

# Florian Foos, D.Phil

Department of Government

London School of Economics and Political Science

Houghton Street

London, WC2B 2AE

United Kingdom

+44(0)7491976187

f.foos@lse.ac.uk

@florianfoos

www.florianfoos.net

orcid.org/0000-0003-4456-3799

## Academic Positions

- 07/2019– Assistant Professor in Political Behaviour, Department of Government, London School of Economics and Political Science
- 01/2017–06/2019 Lecturer (Assistant Professor) in Politics, Department of Political Economy, King's College London
- 09/2014–07/2017 Post-Doctoral/Senior Researcher, Department of Political Science, University of Zurich

## Visiting Positions

- 2021 Paul Lazarsfeld Guest Professor, Department of Government, University of Vienna
- 2020-2021 Visiting Researcher, Institutions and Political Inequality Unit, Berlin Social Science Center
- 2019-2022 Visiting Senior Research Fellow, Department of Political Economy, King's College London
- 01/2013-07/2013 Visiting Scholar, Department of Political Science, Columbia University in the City of New York

## Higher Education

- 2011–2015 D.Phil in Sociology, Nuffield College, University of Oxford; Thesis Title: "Bringing The Party Back In: Mobilization and Persuasion in Constituency Election Campaigns" (Examination date: 11/11/2014, Award date: 07/03/2015; Dissertation Advisors: Prof Stephen D. Fisher, Prof Geoffrey Evans, Examiners: Prof Catherine E. de Vries, Prof Edward Fieldhouse)
- 2010–2011 M.Sc in Sociology, Nuffield College, University of Oxford: *Distinction, A.H. Haley Prize*
- 2006–2010 B.A.(Hons) European Social and Political Studies, University College London: *1st Class, Dean's List*
- 2008–2009 International Exchange Programme, Sciences Po Paris

## Publications

### Peer-Reviewed Journal Articles

- Townsley, Josh, Stuart Turnbull-Dugarte, Florian Foos, and Denise Baron. 2021. "Mobilising support when the stakes are high: Mass emails affect constituent-to-legislator lobbying". *European Journal of Political Research*. First view: DOI: <https://doi.org/10.1111/1475-6765.12483>

- Foos, Florian and Daniel Bischof. 2021. "Tabloid media campaigns and public opinion: Quasi-experimental evidence on Euroscepticism in England". *American Political Science Review*. First view. DOI: <https://doi.org/10.1017/S000305542100085X>; featured in the Financial Times, The Independent, El Pais, Süddeutsche Zeitung
- Bischof, Daniel, Gidon Cohen, Sarah Cohen, Florian Foos, Patrick Michael Kuhn, Kyriaki Nanou, Neil Visalvanich, and Nick Vivyan. 2021. "Advantages, challenges and limitations of audit experiments with constituents." *Political Studies Review*. DOI:<https://doi.org/10.1177/14789299211037865>
- Neuenschwander, Giordano and Florian Foos. "Mobilizing Party Activism: 2021. A Field Experiment with Party Members and Sympathizers". Forthcoming in *Electoral Studies* 72. DOI: <https://doi.org/10.1016/j.electstud.2021.102341>
- Foos, Florian, Peter John, Christian Mueller and Kevin Cunningham. 2020. "Social Mobilization in Partisan Spaces." *Journal of Politics*. 83(3): 1192 - 1197. DOI: <https://doi.org/10.1086/710970>
- Florian Foos, Lyubomir Kostadinov, Nikolay Marinov and Frank Schimmelfennig. 2020. "Does Social Media Promote Civic Activism? A Field Experiment with a Civic Campaign". *Political Science Research and Methods*. 9(3): 500 - 518. DOI: <https://doi.org/10.1017/psrm.2020.13>
- Foos, Florian and Fabrizio Gilardi. 2020. "Can Role Models Increase Women's Political Ambition? A field experiment with politicians". *Journal of Experimental Political Science*. 7(3):157 - 166, DOI: <https://doi.org/10.1017/XPS.2019.21>; featured in the Harvard Gender Action Portal, Government Europa
- Foos, Florian and Peter John. 2018. "Parties Are No Civic Charities: Voter Contact and the Changing Partisan Composition of the Electorate" *Political Science Research and Methods* 6(2): 283-298, DOI: <https://doi.org/10.1017/psrm.2016.48>
- Foos, Florian and Eline de Rooij. 2017. "All in the Family? Partisan Disagreement and Electoral Mobilization in Intimate Networks - A Spillover Experiment". *American Journal of Political Science* 61(2): 289-304, DOI: <https://doi.org/10.1111/ajps.12270>
- Dinas, Elias and Florian Foos. 2017. "The National Effects of Subnational Representation: Access to Regional Parliaments and National Electoral Performance". *Quarterly Journal of Political Science* 12(1): 1-35, DOI: <https://doi.org/10.1016/j.electstud.2016.11.010>
- Foos, Florian and Eline de Rooij. 2017. "The Role of Partisan Cues in Voter Mobilization Campaigns: Evidence from a Randomized Field Experiment" *Electoral Studies* 45(1): 63-74, DOI: <http://dx.doi.org/10.1561/100.00015068>

## Book Chapters

- Foos, Florian, and Eline de Rooij. Voter mobilization in intimate networks. *Oxford Handbook of Electoral Persuasion*, eds. Bernard Grofman, Elizabeth Suhay, and Alex Trechsel, Oxford University Press.

## Book Reviews

- Foos, Florian. "Partis socialistes et classe ouvrière. Ruptures et continuités du lien électoral en Suisse, en Autriche, en Allemagne, en Grande-Bretagne et en France (1970-2008) Rennwald, Line, Neuchâtel, Editions Alphil-Presses universitaires suisses, 307 p., ISBN 978-2-88930-030-3", *Swiss Political Science Review* 22(2): 308-310.

## Work in Progress

### Under Review

- Making the Case for Democracy (with Alexander Wuttke): <https://osf.io/preprints/socarxiv/qrcmw/>

### Working Papers

- Going Mainstream: Does Media Platforming Legitimize Radical Right Views? (with Diane Bolet)
- Progressive campaigns, social media ads and young voters: Null effects from the 2019 UK General Election (with Peter John and Asli Unan).
- Is Social Mobilization Gendered? Evidence from Spillover Experiments Across Three Democracies (with Eline de Rooij and Vanessa Cheng-Matsuno).
- Squaring the party - conscience divide: How MPs communicate in a political crisis (with Daniel Bischof, Gidon Cohen, Sarah Cohen, Patrick M Kuhn, Kyriaki Nanou, Nick Vivyan and Neil Visalvanich)
- Mobilizing for Medicaid: Failing to mobilize marginalised voters with policy promises (with Josh Carpenter).

### Papers in progress

- Are non-cognitive messages more effective than cognitive messages in digital voter registration campaigns? (with Asli Unan, Peter John and Vanessa Cheng-Matsuno)
- Campaign Effects in Direct Democracy

- How Issue Ownership Moderates Campaign Effects: Evidence from two field experiments (with Kevin Cunningham, Dom Collins, Peter John, and Christian Mueller).
- The Red Zone: Forced displacement and support for anti-immigrant parties (with Elias Dinas, Vicky Fouka and Luis Bosshart)
- Citizens of nowhere? Value conflict and progressive political activism (with Tanja Burri).
- Invasive Parties: How credible extreme parties affect mainstream parties' positions (with Daniel Bischof).

## Book Projects

- Foos, Florian, and Peter John. *Mobilization across Space and Time* .
- Foos, Florian. *Political Persuasion as Interaction*

## PhD Supervision

- First Supervisor: Vanessa Cheng Matsuno, LSE, Thesis Title: Bureaucratic Cooperation Under Political Instability.
- Joint Supervisor (with Michael Bruter): Asli Ceren Cinar, LSE, Thesis Title: Power of Perception: How can candidates shape voter perceptions?
- Second Supervisor: Katharina Lawall (LSE), Susannah Hume (KCL).

## Teaching

- 2020-2022 **Experimental Politics**, course convener for 3rd year undergraduate module, Department of Government, London School of Economics & Political Science.
- 2019-2022 **Research Design in Political Science**, course convener for 2nd year undergraduate module, Department of Government, London School of Economics & Political Science.
- 2020-2022 **Experimental Politics**, course convener for 3rd year undergraduate module, Department of Government, London School of Economics & Political Science.
- 2021-2022 **Introduction to Political Science**, 6 lectures, Department of Government, London School of Economics & Political Science.
- 2019-2022 **Politics and Institutions in Europe**, 10 lectures, Department of Government, London School of Economics & Political Science.

- 2018-2019 **Causal Inference**, course convener for postgraduate module, Department of Political Economy, King's College London.
- 2018-2019 **The Political Sociology of Social Networks**, course convener for 3rd year undergraduate module, Department of Political Economy, King's College London.
- 2017-2019 **Comparative Political Systems**, Lecturer 1st year core module, course conveneer in 2017-2018, Department of Political Economy, King's College London.
- 2017 **Statistics for Political Science**, 1st year undergraduate seminar in BA Politics, Department of Political Economy, King's College London.
- 2016-2017 **Do Campaigns Matter? The US Presidential Election Campaign in Comparative Perspective**; final year undergraduate module, course convenor, Department of Political Science, University of Zurich.
- 2014-2016 **The Policy Lab: Experimenting with Public Policy**; final year undergraduate module, course convenor, Department of Political Science, University of Zurich.
- 2015 **BA-Thesis Research Design**; Final Year Undergraduate Seminar, course convenor, Department of Political Science, University of Zurich.
- 2014 **Experimental Political Science**; Graduate Methods Course, Design and Analysis of Randomized Field and Survey Experiments, Department of Political Science and IR, University of Oxford.

## Workshops and Summer School Courses

- 2021 **Social Media-based Experiments**, 1 day, Hertie School of Government.
- 2021 **Field Experiments**, 1 week, University of Vienna.
- 2021 **Causal Inference**, 2 days, University of Geneva.
- 2020-2021 **Causal Inference and Field Experiments**, 1 week (1 day in 2021), IPSA Summer School in Sao Paulo.
- 2019 **Causal Inference**, 2 days, University of Newcastle.
- 2017-2019 **Design, Conduct and Analysis of Randomized Field Experiments**, postgraduate course (with Alex Coppock and Eline de Rooij), 1 week, ICPSR European Field Experiments Summer School in Florence.

## Teaching Assistance

- 2012-2014 **Tutor in PPE Political Sociology**, Pembroke College, Magdalen College, Hertford College, Balliol College and Mansfield College, University of Oxford, Lecturer: Stephen D. Fisher

- 2014 **Quantitative Methods and Data Analysis**, Leading Lab Sessions in R, Stata, and Excel, Various MA and M.Sc Programmes, University of Oxford. Lecturer: Christian Arnold
- 2013/2014 **Quantitative Research Methods**, Tutorials in Statistical Concepts and Data Analysis in STATA, M.Sc Programme in Migration Studies, University of Oxford.

## Grants and Awards

- 2021 LSE Excellence in Education Award, London School of Economics and Political Science.
- 2021 Rebecca Morton Best Article in JEPS Award, APSA Experimental Section.
- 2020 Leibniz Association and Berlin Social Science Center, Society Needs Science, "Making the Case for Democracy to Those Least Likely to Hear it: Countering Democratic Fatigue through Democratic Talk" (with Alexander Wuttke), 10,000 EURO
- 2019-2021 Democracy Fund, Joseph Rowntree Reform Trust, "Register to Vote '21" (with Peter John), 62,542 GBP
- 2018-2022 SSHRC Insight Development Grant, Becoming a Politically Involved Citizen: How Experiences in Countries of Origin and Social Interactions with Family and Friends Shape Immigrants? Political Attitudes and Behaviour.? Eline A. de Rooij (Principal Investigator) and Florian Foos (Collaborator), CAD 67,506.
- 2017-2019 British Academy Small Grant, "Seeking the Personal Vote: How Legislators Exploit the Party Line" (with Kyriaki Nanou and Daniel Bischof), 9,870 GBP.
- 2017 Faculty Research Grant, "Issue Ownership Field Experiment" (with Peter John), Faculty of Social Science and Public Policy, King's College London, 10'000 GBP.
- 2011-2014 Nuffield D.Phil Studentship (all fees and maintenance) awarded by Nuffield College Sociology and Political Science Groups.
- 2011 A.H. Haley Prize for Best Overall Performance in M.Sc Sociology, University of Oxford.
- 2010-2011 M.Sc Studentship (all fees & partial maintenance) awarded by Nuffield College Sociology Group.
- 2007-2011 Scholar of the German Academic Merit Foundation, BA and M.Sc scholarships.
- 2008-2010 Ambassador Scholar, Boston Consulting Group & German Academic Merit Foundation.
- 2010 Dean's List Award for Outstanding Academic Performance in UCL Faculty of Arts and Humanities.
- 2010 4th Year Seasonal Prize for Outstanding Academic Performance in UCL ESPS Department.

# Professional Experience

## Invited Talks

- 2021 University of Vienna, Department of Government, Vienna, Austria.
- 2021 Yale American & Comparative Behavior Workshop, Yale University, United States.
- 2020 POLECONUK Network Webinar, Warwick University, UK.
- 2020 University of Vienna, Department of Government, Vienna, Austria.
- 2020 Queen Mary University of London, Department of Political Science, London, UK.
- 2019 University of Mannheim, Department of Political Science, Mannheim, Germany.
- 2019 University College London, Department of Political Science, London, UK.
- 2018 Vrije Universiteit Amsterdam, Department of Political Science and Public Administration, Netherlands.
- 2018 University of Geneva, Department of Political Science, Switzerland.
- 2018 Hertie School of Government, Berlin, Germany.
- 2018 London School of Economics, Methodology Department, London, UK.
- 2018 Centre for Experimental Social Sciences, Nuffield College, University of Oxford, UK.
- 2018 Department of Economics, Middlesex University, UK.
- 2018 University of Mannheim, Department of Political Science, Mannheim, Germany.
- 2018 London School of Economics, Government Department, London, UK.
- 2017 Humboldt University, Department of Social Sciences, Berlin, Germany.
- 2017 Behavioural Insights Team, London, United Kingdom.
- 2017 University of Copenhagen, Department of Political Science, Denmark.
- 2016 Internationale Konferenz für Politische Kommunikation, Konrad Adenauer Stiftung, Berlin, Germany.
- 2015 Koc University, Department of International Relations, Istanbul, Turkey.
- 2015 Sabanci University, Department of Political Science, Istanbul, Turkey.
- 2014 University of Oxford, Department of Politics and International Relations, Political Economy Seminar.
- 2014 Nuffield College, Qualitative and Field Work-Based Research Seminar.

## Professional Service and Memberships

- Track Chair Methodology, European Political Science Association Annual Meeting 2020
- Co-founder and co-organiser EuroWEPS, European Workshop in Empirical Political Science
- Section Head (with Eline de Rooij), Experimental Research, 2018 MPSA Annual Conference.
- Co-Organiser, European Field Experiments Summer School, 2017, 2018, 2019.

- Departmental Delegate, Data Science Education Forum, London School of Economics and Political Science
- Member of the Strategic Plan Committee, Hiring Committee, and the Education Committee, Department of Government, London School of Economics and Political Science
- Director MA Public Policy, Member of the Education Committee, and Organiser of Public Policy Masterclass Speaker Series, Department of Political Economy, King's College London.
- Reviewer: American Political Science Review, American Journal of Political Science, Journal of Politics, British Journal of Political Science, Political Science Research & Methods, Journal of Experimental Political Science, Electoral Studies, European Journal of Public Policy, European Political Science Review, Journal of Elections, Public Opinion and Parties, Journal of Public Policy, Research & Politics, Political Studies, Swiss Political Science Review, Acta Politica.
- Membership: Evidence in Governance and Politics (EGAP), American Political Science Association (APSA), Midwest Political Science Association (MPSA), European Political Science Association (EPSA), PSA Expert Group on Elections, Public Opinion and Parties (EPOP).
- 2015-2017 : Member of the Admissions Committee, Master in Comparative and International Studies (MACIS), ETH and University of Zurich.

## Conference Participation

- 2021 APSA 2 papers presented, discussant
- 2021 EPSA 3 papers presented, chair
- 2021 MPSA 2 papers presented
- 2020 APSA 2 papers presented
- 2020 EPSA chair
- 2019 APSA 1 paper presented
- 2019 EPSA 1 paper presented, chair, discussant
- 2019 MPSA 3 papers presented, discussant
- 2018 EPOP 2 papers presented
- 2018 EPSA 2 papers presented, discussant
- 2018 MPSA section head, 3 papers presented, discussant, panel chair
- 2017 EPOP 2 papers presented
- 2017 EPSA 2 papers presented, discussant
- 2017 MPSA 2 papers presented



- 2016 EPOP 2 papers presented
- 2016 APSA: 2 papers presented
- 2016 EPSA: 2 papers presented, discussant, panel chair
- 2016 Ninth Annual NYU-CESS Experimental Political Science Conference: 1 paper presented
- 2015 EPOP: 2 papers presented
- 2015 APSA: 2 papers presented
- 2015 EPSA: 2 papers presented, discussant, panel chair
- 2015 MPSA: 3 papers presented, discussant, panel chair
- 2014 APSA: 1 paper presented
- 2014 EPSA: 2 papers presented, discussant, panel chair
- 2014 MPSA: 2 papers presented
- 2013 MPSA: 2 papers presented
- 2013 EPSA: 2 papers presented
- 2012 MPSA: 1 paper presented

## Methods Training

- 2013 Experimental Research: Design, Analysis, and Interpretation; Columbia University 14-weeks methodology course for graduate students; instructor: Prof Donald P. Green (Columbia University)
- 2012 Causal Analysis: Propensity score matching, difference-in-differences estimation, and regression discontinuity designs; ERSC Euqal Soc Methods Workshop; instructor: Prof Dominik Hangartner (LSE Methodology Institute)
- 2012 Causal Inference: Instrumental variable regression; difference-in-differences estimation, and regression discontinuity designs; EUI Methods Workshop; instructor: Dr Elias Dinas (University of Oxford)
- 2012 Mathematical Tools for Social Scientists; GESES Cologne; instructor: Dr Martin Elff (University of Konstanz)
- 2012 Time Series Analysis; Advanced Methods Course; Department of Politics and International Relations; instructor: Dr Kat Chzhen (University of Oxford)
- 2011 Panel Data Analysis; Advanced Methods Course; Department of Politics and International Relations; instructor: Prof Raymond Duch (University of Oxford)
- 2011 Multilevel Modelling; Advanced Methods Course; Department of Politics and International Relations; instructor: Prof Sara B. Hobolt (LSE)

## Policy and Media Experience

- 2021 Interviews with ARD (German public broadcaster) and DPA (German Press Agency) about UK party conferences and government response to Covid-19
- 2021 LSE Briefing for Foreign Press Association ahead of UK Party Conferences
- 2020 Book talk with Jack Shenker
- 2016 Interviews on US Election Campaign and UK EU Referendum Campaign with various Swiss newspapers and radio stations
- 2014-2016 Blog on Labour Party Politics for Huffington Post UK: [www.huffingtonpost.co.uk/florian-foos](http://www.huffingtonpost.co.uk/florian-foos)
- 2015 UK General Election Campaign Commentary on Swiss Radio 24
- 2006–2014 Member of the Board and Advisor on Education Policy: Community Foundation Palatinate, Germany
- 2009 German Embassy London, Political Department: Research Intern

## Languages

- English (fluent), German (native), French (fluent), Romanian (intermediate)