



tinbergen *institute*

*On the Role of Personality  
Traits and Social Skills in  
Adult Economic Attainment*

Gerrit Müller

The research reported on these pages analyzes the influence of personality traits and interpersonal skills in adult economic attainment, with particular focus on earnings. The purpose is to bring together ideas from economics, social-psychology, and related disciplines in order to contribute new empirical evidence to the growing literature on non-cognitive skills as they relate to adult educational and labor market outcomes. The work at hand offers a peek into the "black box" that economists have come to call "non-cognitive skills", and examines the relevance of such skills for success in the labor market through a collection of self-contained essays.

**Gerrit Müller** studied economics at the University of Maastricht (M.A.). He followed the Tinbergen Institutes's graduate program in Economics and Econometrics (M.Phil.) and has been visiting Ph.D. student at The University of Chicago GSB.

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## Invitation

To the Public Defence of  
the Ph.D. Thesis

**"On the Role of Personality  
Traits and Social Skills  
in Adult Economic  
Attainment"**

by

**Gerrit Müller**

on Thursday, 13 April 2006  
at 13:30 hours

in the Senaatszaal,  
Building A, 1st floor  
Erasmus University Rotterdam  
Burg. Oudlaan 50

After the defence there  
will be a reception

**Paranimfen**

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