

Human Decision Making and the Implications for Policy Design

We are seeking candidates who are interested in joining the Human Decisions and Policy Design group (<https://www.maastrichtuniversity.nl/research/human-decisions-and-policy-design>), and who are thus especially interested in decision making and the implications for policy design: What role do emotions play in the decisions we make every day? Can “choice architecture” nudge consumers into selecting the best-value, healthiest or most suitable options? As society ages, can we expect our pensions to remain secure? How to maximize welfare in social media? How do incentives affect management behavior in private companies, regulatory authorities and banks? What is the most effective way to provide public services? Should the world’s wealth be redistributed more equitably – and if so, how and to what extent? Answering challenging questions such as these advance theory and provide a solid empirical basis for policy design.

The candidate is expected to have a strong academic background. A Research Master is preferred. A preference is given to students who have excelled and shown excellence in at least one (preferably more) of the following subjects at the Masters level: economics, marketing, finance, management accounting, business, psychology, and neuroscience. Knowledge of statistical software (e.g., SPSS, R or Stata) is beneficial.