

# ALJOSCHA JANSSEN

+65 68261350 ◊ [ajanssen@smu.edu.sg](mailto:ajanssen@smu.edu.sg)  
90 Stamford Rd ◊ Singapore 178903  
SOE/SOSS Building ◊ Level 5, Room 5053  
<https://aljoschajanssen.com/>

## PERSONAL INFORMATION

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**Date of Birth:** August 05, 1989  
**Citizenship:** German  
**Children:** \*2020, \*2024

## ACADEMIC APPOINTMENTS

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**Singapore Management University** *August 2019 - present*  
Assistant Professor of Economics

## EDUCATION

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**Stockholm School of Economics**, PhD in Economics *August 2014 - July 2019*  
Supervisor: Richard Friberg

**Stanford University**, Visiting Student Researcher *September 2016 - June 2017*  
Faculty Sponsor: Liran Einav

**University of St. Gallen**, MA in Quantitative Economics and Finance *August 2013 - August 2014*  
Double Degree Program  
Thesis Supervisor: Stefan Buehler

**Stockholm School of Economics**, MSc in Economics *August 2012 - August 2014*  
Double Degree Program  
Thesis Supervisor: Jörgen Weibull

**Ludwig Maximilians University Munich**, BSc in Economics *April 2009 - August 2011*  
**Stockholm University**, Exchange Student *August 2010 - January 2011*

## RESEARCH INTERESTS

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Industrial Organization, Quantitative Marketing, Health Economics, Applied Microeconomics

**Methods:** Causal Inference, Structural Econometrics, Game Theory, Machine Learning

## PUBLICATIONS

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**Shrinkflation and Consumer Demand** (Together with Johannes Kasinger)  
[*Accepted, Marketing Science*]

**Search Costs in the Mutual Fund Industry** (Together with Jurre Thiel)  
[*Journal of Economic Dynamics and Control 2025*]

**Generic and Branded Pharmaceutical Pricing: Competition under Switching Costs**

[Unicredit & Universities Best Job Market Paper Award, November 2018]

[The Economic Journal 2023]

**Retail Pharmacies and Drug Diversion during the Opioid Epidemic** (Together with Xuan Zhang)

[American Economic Review 2023]

[Lead Article]

**Obfuscation and Rational Inattention** (Together with Johannes Kasinger)

[Journal of Industrial Economics 2023]

**The Importance of the First Generic Substitution: Evidence from Sweden** (Together with David Granlund)

[Journal of Economic Behavior & Organization 2023]

**Price Dynamics of Swedish Pharmaceuticals**

[Rising Star Session, EARIE 2018]

[Best Paper Award, RGS Doctoral Conference in Economics 2018]

[Dick Wittink Prize 2023]

[Quantitative Marketing and Economics 2022]

**Does a district mandate matter for the behavior of politicians? An analysis of roll-call votes and parliamentary speeches** (Together with Andreas Born)

[European Journal of Political Economy 2022]

**Pregnancy persistently reduces alcohol purchases: Causal evidence from scanner data** (Together with Elle Parslow)

[Health Economics 2021]

**Does precise case disclosure limit precautionary behavior? Evidence from COVID-19 in Singapore** (Together with Matthew Shapiro)

[Economic Analysis and Policy 2021]

**WORKING PAPER**

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**Patriotic Spots, Polarized Markets: Bud Light's Advertising Elasticity During a Nationwide Boycott**

**Transferable Know-How: Evidence from the Upstream Oil & Gas Industry** (Together with Michele Fioretti, Alessandro Iaria, Clément Mazet, and Robert Perrons)

**Product Variety, Alcohol Purchases, and the Role of Excise Taxes**

**Consumer Concentration and the Risk of the "Ozempic Effect" in the US Retail Market**

**Attraction is All You Need: The Impact of Eye-Catching Titles on Publication Success and Citation Rates in Economics** (Together with Shen Zekai)

**Cutting out the Middleman: Has Mark Cuban Cost Plus Drugs Reduced Prices of Prescription Drugs?** (Together with Jingwei Li and Manuel Hermosilla)

**Brand Switching or Behavior Change? Did the 2023 Bud Light Boycott Reduce Alcohol Consumption?**

**Saving Lives, Improving Livelihoods? The Case of Medication for Drug Dependence** (Together with Sarah Eichmeyer and Jonathan Zhang)

## WORK IN PROGRESS

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**Capturing Subsidies or Storing Carbon: Evidence from the North Sea** (Together with Michele Fioretti, Alessandro Iaria, Clément Mazet, and Robert Perrons)

**Advertising and Market Structure: Evidence from 100 Industries** (Together with Jiekai Zhang)

**The Importance of Distribution Networks: Evidence from the Non-Alcoholic Beer Market** (Together with Bradley Shapiro and Zhen Yuan)

**Peer Effects and Drug Adoption** (Together with Meng-Chi Tang)

**Catching up on Green Patents: Evidence from the Electric Vehicle** (Together with Michele Fioretti and Yihan Yan)

## TEACHING EXPERIENCES

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**Singapore Management University:**

**Microeconomics:** Undergraduate Level

*Spring 2020, 2021, 2022, 2023, 2024, 2025*

**Empirical Industrial Economics:** Undergraduate Level

*Spring 2020, 2021*

**Empirical Industrial Economics:** Master Level

*Spring 2022, 2023, 2024, 2025*

**Health Economics and Management Work-Study Elective:**

*Spring/Fall 2021, 2022, 2023, 2024, 2025*

Undergraduate Level

**Stockholm School of Economics (Teaching Assistant):**

**Microeconomics:** Undergraduate Level

*Fall 2015, Fall 2017*

**Dynamic Macroeconomics:** Graduate Level

*Spring 2016*

## PRESENTATIONS (\* by coauthor)

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**2025:** Finnish Health Economics Seminar Series, *Online*; Health Economics Workshop, *Singapore Management University*; International Industrial Organization Conference (IIOC), *Philadelphia*; 14th Australasian Workshop on Econometrics and Health Economics\*, *Monash Malaysia Business School in Kuala Lumpur, Malaysia*; American Society of Health Economists\*, *Nashville, USA*; National Taipei University\*, *Taiwan*, HEC\*, *Paris, France*, American-European Health Economics Study Group, *Oxford, United Kingdom*, 14th Nordic workshop on Industrial Organization, *NHH, Bergen, Norway*; Pre-ESWC IO Workshop, *Seoul National University, South Korea*; Econometric Society World Congress, *Seoul, South Korea* (2×), University of Hong Kong, Marketing Seminar, *Hong Kong*; University of Mannheim\*, *Mannheim, Germany*; University of Copenhagen\*, *Copenhagen, Denmark*  
**2024:** International Industrial Organization Conference (IIOC), *Boston*; Annual meeting of the Society of Economics of the Household (SEHO), *Singapore*; CREST\*, *Paris, France*; ; London School of Economics\*, *London, United Kingdom*; LVR Klinikum Langenfeld, *Germany*; 50th Annual Conference of the European Association for Research in Industrial Economics (EARIE), *Amsterdam*; 2024 Asian Meeting of the Econometric Society in East and South-East Asia, *Ho Chi Minh City, Vietnam*; Internal Research Seminar, *Singapore Management University*; University of Chicago, Booth School of Business, Marketing Seminar, *Chicago, USA*; Southern Economic Association, 94th Annual Meeting, *Washington DC, USA*; 2024 Australasian Meeting of the Econometric Society, *University of Melbourne, Australia*; *National Taiwan University\**, *Taiwan*; *National Chung Cheng University\**, *Taiwan*; PKU- SMU Workshop in Health Economics, *Peking University, Beijing, China*; Asia-Pacific Industrial Organization Society (APIOS), *Songang University, Seoul, Korea*

**2023:** Applied Micro Workshop, *Singapore Management University*; Nordic workshop on Industrial Organization

(NORIO XII), *Stockholm School of Economics, Stockholm*; 2023 Asian Meeting of the Econometric Society in East and South-East Asia, *Nanyang Technological University Singapore*; 49th Annual Conference of the European Association for Research in Industrial Economics (EARIE), *Rome, Italy*; Annual Congress of the European Economic Association (EEA), *Barcelona School of Economics*; Kellen Seminars, *Columbia University\*, New York, USA*; 2023 Australasian Meeting of the Econometric Society, *University of New South Wales Sydney, Australia*; Asia-Pacific Industrial Organization Society (APIOS), *Hong Kong University of Science and Technology*; Invited Speaker The 11th Hong Kong Economic Association Biennial Conference, *University of Hong Kong*

**2022:** Seminar, *INSEAD*; 2022 Asian Meeting of the Econometric Society in East and South-East Asia, *Online*; European Summer Meetings of the Econometric Society, *Bocconi University*; Annual Congress of the European Economic Association (EEA), *Bocconi University*, 48th Annual Conference of the European Association for Research in Industrial Economics (EARIE), *Vienna, by Coauthor*; Seminar, *National University of Singapore, Business School*; Meeting of German Economists Abroad, *DIW, Berlin*

**2021:** ASSA 2021 Virtual Annual Meeting, *American Economic Association*; Health Workshop, *Singapore Management University, Online*; International Industrial Organization Conference (IIOC), *Online*; European Summer Meetings of the Econometric Society, *Online*; 48th Annual Conference of the European Association for Research in Industrial Economics (EARIE), *Online*, Asia-Pacific Industrial Organization Society (APIOS), *NUS, Online*

**2020:** Annual Congress of the European Economic Association (EEA), *Online*; Seminar, *Research Institute of Industrial Economics (IFN), Online*, Student Seminar, *ITAM, Online*

**2019:** Seminar, *Hanken School of Economics*; Seminar, *Copenhagen Business School*; Seminar, *National University of Singapore, Business School*; Seminar, *Singapore Management University*; Seminar, *University of Sydney*; Seminar, *University of Melbourne, Institute of Applied Economic & Social Research*; Seminar, *CREST- Ecole Polytechnique*; Seminar, *Instituto Tecnológico Autónomo de México*; The 17th Annual International Industrial Organization Conference (IIOC), *Boston*; Asia-Pacific Industrial Organization Society (APIOS), *Hitotsubashi University, Japan*

**2018:** RGS Doctoral Conference in Economics, *Ruhr Graduate School of Economics*; Brown Bag Seminar, *Stockholm School of Economics (2x)*; ENTER Jamboree Conference, *Toulouse School of Economics*; The 16th Annual International Industrial Organization Conference (IIOC), *Indianapolis*; Seminar, *Universidad Carlos III de Madrid*; 23rd Spring Meeting of Young Economists, *University of the Balearic Islands, Palma*; Annual Congress of the European Economic Association (EEA), *Cologne*; Annual Conference of the European Association for Research in Industrial Economics (EARIE), *Athens*; Annual Meeting Verein für Socialpolitik (VfS), *Freiburg*; XXXIII Jornadas de Economía Industrial, *Barcelona*; Seminar, *Research Institute of Industrial Economics (IFN), Stockholm*; Seminar, *University of Gothenburg*; Microwave Seminar, *Stockholm University*; Empirics and Methods in Economics Conference (EMCON), *Northwestern University*; ENTER Student Seminar, *University College London*; Seminar, *University of Umea*; Seminar, *University of Bern*; Industrial Organization Workshop, *University of St. Gallen*; Seminar, *NHH - Norwegian School of Economics*; 43 Simposio de la Asociacion Espanola de Economia, *Madrid*; European Winter Meeting of the Econometric Society, *University of Naples Federico II, Naples, Italy*

**2017:** Student IO Day, *Toulouse School of Economics*; Swedish Workshop on Competition Economics and Public Procurement; Lunch Brown Bag, *Stockholm School of Economics*; SUDSWEC, *Stockholm*; Student Workshop in Industrial Organization, *Stanford University*

**2016:** PhD Workshop, *Stockholm School of Economics*; ENTER Jamboree Conference, *Madrid*

## PROFESSIONAL SERVICES

### Referee

American Economic Journal: Economic Policy, American Economic Review (3×), Applied Economic Letters, European Journal of Health Economics (2×), Health Economics, Health Economics Review (2×), Humanities and Social Sciences Communications, International Journal of Industrial Organization (2×), Journal of Asian Economic (2×), Journal of the European Economic Association (2×), Journal of Human Resources, Journal of Industrial Economics, Journal of Marketing, Journal of Political Economy, Journal of Public Economics (2×), Management Science, Public Choice, Review of Economics and Statistics, Risk Management and Healthcare Policy, Scientific Reports - Nature (2×), National Research and Development Agency (ANID) of the Ministry of Science, Technology, Knowledge and Innovation of Chile, BMC Public Health

**Organizer of the Applied Microeconomics Seminar Series**

## SCHOLARSHIPS, HONORS, GRANTS

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Lee Kong Chian Fellow	<i>July 2025- July 2027</i>
Singapore Ministry of Education (MOE) Tier 1 Academic Research Fund	<i>October 2024</i>
Dick Wittink Prize for the best paper published in the QME	<i>2023</i>
Lee Kong Chian Fellow	<i>July 2023- July 2025</i>
Singapore Ministry of Education (MOE) Tier 1 Academic Research Fund	<i>October 2022- September 2024</i>
Singapore Ministry of Education (MOE) Tier 1 Academic Research Fund	<i>October 2020 - July 2022</i>
Affiliated Researcher, Research Institute of Industrial Economics, Stockholm Sweden	<i>July 2019 - June 2022</i>
Unicredit & Universities Best Job Market Paper Award	<i>November 2018</i>
Jan Wallander and Tom Hedelius Research Grant	<i>July 2017 - August 2019</i>
Best Paper Award RGS Doctoral Conference	<i>February 2018</i>
Hedelius Research Fellowship	<i>September 2016 - June 2017</i>
Stockholm School of Economics Short Research Travel Grants	
Stockholm School of Economics Graduate Student Scholarship	<i>August 2014 - August 2016</i>
Double Degree Scholarship	<i>August 2013 - June 2014</i>
Erasmus Scholarship	<i>August 2010 - January 2011</i>

## OTHER SKILLS

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<b>Computer</b>	R, Python, Matlab, Stata, Eviews, MySQL, LaTeX
<b>Languages</b>	German (native), English (fluent), French (basic), Swedish (basic)