



PhD position in Psychology available within the Consumer Decision and Sustainable Behavior Lab at the University of Geneva, Switzerland

We are seeking applications for a 3-year PhD position within the Consumer Decision and Sustainable Behavior Lab (www.unige.ch/fapse/decisionlab) at the Department of Psychology, University of Geneva (Director: Prof. Tobias Brosch). The position is embedded within the joint project “Leveraging behavioral insights to promote fuel efficient car purchases” funded by the Swiss Federal Office of Energy. The project will be conducted in close collaboration with the Management of Renewable Energies Group (<https://iwoe.unisg.ch/en/lehrstuhlmanagementee/teamee>) at the University of St. Gallen (Director Prof. Rolf Wüstenhagen).

Content: The overall project aim is to develop effective low-invasive interventions (nudges) in order to motivate consumers to shift their preferences towards low carbon vehicles by combining theoretical knowledge with insights from practice. Interventions will encompass new nudges developed based on theoretical considerations as well as adapted nudges from practice, and will target both predominantly rapid and more deliberative decision-making modes. The developed nudges will then be evaluated by means of a comprehensive set of empirical tests in laboratory, online, and field settings. The successful candidate will work within the Consumer Decision and Sustainable Behavior Lab, but will also closely collaborate with the project members located at the University of St. Gallen in order to enable a continuous transfer of knowledge and methodological skills.

Requirements: Applicants should have an excellent master's degree in Psychology, very good methodological and statistical skills as well as a strong interest in intervention theory and applied research. Experience in decision modeling and/or conducting field studies is an asset. Furthermore, applicants should be firmly dedicated to a scientific career and be willing to work in an interdisciplinary environment. Excellent oral and written skills in English are required as well as good knowledge of French (or the willingness to learn French quickly).

Benefits: The successful candidate will benefit from the rich interdisciplinary environment of the Swiss Center for Affective Sciences (<http://www.affective-sciences.org>) and the Competence Center for Research in Energy, Society and Transition (<http://www.sccer-crest.ch>). Salary will start at about CHF 47'000 (before taxes and social charges) and will increase annually. Additional resources to fund conference travel are available. Geneva is located between the Alps, the Jura, and Lake Geneva, and is noted for its international character and high quality of life.

Applications: Interested applicants are asked to send a cover letter outlining their interest in the project and their motivation to pursue a PhD, their CV and certifications (or transcript of grades), previous publications (if any), and two letters of recommendation to ulf.hahnel@unige.ch

Review of applications will begin on October 9 and will continue until the position is filled. Earliest starting date is January 1, 2018. Please don't hesitate to contact us for further inquiries (ulf.hahnel@unige.ch).