

# ALJOSCHA JANSSEN

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

## PERSONAL INFORMATION

---

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

## ACADEMIC APPOINTMENTS

---

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

## ACADEMIC AFFILIATIONS

---

**Stigler Center, University of Chicago Booth,** *June 2026 - present*  
Affiliate Fellow  
**Research Institute of Industrial Economics Stockholm,** *June 2019 - June 2022*  
Research Affiliate

## EDUCATION

---

**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

---

Industrial Organization, Quantitative Marketing, Health Economics, Applied Microeconomics

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

## PUBLICATIONS

---

**Shrinkflation and Consumer Demand** (Together with Johannes Kasinger)

[*Marketing Science* 2026]

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

[*Economics Letters* 2026]

**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

---

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

[*Revise and Resubmit, Management Science*]

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

**Product Variety and Alcohol Purchases**

[*Revise and Resubmit, International Journal of Industrial Organization*]

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

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

**Transparent Pricing and Competition in Generic Drug Markets** (Together with Jingwei Li and Manuel Hermosilla)

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

**Retail Margins and Grocery Inflation**

## WORK IN PROGRESS

---

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

**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)

**From Gray Income to Health Gains: The Impact of Anti-Corruption Inspections in Chinese Hospitals** (Together with Ruiqi Ding, Ya Sun and Xuan Zhang)

## TEACHING EXPERIENCES

---

**Singapore Management University:**

**Microeconomics:** Undergraduate Level *Spring 2020, 2021, 2022, 2023, 2024, 2025, 2026*

**Empirical Industrial Economics:** Undergraduate Level *Spring 2020, 2021*

**Empirical Industrial Economics:** Master Level *Spring 2022, 2023, 2024, 2025, 2026*

**Health Economics and Management Work-Study Elective:** *Spring/Fall 2021-2026*  
Undergraduate Level

**Stockholm School of Economics:**

**Mini-Course: Research Using Scanner Data** PhD Level *May 2026*

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

**Microeconomics:** Undergraduate Level *Fall 2015, Fall 2017*

**Dynamic Macroeconomics:** Graduate Level *Spring 2016*

## PRESENTATIONS (\* by coauthor)

---

**2026:** International Industrial Organization Conference (IIOC), *Boston*; American-European Health Economics Study Group, *Hertie School, Berlin, Germany*; 15th Toulouse Conference on the Economics of Energy and Climate\* *TSE, Toulouse, France*; CEPR RPN on Growth, Innovation and Social Model in Europe\*, *College de France, Paris, France*; TSE-CEPR Health Economics Conference, *TSE, Toulouse, France*; Annual Congress of the European Economic Association (EEA), *Dublin, Ireland*; European Meeting of the Econometric Society, *Dublin, Ireland*; Annual Conference of the European Association for Research in Industrial Economics (EARIE), *University of Mannheim, Germany*; Stigler Affiliate Conference, *University of Chicago*; Academia Sinica, *Taipei City, Taiwan*

**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 (2x)*, University of Hong Kong, Marketing Seminar, *Hong Kong*; Peking University\*, *Beijing, China*; Lund University\*, *Sweden*; University of Mannheim\*, *Mannheim, Germany*; University of Copenhagen\*, *Copenhagen, Denmark*; University of Gothenburg\*, *Sweden*; Fudan University\*, *Shanghai, China*; Universidad Carlos III de Madrid\*, *Spain*; Imperial College London, *UK*; University of Duisburg-Essen\*, *Germany*; Asia-Pacific Industrial Organization Society (APIOS), *The University of Queensland, Brisbane, Australia*

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

### Organizer of the Applied Microeconomics Seminar Series

## SCHOLARSHIPS, HONORS, GRANTS

---

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

---

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