

Max Spohn

PhD Candidate in Public Policy, Harvard Kennedy School

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RESEARCH INTERESTS	Judgment and Decision Making & Behavioral Science; Narratives in economic and political beliefs; Evidence adoption in the public sector; Polarization	
EDUCATION	Harvard Kennedy School <i>Ph.D. Public Policy</i> <ul style="list-style-type: none">Judgment and Decision Making TrackAdvisors: Dr. Elizabeth Linos & Dr. Julia Minson	Cambridge, MA 2022 - Present
	University of Pennsylvania <i>Master of Behavioral and Decision Science</i>	Philadelphia, PA 2019 - 2020
	University College London <i>BSc Philosophy, Politics, and Economics</i>	London, UK 2016 - 2019
RESEARCH EXPERIENCE	Behavioral Economist / Lab Manager <i>Financial Conduct Authority, London, UK</i> <ul style="list-style-type: none">Online experiments on financial decision-making	2020 - 2022
	Graduate Research Assistant <i>University of Pennsylvania, Department of Political Science</i> <ul style="list-style-type: none">Prof. Nicholas Sambanis, Prof. Dan Hopkins, Prof. Eugen Dimant	2019 - 2020
TEACHING EXPERIENCE	Course Coach - Fundamentals of Negotiation Analysis and Practice <i>Harvard Kennedy School, Fall 2023 & Fall 2024</i>	
WORKING PAPERS	<ul style="list-style-type: none">"Beyond Extremity: Underestimating the Ideological Complexity of Outgroup Members' Opinions Drives Partisan Animosity. [With Charles Dorison & Julia Minson]. Link to Poster.<ul style="list-style-type: none">Poster at SJDM 2024 - 3rd place Best Poster AwardFlash Talk at BDRM 2024Poster at SPSP 2024Poster at MIT Polarization Workshop 2023	
CURRENT PROJECTS	<ul style="list-style-type: none">"Causal Narratives""Barriers to Evidence Adoption" [With Elizabeth Linos].	
JOURNAL PUBLICATIONS	<ol style="list-style-type: none">"In science we (should) trust: Expectations and compliance across nine countries during the COVID-19 pandemic" (2021). [With Cristina Bicchieri, Enrique Fatas, et al.]. <i>PLoS one</i> 16(6).	

POLICY RESEARCH PAPERS

5. **"To certify or not to certify: Decision points in the self-certification process" (2022).** [With Cameron Gilchrist, Lucy Hayes, et al.]. *FCA Research Note*. [Available online](#).
4. **"Going beyond 'capital at risk': testing behaviourally informed risk warnings" (2022).** [With Dunvel Délias, Flo Farghly, et al.]. *FCA Research Note*. [Available online](#).
3. **"Pausing, reading, and reflecting: Decision points in high-risk investment user journeys" (2022).** [With Flo Farghly, Lucy Hayes, et al.]. *FCA Research Note*. [Available online](#).
2. **"Sustainable investing: objective gradings, greenwashing and consumer choice" (2021).** [With Patrick Sholl, Helena Robertson, et al.]. *FCA Insight Article*. [Available online](#).
1. **"Discounts, Cashbacks, and Soft Toys: The Impact of Promotions on Consumer Decisions in the General Insurance Market" (2021).** [With Flo Farghly and Cherryl Ng]. *FCA Research Note*. [Available online](#).

AWARDS & HONORS

2024 SJDJ Best Student Poster Award (3rd place)
2019 BSc awarded with First-Class Honors
2017 UCL Economics First Year Challenge Winner

GRANTS

2024	Weatherhead Research Cluster on Identity Politics Grant	\$3,000
2023	Shorenstein Center Research Funding	\$1,600
2023	Harvard Kennedy School Dean's Research Fund Award	\$5,000
2023	Harvard PON Next Generation Grant (with Julia Minson)	\$10,000

SERVICE

Organizer for the Judgment and Decision Making Graduate Student Workshop at Harvard Kennedy School

SKILLS

Software/Programming: R, Python (basics), oTree, Qualtrics, L^AT_EX, JavaScript (basics), HTML/CSS (basics)

Languages: German, English, French (advanced), Russian (basics)

REFERENCES

Available upon request