

LUKAS HENSEL

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Personal homepage: <https://sites.google.com/view/lukashenseleconomics>

PRIMARY RESEARCH INTERESTS

Development Economics; Labor Economics; Political Economy; Health Economics

ACADEMIC AFFILIATIONS

Current

Associate Professor, Guanghua School of Management, Peking University

Since Feb. 2026

Past

Assistant Professor, Guanghua School of Management, Peking University

Feb. 2023–Feb. 2026

Visiting Researcher, CSAE, University of Oxford

Jun. 2021–Aug. 2024

Postdoctoral Researcher, Guanghua School of Management, Peking University

Jun. 2021–Jan. 2023

Postdoctoral Researcher, Blavatnik School of Government, University of Oxford

Sep. 2019–Feb. 2021

EDUCATION

Doctor of Philosophy in Economics, University of Oxford

2020

Master of Philosophy in Economics, University of Oxford

2016

B.Sc. International Economics, University of Tübingen

2014

RESEARCH

Publications

1. Hensel, L., Tekleselassie, T., & Witte, M. (2026) Formalized Employee Search and Labor Demand. *Journal of Development Economics*, accepted.
2. Hager, A., Hensel, L., Roth, C., & Stegman A. (2025). Voice and Political Engagement: Evidence from a Field Experiment. *The Review of Economics and Statistics*, 107(4), 1149–1158.
3. Hager, A., Hensel, L., Hermle, J., & Roth, C. (2025). Political Activists are Not Driven by Instrumental Motives: Evidence from Two Natural Field Experiments. *British Journal of Political Science*, 55, e88.
4. Hager, A., Hermle, J., Hensel, L., & Roth, C. (2023). Political Activists as Free-Riders: Evidence from a Natural Field Experiment. *The Economic Journal*, 133(July), 2068–2084.
5. Hager, A., Hermle, J., Hensel, L., & Roth, C. (2022). Group Size and Protest Mobilization across Movements and Countermovements. *American Political Science Review*, 116(3), 1051–1066.
6. Hensel, L., Witte, M., Caria, S., Fetzer, T., Fiorin, S., Goetz, F. M., ... Jachimowicz, J. M. (2022). Global Behaviors, Perceptions, and the Emergence of Social Norms at the Onset of the COVID-19 Pandemic. *Journal of Economic Behavior & Organization*, 193, 473–496.
7. Fetzer, T., Hensel, L., Hermle, J., & Roth, C. (2021); Coronavirus Perceptions and Economic Anxiety. *The Review of Economics and Statistics*, 103 (5): 968–978.
8. Hager, A., Hermle, J., Hensel, L., & Roth, C. (2021). Does Party Competition Affect Political Activism? *The Journal of Politics*, 83(4), 1681–1694.
9. Christian, C., Hensel, L., & Roth, C. (2019). Income Shocks and Suicides: Causal Evidence From Indonesia. *The Review of Economics and Statistics*, 101(5), 905–920.

Under Revision

Designing Severance Insurance: Theory and Evidence from Ethiopia (joint with Girum Abebe, Stefano Caria, François Gerard, and Sara Spaziani), Accepted Stage 1 Registered Report, Journal of Development Economics.

Jobseekers' Beliefs about Comparative Advantage and (Mis)Directed Search (joint with Rob Garlick, Andrea Kiss, and Kate Orkin), Revised and Resubmitted, American Economic Journal: Applied Economics.

Working Papers

Mitigating the Consequences of Job Loss in Lower-Income Countries: Evidence from Ethiopia (joint with Girum Abebe, Stefano Caria, and François Gerard)

From Followers to Leaders: The Career Impact of High-Quality Managers (joint with Yuyu Chen and Xinjue Yao), IZA Discussion Paper 17848.

Feedback, Confidence and Job Search Behavior (joint with Tsegay Tekleselassie, Ingo Isphording, Jonas Radbruch, and Marc Witte), IZA Discussion Paper 17761.

Mutual Knowledge of Social Norms and Political Behavior (joint with Anselm Hager, Damir Esenaliev, and Elnura Kazakbaeva), IZA Discussion Paper 17735.

Vacancy Information and Applicant Selection (joint with Maria Balgova, Tsegay Tekleselassie, and Marc Witte), IZA Discussion Paper 18220.

Select Work in Progress

Hiring on Soft Skills or Qualifications (joint with Robert Garlick, Kate Orkin, and Jennifer Kades)

The Effect Female Empowerment Training: Experimental Evidence From Soviet-Legacy Kyrgyzstan (joint with Damir Esenaliev, Anselm Hager, and Elnura Kazakbaeva) [Part of EGAP Metaketa V: Women's Action Committees and Local Services]

CONFERENCES AND SEMINAR PRESENTATIONS

2026: CSAE Conference; GRIPS; JADE Conference

2025: Seoul National University; Korean Development Institute; CSAE Conference; Wuhan University; ESA World Congress; SUSTech, Shenzhen; German Development Economics Conference

2024: Frankfurt School of Finance and Management; Beijing Normal University; CSAE Conference; Dutch Development Economics (DuDE) Workshop; Beijing BEAT; 2024 Jobs and Development Conference; PKU School of Economics; PKU National School of Development; University of Tokyo

2023: Guanghua School of Management; Workshop on Subjective Expectations, Bocconi University; Asian Meeting of the Econometric Society; PKU HSBC Business School Shenzhen; Renmin University; University of Essex; University of Göttingen; Royal Holloway University London

2022: German Development Economics Conference; CSAE Conference 2022

2021: Field Days; NEUDC; European Economic Association Conference; CSAE Workshop, University of Oxford; Hertie School of Government; Postdoc Seminar, University of Oxford; Applied Development Economics Conference; Guanghua School of Management (2x)

2020: CSAE Workshop, University of Oxford

2019: Graduate Seminar, University of Exeter x 2; briq Summer School in Behavioral Economics; IZA Summer School in Labour Economics; Spring School in Behavioral Economics, San Diego; CSAE Conference - University of Oxford

2018: Graduate Seminar, University of Exeter; CSAE Workshop, University of Oxford; Applied Micro Seminar, University of Cologne; NEUDC, Cornell University; European Economic Association Conference; 2nd Evidence-Based Economics Summer Meeting; Applied Coffee - Institute on Behavior and Inequality (briq); Applied Microeconomics Seminar - University of Oxford

2017: NEUDC, Tufts University; Postdoc and DPhil Workshop - University of Oxford; RES Junior Scholar Symposium; CSAE Conference 2017

REVIEWING

Journal of Political Economy; Management Science; Review of Economics and Statistics; Journal of the European Economic Association; American Economic Journal: Economic Policy; American Economic Journal: Microeconomics; Economic Journal; American Political Science Review; Journal of Public Economics; Journal of Economic Behavior and Organization; Labour Economics; World Development; Lancet Global Health; Economic Development and Cultural Change; World Bank Economic Review; Journal of African Economies; Oxford Bulletin of Economics and Statistics; Economica; European Economic Review; Journal of Development Studies; British Journal of Political Science; Journal of Politics

TEACHING EXPERIENCE

“Advanced Econometrics II: Experimental Methods” Advanced PhD course, Guanghua School of Management	2024, 2025, 2026
“Topics in Behavioral Economics” Advanced PhD course, Guanghua School of Management	2023, 2025
“Research Seminar” Undergraduate thesis writing course, Guanghua School of Management	2025
“Development Economics” Advanced undergraduate course, Guanghua School of Management	2021, 2022, 2023, 2024, 2025
“The Practice of RCTs” MSc in Economics for Development, University of Oxford	2020

GRANTS, PRIZES, AND SCHOLARSHIPS

Selected grants

<i>National Scale Online Labour Market Interventions for Disadvantaged, Majority-Female Job-seekers in South Africa</i> with Robert Garlick, Kate Orkin, Alice Cahill, Jennifer Kades (Fund for Innovation in Development; 2025–2028)	EUR 1,498,840
<i>Expectations, Mental Health, and Behavior Along the Employment Relationship</i> (National Science Foundation of China; 2026–2028)	RMB 800,000
<i>Mitigating the Consequences of Job Loss in Ethiopia</i> with Girum Abebe, Stefano Caria, and Francois Gerard (IGC, Stone Center, JPAL JOI and SPI; 2022–now)	USD 275,000
<i>Can Shortlisting on Soft Skills Yield Better Firm-Worker Matches?</i> with Robert Garlick and Kate Orkin (JPAL JOI and NSF; 2020–now)	USD 365,000
<i>Boosting Worker Productivity in a New Industrial Park in Ethiopia</i> with Girum Abebe, Stefano Caria, and Stefan Dercon (IZA G ² LM; 2020–2024)	USD 250,000
<i>EGAP Metaketa V: Women’s Action Committees and Local Services</i> with Anselm Hager, Damir Esenaliev, and Elnura Kazakbaeva (Metaketa V; 2020–2024)	USD 230,000
<i>Job Adverts, Information, and Applicant Selection</i> with Marc Witte, and Tsegay Tekleselassie (IGC; 2019–2022)	USD 60,000
<i>Formal Hiring Practices, Firm Growth, and Inclusive Labor Markets</i> with Marc Witte and Tsegay Tekleselassie (PEDL/IGC/CSAE; 2018–2020)	£75,000

Prizes

Young Economist Award
European Economic Association (EEA) Conference 2018

August 2018

Scholarships

Economic and Social Research Council (ESRC)
German Academic Exchange Service (DAAD)
German National Academic Foundation

October 2016 - December 2018
October 2014 - June 2016
March 2011 - June 2016