

# Prof. Dr. Marco Caliendo - Curriculum Vitae

Updated: February 5, 2012

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## Contact Address

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[www.uni-potsdam.de/empwifo](http://www.uni-potsdam.de/empwifo)  
[ideas.repec.org/e/pca21.html](http://ideas.repec.org/e/pca21.html)  
[www.caliendo.de](http://www.caliendo.de)  
[www.iza.org/home/caliendo](http://www.iza.org/home/caliendo)  
[econpapers.repec.org/RAS/pca21.htm](http://econpapers.repec.org/RAS/pca21.htm)

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## Current Position/Affiliations

Since 10/2011 **Full Professor of Empirical Economics**, University of Potsdam, Germany  
Since 10/2011 **Program Director**, Program Area: Evaluation of Labor Market Programs, IZA, Bonn, Germany  
Since 06/2009 **Research Affiliate**, German Institute for Economic Research (DIW), Berlin, Germany  
Since 08/2005 **Research Fellow**, Institute for Employment Research (IAB), Nuremberg, Germany

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## Professional Career

02/2009-09/2011 **Director of Research**, Institute for the Study of Labor (IZA), Bonn, Germany  
03/2010-05/2010 **Research Visitor** (short-term), U Miami, UC Santa Cruz, IQSS/Harvard, United States  
08/2007-01/2009 **Senior Research Associate**, Institute for the Study of Labor (IZA), Bonn, Germany  
05/2007-01/2009 **Deputy Program Director**, Program Area: Evaluation of Labor Market Programs, IZA, Bonn, Germany  
01/2005-07/2007 **Senior Research Associate**, German Institute for Economic Research (DIW), Berlin, Germany  
04/2003-07/2003 **Research Visitor**, Department of Economics, University College London (UCL), England  
05/2000-12/2004 **Research Associate**, Institute of Statistics and Econometrics, J.W.Goethe-University of Frankfurt, Germany

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## Education

05/2000-04/2005 **PhD in Economics** (*summa cum laude*), Title of thesis: Microeconomic Evaluation of Labour Market Policies, J.W.Goethe-University of Frankfurt, Germany  
04/2000 **Diplom-Volkswirt** (equiv. M.A. Economics), Grade: 1.4, J.W.Goethe-University of Frankfurt, Germany  
10/1997-06/1998 **Undergraduate Studies** in Economics, University of Manchester, England  
10/1994-04/2000 **Studies in Economics**, J.W.Goethe-University of Frankfurt, Germany

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## Research Interests

- 1) Evaluation of Labor Market Programs
  - 2) Job Search and Unemployment Dynamics
  - 3) Entrepreneurship, Self-Employment, Start-up Subsidies
  - 4) Personality Traits, Preferences, and Economic Outcomes
  - 5) Applied Microeconomics
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## Selected Research Projects and Grants (Project Leader)

2010-2013 'Evaluating Business Coaching for Start-Ups', *Federal Ministry of Economics and Labour, KfW, Germany*  
2010-2012 'Evaluating the New Start-Up Subsidy for the Unemployed', *Institute for Employment Research (IAB), Nuremberg, Germany*  
2008-2009 'Job Search Behavior of the Unemployed' [CA 829/1-1, with A. Uhlendorff], *German Research Foundation (DFG), Bonn, Germany*  
2008-2009 'Long-Run Effects of Start-Up Subsidies', *Institute for Employment Research (IAB), Nuremberg, Germany*  
2004-2006 'Evaluating the Hartz-Reforms: Part 1e - Start-Up Subsidies for the Unemployed', *Federal Ministry of Economics and Labour, Berlin, Germany*

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## Selected Research Projects and Grants (Member of the Research Team)

2005-2006	'Work Incentives, Earnings-Related Subsidies, and Employment in Low-Wage Labor Markets - Empirical Analysis and Policy Simulations for Germany', <i>German Research Foundation (DFG)</i> , Berlin, Germany
2003-2004	'Evaluating the Assisted Job Search Program in Hesse', <i>Regional Employment Agency Hesse</i> , Wiesbaden, Germany
2003	'Evaluating the Hartz-Reforms - Concept', <i>Federal Ministry of Economics and Labour</i> , Berlin, Germany
2002	'Contribution to the Third Report on Vocational Education and Training Research', <i>European Centre for the Development of Vocational Training</i> , Thessaloniki, Greece
2001-2005	'Effects of Job Creation and Structural Adjustment Schemes on the Participating Individuals', <i>Institute for Employment Research (IAB)</i> , Nuremberg, Germany
2000-2003	'Effects of Subsidies and Innovation on the Structure of the Labour Demand in Germany', <i>German Research Foundation (DFG)</i> , Bonn, Germany

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## Awards and Scholarships

2007	Best Paper Award at the RATIO Colloquium for Young Social Scientists: Entrepreneurship, Institutions and Policies, August 24-25, Stockholm, Sweden.
2006	Best Paper/Presentation Award at the 7th international GSOEP User Conference for the paper "Evaluating the German Mini-Job Reform Using a Natural Experiment" (presented by K. Wrohlich), July 3-5, Berlin, Germany.
1997-98	One-Year Scholarship for Studying Abroad, German Academic Exchange Service (DAAD)
1996-2000	Student Scholarship, Friedrich-Ebert-Stiftung

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## Teaching

2010/11	PhD-Lecture: 'Applied Microeconometrics' (56 hours) Cologne Graduate School in Management, Economics and Social Sciences
2010	Workshop/Lecture 'Evaluation of Labor Market Programs - Theory and Practical Applications' (26 hours) Institute for Employment Research, Nuremberg, June 23-25
2010	Workshop/Lecture 'Evaluation of Labor Market Programs - Theory and Practical Applications' (26 hours) Institute for Employment Research, Nuremberg, January 27-29
2009	Short Course: 'Introduction to Program Evaluation' University of Cagliari, March 17-18
2008/09	PhD-Lecture: 'Applied Microeconometrics' (56 hours) Cologne Graduate School in Management, Economics and Social Sciences
2008	Short Course (SOEPCampus@): 'Introduction to Matching Estimators' University of Mannheim, Graduate School of Economic and Social Sciences, June 25
2007	Workshop/Lecture 'Evaluation of Labor Market Programs - Theory and Practical Applications' (24 hours) Institute for Employment Research, Nuremberg, July 4-6
2006	Workshop/Lecture 'Evaluation of Labor Market Programs - Theory and Practical Applications' (24 hours) Institute for Employment Research, Nuremberg, October 24-26
2006	Workshop/Lecture 'Evaluation of Labor Market Programs - Theory and Practical Applications' (24 hours) Institute for Employment Research, Nuremberg, May 30 - June 1
2002	Seminar on Matching-Techniques Institute for Employment Research, Nuremberg
2000-01	Tutorial and Computer-Sessions 'Introduction in Econometrics' and 'Microeconometrics' Plenary Session 'Quantitative Methods of Economics' J.W. Goethe University Frankfurt
2000-03	Supervision of several seminars and master thesis on 'Applied Labor Econo(m)et(ri)c(s)' J.W. Goethe University Frankfurt

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## Services to the Profession

### Conference/Workshop Organization

2012	4th Joint IZA/IFAU Conference on the Evaluation of Labor Market Programs, Bonn, October 26-27 European Association of Labour Economists (EALE), Annual Conference, Bonn, September 20-22 14th IZA/CEPR European Summer Symposium in Labour Economics (ESSLE), Buch/Ammersee, September 12-16
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	3rd IZA Workshop on Entrepreneurship Research, Potsdam, June 14-15
	11th IZA/SOLE Transatlantic Meeting of Labor Economists, Buch/Ammersee, May 31-June 3
2011	7th IZA Conference on Labor Market Policy Evaluation, IQSS, Harvard, October 7-8
	13th IZA/CEPR European Summer Symposium in Labour Economics (ESSLE), Buch/Ammersee, September 7-11
	10th IZA/SOLE Transatlantic Meeting of Labor Economists, Buch/Ammersee, May 26-29
	2nd IZA Workshop on Entrepreneurship Research, Bonn, May 12-13
2010	3rd Joint IZA/IFAU Conference on the Evaluation of Labor Market Programs, Uppsala, October 1-2
	12th IZA/CEPR European Summer Symposium in Labour Economics (ESSLE), Buch/Ammersee, September 1-5
	9th IZA/SOLE Transatlantic Meeting of Labor Economists, Buch/Ammersee, May 27-30
	1st Joint DIW Berlin/IZA Workshop on Entrepreneurship Research, Bonn, February 25-26
2009	6th IZA Prize Conference on Frontiers in Labor Economics: The Economics of Well-Being and Happiness, Washington DC, October 23-24
	5th IZA Conference on Labor Market Policy Evaluation, Washington DC, October 2-3
	11th IZA/CEPR European Summer Symposium in Labour Economics (ESSLE), Buch/Ammersee, September 17-19
	8th IZA/SOLE Transatlantic Meeting of Labor Economists, Buch/Ammersee, May 28-31
2008	2nd Joint IZA/IFAU Conference on the Evaluation of Labor Market Programs, Bonn, October 11-12
2007	3rd Annual IZA Conference on the Evaluation of Labor Market Programs, Bonn, October 19-20
2006	Seminar on "Public Policy Evaluation - Labour Market Reforms in France and Germany", French Embassy, Berlin, April 6

**Refereeing** Advances in Econometrics, Advances in Statistical Analysis, American Economic Journal: Applied Economics, Annales d'Economie et de Statistique, Applied Economics Quarterly, Biometrical Journal, Canadian Journal of Economics, China Economic Review, Economic Inquiry, Economics of Transition, Empirical Economics, European Economic Association (Annual Meeting 2008, 2009), European Association of Labor Economists (Annual Meeting 2011, 2012), European Journal of Political Economy, European Society for Population Economics (Annual Meeting 2012), German Economic Association (VfS, Annual Meeting 2011), German Research Foundation (DFG), Handbook of Migration, Industrial & Labor Relations Review, International Economic Review, International Journal of Manpower, International Review of Law and Economics, Journal for Labour Market Research/Zeitschrift für ArbeitsmarktForschung, Journal of Applied Social Science Studies/Schmollers Jahrbuch, Journal of Business Venturing, Journal of Economic Behavior & Organization, Journal of Economics and Statistics/Jahrbücher für Nationalökonomie und Statistik, Journal of Human Capital, Journal of Human Resources, Journal of Population Economics, Journal of Public Economics, Labour Economics, LABOUR: Review of Labour Economics and Industrial Relations, National Science Foundation (US), Oxford Bulletin of Economics and Statistics, Review of Economic Studies, Review of Economics and Statistics, Review of Income and Wealth, Review of Industrial Organization, Scandinavian Journal of Economics, Scottish Journal of Political Economy, Small Business Economics, Social Policy & Administration.

#### **Editorship**

2012	Guest Editor, Journal of Economic Psychology, Special Issue: "Personality and Entrepreneurship", Volume 33(2)
2006	Guest Editor, Quarterly Journal of Economic Research, Special Issue: "Evaluation of Labour Market Policies", Volume 75(3)

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#### **Selected Presentations**

07/2011	OECD-Conference: New Directions in Welfare II, Paris
06/2011	European Society for Population Economics (ESPE), Hangzhou
06/2011	Free University, Berlin
04/2011	Society of Labor Economists (SOLE), Vancouver
10/2010	Active Labour Market Policies for the EU2020 Strategy, Antwerp
06/2010	SOLE/EALE World Conference, London
06/2010	Research Institute for the Evaluation of Public Policies (IRVAPP), Trento
05/2010	Federal Reserve Bank, New York
04/2010	Tufts University, Medford
04/2010	Institute for Quantitative Social Studies, Harvard University
04/2010	Harris School of Public Policy Studies, University of Chicago
04/2010	Public Policy Institute of California, San Francisco
04/2010	University of California Santa Cruz
03/2010	University of Miami
03/2010	Georgetown University, Washington DC

11/2009 Employment in Europe 2009 Conference, DG Employment, Brussels  
 10/2009 Universite Catholique de Louvain  
 10/2009 EU High Level Conference on Labour Market Inclusion, Stockholm  
 10/2009 IZA Evaluation Conference, Washington DC  
 09/2009 European Association of Labour Economists (EALE), Tallin  
 08/2009 European Economic Association (EEA), Barcelona  
 07/2009 University of Kiel  
 06/2009 European Society for Population Economics (ESPE), Seville  
 05/2009 Society of Labor Economists (SOLE), Boston  
 04/2009 University of Zurich  
 03/2009 CRENoS/University of Cagliari  
 03/2009 University of Naples "Parthenope"  
 01/2009 American Economic Association (AEA), San Francisco  
 11/2008 IAB Evaluation Workshop, Nuremberg  
 10/2008 IWH/IAB Workshop on Labor Market Reforms, Halle  
 09/2008 Verein für Socialpolitik (VfS), Graz  
 06/2008 European Society for Population Economics (ESPE), London  
 04/2008 CRENoS/University of Cagliari  
 11/2007 IZA-Conference: Frontiers in Labor Economics, Berlin  
 10/2007 IZA Evaluation Conference, Bonn  
 10/2007 International Conference of the German Association of Political Economy (CAPE), Nuremberg  
 10/2007 Verein für Socialpolitik (VfS), Munich  
 09/2007 European Association of Labour Economists (EALE), Oslo  
 08/2007 Econometric Society European Meeting (ESEM), Budapest  
 08/2007 RATIO Colloquium: Entrepreneurship, Institutions and Policies, Stockholm  
 06/2007 Evaluation of Active Labour Market Policies, Federal Employment Agency, Nuremberg  
 04/2007 CSS-Workshop: Impact Evaluation Practice and Prospects, Verduno  
 03/2007 IZA-Symposium: Reformbilanz der aktiven Arbeitsmarktpolitik, Bonn  
 01/2007 Berlin Network of Labour Market Researchers (BeNA), Seminar,  
 09/2006 European Association of Labour Economists (EALE), Prague  
 08/2006 Econometric Society European Meeting (ESEM), Vienna  
 08/2006 European Economic Association (EEA), Vienna  
 04/2006 Seminar on Public Policy Evaluation, French Embassy Berlin  
 12/2005 Economics Research Seminar, University St. Gallen  
 10/2005 IAB-Conference: The New Labour Market Policy, Bad Boll  
 08/2005 European Economic Association (EEA), Amsterdam  
 06/2005 SOLE/EALE World Conference, San Francisco  
 07/2004 Economic Research Seminar (LMU), Munich  
 09/2003 European Association of Labour Economists (EALE), Seville  
 08/2003 European Economic Association (EEA), Stockholm  
 06/2003 Econometrics Lunch Seminar (IFS/UCL), London  
 09/2002 European Association of Labour Economists (EALE), Paris  
 04/2002 IZA Summer School in Labour Economics, Buch  
 03/2002 CEDEFOP-Conference: Evaluation and Impact of Education and Training, Thessaloniki  
 10/2001 Italian Association of Labour Economists (AIEL), Florence  
 08/2001 Econometric Society European Meeting (ESEM), Lausanne  
 08/2001 European Economic Association (EEA), Lausanne  
 04/2001 ZEW-Conference: Unemployment - Causes and Cures, Berlin

Potsdam, February 5, 2012

## Prof. Dr. Marco Caliendo - List of Publications

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### Publications

#### A. Monograph

- 2006 Microeconomic Evaluation of Labour Market Policies (2006), Lecture Notes in Economics and Mathematical Systems No. 568, Springer-Verlag, Berlin.

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#### B. Refereed Journals

- 201x Alte Idee, neues Programm: Der Gründungszuschuss als Nachfolger von Überbrückungsgeld und Ich-AG, IZA Discussion Paper No. 6035, forthcoming in: *Journal for Labour Market Research / Zeitschrift für ArbeitsmarktForschung*. [with J.Hogenacker, S.Künn F.Wießner]  
The Cost Impact of Spam Filters - Measuring the Effect of Information System Technologies in Organizations (2008), IZA Discussion Paper No. 3755, forthcoming in: *Information Systems Research*. [with M.Clement, D.Papies, S.Scheel-Kopeinig]
- 2012 Searching for the Entrepreneurial Personality: New Evidence and Avenues for Further Research (2012), *Journal of Economic Psychology (Special Issue Editorial)*, 33(2), 319-324. [with A.Kritikos]  
Trust, Positive Reciprocity, and Negative Reciprocity: Do these Traits Impact Entrepreneurial Dynamics? (2012), *Journal of Economic Psychology*, 33(2), 394-409. [with F.Fossen, A.Kritikos]
- 2011 Start-Up Subsidies for the Unemployed: Long-Term Evidence and Effect Heterogeneity (2011), *Journal of Public Economics*, 95(3-4), 311-331. [with S.Künn]  
Determinanten des Suchverhaltens von Arbeitslosen - Ausgewählte Erkenntnisse basierend auf dem IZA Evaluationsdatensatz (2010), *Journal for Labour Market Research / Zeitschrift für ArbeitsmarktForschung*, 44(1-2), 119-125. [with A.Uhlendorff]  
Social Networks, Job Search Methods and Reservation Wages: Evidence for Germany (2011), *International Journal of Manpower*, 32(7), 796-824. [with R.Schmidl, A.Uhlendorff]  
The IZA Evaluation Dataset: Towards Evidence-based Labour Policy-Making (2011), *International Journal of Manpower*, 32(7), 731-752. [with A.Falk, L.Kaiser, H.Schneider, A.Uhlendorff, G.J.van den Berg, K.F.Zimmermann]  
The Threat Effect of Participation in Active Labor Market Programs on Job Search Behavior of Migrants in Germany (2011), *International Journal of Manpower*, 32(7), 777-795. [with A.Bergemann, G.J.van den Berg, K.F.Zimmermann]
- 2010 The Impact of Risk Attitudes on Entrepreneurial Survival (2010), *Journal of Economic Behavior and Organization*, 76(1), 45-63. [with F.Fossen, A.S.Kritikos]  
Evaluating the German 'Mini-Job' Reform Using a Natural Experiment (2010), *Applied Economics*, 42(19), 2475-2489. [with K.Wrohlich]  
Start-Ups by the Unemployed: Characteristics, Survival and Direct Employment Effects (2010), *Small Business Economics*, 35(1), 71-92. [with A.S.Kritikos]  
'Making Work Pay' in a Rationed Labour Market (2010), *Journal of Population Economics*, 23(1), 323-351. [with O.Bargain, P.Haan, K.Orsini]  
Die Nachhaltigkeit von geförderten Existenzgründungen aus Arbeitslosigkeit: Eine Bilanz nach fünf Jahren (2010), *Journal for Labour Market Research / Zeitschrift für ArbeitsmarktForschung*, 42(4), 269-291. [with S.Künn, F.Wießner]
- 2009 Start-Up Subsidies in East Germany: Finally, a Policy that Works? (2009), *International Journal of Manpower*, 30(7), 625-647.  
The Impact of Income Taxation on the Ratio between Reservation and Market Wages and the Incentives for Labour Supply (2009), *Applied Economics Letters*, 16(9), 877-883. [with L.Gambaro and P.Haan]  
The Effect of Active Labor Market Programs on Not-Yet Treated Unemployed Individuals (2009), *Journal of the European Economic Association P&P*, 7(2-3), 606-616. [with G.J.van den Berg, A.Bergemann]  
Die reformierte Gründungsförderung für Arbeitslose - Chancen und Risiken (2009), *Perspektiven der Wirtschaftspolitik*, 10(2), 189-213. [with A.S.Kritikos]  
Risk Attitudes of Nascent Entrepreneurs - New Evidence from an Experimentally-Validated Survey (2009), *Small Business Economics*, 32(2), 153-167. [with F.Fossen, A.S.Kritikos]
- 2008 Turning Unemployment Into Self-Employment: Effectiveness of Two Start-Up Programmes (2008), *Oxford Bulletin of Economics and Statistics*, 70(3), 347-373. [with H.J.Baumgartner]  
Is Entrepreneurial Success Predictable? An Ex-Ante Analysis of the Character-Based Approach (2008), *Kyklos*, 61(2), 189-214. [with A.S.Kritikos]  
Identifying Effect Heterogeneity to Improve the Efficiency of Job Creation Schemes in Germany (2008), *Applied Economics*, 40(9), 1101-1122. [with R.Hujer and S.Thomsen]

- Some Practical Guidance for the Implementation of Propensity Score Matching (2008), *Journal of Economic Surveys*, 22(1), 31-72. [with S.Kopeinig]
- 2007 Fiscal competition and the composition of public spending: Theory and evidence (2007), *Finanzarchiv / Public Finance Analysis*, 63(2), 264-277. [with R.Borck and V.Steiner]
- Sensitivity Analysis for Average Treatment Effects (2007), *Stata Journal*, 7(1), 71-83. [with S.O.Becker]
- 2006 Existenzgründungsförderung in Deutschland - Zwischenergebnisse aus der Hartz-Evaluation (2006), *Journal for Labour Market Research / Zeitschrift für ArbeitsmarktForschung*, 39(3-4), 503-529. [with A.S.Kritikos and F.Wießner]
- Sectoral Heterogeneity in the Employment Effects of Job Creation Schemes in Germany (2006), *Journal of Economics and Statistics / Jahrbücher für Nationalökonomie und Statistik*, 226(2), 139-179. [with R.Hujer and S.Thomsen]
- The Microeconomic Estimation of Treatment Effects - An Overview (2006), *Journal of the German Statistical Society / Allgemeines Statistisches Archiv*, 90(1), 197-212. [with R.Hujer]
- 2005 Aktive Arbeitsmarktpolitik in Deutschland: Bestandsaufnahme und Bewertung der mikroökonomischen Evaluationsergebnisse (2005), *Journal for Labour Market Research / Zeitschrift für ArbeitsmarktForschung*, 38(2-3), 396-418. [with V.Steiner]
- 2004 Evaluation der Eingliederungseffekte von Arbeitsbeschaffungsmaßnahmen in reguläre Beschäftigung für Teilnehmer in Deutschland (2004), *Journal for Labour Market Research / Zeitschrift für ArbeitsmarktForschung*, 3/2004, 211-237. [with R.Hujer and S.Thomsen]
- New Evidence on the Effects of Job Creation Schemes in Germany - A Matching Approach with Threefold Heterogeneity (2004), *Research in Economics*, 58(4), 257-302. [with R.Hujer and S.Thomsen]
- Verbleibsquote ein Controlling-Indikator für den Eingliederungserfolg von ABM!? (2004), *Zeitschrift für Evaluation*, 1/2004, 51-69. [with E.Jahn]
- 2003 Lohnsubventionen in Deutschland - Wie sieht eine optimale Evaluierungsstrategie aus? (2003), *Quarterly Journal of Economic Research*, 72(1), 109-123. [with R.Hujer]
- 2002 Beschäftigungswirkungen technisch-organisatorischen Wandels: Eine mikroökonomische Analyse mit dem Linked IAB Panel (2002), *Mitteilungen aus der Arbeitsmarkt- und Berufsforschung*, 4/2002, 506-522. [with L.Bellmann, R.Hujer, and D.Radic]
- 2001 Estimating the Effects of Wage Subsidies on the Labour Demand in West Germany Using the IAB Establishment Panel (2001), *ifo Studien*, 47(2), 163-199. [with R.Hujer and D.Radic]

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### C. Refereed Books/Volumes

- 2008 The Employment Effects of Job Creation Schemes in Germany - A Microeconomic Evaluation (2008), in: Millimet, D., Smith, J. and Vytlačil, E. (eds.), *Advances in Econometrics*, Volume 21: Estimating and Evaluating Treatment Effects in Econometrics, 383-430. [with R.Hujer and S.Thomsen]

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### D. Non-Refereed Journals

- 2006 Evaluation aktiver Arbeitsmarktpolitik - Deutschland nach der Hartz-Reform im internationalen Vergleich (2006), *Quarterly Journal of Economic Research / Vierteljahrshefte zur Wirtschaftsforschung*, 75(3), 5-8. [with V. Steiner]
- Existenzgründungsförderung für Arbeitslose - erste Evaluationsergebnisse für Deutschland (2006), *Quarterly Journal of Economic Research / Vierteljahrshefte zur Wirtschaftsforschung*, 75(3), 32-48. [with H.J.Baumgartner and V.Steiner]

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### E. Non-Refereed Books/Volumes

- 2006 Besser als erwartet...Befunde zur Wirksamkeit von Existenzgründungsförderung für Arbeitslose (2006), in: Pfannkuche, H. and Lange, J. (Eds.), Und die Moral von der Geschicht'...? Die Evaluierung der Arbeitsmarktreformen ("Hartz I bis III"), Locomer Protokolle 14/06, 167-180. [with A.S.Kritikos and F.Wießner]
- The Microeconomic Estimation of Treatment Effects - An Overview (2006), in: Hübler, O. and Frohn, J. (Eds.), *Modern Econometric Analysis - Surveys on Recent Developments*, Springer, Heidelberg, 199-214. Reprint of *Allgemeines Statistisches Archiv*, 90(1). [with R.Hujer]
- Macroeconomic Evaluation of Active Labour Market Policies in Germany - A Dynamic Panel Approach Using Regional Data (2006), in: Carloeo, F.E., Destefanis, S. (Eds.): *The European Labour Market. Regional Dimensions*, Physica Verlag, 287-310. [with U.Blien, R.Hujer and C.Zeiss]
- Zielgruppenspezifische Evaluation von Arbeitsbeschaffungsmaßnahmen - Gewinner und Verlierer (2006), in: Brinkmann, C., Koch, S., Mendius, H.G. (Eds.), *Wirkungsforschung und Politikberatung - eine Gratwanderung?*, Beiträge zur Arbeitsmarkt- und Berufsforschung (BeitrAB) 300, Nuremberg, 161-185. [with C.Brinkmann, R.Hujer, S.Thomsen]
- 2005 Mikroökonomische Evaluation des Integrationserfolges (2005), in: Schaade, P. (Ed.): *Evaluation des hessischen Modells der Stellenmarktoffensive*, Beiträge zur Arbeitsmarkt- und Berufsforschung (BeitrAB) 291, Nuremberg, 53-94. [with R.Hujer and S.Thomsen]
- 2004 Methods and Limitations of Evaluation and Impact Research (2004), in: Descy, P., Tessaring, M. (Eds.): *The Foundations of Evaluation and Impact Research (CEDEFOP Reference Series 58)*, Office for Official Publications of the European Communities, Luxembourg, 131-190. [with R.Hujer and D.Radic]

Estimating the Effects of Wage Subsidies on the Labour Demand in West-Germany Using the IAB Establishment Panel (2004), in: Merz, J., Zwick, M. (Eds.): A. (Eds.): MIKAS - Mikroanalysen und amtliche Statistik Vol.1, Statistisches Bundesamt, Wiesbaden, 249-283. Reprint of ifo-Studien 47(2). [with R.Hujer and D. Radic]

Makroökonomische Evaluation auf Basis von Regionaldaten (2004), in: Hagen, T., Spemann, A. (Eds.): Evaluation der Hartz-Gesetze - Methodische Vorüberlegungen, ZEW Wirtschaftsanalysen, Nomos-Verlag, Baden-Baden, 84-97. [with T.Hagen and R.Hujer]

Finanzielle Anreize für Arbeitgeber: Kapital für Arbeit und Lohnkostenzuschüsse (2004), in: Hagen, T., Spemann, A. (Eds.): Evaluation der Hartz-Gesetze - Methodische Vorüberlegungen, ZEW Wirtschaftsanalysen, Nomos-Verlag, Baden-Baden, 203-214. [with R.Hujer]

Reform von ABM und SAM (2004), in: Hagen, T., Spemann, A. (Eds.): Evaluation der Hartz-Gesetze - Methodische Vorüberlegungen, ZEW Wirtschaftsanalysen, Nomos-Verlag, Baden-Baden, 215-226. [with R.Hujer]

Macroeconometric Evaluation of Active Labour Market Policy - A Case Study (2004), in: Descy, P., Tessaring, M. (Eds.): Impact of Education and Training (CEDEFOP Reference Series 54), Office for Official Publications of the European Communities, Luxembourg, 179-214. [with R.Hujer and C.Zeiss]

2001 Evaluation of Active Labour Market Policy - Methodological Concepts and Empirical Estimates (2001), in: Becker, I., Ott, N. and Rolf, G. (Eds.): Soziale Sicherung in einer dynamischen Gesellschaft, Campus-Verlag, Frankfurt, 583-617. [with R.Hujer]

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## F. Policy Reports / Policy Papers

2011 Selbständige sind anders: Persönlichkeit beeinflusst unternehmerisches Handeln (2011), DIW Wochenbericht No. 11/2011, Berlin, 2-8. [with F.Fossen, A.Kritikos]

2010 Gründungen aus der Arbeitslosigkeit: Nur selten aus der Not geboren und oft erfolgreich (2010), DIW Wochenbericht No. 18/2010, Berlin, 2-7. [with A.Kritikos]

2009 Ich-AG und Überbrückungsgeld - Erfolgsgeschichte mit zu frühem Ende (2009), IAB Kurzbericht No. 3/2009, Nuremberg. [with S.Künn, F.Wießner]

2008 Risikobereitschaft und Unternehmenserfolg (2008), DIW Wochenbericht No. 29/2008, Berlin, 409-411. [with F.Fossen, A.Kritikos]

2007 Unterm Strich ein Erfolg (2007), IAB Kurzbericht No. 10/2007, Nuremberg. [with A.S.Kritikos, V.Steiner, F.Wießner]

Ich-AG und Überbrückungsgeld: Neue Ergebnisse bestätigen Erfolg (2007), DIW Wochenbericht No. 3/2007, 25-32, Berlin. [with V.Steiner]

Kapitel IV - Mikroökonomische Analysen (2007), in: Forschungsverbund IAB, DIW, SINUS, GfA, infas: Evaluation der Maßnahmen zur Umsetzung der Vorschläge der Hartz-Kommission, Arbeitspaket 1: Wirksamkeit der Instrumente, Modul 1e: Existenzgründungen, BMWA, Berlin, Juni 2006, 199-255. [with V.Steiner, H.Baumgartner]

2006 Existenzgründungsförderung für Arbeitslose - Neue Ergebnisse für Deutschland (2006), DIW Wochenbericht No. 7/2006, Berlin. [with V.Steiner, H.Baumgartner]

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## G. Papers in the Editorial Process

Fighting Youth Unemployment: The Effects of Active Labor Market Policies (2011), IZA Discussion Paper No. 6222, Bonn. [with S.Künn, R.Schmid]

Fat Chance! Obesity and the Transition from Unemployment to Employment (2011), IZA Discussion Paper No. 5795, Bonn. [with W.-S.Lee]

Locus of Control and Job Search Strategies (2010), Discussion Paper No. 4750, IZA Bonn. [with D.Cobb-Clark, A.Uhlendorff]

Benefit Duration, Unemployment Duration and Job Match Quality: A Regression-Discontinuity Approach (2009), Discussion Paper No. 4670, IZA Bonn. [with K.Tatsiramos, A.Uhlendorff]

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## H. Work in Progress

Getting Back into the Labor Market: The Effects of Start-Up Subsidies for Unemployed Women (2011), Working Paper, Bonn. [with S.Künn]

Home Ownership, Job Search Behavior and Unemployment Duration (2011), Working Paper, Bonn. [with A.Gielen]

Personality Characteristics and the Decision to Become and Stay Self-Employed (2011), IZA Discussion Paper No. 5566, Bonn. [with F.Fossen, A.Kritikos]

The Advertizing Role of Professional Critics in the Book Industry (2010), Working Paper, Bonn. [with M.Clement]

The Effects of Training and Workfare on Not-Yet Treated Unemployed Individuals (2010), Working Paper, Bonn. [with G.van den Berg, A.Bergemann]

Marginal Employment, Unemployment Duration and Employment Stability: Evidence from a Multivariate Duration Model (2010), Working Paper, Bonn. [with S.Künn, A.Uhlendorff]

Income Support Systems, Labor Market Policies and Labor Supply: The German Experience (2009), IFAU Working Paper No. 2009/26, Uppsala.

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Potsdam, February 5, 2012