

Curriculum Vitae

Shusaku Sasaki

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PROFESSIONAL EXPERIENCES

Osaka University – Behavioral Economics Unit, Behavioral Public Policy Team, Division of Scientific Information and Public Policy, Center for Infectious Disease Education and Research (CiDER)

Associate Professor (Specially Appointed), 2022 – Present

Japanese Association of Behavioral Economics and Finance

Vice-president, 2023 – Present

Director, 2021 – 2023

The Behavioral Sciences Team (BEST), organized by the Ministry of the Environment, Government of Japan

Expert member, 2018 – Present

Tohoku Gakuin University – Faculty of Economics

Associate Professor, 2020 – 2022

Kyoto University – Graduate School of Economics

Assistant Professor (Program-specific), 2018 – 2020

Keio University – Faculty of Economics

Postdoctoral Research Fellow of Japan Society for the Promotion of Science, 2017 – 2018

The Bank of Tokyo-Mitsubishi UFJ,Ltd.

Area marketing in private banking, 2010 – 2011

Area marketing in mortgage loan, 2008 – 2010

EDUCATION

Osaka University – Graduate School of Economics

PhD in Economics, 2014 – 2017

Thesis title: Empirical Essays on Social Preferences and Public Policy

Osaka University – Osaka School of International Public Policy

Master of International Public Policy, 2012 – 2014

Kyoto University – Faculty of Economics

Bachelor of Economics, 2004 – 2008

RESEARCH INTERESTS

- Applied econometrics, behavioral economics, experimental economics (field experiment), public policy
- Charitable giving, energy saving, infection prevention, healthy habits

SELECTED PUBLICATIONS

14) Sasaki, S., Saito, T., and Ohtake, F. “Nudges for COVID-19 voluntary vaccination: How to explain peer information?”, *Social Science & Medicine* 292, No.114561. January 2022.

13) Sasaki, S., Kurokawa, H., and Ohtake, F. “An experimental comparison of rebate and matching in charitable giving: The case of Japan”, *The Japanese Economic Review* 73(1), 147-177. August 2021.

12) Sasaki, S., Kurokawa, H., and Ohtake, F. “Effective but fragile? Responses to repeated nudge-based messages for preventing the spread of COVID-19 infection”, *The Japanese Economic Review* 72(3), pp.371-408. June 2021.

11) Sasaki, S., Kurokawa, H., and Ohtake, F. “Positive and negative effects of social status on longevity: Evidence from two literary prizes in Japan”, *Journal of The Japanese and International Economies*, No.101037. September 2019.

10) Sasaki, S. “Majority size and conformity behavior in charitable giving: Field evidence from a donation-based crowdfunding platform in Japan”, *Journal of Economic Psychology* 70, pp.36-51. January 2019.

OTHER PUBLICATIONS

09) Kurokawa, H., Sasaki, S., and Ohtake, F. "The role of nudge-based messages on the acceptability and download of COVID-19 contact tracing apps: survey experiments", *The Japanese Economic Review*. February 2024.

08) Murayama, H., Sasaki, S., Takahashi, Y., Takase, M., and Taguchi, A. “Message framing effects on attitude and intention toward social participation in old age”, *BMC Public Health* 23, No.1713. September 2023.

07) Kuroki, M., and Sasaki, S. “Nudging public budget officers: A field-based survey experiment”, *Public Budgeting & Finance* 43(3), 3-20. July 2023.

06) Yamada, Y., Uchida, T., Sasaki, S., Taguri, M., Shiose, T., Ikenoue, T., and Fukuma, S. “Nudge-based interventions on health promotion activity among very old people: a pragmatic, two-arm, participant-blinded randomized controlled trial”, *Journal of the American Medical Directors Association* 24(3), pp.390-394. March 2023.

05) Lee, S.Y., Sasaki, S., Kurokawa, H., and Ohtake, F. “The School Education, Ritual Customs, and Reciprocity Associated with Self-Regulating Hand Hygiene Practices During COVID-19 in Japan”, *BMC Public Health* 22, No.1663. September 2022.

04) Fukuma, S., Sasaki, S., Taguri, M., Goto, R., Misumi, T., Saigusa, Y., and Tsugawa, Y. “Effect of Nudge-Based Intervention on Adherence to Physician Visit Recommendations and Early Health Outcomes among Individuals Identified with Chronic Kidney Disease in Screens”, *Journal of the American Society of Nephrology*, ASN.2021050664. December 2021.

- 03) Kawamura, Y., Sasaki, S., and Kusumi, T. “Cultural Similarities and Differences in Lay Theories of Altruism: Replication of Carlson and Zaki (2018) in a Japanese Sample”, *Asian Journal of Social Psychology* 25(3), 571-576. September 2021.
- 02) Hirai, K., Ohtake, F., Kudo, T., Ito, T., Sasaki, S., Yamazaki, G., and Eguchi, Y. “Effect of Different Types of Messages on Readiness to Indicate Willingness to Register for Organ Donation During Driver’s License Renewal in Japan”, *Transplantation* 104(12), pp.2591-2598. February 2020.
- 01) Fukuma, S., Ikenoue, T., Sasaki, S., Saigusa, Y., Misumi, T., Saito, Y., Yamada, Y., Goto, R., and Taguri, M. “Nudging patients with chronic kidney disease at screening to visit physicians: A protocol of a pragmatic randomized controlled trial”, *Contemporary Clinical Trials Communications* 16, No.100429. December 2019.

WORKING PAPERS

- 08) Sasaki, S., Kubo, T., and Kitano, S. "Prosocial and Financial Incentives for Biodiversity Conservation: A Field Experiment Using a Smartphone App", arXiv:2402.18047, February 2024. *Submitted*
- 07) Lee, S.Y., Sasaki, S., and Ohtake, F. “Wearing School Uniforms in Childhood Linked with Wearing Anti-COVID-19 Masks in Adulthood through Other-Regarding Preferences: An Instrumental Variable Approach”, Osaka University CiDER Discussion Paper, No.006, October 2023. *R&R at Education Economics*
- 06) Kurokawa, H., and Sasaki, S. “How Does Opt-in Work? A Field Experiment on Financial Incentives for Physical Activity”, Osaka University Discussion Papers In Economics And Business, No.23-01, February 2023. *Under Review*
- 05) Sasaki, S., Ishihara, T., and Kato, H. “Rebate versus Matching, Again: Does Self-selection Matter?”, Osaka University CiDER Discussion Paper, No.005, May 2023.
- 04) Kato, H., Sasaki, S., and Ohtake, F. “Adding Nudge-based Reminders to Monetary Incentives for Promoting Rubella Antibody Testing and Vaccination”, Osaka University CiDER Discussion Paper, No.003, October 2022. *Under Review*
- 03) Kato, H., Sasaki, S., and Ohtake, F. “Mailing Vouchers: A Regression Discontinuity Analysis on Rubella Antibody Testing and Vaccination”, Osaka University CiDER Discussion Paper, No.004, October 2022.
- 02) Ida, T., Ishihara, T., Ito, K., Kido, D., Kitagawa, T., Sakaguchi, S., and Sasaki, S. “Choosing Who Chooses: Selection-Driven Targeting in Energy Saving Programs”, National Bureau of Economic Research Working Paper, No.30469, September 2022. *R&R at Econometrica*
- 01) Sasaki, S., and Kurokawa, H. “Vaccination and Discrimination: Experimental Evidence under the COVID-19 Pandemic”, Osaka University CiDER Discussion Paper, No.001, October 2022.

BOOKS

- 07) The Society for the Study of Giving Japan. “Giving Japan 2021”, Tokyo: Japan Fundraising Association, 2021. *in Japanese*
- 06) Keizai Seminar. (eds.) (contributed by Sasaki, S.) “COVID-19 Economics in Japan”, Tokyo: Nihon

Hyoron-sha, 2021. *in Japanese*

05) Ida, T., and Okada, K. (eds.) (contributed by Sasaki, S.) “The Present and Future of Behavioral Economics”, Tokyo: Nihon Hyoron-sha, 2019. *in Japanese*

04) Yamane, S., Kurokawa, H., Sasaki, S., and Kohsaka, Y. “Behavioral Economics for Use from Today”, Tokyo: Natsume-sha, 2019. *in Japanese*

03) Ohtake, F., and Hirai, K. (eds.) (contributed by Sasaki, S.) “Behavioral Economics in Health and Medical Fields: How Doctors and Patients Differ”, Tokyo: Toyo Keizai Shimpo-sha, 2018. *in Japanese*

02) The Society for the Study of Giving Japan. “Giving Japan 2017”, Tokyo: Japan Fundraising Association, 2017. *in Japanese*

01) Sato, D., Yamamoto, J. and Sasaki, S. “Why Do We Crowdfund?: 12 Cases”, Kyoto: Gakugei Publishing, 224 pages, 2016. *in Japanese*

TEACHING EXPERIENCES

Spring 2023, Spring 2024 “Planning and Management of Field Experiments”, Graduate School of Economics, Osaka University

Fall 2022, Fall 2023, Spring 2024 “Nudge and Public Policy”, Graduate School of Economics, Osaka University

Spring 2020, Spring 2021 “Behavioral Economics”, Faculty of Economics, Tohoku Gakuin University

Fall 2020, Fall 2021 “Experimental Economics”, Faculty of Economics, Tohoku Gakuin University

Fall 2019 “Mastering 'metrics: The path from cause to effect", Faculty of Economics, Kyoto University

INTERNATIONAL SEMINAR AND CONFERENCE PRESENTATIONS

2024 National Taiwan University, Taipei

2023 Science of Philanthropy Initiative Conference, Chicago; ESA Europe Meeting, Lyon; ESA Asia-Pacific Meeting, Seoul; American Society for Public Administration Conference, Online

2015 Science of Philanthropy Initiative Conference, Chicago

2014 Science of Philanthropy Initiative Conference, Chicago

2013 Association for Research on Nonprofit Organizations and Voluntary Action Conference, Hartford

AWARDS

2022 Award for Research Achievements 2021, Tohoku Gakuin University

2019 Encouragement Award 2019 (for poster presentation), Association of Behavioral Economics and Finance 13th Annual Conference

2019 Best Paper Award sponsored by Asahi Breweries, Ltd., Association of Behavioral Economics and Finance

2017 Encouragement Award 2017 (for poster presentation), Association of Behavioral Economics and Finance 11th Annual Conference

2016 Young Best Presentation Award 2016, The 11th Annual Conference of Japan Health Economics Association

2014 Encouragement Award 2014, Association of Behavioral Economics and Finance 8th Annual

Conference

2013 Emerging Scholars Award 2013, Association for Research on Nonprofit Organizations and Voluntary Action 42nd Annual Conference

GRANTS AND FELLOWSHIP

2024 – 2028 Japan Society for the Promotion of Science, Grant-in-Aid for Academic Research (Grant-in-Aid for Basic Research B)

2023 – 2024 Ministry of Health, Labour and Welfare, FY2023 Grant for Health, Labour and Welfare Administration Promotion Research Project

2021 – 2025 Japan Science and Technology Agency, PRESTO for Strategic Creative Research Promotion Program

2019 – 2022 Japan Society for the Promotion of Science, Grants-in-Aid for Academic Research Fund Grant (for Young Researchers)

2017 – 2020 Japan Society for the Promotion of Science, Research Fellowship for Young Scientists

2014 – 2017 Japan Society for the Promotion of Science, Research Fellowship for Young Scientists

REFEREEING EXPERIENCES

BMC Public Health, Contemporary Clinical Trials Communications, Conservation Letters, Economics and Human Biology, International Journal of Behavioral Medicine, Internet Research, The Japanese Economic Review, Journal of Behavioral and Experimental Economics, Journal of Behavioral Public Administration, Journal of Economic Psychology, Journal of The Japanese and International Economies, Journal of Nonprofit & Public Sector Marketing, PLoS ONE, Scientometrics, Social Science & Medicine (5), Behaviormetrika (in Japanese), The Economic Review (in Japanese), Journal of Behavioral Economics and Finance (in Japanese) (3), Journal of Social Security Research (in Japanese)

SKILLS

Applied econometrics, Program evaluation, Experimental design (Field experiment, online experiment)

- Computer skills: STATA, R
- Languages: Japanese (native), English (fluent), Germany (basic speaking and reading)

REFERENCES

Nobuyuki HANAKI

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HP <https://sites.google.com/view/nhanaki/home>

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HP <https://www.econ.kyoto-u.ac.jp/~ida/Ida-English.htm>

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