

CHRISTOPH DROBNER

Technical University Munich

E-mail: christoph.drobner@outlook.de | Phone: +491708313922

Website: <http://christophdrobner.com>

FIELDS

Primary Fields: Behavioral and Experimental Economics

Secondary Field: Applied Microeconomics

PROFESSIONAL EXPERIENCE

Central European University, Vienna

Since 08/2025

Assistant Professor of Economics (tenure track)

Technical University of Munich

10/2018 - 07/2025

Research Associate

UniDistance Suisse, Brig

09/2022 - 07/2025

Research Associate

EDUCATION

Technical University of Munich

05/2019 - 07/2025

Ph.D. in Economics

University of Michigan

07/2022 - 12/2022

Academic Visit

Ludwig Maximilians University Munich

10/2016 - 07/2018

M.Sc. in Economics

Ludwig Maximilians University Munich

10/2011 - 07/2015

B.Sc. in Economics

PUBLICATIONS

Drobner, C., & Goerg, S. J. (2024). Motivated Belief Updating and Rationalization of Information. *Management Science*, 70 (7), 4583–4592.

Drobner, C. (2022). Motivated Beliefs and Anticipation of Uncertainty Resolution. *American Economic Review: Insights*, 4(1), 89-105.

WORKING PAPERS

Islam, M., & Drobner, C. (2024). Motivated Risk Assessments. Revise & Resubmit at the *Economic Journal*.

Drobner, C., Kopsacheilis, O., & Goerg, S. J. (2024). Real Incentives Really Matter. Revise & Resubmit at *Experimental Economics*.

Coutts, A., Drobner, C., Koh, B.H. & Woolnough, C. (2025). High stakes, more mistakes? Belief elicitation and incentives.

Drobner, C., & Orhun, A. Y. (2025). Misguided Effort.

Cantner, F., Drobner, C., & Goerg, S. J. (2025). Pretending to Be Green: Experimental Evidence on Individual-Level Greenwashing.

WORK IN PROGRESS

Belief Elicitation under Ambiguity (joint with Alexander Coutts, Boon Han Koh, & Chris Woolnough)
Beliefs about Contracts and Productivity (joint with Yeşim Orhun)
Motivated Price Elasticities (joint with Michael Kurschilgen)
Beliefs about Carbon Emissions (joint with Sebastian J. Goerg & Michael Kurschilgen)

TEACHING

Supervision of Bachelor's Theses, Master's Theses, and Project Studies	<i>Since Summer 2019</i>
Seminar in Behavioral Economics (Undergraduate, Graduate)	<i>Since Summer 2020</i>
Behavioral Public Economics (Graduate)	<i>Fall 2020, 2021</i>
Microeconomics (Undergraduate)	<i>Fall 2019, 2020, 2021</i>
Intermediate Microeconomics (Undergraduate)	<i>Fall 2023</i>
Personnel and Organizational Economics (Graduate)	<i>Summer 2022</i>

REFEREEING

American Economic Review, American Economic Review: Insights, Experimental Economics, Games and Economic Behavior, International Economic Review, Journal of Economic Behavior and Organization, Journal of Economic Theory, Management Science, The Economic Journal

WORKSHOPS AND PRESENTATIONS

2024: EEA-ESEM (Rotterdam), VfS Annual Conference (Berlin), Micro Workshop (LMU Munich), TUMCS Workshop on Behavioral and Experimental Economics (Straubing), Valais Economics Workshop (Brig)

2023: Matterhorn Symposium (Brig), Beliefs, Memory and Narratives Workshop (Munich), ESA World Meeting (Lyon), Co-organizer of Interdisciplinary Workshop on Motivated Beliefs (Burghausen)

2022: ESA North America Meeting (Santa Barbara), Annual Meeting of the Social Science Committee of the VfS (Frankfurt)

2021: Beliefs, Memory and Narratives Workshop (Munich), VfS Annual Conference (Online), GfEW Annual Conference (Magdeburg), Subjective Probability Utility and Decision Making (Online), IAREP-SABE Virtual Conference (Online), BGPE Research Workshop (Online), ESA World Meeting (Online)

2020: ESA World Meeting (Online), Bavarian Micro Day (Online)

2019: TUMCS Workshop on Behavioral and Experimental Economics (Straubing)

AWARDS AND GRANTS

2024: IZA Research Affiliate

2023: Diligentia Grant for Empirical Research (€33,650); Joachim-Herz Fellowship (€12,500)

2022: Reinhard Selten Fellowship (€1,500); Diligentia Prize for Empirical Research (€5,000); Award of the Schmölders Foundation (€3,000); Economics & Policy Excellence in Research Award

2021: ExperimentTUM Grant, Belief Elicitation under Ambiguity (€3,600)

2020: ExperimentTUM Grant, Motivated Belief Updating and Rationalization of Information (€5,880)

2019: ExperimentTUM Grant, Motivated Beliefs and Anticipation of Uncertainty Resolution (€5,120)

SKILLS

Programming

Stata, Otree, Ztree, Qualtrics

Languages

German, English

REFERENCES

Prof. Sebastian J. Goerg
TUMCS, TUM SOM
Technical University Munich
s.goerg@tum.de

Prof. Yeşim Orhun
Ross School of Business
University of Michigan
aorhun@umich.edu

Prof. Michael Kurschilgen
Faculty of Economics
UniDistance Suisse
michael.kurschilgen@unidistance.ch

Prof. Yves Le Yaouanq
Department of Economics
Ecole Polytechnique Paris
yves.le-yaouanq@polytechnique.edu