumental Variable Strategies for Estimating the Effects of Catholic Schooling, in: *Journal of Human Resources*, Vol. 40, 791-821.
- [2] Angrist, Joshua D. (1991): Instrumental Variables Estimation of Average Treatment Effects in Econometrics and Epidemiology, NBER Working Paper No. 115, Cambridge, MA.
- [3] Angrist, Joshua D. (2001): Estimation of Limited Dependent Variable Models with Dummy Endogenous Regressors: Simple Strategies for Empirical Practice, in: *Journal of Business and Economic Statistics*, Vol. 19, 1-16.
- [4] Bauman, Yoram and Elaina Rose (2011): Selection or Indoctrination: Why do Economics Students Donate Less than the Rest?, in: *Journal* of *Economic Behavior and Organization*, Vol. 79, 318-327.
- [5] Blanchflower, David G. and Andrew J. Oswald (2004): Well-Being over Time in Britain and USA, in: Journal of Public Economics, Vol. 88, 1359-1386.
- [6] Bruni, Luigino and Pier Luigi Porta (2005): *Economics and Happiness: Framing the Analysis*, Oxford University Press: Oxford.
- [7] Bruni, Luigino and Pier Luigi Porta, eds (2007): Handbook on the Economics of Happiness, Edaward Elgar: Cheltenham.
- [8] Campante, Filipe and David Yanagiwaza-Drott (2013): Does Religion Affect Economic Growth and Happiness? Evidence from Ramadan, *Working Paper*, Cambridge: MA.
- [9] Carter, John R. and Michael D. Irons (1991): Are Economists Different and If So, Why?, in: *Journal of Economic Perspectives*, Vol. 5 (2), 171-177.
- [10] Clark, Andrew E., Paul Frijters, and Micheal A. Shields (2008): Relative Income, Happiness, and Utility: An Explanation for the Easterlin Paradox and Other Puzzler, in: *Journal of Economic Literature*, Vol. 46, 95-144.
- [11] Deaton, Angus and Arthur A. Stone (2013): Economic Analysis of Subjetive Well-Being: Two Happiness Puzzles, in: American Economic Review: Papers and Proceedings, Vol. 103, 591-597.

- [12] Easterlin, Richard A. (1974): Does Economic Growth Improve the Human Lot? Some Empirical Evidence, in: Paul A. David and Melvin W. Reder (eds.): Nations and Households in Economic Growth: Essays in Honor of Moses Abramowitz, Academic Press: New York, 89-125.
- [13] Easterlin, Richard A. (2002): The Income-Happiness Relationship, in: Wolfgang Glatzer (ed.): Rich and Poor: Disparities, Perceptions, Concomitants, Kluwer Academic: Boston, MA, 157-175.
- [14] Evans, William N. and Robert M. Schwab (1995): Finishing High School and Starting College: Do Catholic Schools Make a Difference?, in: *Quar*terly Journal of Economics, Vol. 110, 941-974.
- [15] Frank, Robert H., Thomas D. Gilovich, and Dennis T. Regan (1993): Does Studying Economics Inhibit Cooperation?, in: *Journal of Economic Perspectives*, Vol. 7 (2), 159-171.
- [16] Frank, Robert H., Thomas D. Gilovich, and Dennis T. Regan (1996): Do Economists Make Bad Citizens?, in: *Journal of Economic Perspectives*, Vol. 10 (2), 187-192
- [17] Frank, Björn and Günther G. Schulze (2000): Does Economics make Citizens Corrupt?, in: Journal of Economic Behavior and Organization, Vol. 43, 101-113.
- [18] Frey, Bruno S. (1986): Economists Favour the Price System Who Else Does?, in: *Kyklos*, Vol. 39, 537-563.
- [19] Frey, Bruno S. (2008): Happiness: A Revolution in Economics, MIT Press: Cambridge, MA.
- [20] Frey, Bruno S. and Stephan Meier (2003): Are Political Economists Selfish or Indoctrinated?, in: *Economic Inquiry*, Vol. 41, 448-462.
- [21] Frey, Bruno S., Werner W. Pommerehne, and Beat Gygi (1993): Economics Indoctrination or Selection? Some Empirical Results, in: *Jour*nal of Economic Education, Vol. 24, 271-281.
- [22] Frey, Bruno S. and Alois Stutzer (2002): Happiness & Economics, Princeton University Press: Princeton, NJ.
- [23] Frijters, Paul, John P. Haisken-DeNew, and Michael A. Shields (2004): Money Does Matter! Evidence from Increasing Real Income and Life Satisfaction in East Germany following Reunification, in: *American Economic Review*, Vol. 94, 730-740.

- [24] Gandal, Neil, Sonia Roccas, Lilach Sagiv, and Amy Wrzesniewski (2006): Personal Value Priorities of Economists, in: *Human Relations*, Vol. 58, 1227-1252.
- [25] Graham, Carol (2010): Happiness around the World: The Paradox of Happy Peasants and Miserable Millionaires, Oxford University Press: Oxford.
- [26] Graham, Carol (2011): The Pursuit of Happiness: An Economy of Well-Being, Brookings Institution Press: Washington, D.C.
- [27] Haferkamp, Alexandra, Detlef Fetchenhauer, Frank Belschak, and Dominik H. Enste (2009): Efficiency versus Fairness: The Evaluation of Labor Market Policies by Economists and Laypeople, in: *Journal of Economic Psychology*, Vol. 30, 527-539.
- [28] Haucap, Justus and Tobias Just (2010): Not Guilty? Another Look at the Nature and Nurture of Economics Students, in: *European Journal* of Law and Economics, Vol. 29, 239-254.
- [29] Jacob, Robert, Fabian Christandl, and Detlef Fetchenhauer (2011): Economic Experts or Laypeople? How Teachers and Journalists Judge Trade and Immigration Policies, in: *Journal of Economic Psychology*, Vol. 32, 662-671.
- [30] Kawakatsu, Hiroyuki and Ann G. Largey (2009): EM Algorithms for Ordered Probit Models with Endogenous Regressors, in: *Econometrics Journal*, Vol. 12, 164-186.
- [31] Kirchgässner, Gebhard (2005): (Why) Are Economists Different? in: European Journal of Political Economy, Vol. 21, 543-562.
- [32] Konow, James (2014): Can Economic Ethics be Taught? Discussion Paper, University of Kiel, August 2014.
- [33] Konow, James and Joseph Earley (2008): The Hedonistic Paradox: Is Homo Economicus Happier?, in: *Journal of Public Economics*, Vol. 92, 1-33.
- [34] Krueger, Alan B. (2007): What Makes a Terrorist?: Economics and the Roots of Terrorism, Princeton University Press: Princeton, NJ.
- [35] Layard, Richard (2007): Happiness and Public Policy: A Challenge to the Profession, in: Bruno S. Frey and Alois Stutzer (eds.): *Economics* and Psychology, A Promising New Cross-Disciplinary Field, MIT Press: Cambridge, MA, 155-167.

- [36] Lundquist, Tobias, Tore Ellingsen, Erik Gribbe, and Magnus Johannesson (2009): The Aversion to Lying, in: *Journal of Economic Behavior* and Organization, Vol. 70, 81-92.
- [37] Marwell, Gerald and Ruth Ames (1981): Economists Free Ride, Does Anyone Else?, in: *Journal of Public Economics*, Vol. 15, 295-310.
- [38] Newey, Whitney K. (1987): Efficient Estimation of Limited Dependent Variable Models with Endogenous Explanatory Variables, in: *Journal* of Econometrics, Vol. 36, 231-250.
- [39] Rubinstein, Ariel (2006): Lecture Notes in Microeconomic Theory: The Economic Agent, Princeton University Press: Princeton, NJ.
- [40] Scott, James H. and Mitchell P. Rothman (1975): The Effect of an Introductury Economics Course on Student Political Attitudes, in: *Journal* of Economic Education, Vol. 6, 107-112.
- [41] Selten, Reinhard and Axel Ockenfels (1998): An Experimental Solidarity Game, in: Journal of Economic Behaviour and Organization, Vol. 34, 517–539.
- [42] Stigler, George (1959): The Politics of Political Economists, in: Quarterly Journal of Economics, Vol. 73, 522-532.
- [43] Wooldridge, Jeffrey M. (2010): Econometric Analysis of Cross Section and Panel Data, 2nd edition, MIT Press: Cambridge, MA.

PREVIOUS DISCUSSION PAPERS

- 157 Haucap, Justus and Heimeshoff, Ulrich, The Happiness of Economists: Estimating the Causal Effect of Studying Economics on Subjective Well-Being, August 2014. Forthcoming in: International Review of Economics Education.
- 156 Haucap, Justus, Heimeshoff, Ulrich and Lange, Mirjam R. J., The Impact of Tariff Diversity on Broadband Diffusion – An Empirical Analysis, August 2014.
- 155 Baumann, Florian and Friehe, Tim, On Discovery, Restricting Lawyers, and the Settlement Rate, August 2014.
- 154 Hottenrott, Hanna and Lopes-Bento, Cindy, R&D Partnerships and Innovation Performance: Can There be too Much of a Good Thing?, July 2014.
- 153 Hottenrott, Hanna and Lawson, Cornelia, Flying the Nest: How the Home Department Shapes Researchers' Career Paths, July 2014.
- 152 Hottenrott, Hanna, Lopes-Bento, Cindy and Veugelers, Reinhilde, Direct and Cross-Scheme Effects in a Research and Development Subsidy Program, July 2014.
- 151 Dewenter, Ralf and Heimeshoff, Ulrich, Do Expert Reviews Really Drive Demand? Evidence from a German Car Magazine, July 2014.
- 150 Bataille, Marc, Steinmetz, Alexander and Thorwarth, Susanne, Screening Instruments for Monitoring Market Power in Wholesale Electricity Markets – Lessons from Applications in Germany, July 2014.
- 149 Kholodilin, Konstantin A., Thomas, Tobias and Ulbricht, Dirk, Do Media Data Help to Predict German Industrial Production?, July 2014.
- 148 Hogrefe, Jan and Wrona, Jens, Trade, Tasks, and Trading: The Effect of Offshoring on Individual Skill Upgrading, June 2014.
- 147 Gaudin, Germain and White, Alexander, On the Antitrust Economics of the Electronic Books Industry, May 2014.
- 146 Alipranti, Maria, Milliou, Chrysovalantou and Petrakis, Emmanuel, Price vs. Quantity Competition in a Vertically Related Market, May 2014. Published in: Economics Letters, 124 (2014), pp.122-126.
- Blanco, Mariana, Engelmann, Dirk, Koch, Alexander K., and Normann, Hans-Theo, Preferences and Beliefs in a Sequential Social Dilemma: A Within-Subjects Analysis, May 2014.
 Published in: Games and Economic Behavior, 87 (2014), pp.122-135.
- 144 Jeitschko, Thomas D., Jung, Yeonjei and Kim, Jaesoo, Bundling and Joint Marketing by Rival Firms, May 2014.
- 143 Benndorf, Volker and Normann, Hans-Theo, The Willingness to Sell Private Data, May 2014.
- 142 Dauth, Wolfgang and Suedekum, Jens, Globalization and Local Profiles of Economic Growth and Industrial Change, April 2014.
- 141 Nowak, Verena, Schwarz, Christian and Suedekum, Jens, Asymmetric Spiders: Supplier Heterogeneity and the Organization of Firms, April 2014.

- 140 Hasnas, Irina, A Note on Consumer Flexibility, Data Quality and Collusion, April 2014.
- 139 Baye, Irina and Hasnas, Irina, Consumer Flexibility, Data Quality and Location Choice, April 2014.
- 138 Aghadadashli, Hamid and Wey, Christian, Multi-Union Bargaining: Tariff Plurality and Tariff Competition, April 2014.
- 137 Duso, Tomaso, Herr, Annika and Suppliet, Moritz, The Welfare Impact of Parallel Imports: A Structural Approach Applied to the German Market for Oral Anti-diabetics, April 2014. Forthcoming in: Health Economics.
- 136 Haucap, Justus and Müller, Andrea, Why are Economists so Different? Nature, Nurture and Gender Effects in a Simple Trust Game, March 2014.
- 135 Normann, Hans-Theo and Rau, Holger A., Simultaneous and Sequential Contributions to Step-Level Public Goods: One vs. Two Provision Levels, March 2014. Forthcoming in: Journal of Conflict Resolution.
- 134 Bucher, Monika, Hauck, Achim and Neyer, Ulrike, Frictions in the Interbank Market and Uncertain Liquidity Needs: Implications for Monetary Policy Implementation, July 2014 (First Version March 2014).
- 133 Czarnitzki, Dirk, Hall, Bronwyn, H. and Hottenrott, Hanna, Patents as Quality Signals? The Implications for Financing Constraints on R&D?, February 2014.
- 132 Dewenter, Ralf and Heimeshoff, Ulrich, Media Bias and Advertising: Evidence from a German Car Magazine, February 2014. Forthcoming in: Review of Economics.
- 131 Baye, Irina and Sapi, Geza, Targeted Pricing, Consumer Myopia and Investment in Customer-Tracking Technology, February 2014.
- 130 Clemens, Georg and Rau, Holger A., Do Leniency Policies Facilitate Collusion? Experimental Evidence, January 2014.
- 129 Hottenrott, Hanna and Lawson, Cornelia, Fishing for Complementarities: Competitive Research Funding and Research Productivity, December 2013.
- 128 Hottenrott, Hanna and Rexhäuser, Sascha, Policy-Induced Environmental Technology and Inventive Efforts: Is There a Crowding Out?, December 2013.
- 127 Dauth, Wolfgang, Findeisen, Sebastian and Suedekum, Jens, The Rise of the East and the Far East: German Labor Markets and Trade Integration, December 2013. Forthcoming in: Journal of European Economic Association.
- Wenzel, Tobias, Consumer Myopia, Competition and the Incentives to Unshroud Add-on Information, December 2013.
 Published in: Journal of Economic Behavior and Organization, 98 (2014), pp. 89-96.
- Schwarz, Christian and Suedekum, Jens, Global Sourcing of Complex Production Processes, December 2013.
 Published in: Journal of International Economics, 93 (2014), pp. 123-139.
- 124 Defever, Fabrice and Suedekum, Jens, Financial Liberalization and the Relationship-Specificity of Exports, December 2013. Published in: Economics Letters, 122 (2014), pp. 375-379.

- Bauernschuster, Stefan, Falck, Oliver, Heblich, Stephan and Suedekum, Jens, Why Are Educated and Risk-Loving Persons More Mobile Across Regions?, December 2013.
 Published in: Journal of Economic Behavior and Organization, 98 (2014), pp. 56-69.
- 122 Hottenrott, Hanna and Lopes-Bento, Cindy, Quantity or Quality? Knowledge Alliances and their Effects on Patenting, December 2013.
- 121 Hottenrott, Hanna and Lopes-Bento, Cindy, (International) R&D Collaboration and SMEs: The Effectiveness of Targeted Public R&D Support Schemes, December 2013. Forthcoming in: Research Policy.
- 120 Giesen, Kristian and Suedekum, Jens, City Age and City Size, November 2013. Forthcoming in: European Economic Review.
- 119 Trax, Michaela, Brunow, Stephan and Suedekum, Jens, Cultural Diversity and Plant-Level Productivity, November 2013.
- Manasakis, Constantine and Vlassis, Minas, Downstream Mode of Competition With Upstream Market Power, November 2013.
 Published in: Research in Economics, 68 (2014), pp. 84-93.
- 117 Sapi, Geza and Suleymanova, Irina, Consumer Flexibility, Data Quality and Targeted Pricing, November 2013.
- 116 Hinloopen, Jeroen, Müller, Wieland and Normann, Hans-Theo, Output Commitment Through Product Bundling: Experimental Evidence, November 2013. Published in: European Economic Review, 65 (2014), pp. 164-180.
- 115 Baumann, Florian, Denter, Philipp and Friehe Tim, Hide or Show? Endogenous Observability of Private Precautions Against Crime When Property Value is Private Information, November 2013.
- 114 Fan, Ying, Kühn, Kai-Uwe and Lafontaine, Francine, Financial Constraints and Moral Hazard: The Case of Franchising, November 2013.
- 113 Aguzzoni, Luca, Argentesi, Elena, Buccirossi, Paolo, Ciari, Lorenzo, Duso, Tomaso, Tognoni, Massimo and Vitale, Cristiana, They Played the Merger Game: A Retrospective Analysis in the UK Videogames Market, October 2013. Forthcoming in: Journal of Competition Law and Economics under the title: "A Retrospective Merger Analysis in the UK Videogame Market".
- 112 Myrseth, Kristian Ove R., Riener, Gerhard and Wollbrant, Conny, Tangible Temptation in the Social Dilemma: Cash, Cooperation, and Self-Control, October 2013.
- Hasnas, Irina, Lambertini, Luca and Palestini, Arsen, Open Innovation in a Dynamic Cournot Duopoly, October 2013.
 Published in: Economic Modelling, 36 (2014), pp. 79-87.
- 110 Baumann, Florian and Friehe, Tim, Competitive Pressure and Corporate Crime, September 2013.
- 109 Böckers, Veit, Haucap, Justus and Heimeshoff, Ulrich, Benefits of an Integrated European Electricity Market, September 2013.
- 108 Normann, Hans-Theo and Tan, Elaine S., Effects of Different Cartel Policies: Evidence from the German Power-Cable Industry, September 2013. Forthcoming in: Industrial and Corporate Change.

- 107 Haucap, Justus, Heimeshoff, Ulrich, Klein, Gordon J., Rickert, Dennis and Wey, Christian, Bargaining Power in Manufacturer-Retailer Relationships, September 2013.
- 106 Baumann, Florian and Friehe, Tim, Design Standards and Technology Adoption: Welfare Effects of Increasing Environmental Fines when the Number of Firms is Endogenous, September 2013.
- Jeitschko, Thomas D., NYSE Changing Hands: Antitrust and Attempted Acquisitions of an Erstwhile Monopoly, August 2013.
 Published in: Journal of Stock and Forex Trading, 2 (2) (2013), pp. 1-6.
- 104 Böckers, Veit, Giessing, Leonie and Rösch, Jürgen, The Green Game Changer: An Empirical Assessment of the Effects of Wind and Solar Power on the Merit Order, August 2013.
- 103 Haucap, Justus and Muck, Johannes, What Drives the Relevance and Reputation of Economics Journals? An Update from a Survey among Economists, August 2013.
- 102 Jovanovic, Dragan and Wey, Christian, Passive Partial Ownership, Sneaky Takeovers, and Merger Control, August 2013. Revised version forthcoming in: Economics Letters.
- 101 Haucap, Justus, Heimeshoff, Ulrich, Klein, Gordon J., Rickert, Dennis and Wey, Christian, Inter-Format Competition Among Retailers – The Role of Private Label Products in Market Delineation, August 2013.
- 100 Normann, Hans-Theo, Requate, Till and Waichman, Israel, Do Short-Term Laboratory Experiments Provide Valid Descriptions of Long-Term Economic Interactions? A Study of Cournot Markets, July 2013. Forthcoming in: Experimental Economics.
- 99 Dertwinkel-Kalt, Markus, Haucap, Justus and Wey, Christian, Input Price Discrimination (Bans), Entry and Welfare, June 2013.
- 98 Aguzzoni, Luca, Argentesi, Elena, Ciari, Lorenzo, Duso, Tomaso and Tognoni, Massimo, Ex-post Merger Evaluation in the UK Retail Market for Books, June 2013.
- 97 Caprice, Stéphane and von Schlippenbach, Vanessa, One-Stop Shopping as a Cause of Slotting Fees: A Rent-Shifting Mechanism, May 2012. Published in: Journal of Economics and Management Strategy, 22 (2013), pp. 468-487.
- 96 Wenzel, Tobias, Independent Service Operators in ATM Markets, June 2013. Published in: Scottish Journal of Political Economy, 61 (2014), pp. 26-47.
- 95 Coublucq, Daniel, Econometric Analysis of Productivity with Measurement Error: Empirical Application to the US Railroad Industry, June 2013.
- 94 Coublucq, Daniel, Demand Estimation with Selection Bias: A Dynamic Game Approach with an Application to the US Railroad Industry, June 2013.
- 93 Baumann, Florian and Friehe, Tim, Status Concerns as a Motive for Crime?, April 2013.
- Jeitschko, Thomas D. and Zhang, Nanyun, Adverse Effects of Patent Pooling on Product Development and Commercialization, April 2013.
 Published in: The B. E. Journal of Theoretical Economics, 14 (1) (2014), Art. No. 2013-0038.
- Baumann, Florian and Friehe, Tim, Private Protection Against Crime when Property Value is Private Information, April 2013.
 Published in: International Review of Law and Economics, 35 (2013), pp. 73-79.

- Baumann, Florian and Friehe, Tim, Cheap Talk About the Detection Probability, April 2013.
 Published in: International Game Theory Review, 15 (2013), Art. No. 1350003.
- 89 Pagel, Beatrice and Wey, Christian, How to Counter Union Power? Equilibrium Mergers in International Oligopoly, April 2013.
- 88 Jovanovic, Dragan, Mergers, Managerial Incentives, and Efficiencies, April 2014 (First Version April 2013).
- 87 Heimeshoff, Ulrich and Klein Gordon J., Bargaining Power and Local Heroes, March 2013.
- 86 Bertschek, Irene, Cerquera, Daniel and Klein, Gordon J., More Bits More Bucks? Measuring the Impact of Broadband Internet on Firm Performance, February 2013. Published in: Information Economics and Policy, 25 (2013), pp. 190-203.
- Rasch, Alexander and Wenzel, Tobias, Piracy in a Two-Sided Software Market, February 2013.
 Published in: Journal of Economic Behavior & Organization, 88 (2013), pp. 78-89.
- 84 Bataille, Marc and Steinmetz, Alexander, Intermodal Competition on Some Routes in Transportation Networks: The Case of Inter Urban Buses and Railways, January 2013.
- 83 Haucap, Justus and Heimeshoff, Ulrich, Google, Facebook, Amazon, eBay: Is the Internet Driving Competition or Market Monopolization?, January 2013. Published in: International Economics and Economic Policy, 11 (2014), pp. 49-61.
- 82 Regner, Tobias and Riener, Gerhard, Voluntary Payments, Privacy and Social Pressure on the Internet: A Natural Field Experiment, December 2012.
- 81 Dertwinkel-Kalt, Markus and Wey, Christian, The Effects of Remedies on Merger Activity in Oligopoly, December 2012.
- 80 Baumann, Florian and Friehe, Tim, Optimal Damages Multipliers in Oligopolistic Markets, December 2012.
- 79 Duso, Tomaso, Röller, Lars-Hendrik and Seldeslachts, Jo, Collusion through Joint R&D: An Empirical Assessment, December 2012. Forthcoming in: The Review of Economics and Statistics.
- Baumann, Florian and Heine, Klaus, Innovation, Tort Law, and Competition, December 2012.
 Published in: Journal of Institutional and Theoretical Economics, 169 (2013), pp. 703-719.
- 77 Coenen, Michael and Jovanovic, Dragan, Investment Behavior in a Constrained Dictator Game, November 2012.
- 76 Gu, Yiquan and Wenzel, Tobias, Strategic Obfuscation and Consumer Protection Policy in Financial Markets: Theory and Experimental Evidence, November 2012. Forthcoming in: Journal of Industrial Economics under the title "Strategic Obfuscation and Consumer Protection Policy".
- Haucap, Justus, Heimeshoff, Ulrich and Jovanovic, Dragan, Competition in Germany's Minute Reserve Power Market: An Econometric Analysis, November 2012.
 Published in: The Energy Journal, 35 (2014), pp. 139-158.

- 74 Normann, Hans-Theo, Rösch, Jürgen and Schultz, Luis Manuel, Do Buyer Groups Facilitate Collusion?, November 2012.
- Riener, Gerhard and Wiederhold, Simon, Heterogeneous Treatment Effects in Groups, November 2012.
 Published in: Economics Letters, 120 (2013), pp 408-412.
- 72 Berlemann, Michael and Haucap, Justus, Which Factors Drive the Decision to Boycott and Opt Out of Research Rankings? A Note, November 2012.
- 71 Muck, Johannes and Heimeshoff, Ulrich, First Mover Advantages in Mobile Telecommunications: Evidence from OECD Countries, October 2012.
- 70 Karaçuka, Mehmet, Çatik, A. Nazif and Haucap, Justus, Consumer Choice and Local Network Effects in Mobile Telecommunications in Turkey, October 2012. Published in: Telecommunications Policy, 37 (2013), pp. 334-344.
- 69 Clemens, Georg and Rau, Holger A., Rebels without a Clue? Experimental Evidence on Partial Cartels, April 2013 (First Version October 2012).
- Regner, Tobias and Riener, Gerhard, Motivational Cherry Picking, September 2012.
- 67 Fonseca, Miguel A. and Normann, Hans-Theo, Excess Capacity and Pricing in Bertrand-Edgeworth Markets: Experimental Evidence, September 2012. Published in: Journal of Institutional and Theoretical Economics, 169 (2013), pp. 199-228.
- 66 Riener, Gerhard and Wiederhold, Simon, Team Building and Hidden Costs of Control, September 2012.
- 65 Fonseca, Miguel A. and Normann, Hans-Theo, Explicit vs. Tacit Collusion The Impact of Communication in Oligopoly Experiments, August 2012. Published in: European Economic Review, 56 (2012), pp. 1759-1772.
- 64 Jovanovic, Dragan and Wey, Christian, An Equilibrium Analysis of Efficiency Gains from Mergers, July 2012.
- 63 Dewenter, Ralf, Jaschinski, Thomas and Kuchinke, Björn A., Hospital Market Concentration and Discrimination of Patients, July 2012 . Published in: Schmollers Jahrbuch, 133 (2013), pp. 345-374.
- 62 Von Schlippenbach, Vanessa and Teichmann, Isabel, The Strategic Use of Private Quality Standards in Food Supply Chains, May 2012. Published in: American Journal of Agricultural Economics, 94 (2012), pp. 1189-1201.
- 61 Sapi, Geza, Bargaining, Vertical Mergers and Entry, July 2012.
- 60 Jentzsch, Nicola, Sapi, Geza and Suleymanova, Irina, Targeted Pricing and Customer Data Sharing Among Rivals, July 2012. Published in: International Journal of Industrial Organization, 31 (2013), pp. 131-144.
- 59 Lambarraa, Fatima and Riener, Gerhard, On the Norms of Charitable Giving in Islam: A Field Experiment, June 2012.
- 58 Duso, Tomaso, Gugler, Klaus and Szücs, Florian, An Empirical Assessment of the 2004 EU Merger Policy Reform, June 2012. Published in: Economic Journal, 123 (2013), F596-F619.
- 57 Dewenter, Ralf and Heimeshoff, Ulrich, More Ads, More Revs? Is there a Media Bias in the Likelihood to be Reviewed?, June 2012.

- 56 Böckers, Veit, Heimeshoff, Ulrich and Müller Andrea, Pull-Forward Effects in the German Car Scrappage Scheme: A Time Series Approach, June 2012.
- 55 Kellner, Christian and Riener, Gerhard, The Effect of Ambiguity Aversion on Reward Scheme Choice, June 2012.
- 54 De Silva, Dakshina G., Kosmopoulou, Georgia, Pagel, Beatrice and Peeters, Ronald, The Impact of Timing on Bidding Behavior in Procurement Auctions of Contracts with Private Costs, June 2012. Published in: Review of Industrial Organization, 41 (2013), pp.321-343.
- 53 Benndorf, Volker and Rau, Holger A., Competition in the Workplace: An Experimental Investigation, May 2012.
- 52 Haucap, Justus and Klein, Gordon J., How Regulation Affects Network and Service Quality in Related Markets, May 2012. Published in: Economics Letters, 117 (2012), pp. 521-524.
- 51 Dewenter, Ralf and Heimeshoff, Ulrich, Less Pain at the Pump? The Effects of Regulatory Interventions in Retail Gasoline Markets, May 2012.
- 50 Böckers, Veit and Heimeshoff, Ulrich, The Extent of European Power Markets, April 2012.
- Barth, Anne-Kathrin and Heimeshoff, Ulrich, How Large is the Magnitude of Fixed-Mobile Call Substitution? - Empirical Evidence from 16 European Countries, April 2012.
 Forthcoming in: Telecommunications Policy.
- 48 Herr, Annika and Suppliet, Moritz, Pharmaceutical Prices under Regulation: Tiered Co-payments and Reference Pricing in Germany, April 2012.
- 47 Haucap, Justus and Müller, Hans Christian, The Effects of Gasoline Price Regulations: Experimental Evidence, April 2012.
- Stühmeier, Torben, Roaming and Investments in the Mobile Internet Market, March 2012.
 Published in: Telecommunications Policy, 36 (2012), pp. 595-607.
- 45 Graf, Julia, The Effects of Rebate Contracts on the Health Care System, March 2012, Published in: The European Journal of Health Economics, 15 (2014), pp.477-487.
- Pagel, Beatrice and Wey, Christian, Unionization Structures in International Oligopoly, February 2012.
 Published in: Labour: Review of Labour Economics and Industrial Relations, 27 (2013), pp. 1-17.
- 43 Gu, Yiquan and Wenzel, Tobias, Price-Dependent Demand in Spatial Models, January 2012. Published in: B. E. Journal of Economic Analysis & Policy, 12 (2012), Article 6.
- Barth, Anne-Kathrin and Heimeshoff, Ulrich, Does the Growth of Mobile Markets Cause the Demise of Fixed Networks? – Evidence from the European Union, January 2012.
 Forthcoming in: Telecommunications Policy.
- Stühmeier, Torben and Wenzel, Tobias, Regulating Advertising in the Presence of Public Service Broadcasting, January 2012.
 Published in: Review of Network Economics, 11/2 (2012), Article 1.

Older discussion papers can be found online at: <u>http://ideas.repec.org/s/zbw/dicedp.html</u>

Heinrich-Heine-University of Düsseldorf

Düsseldorf Institute for Competition Economics (DICE)

Universitätsstraße 1_40225 Düsseldorf www.dice.hhu.de