

Josephine Auer

MIT Department of Economics, Cambridge, MA

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Research Fields

Primary: Microeconomic Theory, Behavioural Economics

Secondary: Organisational Economics, Econometrics

Education

Massachusetts Institute of Technology (MIT)

Cambridge, MA

PhD in Economics, expected 2031

Current cumulative graduate GPA: 5.0/5.0

Kenan Sahin Presidential Fellow

University of Oxford

Oxford, UK

MPhil in Economics, 2023–2025

Distinction

Rhodes Scholar (Queensland and Magdalen College), University of Oxford

The University of Queensland

Brisbane, Australia

Bachelor of Mathematics, 2022 (GPA: 7.0/7.0)

Bachelor of Advanced Finance and Economics (Honours Class I), 2019 (GPA: 7.0/7.0)

Vice Chancellor's Scholar

Graduate Coursework

MIT Fall 2025 (completed):

14.164 Foundations of Behavioural Economics (A), 14.281 Contract Economics (A), ECON2059 Decision Theory (A), 14.271 Industrial Organisation I (listener)

MIT Spring 2026 (in progress):

14.163 Algorithms and Behavioural Science, 14.283 Advanced Topics in Organisational Economics I, 14.284 Advanced Topics in Organisational Economics II, 14.126 Game Theory (listener), 14.273 Advanced Topics in Industrial Organisation (listener)

Research Papers

Under revision

A Secret Worth Keeping? Bid Cap Design in Budget-Constrained Procurement Auctions (with Lana Friesen and Ian A. MacKenzie)

Working paper

When Do Habits Matter? The Empirical Content of Dynamic Hedonic Models

Research in Progress

- *When AI Replaces Asking*: social image, AI reliance, and verification in help-seeking decisions.
- *When Persuasion Meets Social Pressure*: committee persuasion with observability and social-image incentives.
- *Algorithmic Exposure, Limited Attention, and Habit Formation*: dynamic demand, algorithmic recommendations, and persistence in media markets.
- *A Decision Theoretic Analysis of Mixed Migration and Human Trafficking*: belief-based risky choice and vulnerability under uncertainty in mixed migration (with Ian Jewitt).
- *Search with Competition*: competitive search and information acquisition—Pandora’s box with multiple searchers (with Augustus Smith).

Selected Policy Research Outputs

- Auer, J. (2022), *Disengaged: The costs and possible causes of youth disengagement in Australia*, e61 Research Note Series.
- Andrews, D., Auer, J., Elias, M., La Cava, G., and Mercier, L. (2022), *The effect of the COVID-19 recession on the youth labour market in Australia*, e61 Institute.
- Adams, N., Andrews, D., Auer, J., Clarke, E., Hayward, Z., La Cava, G., and Nolan, M. (2022), *Preventing scarring in the post-pandemic youth labour market*, e61 Institute.
- Adams, N., Andrews, D., Auer, J., Dwyer, E., Hayward, Z., Kaplan, G., La Cava, G., Michielsen, A., and Nolan, M. (2022), *Better harnessing Australia’s talent: five facts for the Summit*, e61 Institute.

Research Experience

University of Oxford, Economics of Modern Slavery Initiative Research Contributor	2024–present
e61 Institute Predoctoral Analyst	2022–2023
The University of Queensland, School of Economics Economics Research Assistant	2019–2022

Selected Honours and Awards

Kenan Sahin Presidential Fellowship, MIT, 2025–present
Rhodes Scholarship (Queensland), Oxford, 2023
University Medal, UQ, 2020
UQ Graduate of the Year, UQ, 2020
Valedictorian, UQ School of Economics, 2019
Vice Chancellor’s Scholarship, UQ, 2016–2022