The Willingness to Pay for Economic Narratives

Prof. Dr. Klaus Gründler (Universität Kassel) Wednesday, 16 July 2025 at 6.15 PM CEST

Economic experts frequently comment on macroeconomic developments, but do people value these narratives? We combine a large-scale expert survey with a nationally representative household sample to examine the willingness to pay (WTP) for expert narratives in the high-stakes environment of the unprecedentedly high recession probability in 2024. We document a substantial WTP for economic narratives and find that individuals prefer dominantly consensus explanations over those that reinforce their prior beliefs. Moreover, acquired narratives shape respondents' expectations about future economic conditions, their understanding of recession drivers, and their spending beliefs. Our study highlights the potential of expert narratives as a tool to enhance economic literacy and to promote informed decision-making.