

# Curriculum Vitae

## Josse Delfgaauw

### **Contact information**

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### **Education:**

1998-2002: Master degree in economics (*cum laude*), Erasmus University Rotterdam.

2002-2004: M-Phil Program Tinbergen Institute.

2002-2007: PhD in Economics, Tinbergen Institute, Erasmus University Rotterdam, supervised by Prof. Robert Dur.

### **Academic position**

2012 – Present: Associate Professor of Economics,  
Erasmus School of Economics, Erasmus University Rotterdam.

2007 – 2012: Assistant Professor of Economics,  
Erasmus School of Economics, Erasmus University Rotterdam.

### **Other current affiliation**

2007 – Present: Research Fellow of the Tinbergen Institute.

## Publications

- Delfgaauw, Josse, Robert Dur, Oke Onemu, and Joeri Sol (2021). Team Incentives, Social Cohesion, and Performance: A Natural Field Experiment. *Management Science*, forthcoming.
- Buurman, Margaretha, Josse Delfgaauw, Robert Dur, and Robin Zoutenbier (2020), The Effects of Student Feedback to Teachers: Evidence from a Field Experiment. *Labour Economics*, vol. 65, 101858.
- Delfgaauw, Josse, Robert Dur, and Michiel Souverijn (2020). Team Incentives, Task Assignment, and Performance: A Field Experiment. *The Leadership Quarterly*, vol. 31(3), 101241.
- Delfgaauw, Josse, and Michiel Souverijn (2016). Biased Supervision. *Journal of Economic Behavior & Organization*, vol. 130, pp. 107-125.
- Delfgaauw, Josse, and Otto Swank (2016). Task-specific Human Capital and Organizational Inertia. *Journal of Economics & Management Strategy*, vol. 25(3), pp. 608-626.
- Delfgaauw, Josse, Robert Dur, Arjan Non, and Willem Verbeke (2015). The Effects of Prize Spread and Noise in Elimination Tournaments: A Natural Field Experiment. *Journal of Labor Economics*, vol. 33(3), pp. 521-569.
- Delfgaauw, Josse, Robert Dur, Arjan Non, and Willem Verbeke (2014). Dynamic Incentive Effects of Relative Performance Pay: A Field Experiment. *Labour Economics*, vol. 28(June), pp. 1-13.
- Delfgaauw, Josse, Robert Dur, Joeri Sol, and Willem Verbeke (2013). Tournament Incentives in the Field: Gender Differences in the Workplace. *Journal of Labor Economics*, vol. 32(2), pp. 305-326.
- Buurman, Margaretha, Josse Delfgaauw, Robert Dur, and Seth van den Bossche (2012). Public Sector Employees: Risk Averse and Altruistic? *Journal of Economic Behavior & Organization*, vol. 83(3), pp. 279-291.
- Delfgaauw, Josse, and Robert Dur (2010). Managerial Talent, Motivation, and Self-Selection into Public Management. *Journal of Public Economics*, vol. 94 (9-10), pp. 654-660.
- Delfgaauw, Josse, and Robert Dur (2009). From Public Monopsony to Competitive Market: More Efficiency but Higher Prices. *Oxford Economic Papers*, vol. 61 (3), pp. 586-602.

- Delfgaauw, Josse, and Robert Dur (2008). Incentives and Workers' Motivation in the Public Sector.  
*Economic Journal*, vol. 118, pp. 171-191.
- Delfgaauw, Josse (2007). Where To Go? Workers' Reasons to Quit and Intra- versus Interindustry Job Mobility.  
*Applied Economics*, vol. 62(4), pp. 605-624.
- Delfgaauw, Josse (2007). The Effect of Job Satisfaction on Job Search: Not Just Whether, But Also Where.  
*Labour Economics*, vol. 17(3), pp. 299-317.
- Delfgaauw, Josse, and Robert Dur (2007). Signaling and Screening of Workers' Motivation.  
*Journal of Economic Behavior & Organization*, vol. 62(4), pp. 605-624.

### **Publications in Dutch**

- Delfgaauw, Josse (2016), Nobelprijs voor contracttheorie, *ESB*, vol. 101, nr. 4743, pp. 732-733.
- Buurman, Margaretha, Josse Delfgaauw en Robert Dur (2014), De leraar goed beloond?, in: Lex Borghans, Ruud Klarus en Ib Waterreus (Eds.), *Wat is goed onderwijs?*, Uitgeverij Boom/Lemma.
- Delfgaauw, Josse (2010), Competitiedrang op de werkvloer, *ESB*, vol. 95, nr. 4600 pp. 790-791.
- Delfgaauw, Josse (2005), Marktwerking in de zorg en de kosten van arbeid, *ESB*, vol. 90, nr. 4458, pp. 180-181.

### **PhD-students**

Main supervisor:

- Huyen Nguyen, 2016 – present (defense expected in 2021)
- Michiel Souverijn, 2011 – 2019

## **Teaching**

2007 – present:

- Applied Microeconomics, Ba2 course.
- Toegepaste Micro-economie, Ba2 course
- Economics of Organisations, Master course.

2015 – present:

- Topics in Organisations and Markets, MPhil-course Tinbergen Institute

2014:

- Empirical Personnel Economics, Master course

2006:

- Microeconomics for econometricians, Ba1-course.

## **Grants and Awards**

- NWO Open Competitie grant for the project ‘Incentives at Work’, 2011 (€200.000)
- 2010 Erasmus School of Economics Top Talent Researcher Award
- 2010 Erasmus School of Economics Top Lecturer Award
- Erasmus School of Economics Lecturer of the Year (decided by students); winner in 2008, nominated in 2009, 2010, and 2012

## **Other professional activities**

- 2016 – present: Chair Programme Committee Economics & Business Economics, ESE.
- 2012 – present: Developer and Academic Director of ESE Master-specialisation ‘Economics of Markets and Organisation’.
- 2012 – present: Coordinator education Department of Economics, ESE.
- 2020: Member Selection committee dean ESE.
- 2020 – present: Member of ESE-IRB Experimental Research.
- 2020 – present: Editorial Board member *The Leadership Quarterly*.
- Co-organiser of the Tinbergen Institute micro-seminars in Rotterdam (2007 – 2016).
- Member of recruitment committee of the Department of Economics, ESE, 2010-2011 and 2016 – 2017.
- Referee for *American Economic Journal: Microeconomics*, *BE Journal of Economic Analysis & Policy*, *British Journal of Industrial Relations*, *Canadian Journal of Economics*, *CESifo Economic Studies*, *Economics of Governance*, *Economic Inquiry*, *Economic Journal*, *European Economic Review*, *Games and Economic Behavior*, *Health Economics*, *Industrial Relations*, *International Economic Review*, *International Journal of Health Care Finance and Economics*, *International Journal of Industrial Organization*, *International Journal of Organizational Analysis*, *International Review of Applied Economics*, *International Tax and Public Finance*, *IZA Journal of Labor Economics*, *Journal of Behavioral and Experimental Economics*, *Journal of Development Economics*, *Journal of Economic Behavior and*

*Organization, Journal of Economics & Management Strategy, Journal of the European Economic Association, Journal of Health Economics, Journal of Industrial Relations, Journal of Institutional and Theoretical Economics, Journal of Labor Economics, Journal of Law, Economics, and Organizations, Journal of Mathematical Economics, Journal of Population Economics, Journal of Public Administration Research and Theory, Journal of Public Economics, Kyklos, Labour Economics, Management Science, Nonprofit and Voluntary Sector Quarterly, Oxford Economic Papers, Rand Journal of Economics, Review of Economics and Statistics, Scandinavian Journal of Economics, Scottish Journal of Political Economy, Sociological Quarterly, Theory and Decision, and Tijdschrift voor Politieke Economie.*