

# ALJOSCHA JANSSEN

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## PERSONAL INFORMATION

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**Date of Birth:** August 05, 1989  
**Citizenship:** German

## ACADEMIC APPOINTMENTS

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

## ACADEMIC AFFILIATIONS

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**Research Institute of Industrial Economics** Stockholm, *June 2019 - present*  
Research Affiliate

## EDUCATION

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**Stockholm School of Economics**, PhD Candidate 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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**Primary Fields:** Industrial Organization, Health Economics  
**Secondary Fields:** Applied Microeconomics, Behavioral Economics

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

## WORKING PAPER

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**Switching Costs, Quality Misconceptions and Behavioral Pricing in the Pharmaceutical Market**  
[*Job Market Paper*]  
[*Unicredit & Universities Best Job Market Paper Award, November 2018*]

This article examines the market power of branded prescription drugs faced with generic competition. Using prescription-level and matched socioeconomic panel data of the entire Swedish population between 2010 and 2016, I provide evidence for the key role of switching costs. A discontinuity surrounding patent expirations establishes that the effect is causal. Further, by comparing medical

experts to non-experts, I show that non-experts experience considerable quality misconceptions. A unique feature of the Swedish market allows me to rule out patients' inattention due to information costs as a source of market power. Therefore, switching costs and quality misconceptions are the key determinants of market power. I then estimate a dynamic oligopoly model with forward-looking firms which is used in counterfactual studies of the effect of switching costs and quality misconceptions on prices. First, an increase of the length of procurement mimics a reduction of switching costs. In this scenario prices increase by 6.6%. While the effect of switching costs on prices in theory is ambiguous, moderate switching costs and sufficient competition for new patients increase competitive pressure. Second, if everyone acts as a medical expert and experiences fewer misconceptions, prices would fall by 11.9%.

### **Price Dynamics of Swedish Pharmaceuticals**

[*Rising Star Session, EARIE 2018*]

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

This paper investigates price patterns of off-patent pharmaceuticals in Sweden. I show that price dynamics are dependent on the number of competitors. For example, manufacturers who are the only supplier of a substance do not vary their prices. In oligopolies with two or three suppliers, firms occasionally rotate their prices in a symmetrical fashion. In markets with more than three suppliers, the cheapest firm often increases its price in the next month. The price patterns follow predictions from a model of dynamic price competition, where the demand for pharmaceuticals incorporates the known biases of consumers: habit persistence and brand preferences.

### **Does a district-vote matter for the behavior of politicians? A textual analysis of parliamentary speeches.** (Together with Andreas Born)

In most democracies members of parliament are either elected over a party list or by a district. We use a discontinuity in the German parliamentary system to investigate the causal effect of a district-election on an MP's conformity with her party-line. A district-election does not affect roll call voting behavior causally, possibly due to overall high adherence to party voting. Analyzing the parliamentary speeches of each MP allows us to overcome the high party discipline with regard to parliamentary voting. Using textual analysis and machine learning techniques, we create two measures of closeness of an MP's speeches to her party. We find that district-elected members of parliament do not differ, in terms of speeches, from those of their party-peers who have been elected through closed party lists. However, both speeches and voting correlate with district characteristics suggesting that district-elections allow districts to select more similar politicians.

## **WORK IN PROGRESS**

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

**Pregnancy and Alcohol Purchases: Evidence from Scanner Data** (Together with Elle Parslow)

## **TEACHING EXPERIENCES**

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**Microeconomics:** Undergraduate Level

*Fall 2015, Fall 2017*

**Dynamic Macroeconomics:** Graduate Level

*Spring 2016*

## **PRESENTATIONS**

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**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*

**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*

## RESEARCH EXPERIENCES

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<b>Research Assistant for Giancarlo Spagnolo</b>	<i>August 2015 - May 2016</i>
<b>European Network for Training in Economic Research</b> Coordinator	<i>August 2015 - July 2016</i>
<b>United Nations, ESCAP</b> Internship, Economic Research	<i>June 2013 - September 2013</i>
<b>Max Planck Institute for Intellectual Property and Competition</b> Research Assistant	<i>May 2011 - Oktober 2011</i>

## PROFESSIONAL EXPERIENCES

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<b>Bayerische Landesbank</b> Internship, Economic and Investment Research	<i>April 2012 - June 2012</i>
<b>Mücke Sturm &amp; Company Management Consulting</b> Internship, Management Consultant	<i>January 2012 - March 2012</i>
<b>Metro AG</b> Internship, Competition Economics	<i>September 2011 - December 2011</i>
<b>Economics Ministry of North-Rhine Westphalia</b> Internship, Economic Research	<i>August 2009 - October 2009</i>
<b>Civilian Service, Biometry</b> Assistance in statistical analysis	<i>July 2008 - March 2009</i>

## SCHOLARSHIPS, HONORS, GRANTS

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Unicredit & Universities Best Job Market Paper Award	<i>November 2018</i>
Jan Wallander and Tom Hedelius Research Grant	<i>July 2017 - now</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)