



INSTITUT FÜR ARBEITSMARKT- UND  
BERUFSFORSCHUNG  
Die Forschungseinrichtung der Bundesagentur für Arbeit

# IAB-COLLOQUIUM

zur Arbeitsmarkt- und Berufsforschung

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Einladung  
23|2019

## THE LONG-RUN EFFECTS OF SOFT COMMITMENTS AND REMINDERS ON ACADEMIC PERFORMANCE

*Referent*

**Professor Robert Jäckle**

**Technische Hochschule Nürnberg**

**DATUM:**

14.11.2019

**UHRZEIT:**

11:00 Uhr

**ORT:**

Regensburger Str. 100

Sitzungssaal E10

90478 Nürnberg

We study the long-run effects of soft commitments and reminders on academic performance. In a randomized field experiment, our first treatment consisted of sending students in a 7-semester bachelor's degree program reminders about the recommended study structure each semester. The second treatment group received the same reminders but in the first semester were on top offered the opportunity to commit to the recommended study structure with a non-binding agreement. After 5 years, we find that the reminders did not generate any effects on academic performance. The soft commitment device treatment on the other hand is highly effective: after 5 years, students in the commitment treatment are 14 percentage points more likely to have graduated, 9 percentage points less likely to have dropped out, and their time to graduation is 0.35 semesters shorter than that of the controls – while maintaining the same GPA as the controls.