

December 19, 2018

## **Armin Falk**

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### **RESEARCH INTERESTS**

Behavioral Economics, Neuroeconomics, Experimental Economics, Labor Economics

### **CURRENT POSITIONS**

#### **Behavior and Inequality Research Institute (briq)**

Director, 2016–present

#### **University of Bonn**

Bonn Laboratory for Experimental Economics, Director, 2004–present  
Professor of Economics, 2003–present  
Hausdorff Center for Mathematics, 2012–present

#### **Institute of Labor Economics (IZA)**

Fellow and Program Director, 2007–present

#### **German Institute for Economic Research (DIW)**

Research Professor, 2006–present

#### **Centre for Economic Policy Research (CEPR)**

Research Fellow, Labour Economics Programme, 1999–present

#### **Institute for Economic Research (CESifo)**

Fellow, 2000–present

#### **Max Planck Institute for Research on Collective Goods**

External Scientific Member, 2009–present

#### **Institute for New Economic Thinking (INET)**

IP Leader, 2013 - present

### **PAST POSITIONS**

#### **Oxford University, Nuffield College,**

Visiting Scholar, fall term 2018

#### **University of Bonn**

Center for Economics and Neuroscience (CENs), Director, 2009–2016

#### **Harvard University**

Visiting faculty, fall term 2013

#### **Institute for the Study of Labor (IZA)**

Research Director, 2003–2007

## **Central European University (Budapest)**

Lecturer, 2003–2005

Visiting Faculty Member, 2003–2005

## **University of Zurich**

Chair (substitute) of Prof. Dr. Ernst Fehr, 2001–2002

Assistant Professor, Institute for Empirical Research in Economics, 1998–2003

## **EDUCATION**

Habilitation, Venia legendi in Economics, University of Zurich, 2003

PhD in Economics (summa cum laude), University of Zurich, 1999

Doctoral studies, University of Zurich, 1994–1998

MA-equivalent in Economics, University of Cologne, 1994

BA-equivalent in Philosophy and History, University of Cologne, 1991

## **AWARDS AND GRANTS**

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|--------------|---|
| 2018         | Felix Büchel Award, DIW   |
| 2017         | Research Grant of the Benckiser Stiftung Zukunft  |
| 2015         | European Research Council (ERC) Advanced Grant, five-year grant, sum to be received: 1.7 Mio Euro   |
| 2015         | Research Grant of the Benckiser Stiftung Zukunft  |
| 2014         | “Impulsrede zur Sozialen Marktwirtschaft”, Prize of the “Wirtschaftspolitischer Club Deutschland e.V.”                                    |
| 2014         | Thomson Reuters Highly Cited Researcher   |
| 2013         | SOEP Prize for the Best Scientific Publication (with Anke Becker, Thomas Deckers, Thomas Dohmen and Fabian Kosse)                         |
| 2011         | Award of the Berlin-Brandenburgische Akademie der Wissenschaften (Academy of Sciences, Berlin-Brandenburg)                                |
| 2011         | Yrjö Jahnsson Award in Economics of the Yrjö Jahnsson Foundation and the European Economic Association                                    |
| 2010–present | European Academy of Sciences and Arts   |
| 2010–present | Nationale Akademie der Wissenschaften Leopoldina (German Academy of Sciences)   |
| 2009–present | Nordrhein-Westfälische Akademie der Wissenschaften und Künste (Academy of Science and Arts, North Rhine-Westphalia)                       |
| 2009         | Gottfried-Wilhelm Leibniz Award of the Deutsche Forschungsgemeinschaft (DFG, German Science Foundation), sum to be received: 2.5 Mio Euro |
| 2008         | Gossen Award of the Verein für Socialpolitik  |
| 2008         | Grant of the Volkswagen Stiftung for the workshop on “Behavioral labor economics”   |
| 2008         | Post-doc grant of the Volkswagen Stiftung for 2 years   |
| 2008         | European Research Council (ERC) Starting Independent Researcher Grant, five-year grant, sum to be received: 1.34 Mio Euro                 |
| 2008–2015    | Principal investigator in Sonderforschungsbereich/Transregio 15 “Governance and efficiency of economic systems”                           |

- 2007–present Fellow of the European Economic Association
- 2006 John T. Dunlop Outstanding Scholar Award of the Labor and Employment Relations Association
- 2004–present DFG-Project “Workfare or Welfare: Incentives and Acceptance” (as part of the Schwerpunktprogramm: Flexibilisierungspotenziale bei heterogenen Arbeitsmärkten)
- 2004 Winner of the “CESifo Prize in Public Economics”: Distinguished CESifo Affiliate for the scientific originality, policy relevance and quality of the paper
- 2003 Research Grant “Determinants of Social Capital” financed by the University of Zurich
- 2002 Best lecturer of the economics department at the students’ election of the “Faculty’s Professor of the Year 2002”
- 1999 Winner of the “Prize of the Institute for Empirical Research in Economics for the Best Publication of an Economist of Age Below 35”
- 1996–1998 Research Grant “The Impact of Social Norms on Wages and Employment: An Experimental and Theoretical Investigation” financed by the Swiss National Science Foundation
- 1994–1996 Research Grant “Involuntary Unemployment as an Equilibrium Phenomenon: Social Comparison Processes and Labour Market Dynamics” financed by the Austrian Science Foundation
- 1990–1992 Member of the Studienstiftung des Deutschen Volkes (German National Academic Foundation)

## PUBLICATIONS

### Publications and forthcoming papers in international journals

Global Evidence on Economic Preferences, *Quarterly Journal of Economics*, 133(4), 1645-1692, 2018 (with Anke Becker, Thomas Dohmen, Benjamin Enke, David Huffman, Uwe Sunde)

Gender Differences in Preferences Increase with Economic Development and Gender Equality, in *Science*, 362(6412), 2018 (with Johannes Hermlle)

The Formation of Prosociality: Causal Evidence on the Role of Social Environment, forthcoming in *Journal of Political Economy*, (with Fabian Kosse, Thomas Deckers, Pia Pinger, Hannah Schildberg-Hörisch)

Information Processing and Commitment, in *The Economic Journal*, 128(613), 1983-2002, 2018 (with Florian Zimmermann)

Learning about Job Search: A Field Experiment with Job Seekers in Germany, forthcoming in *Journal of Public Economics*, (with Steffen Altmann, Simon Jäger, Florian Zimmermann)

Defaults and Donations: Evidence from a Field Experiment, forthcoming in *The Review of Economics and Statistics* (with Steffen Altmann, Paul Heidhues, Rajshri Jayarama, Marrit Teirlinck)

On the Relationship Between Cognitive Ability and Risk Preference, *Journal of Economic Perspective*, 32(2), 115-134, 2018 (with Thomas Dohmen, David Huffman, Uwe Sunde)

Unfair Pay and Health, in *Management Science*, 64(4):1477-1488, 2018 (with Fabian Kosse, Ingo Menrath, Pablo Emilio Verde, Johannes Siegrist)

Risk Attitudes Across the Life Course, in *The Economic Journal*, 127(605):F95-F116, 2017 (with Thomas Dohmen, Bart Golsteyn, David Huffman, Uwe Sunde)

Consistency as a Signal of Skills, in *Management Science*, 63(7): 2197-2210, 2017 (with Florian Zimmermann)

Nominal or Real? The Impact of Regional Price Levels on Life Satisfaction, in *the B.E. Journal of Economic Analysis & Policy*, 16(3): 1337–1358, 2016 (with Thomas Deckers, Hannah Schildberg-Hörisch)

Institutions and Morals: A Reply, in *European Journal of Political Economy*, 40 (B): 391–394, 2015 (with Nora Szech)

Neuronal Correlates of Social Decision Making are Influenced by Social Value Orientation—an fMRI study in *Frontiers in Behavioral Neuroscience*, (with Katarina Kuss, Peter Trautner, Christian Montag, Bernd Weber, Klaus Fliessbach)

Institutions and Contract Enforcement, in *Journal of Labor Economics*, 33(3): 571–590, 2015 (with David Huffman, Bentley MacLeod)

Neural Patterns Underlying Social Comparisons of Personal Performance, in *Social Cognitive and Affective Neuroscience*, 10 (4): 569-576, 2015 (with Michael Lindner, Sarah Rudolf, Robert Birg, Bernd Weber, Klaus Fliessbach)

The Brain Correlates of the Effects of Monetary and Verbal Rewards on Intrinsic Motivation, in *Frontiers in Decision Neuroscience*, 8: 303, 2014 (with Konstanze Albrecht, Johannes Abeler, Bernd Weber)

Representative Evidence on Lying Costs, in *Journal of Public Economics*, 113: 96–104, 2014 (with Johannes Abeler, Anke Becker)

Contractual Incompleteness, Unemployment, and Labor Market Segmentation in *Review of Economic Studies*, 81 (1), 30–56, 2014 (with Steffen Altmann, Andreas Grunewald, David Huffman)

The Influence of Status on Satisfaction with Relative Rewards, in *Frontiers in Decision Neuroscience*, 4: 804, 2013 (with Konstanze Albrecht, Emma von Essen, Klaus Fliessbach)

Neural Correlates of Receiving an Apology and Active Forgiveness: An fMRI Study, in *PLOS One*, 9 (2), 2013 (with Sabrina Strang, Verena Utikal, Urs Fischbacher, Bernd Weber)

The Systematic Place of Morals in Markets – Response, *Science*, 341, 714, 2013 (with Nora Szech)

No Evidence for an Effect of Testosterone Administration on Delay Discounting in Male University Students, in *Psychoneuroendocrinology*, 38 (9): 1814–1818, 2013 (with Georgia Rada Ortner, Matthias Wibral, Anke Becker, Thomas Dohmen, Dietrich Klingmüller, Bernd Weber)

Do Lab Experiments Misrepresent Social Preferences? The Case of Self-Selected Student Samples in *Journal of the European Economic Association*, 11 (4): 839–852, 2013 (with Stephan Meier, Christian Zehnder)

A Taste for Consistency and Survey Response Behavior, published online in *CESifo Economic Studies*, 59 (1):181–193, 2013 (with Florian Zimmermann)

Morals and Markets in *Science*, 340, 707–711, 2013 (with Nora Szech)

A Reward Prediction Error for Charitable Donations Reveals Outcome Orientation of Donators, in *Social Cognitive and Affective Neuroscience*, 8 (2): 216–223, 2013 (with Katarina Kuss, Peter Trautner, Christian E. Elger, Bernd Weber, Klaus Fliessbach)

Validating an Ultra-Short Survey Measure of Patience, in *Economics Letters*, 120 (2), 142–145, 2013 (with Thomas Dohmen, David Huffman, Jürgen Schupp, Uwe Sunde, Thomas Vischer, Gert G. Wagner)

A City-Wide Experiment on Trust Discrimination, in *Journal of Public Economics*, 100: 15–27, 2013 (with Christian Zehnder)

Living in Two Neighborhoods – Social Interaction Effects in the Laboratory, in *Economic Inquiry*, 51 (1): 563–578, 2013 (with Urs Fischbacher, Simon Gächter)

Effort Increases Sensitivity to Reward and Loss Magnitude in the Human Brain in *Social Cognitive and Affective Neuroscience*, 9 (3): 342-349, 2012 (with Julien Hernandez Lallement, Katharina Kuss, Peter Trautner, Bernd Weber, Klaus Fliessbach)

Testosterone Administration Reduces Lying in Men, in *PLOS One*, 7 (10), 2012 (with Matthias Wibral, Thomas Dohmen, Bernd Weber, Dietrich Klingmüller)

The Intergenerational Transmission of Risk and Trust Attitudes, *Review of Economic Studies*, 79 (2): 645–677, 2012 (with Thomas Dohmen, David Huffman, Uwe Sunde)

It’s all about Connections: Evidence on Network Formation, in *Review of Network Economics* 11 (3): Article 2, 2012, (with Michael Kosfeld)

The Relationship between Economic Preferences and Psychological Personality Measures, *Annual Review of Economics*, 4, 2012 (with Anke Becker, Thomas Deckers, Thomas Dohmen, Fabian Kosse)

Neural Responses to Advantageous and Disadvantageous Inequity, *Frontiers in Human Neuroscience*, 6 (165), 2012 (with Klaus Fliessbach, Courtney B. Philipps, Peter Trautner, Marieke Schnabel, Christian E. Elger, Bernd Weber)

Competition and Relational Contracts: The Role of Unemployment as a Disciplinary Device, *Journal of the European Economic Association*, 10 (4): 887–907, 2012 (with Martin Brown, Ernst Fehr)

Promotions and Incentives: The Case of Multi-Stage Elimination Tournaments, *Journal of Labor Economics*, 30 (1): 149–174, 2012 (with Steffen Altmann, Matthias Wibral)

The IZA Evaluation Dataset: Towards Evidence-Based Labor Policy-Making, *International Journal of Manpower*, 32 (7): 731–752, 2011 (with Marco Caliendo, Lutz C. Kaiser, Hilmar Schneider, Arne Uhlenborff, Gerard J. van den Berg, Klaus F. Zimmermann)

Individual Risk Attitudes: Measurement, Determinants, and Behavioral Consequences, *Journal of the European Economic Association*, 9 (3): 522–550, 2011 (with Thomas Dohmen, David Huffman, Uwe Sunde, Jürgen Schupp, Gert G. Wagner)

Unemployment and Right-wing Extremist Crime, *Scandinavian Journal of Economics*, 113 (2): 260–285, 2011 (with Andreas Kuhn, Josef Zweimüller)

Reference Points and Effort Provision, *American Economic Review*, 101 (2): 470–492, 2011 (with Johannes Abeler, Lorenz Götte, David Huffman)

Performance Pay and Multidimensional Sorting: Productivity, Preferences and Gender, *American Economic Review*, 101 (2): 556-590, 2011 (with Thomas Dohmen)

Relative versus Absolute Income, Joy of Winning, and Gender: Brain Imaging Evidence, *Journal of Public Economics*, 95 (3–4): 279–285, 2011 (with Thomas Dohmen, Klaus Fliessbach, Uwe Sunde, Bernd Weber)

You get what you pay for: Incentives and Selection in the Education System, *The Economic Journal*, 120 (546): 256–271, 2010 (with Thomas Dohmen)

Are Risk Aversion and Impatience Related to Cognitive Ability? *American Economic Review*, 100 (3): 1238–1260, 2010 (with Thomas Dohmen, David Huffman, Uwe Sunde)

Collecting Genetic Samples in Population Wide (Panel) Surveys: Feasibility, Nonresponse and Selectivity, *Survey Research Methods*, 4: 121–126, 2010 (with Matthias Schonlau, Martin Reuter, Thomas Dohmen, Juergen Schupp, Christian Montag, Bernd Weber, Nico A. Siegel, Uwe Sunde, Gert G. Wagner)

Direct Evidence on Risk Attitudes and Migration, *Review of Economics and Statistics*, 92 (3): 684–689, 2010 (with David A. Jaeger, Holger Bonin, Thomas Dohmen, David Huffman, Uwe Sunde)

Lab Experiments are a Major Source of Knowledge in the Social Sciences, *Science*, 326: 535–538, 2009 (with James J. Heckman)

Biased Probability Judgment: Evidence of Incidence and Relationship to Economic Outcomes from a Representative Sample, *Journal of Economic Behavior & Organization*, 72 (3): 903–915, 2009 (with Thomas Dohmen, David Huffman, Uwe Sunde, Felix Marklein)

The Medial Prefrontal Cortex exhibits Money Illusion, *Proceedings of the National Academy of Sciences*, 106 (13): 5025–5028, 2009 (with Bernd Weber, Antonio Rangel, Matthias Wibral)

Homo Reciprocans: Survey Evidence on Behavioral Outcomes, *The Economic Journal*, 119 (536): 592–612, 2009 (with Thomas Dohmen, David Huffman, Uwe Sunde)

Testing Theories of Fairness—Intentions Matter, *Games and Economic Behavior*, 62 (1): 287–303, 2008 (with Ernst Fehr, Urs Fischbacher)

Experimental Labor Economics, *New Palgrave Dictionary of Economics*, 2008 (with Simon Gächter)

Representative Trust and Reciprocity: Prevalence and Determinants, *Economic Inquiry*, 46 (1): 84–90, 2008 (with Thomas Dohmen, David Huffman, Uwe Sunde)

Social Comparison Affects Reward-related Brain Activity in the Human Ventral Striatum, *Science*, 318 (5854): 1305–1308, 2007 (with Klaus Fliessbach, Bernd Weber, Peter Trautner, Thomas Dohmen, Uwe Sunde, Christian Elger)

Gift-Exchange in the Field, *Econometrica*, 75 (5): 1501–1511, 2007

Cross-sectional Earnings Risk and Occupational Sorting: The Role of Risk Attitudes, *Labour Economics*, 14 (6): 926–937, 2007 (with Holger Bonin, Thomas Dohmen, David Huffman, Uwe Sunde)

Studying Labor Market Institutions in the Lab: Minimum Wages, Employment Protection and Workfare, in: *Journal of Institutional and Theoretical Economics*, 163 (1): 30–45, 2007 (with David Huffman)

How to do Empirical Economics, *Investigaciones Económicas*, XXX (2): 179–206, 2006 (with Francis Kramarz, Joshua D. Angrist, David M. Blau, Jean-Marc Robin, Christopher Taber)

Fairness Perceptions and Reservation Wages—The Behavioral Effects of Minimum Wage Laws, *Quarterly Journal of Economics*, 121 (4): 1347–1381, 2006 (with Ernst Fehr, Christian Zehnder)

The Hidden Cost of Control, *American Economic Review*, 96 (5): 1611–1630, 2006 (with Michael Kosfeld)

Clean Evidence on Peer Effects, *Journal of Labor Economics*, 24 (1): 39–57, 2006 (with Andrea Ichino)

A Theory of Reciprocity, *Games and Economic Behavior*, 54 (2): 293–315, 2006 (with Urs Fischbacher)

The Success of Job Applications: A New Approach to Program Evaluation, *Labour Economics*, 12 (6): 739–748, 2005 (with Rafael Lalive, Josef Zweimüller)

Driving Forces behind Informal Sanctions, *Econometrica*, 73 (6): 2017–2030, 2005 (with Ernst Fehr, Urs Fischbacher)

Choosing the Joneses: On the Endogeneity of Reference Standards, *Scandinavian Journal of Economics*, 106 (3): 417–435, 2004 (with Markus Knell)

Relational Contracts and the Nature of Market Interactions, *Econometrica*, 72: 747–780, 2004 (with Martin Brown, Ernst Fehr)

On the Nature of Fair Behavior, *Economic Inquiry*, 41 (1): 20–26, 2003 (with Ernst Fehr, Urs Fischbacher)

Reasons for Conflict—Lessons from Bargaining Experiments, *Journal of Institutional and Theoretical Economics*, 159 (1): 171–187, 2003 (with Ernst Fehr, Urs Fischbacher)

Why Labour Market Experiments?, *Labour Economics*, 10: 399–406, 2003 (with Ernst Fehr)

Reputation and Reciprocity—Consequences for the Labour Relation, *Scandinavian Journal of Economics*, 104: 1–26, 2002 (with Simon Gächter)

Distributional Consequences and Intentions in a Model of Reciprocity, *Annales d’Economie et de Statistique*, 63-64: 111–130, 2002 (with Urs Fischbacher)

“Crime” in the Lab—Detecting Social Interaction, *European Economic Review*, 46: 859–869, 2002 (with Urs Fischbacher)

Psychological Foundations of Incentives, *European Economic Review*, 46: 687–724, 2002 (with Ernst Fehr)

Wage Rigidities in a Competitive Incomplete Contract Market, *Journal of Political Economy*, 107: 106–134, 1999 (with Ernst Fehr)

Intrinsic Motivation and Extrinsic Incentives in a Repeated Game with Incomplete Contracts, *Journal of Economic Psychology*, 20: 251–284, 1999 (with Simon Gächter, Judith Kovacs)

### **Working papers, papers under review and invited resubmissions**

Narratives, Imperatives and Moral Reasoning (with Jean Tirole, Roland Bénabou)

Eliciting Moral Preferences (with Jean Tirole, Roland Bénabou)

Socio-Economic Status and Inequalities in Children’s IQ and Economic Preferences (with Thomas Deckers, Fabian Kosse, Pia Pinger, Hannah Schildberg-Hörisch). IZA DP No. 11158. Revision requested: *Journal of Political Economy*

The Robustness and Pervasiveness of Sub-Additivity in Intertemporal Choice (with Thomas Dohmen, David Huffman, Uwe Sunde)

Status Inequality, Moral Disengagement and Violence, HCEO Working Paper No. 2017-057

Facing Yourself: A Note on Self-image, HCEO Working Paper No. 2017-048

Early Childhood Environment, Breastfeeding and the Formation of Preferences, HCEO Working Paper No. 2016-036 (with Fabian Kosse)

Beliefs and Utility: Experimental Evidence on Preferences for Information (with Florian Zimmermann)

Diffusion of Being Pivotal and Immoral Outcomes (with Nora Szech). Revision requested: *Review of Economic Studies*

Incentives and Information as Driving Forces of Default Effects (with Steffen Altmann, Andreas Grunewald). Revision requested: *Management Science*

The Preference Survey Module: A Validated Instrument for Measuring Risk, Time and Social Preferences (with Anke Becker, Thomas Dohmen, David Huffman, Uwe Sunde)

Patience and Comparative Development (with Thomas Dohmen, Benjamin Enke, David Huffman, Uwe Sunde)

Ancient Origins of the Global Variation in Economic Preferences (with Anke Becker, Benjamin Enke)

Do I Have What It Takes? Equilibrium Search with Type Uncertainty and Non-Participation, IZA DP 2531 (with David Huffman, Uwe Sunde)

Seemingly Irrelevant Events Affect Economic Perceptions and Expectations: The FIFA World Cup 2006 as a Natural Experiment, IZA DP 2275 (with Thomas Dohmen, David Huffman, Uwe Sunde)

Self-Confidence and Search, IZA DP 2525 (with David Huffman, Uwe Sunde)

The Power and Limits of Tournament Incentives (with Ernst Fehr, David Huffman)

The Non-Use of Bayes' Rule: Representative Evidence on Bounded Rationality (with Thomas Dohmen, David Huffman, Uwe Sunde, Felix Marklein)

### **Published papers in international (refereed) books**

Reciprocity in Experimental Markets, *Handbook of Experimental Economics Results*, ed. by C. R. Plott and V. L. Smith, North-Holland, 325–334, 2008 (with Ernst Fehr)

Modeling Strong Reciprocity, *Moral Sentiments and Material Interests—The Foundations of Economic Life*, ed. by Herbert Gintis, Samuel Bowles, Robert Boyd and Ernst Fehr, The MIT Press, 193–214, 2005 (with Urs Fischbacher)

The Economics of Reciprocity—Theory and Evidence, *Inequality Around the World*, ed. by Richard Freeman, Palgrave, 207–233, 2002 (with Urs Fischbacher)

Reciprocal Fairness, Cooperation and Limits to Competition, Intersubjectivity, *Economics, Work Motivation, Institutions, and Performance*, Experimental Business Research, ed. by Rami Zwick and Amnon Rapoport, Kluwer Academic Publishers, 351–372, 2002 (with Simon Gächter)

Appropriating the Commons—A Theoretical Explanation, *The Drama of the Commons*, ed. by Elinor Ostrom, Thomas Dietz, Nives Dolšak, Paul Stern, Susan Stonich and Elke Weber, National Academy Press, Washington, DC, 157–192, 2002 (with Ernst Fehr, Urs Fischbacher)

Why Firms Refuse to Hire Underbidders, *The Unemployment Debate: Current Issues*, ed. by Peter de Gijssel, Ralph Olthoff and Thomas Zwick, Marburg: Metropolis Verlag, 125–154, 2000 (with Simon Gächter)

### **Papers in German journals and books**

Wie risikobereit sind die Deutschen? *Spektrum der Wissenschaft Spezial*, (1): 58–65, 2012

Eingeschränkt rationales Verhalten: Evidenz und Implikationen, *Beihefte der Zeitschrift für das gesamte Handelsrecht und Wirtschaftsrecht, Beitrag der Verhaltensökonomie zum Handels- und Wirtschaftsrecht*, Fleischer/Zimmer, 63–82, 2011 (with Steffen Altmann, Felix Marklein)

Benachteiligung wegen mangelnden Vertrauens? Eine experimentelle Studie zur Arbeitsmarktintegration von Strafgefangenen, *Monatsschrift für Kriminologie und Strafrechtsreform*, 92 (6): 526–546, 2009 (with Gari Walkowitz, Wolfgang Wirth)

Kontrolliert und repräsentativ: Beispiele zur Komplementarität von Labor- und Felddaten, *Perspektiven der Wirtschaftspolitik*, 2009, (10) (Special Issue): 54–74 (with Thomas Dohmen, Uwe Sunde).

Homo Oeconomicus Versus Homo Reciprocans: Ansätze für ein Neues Wirtschaftspolitisches Leitbild?, *Perspektiven der Wirtschaftspolitik*, 4 (3): 141–172, 2003

Intentionen – Wider das konsequentialistische Weltbild, *Normative und institutionelle Grundfragen der Ökonomik. Jahrbuch 2 – Experimente in der Ökonomik*, ed. by M. Held, G. Kubon-Gilke, R. Storn, Metropolis-Verlag, Marburg/Lahn, 69–85, 2003

Eigennutz kontra Reziprozität: Befunde und Implikationen, *Wirtschaft und Gesellschaft*, 28 (3): 383–401, 2002

Fairnessinduzierte Arbeitslosigkeit auf einem experimentellen Arbeitsmarkt, Europäische Arbeitsmärkte und Arbeitsmarkttheorie, *Beiträge zur Arbeitsmarkt- und Berufsforschung*, 254, ed. by Uwe Blien and Joachim Möller, 77–90, 2002

Reziprozität und Sozialkapital, *Universitas* (9), 57: 936–946, 2002

Experimentelle Wirtschaftsforschung und Wirtschaftspolitik, *Aspekte der schweizerischen Wirtschaftspolitik*, ed. by Jürg Furrer and Bruno Gehrig, 145–165, 2002 (with Simon Gächter)



Wirtschaftswissenschaftliche Experimente: Homo Oeconomicus auf dem Prüfstand, *Wirtschaftsdienst*, 81: 300–304, 2001

Experimentelle Wirtschaftsforschung, *Wirtschaftswissenschaftliches Studium*, 26: 326–330, 1997 (with Jean-Robert Tyran)

Diskursverfahren: Liebe auch auf den zweiten Blick?, *Analyse und Kritik*, 18: 245–264, 1996 (with Felix Oberholzer-Gee, Isabelle Busenhardt, Jürg de Spindler)

### **Books and Book Reviews**

Reciprocity and Wage Formation, Aachen: *Shaker Verlag*, 1999

“Personnel Economics” von E. P. Lazear, *Journal of Economics*, 65: 321–324, 1997

## **PRESENTATIONS**

### **Invited presentations**

- Keynote Speech, Soep-Conference, Berlin, 2018
- Jacobs Foundation Keynote Lecture, CESifo, Munich, September 2017
- Keynote Lecture, MPI Workshop Judgment and Decision Making, Bonn, June 2017
- Inside Research, University of Bonn, June 2017
- Bonner Colloquium, Bonn, November 2016
- Adam Smith Keynote Lecture, EALE 28th Annual Conference, Ghent, September 2016
- Keynote Lecture, Experimental Finance Conference, University of Mannheim, June 2016
- Invited Speaker, Würzburger Wissenschaftliche Gesellschaft, April 2016
- Keynote lecture, 2015 Symposium on Economic Experiments in Developing Countries (SEEDEC) at CERGE-EI, Prague, December 2015
- Invited Speaker, University of Konstanz, Symposium “Do I like what I prefer?”, December 2014
- Invited Speaker, CESifo, Area Conference on Behavioral Economics, October 2014
- Invited Speaker, FUR Conference, Rotterdam, June 2014
- Invited lecture at Summer School, Oxford, June 2014
- Invited lecture at the Summer School in Social Economics, Cambridge, June 2014
- Invited Speaker, IOZ Institut Ökonomie der Zukunft GmbH, Frankfurt, April 2014
- Invited Speaker, CIFAR Toronto, Social Interactions, Identity and Well-Being Program Meeting, September 2013
- Invited lecture at the ESPE 2013, Aarhus, June 2013
- Invited lecture at the UC San Diego (with Norwegian School of Economics), San Diego, March 2013
- Stanford Institute for Theoretical Economics (SITE), Stanford, September 2012
- Economic Science Association Conference (ESA), Cologne, September 2012
- Keynote lecture at the 11th Journées Louis-André Gérard-Varet Conference in Public Economics, Aix Marseille School of Economics (AMSE), June 2012
- CESifo Area Conference on Behavioural Economics, October 2011
- Invited lecture at the ROA Conference Cognitive and Non-Cognitive Skills over the Life Cycle, University of Maastricht, October 2011
- Invited lecture at the EALE Cyprus Conference, Experimental Labor Economics September 2011
- Invited lecture at the EEA-ESEM Conference, Oslo, August 2011
- Keynote lecture at the ESA, Chicago, July 2011
- Keynote lecture at the “15. Berliner Kolloquium der Daimler und Benz Stiftung”, May 2011

- Invited lecture at the CESifo Area Conference on Applied Microeconomics, March 2011
- MOVE Conference on Gender Differences in Competitiveness and Risk Taking, Barcelona, September 2010
- Keynote lecture at Conference of the Thurgau Institute, April 2010
- Plenary speaker at the annual conference of the “Verein für Socialpolitik”, Graz, September 2008
- Keynote lecture at the Annual SOEP conference, Berlin, July 2008
- Neuroeconomics Workshop of the Arne Ryde Foundation, Lund, May 2008
- Invited lecture at CESifo Conference: Do Incentives Work in Education? Munich, May 2008
- International Meeting on Experimental and Behavioral Economics, Malaga, March 2007
- Plenary Session, Reciprocity: Theories and Facts, Milano-Bocconi, Maggiore Lake, February 2007
- Neuro-Kongress, Nordrhein-Westfälische Akademie der Wissenschaften, Düsseldorf, November 2006
- European Summer Symposium in Labour Economics (ESSLE), Ammersee, September 2006
- Conference: Experimental Law and Economics in Bad Meinberg, June 2006
- Workshop at the Massachusetts Institute of Technology (MIT) on the Meaning and Value of Labor, January 2006
- Plenary Talk at the Economic Science Association meeting in Allessandria, September 2005
- Invited talk at Deutsche Post Personnel Executives Meeting, June 2005
- Invited lecture at a conference on Field Experiments, University College London, Mai 2005
- Workshop at the Santa Fe Institute on Coevolution of Behaviors and Institutions, February 2005
- Invited speaker: Autumn Conference of the Norwegian Economic Society, Oslo November 2004
- Invited speaker: Challenges to Executive Compensation, Ethical Finance Research Series, University of Zurich, November 2004
- European Doctoral Program Meeting 2004 in Bad Honnef, October 2004
- Presentation about Experiments and Policy Evaluation, invited by the Cabinet Office and Department of Work and Pension in London, September 2004
- Presentation at the Ministry of Finance of Hungary, Budapest (on tax evasion) July 2004
- Humboldt-Stiftung: Humboldt University of Berlin, May 2004
- CESifo Area Meeting on Public Economics, May 2004: Award winner of the CESifo Prize in Public Economics 2004
- Presentation and Discussion: World Employment Conference 2004 in Montreux, April 2004
- Colloquium on trust: Fernuniversität Hagen, March 2004
- Invited lecture on the occasion of the Celebration of 10 years Economics Faculty of the University of Leipzig, November 2003
- European Science Foundation Exploratory Workshop: Income, Interactions and Subjective Well-Being, DELTA Paris, September 2003
- CESifo Area Conference on Employment and Social Protection, Munich, May 2003
- Conference of the University of Göttingen: Wirtschaftsgeschichte als Kulturgeschichte, February 2003
- European Summer Symposium in Labour Economics (ESSLE), Ammersee, September 2002
- Conference on Psychology and Economics (organized by D. Laibson/G. Loewenstein and A. Rangel) at the Stanford Institute on Theoretical Economics (SITE), August 2002
- CESifo Summer Institute in Venice, Workshops on “The Changing Organization of Labor”, July 2002
- Conference: Causes and Management of Conflict in Wörlitz, June 2002
- Netherlands Institute for Advanced Study in the Humanities and Social Sciences (NIAS), June 2002

- Talk and conference organisation on “Tax Evasion” at the Evangelischen Akademie Loccum, May 2002
- Talk and visitor at the Institute for the Study of Labor (IZA) in Bonn, April 2002
- Festvortrag: Motivation und Fairness, auf der 82. ordentlichen Generalversammlung des Zürcher Textildetaillisten-Verbands, April 2002
- Conference on: Experiments in Economics – Rationality, Fairness, Reciprocity, Evangelische Akademie Tutzing, March 2002
- Social Science Research Center Berlin (Wissenschaftszentrum Berlin), February 2002
- European Summer Symposium in Economic Theory (ESSET), Gerzensee, July 2001
- CESifo Area Conference on Employment and Social Protection, Munich, June 2001
- Conference on: The Dilemma of the Homo Oeconomicus, Evangelische Akademie Tutzing, January 2001
- Keynote lecture: International Conference of the German Association of Political Economy, Nuremberg, October 2000
- Institute for life sciences at the University of Zurich for the Seminar: Ecological and Evolutionary Economics, May 2000
- Invited speaker: The 8th Biennial Conference of the International Association for the Study of Common Property (IASCP) invited by: The National Academy of Science (NAS), in Bloomington, Indiana, May/June 2000
- Invited speaker: Herbsttagung des Arbeitskreises für Politische Ökonomie in Strobl, August 2000
- Invited speaker: Eleventh Annual Conference of the European Association of Labour Economics (EALE) in Regensburg, September 1999
- Invited speaker: Twelfth World Congress of the International Economic Association (IEA) in Buenos Aires, August 1999

### **Seminar presentations**

- Bank of England, April 2018
- MPI Bonn, December 2017
- Stockholm University, Institute for International Economic Studies (IIES), December 2016
- University of Düsseldorf, DICE Research Seminar, Düsseldorf, November 2016
- University College London, Applied Microeconomics Seminars, September 2016
- University of Berlin, HU Seminar, May 2016
- University of Essex, Institute for Social and Economic Research, February 2016
- London School of Economics and Political Science, Psychology and Economics Seminar, November 2015
- Central European University, Budapest, April 2015
- New York University, Neuroeconomics Colloquium, March 2015
- California Institute of Technology, Behavioral Social Neuroscience Seminar, March 2015
- University of California, Berkeley, Economics Department, May 2014
- University of California, Stanford, Department of Economics, May 2014
- University of Harvard, Behavioral and Experimental Economics Workshop, April 2014
- University of Munich, Hans-Möller-Seminar, April 2014
- University of Zurich, Lecture in Experimental Labor Economics, March 2014
- Zentralinstitut für Seelische Gesundheit, Mannheim, Februar 2014
- University of Princeton, Behavioral Economics Seminar, December 2013
- University of Harvard, Behavioral Seminar, September 2013
- University of Lausanne, Winter School, January 2013
- University of Zurich, PhD Mini-Course: Selected topics in behavioral economics, March 2012
- University of Innsbruck, Behavioral Economics Seminar, October 2012

- Centre for European Economic Research, Spring Meeting of young Economists, April 2012
- University Tilburg, Economics Micro Series, November 2011
- Princeton University, Behavioral Seminar, September 2010
- Columbia Business School, September 2010
- Columbia University, Econ Department, September 2010
- Harvard University, Behavioral Workshop, September 2010
- Amsterdam, Conference on Neuroeconomics, June 2010
- University of Warwick, May 2010
- Mediationskongress, University of Bonn, April 2010
- University of Konstanz, January 2010
- Colloquium of the Institute of Cognitive Science, University of Osnabrück, January 2010
- University of Frankfurt, May 2009
- University of Amsterdam, Tinbergen Institute, November 2008
- University of Essen, May 2008
- Microeconomics Seminar, Bocconi Universtiy Milan, May 2008
- Neuroeconomics Seminar, University of Zurich, November 2007
- Neuroeconomics Seminar, University of Zurich, March 2007
- Stockholm School of Economics, February 2007
- Institut für Arbeitsmarkt- und Berufsforschung (IAB), December 2006
- Institut d'Economie Industrielle (Toulouse), November 2006
- University of Nottingham, April 2006
- University of Essex, April 2006
- University of Chicago, Econometrics Seminar, April 2006
- GSB University of Chicago, April 2006
- University of Chicago, Applications Workshop, April 2006
- New York University, April 2006
- The Behavioral & Experimental Economics Workshop, Harvard University, April 2006
- University of Cologne, May 2005
- Princeton University, March 2005
- Stanford University, February 2005
- University of Southern California, Los Angeles, February 2005
- Californian Institute of Technology, February 2005
- University of Toulouse, February 2005
- University of Oslo, November 2004
- University of Cologne, June 2004
- RWI, May 2004
- University of Darmstadt, February 2004
- MPI Bonn, February 2004
- University of Erfurt, January 2004
- London School of Economics Labor Seminar, London School of Economics, London, November 2003
- Presentation at the “Zentrum für Philosophie und Grundlagen der Wissenschaft”, University of Gießen March 2003
- University of Linz, March 2002
- University of Munich, January 2002
- Central European University, Budapest, December 2001
- University of Amsterdam (CREED) and the Tinbergen Institute, December 2000
- Humboldt-University Berlin, June 2000
- University St. Gallen, November 1999

## Presentations at international conferences

- Forum for Economic Dialogue: Culture and Economic Prosperity, Zurich, November 2018
- Workshop Measuring the Tricky Things, Oxford, October 2018
- Cultural Transmission and the Economics of Cultural Change: Theory, Empirics and Experiments, Paris School of Economics, March 2018
- Measuring and Assessing Skills Conference, University of Chicago, February 2018
- AEA Meeting, Morality and Economics, Philadelphia, January 2018
- CESifo Area Conference on Behavioural Economics, Munich, October 2017
- European Economic Association Meeting, Lisbon, August 2017
- European Behavioral Economics Meeting, Budapest, June 2017
- Belief Based Utility Conference, Pittsburgh, June 2017
- AEA Meeting, Skills and Education, Chicago, January 2017
- AEA Meeting, Intergenerational Transmission of Economic Preferences – Experiments with Children and Parents, Chicago, January 2017
- Workshop Drawing Links between Happiness, Health, and Self-Regulation, Zurich, December 2016
- CESifo Area Conference on Behavioural Economics, Munich, October 2016
- Workshop on Measuring Trust and Social Capital, Paris, June 2016
- European Workshop on Experimental and Behavioral Economics (EWEBE), Cologne, June 2016
- CESifo Area Conference on Behavioural Economics, Munich, October 2015
- Conference on Advancing Measurement of Non-Cognitive Skills, The Center for The Economics of Human Development, University of Chicago, September 2015
- Endogenous preferences and the broader effects of competition Conference, Amsterdam, August 2015
- 14<sup>th</sup> TIBER Symposium on Psychology and Economics, Tilburg University, August 2015
- Self-deception, Self-signaling, and Self-control workshop, Toulouse, June 2015
- The 3rd Toulouse Economics and Biology Workshop, Toulouse June 2015
- Spring School in Behavioral Economics, Rady School of Management UCSD, San Diego, March 2015
- “Morality, Incentives and Unethical Behavior” Workshop, Rady School of Management UCSD, San Diego, March 2015
- European Economic Association Meeting in Glasgow, August 2010
- Meeting on Personality and Economics, University of Chicago, May 2009
- Meeting on subjective well-being, LSE, London, October 2008
- American Economic Science Association, Boston, 2006
- American Economic Science Association, Philadelphia, 2005
- IZA/CERESS Workshop Empirical Personnel Economics: Investigating the Organization of Labor within Firms, Bonn, November 2004
- American Economic Science Association (invited panel), San Diego, April 2003
- European Economic Association Meeting, Lausanne, August 2001
- European Econometric Society Meeting, Lausanne, August 2001
- XXV Annual Colloquium on Research in Economic Psychology, SABE Conference, Vienna, June/July 2000
- Economic Science Association, World Meeting, New York, June 2000
- Economic Science Association, European Regional Meeting, Grenoble, October 1999
- American Economic Science Association, New York, January 1999
- Offene Tagung des Vereins für Socialpolitik, Rostock, September 1998
- European Economic Association Meeting, Berlin, September 1997
- Conference of the “Arbeitskreis Politische Ökonomie”, Maastricht, 1997

- European Econometric Society Meeting, Toulouse, August 1997
- European Economic Association Meeting, Toulouse, August/September 1997
- Workshop of the Gesellschaft für Experimentelle Wirtschaftsforschung, Schloss Rauschholzhausen/Ebsdorfergrund, July 1997
- European Econometric Society Meeting, Istanbul, August 1996
- European Economic Association Meeting, Istanbul, August 1996
- Conference of the “Verein für Socialpolitik”, Kassel, September 1996
- Workshop of the “Gesellschaft für experimentelle Wirtschaftsforschung”, Berlin, October 1996
- Public Choice Society and Economic Science Association Annual Meeting, Houston, April 1996
- Eastern Sociological Society 66th Annual Meeting, Boston, March 1996

### Other Seminars

- Insulanertreffen, Benckiserstiftung, München, März 2018
- Denkma(h)le, Bonn, Juni 2017
- Denkatelier, Stuttgart, November 2016
- Jahrestagung der Deutschen Gesellschaft für Thorax-, Herz- und Gefäßchirurgie, Leipzig, February 2016
- Academy of Behavioral Economics, Gottlieb Duttweiler Institut, Zürich, January 2016
- Union Investment, credit union, speech, Rheingau, September 2015
- North Rhine-Westphalian Academy of Sciences, Humanities and the Arts, speech, May 2015
- Bankenfachverband, Leipzig, May 2015
- Economy of tomorrow, talk with German Minister for Economic Affairs Siegmund Gabriel, Berlin, April 2015
- Academy of Behavioral Economics, Gottlieb Duttweiler Institut, Zürich, February 2015
- Sächsische Landeszentrale für politische Bildung, September 2010
- Interdisciplinary College IK2008, Günne, March 2008
- Talk at the Qualitätsverband Kunststoffherzeugnisse, Bonn, January 2008
- Universität im Rathaus, Bonn, November 2007
- IZA Prize Conference, Berlin, November 2007
- Invited Lecture at the GenRe, September 2007
- Sonderforschungsbereich Treffen Transregio, Mannheim, March 2007
- Keynote speech at the “Würzburger Ziegellehrgang”, Würzburg, December 2006
- IZA Prize Conference, Berlin November 2006
- Speech at the occasion of the Deichmann Award “Deichmann Preis gegen Jugendarbeitslosigkeit”, Düsseldorf, October 2006
- Munich Symposium on Economics and Psychology, June 2006
- Antrittsvorlesung Universität Bonn, May 2006
- IZA Prize Conference, Berlin, October 2005
- Meeting of the DFG-project group on Heterogenous Labour Markets, Bonn, October 2004
- Meeting of the DFG-project group on Heterogenous Labour Markets, Mannheim (ZEW), October 2004
- IZA Prize Conference, Berlin, October 2004
- Various seminars of “Handeln und Institutionen”, a joint research seminar of the economic and business administration faculty at the University of Zurich
- Various scientific seminars of the MacArthur Foundation in Chicago and Stanford

## TEACHING

### Courses

- Theory of the Firm and the Labor Market
- Microeconomics and Game Theory
- Reputation and Property Rights
- Management and Economics
- Experimental Economics
- Behavioral Labor Economics
- Empirical Measurement of Preferences
- Neuroeconomics

### Summer schools and external teaching

- Lecture at briq, Summer School on Socioeconomic Inequality, 9.7.-13.7.2018
- Lecture at briq, Summer School on Behavioral Economics, 10.-14.7.2017
- Lecture at NHH Bergen, The Choice Lab PhD course, 10.10.-13.10.2016
- Lecture at briq, Summer School on Socioeconomic Inequality, 29.8.-2.9.2016
- Lecture at the University of Cambridge, Summer School in Social Economics, June 2014
- Lecture at the University of Oxford, Summer School in Social Economics, June 2014
- Visiting Professor of Economics at the Department of Economics Harvard University, Fall semester 2013 (September 2013–January 2014)
- Lecture at the University Zurich, Doctoral Programme in Economics, held on Behavioural Labour Economics, 03.03.–31.03.2012
- Zurich Workshop in Economics, Luzern, September 2011
- Speaker at Summer School: Biology of Social Cognition, held on the Wellcome Trust Genome Campus, 09.–16.8.2009
- Lecture at the MPRS Uncertainty Summer School in Jena, 2008
- Lecture at the Behavioral Economics Summer Camp, Trento, 2008
- Lecture at the Summer School Budapest Workshop on Behavioral Economics, at the Central European University in Budapest, July 2005
- Lecture at the IZA Summer School in Labor Economics at Ammersee in April 2004
- Lecture at the Summer School Budapest Workshop on Behavioral Economics, at the Central European University in Budapest, July 2004
- Lecture at the Summer School Budapest Workshop on Behavioral Economics, at the Central European University in Budapest, July 2003
- Teaching position at the Central European University in Budapest on Behavioral Economics. February/March 2003 (two weeks course), February/March 2004 (two weeks course), February/March 2005 (two weeks course)
- Lecture on Fairness and Reciprocity at the Behavioral Economics Summer Camp, University of California (Berkeley), August 2002
- Lecture: Summer School on Social Preferences, Informal Sanctions and Social Norms at the European Science Days in Steyr, 02.07.–05.07.2001

## PROFESSIONAL ACTIVITIES

- Member of the European Research Council (ERC) Panel (2012–2014)
- Member of the academic advisory council of the Federal Ministry for Economic Affairs and Energy, 2009–present

- Council Member of the European Economic Association (EEA) for the five-year period starting 2007
- Member of the Scientific Advisory Board, Toulouse School of Economics (since 2012)
- Member of the Verein für Socialpolitik,
- Member of the European Economic Association
- Member of the Econometric Society
- Member of the American Economic Association
- Member of the Economic Science Association
- Member of the Gesellschaft für experimentelle Wirtschaftsforschung

## **EDITORIAL ACTIVITIES**

Associate editor of the Quarterly Journal of Economics

## **REFEREE**

American Economic Review, Econometrica, Economics of Governance, Environmental and Resource Economics, European Economic Review, European Journal of Political Economy, Experimental Economics, Games and Economic Behavior, International Journal for Operations Research, Journal of the European Economic Association, Journal of Political Economy, Journal of Public Economics, Journal of Labor Economics, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of Experimental Economics, Labour Economics, Nature, PNAS, Public Choice, Quarterly Journal of Economics, Review of Economic Studies, Scandinavian Journal of Economics, Science, RAND Journal of Economics

## **ORGANIZATIONAL ACTIVITIES**

- Program Chair of the Annual Meeting of the European Economic Association in Cologne 2018
- Jury member of the Staatspreis NRW (2016)
- Jury member of the “Deichmann Förderpreis gegen Jugendarbeitslosigkeit” (2006)
- Kuratoriumsmitglied of the “SK Stiftung Jugend und Medien” (2006–present)
- Program Chair of the Annual Meeting of the European Economic Association in Milan 2008
- Co-organizer of the European Summer Symposium in Labour Economics (ESSLE) of IZA and CEPR in 2004, 2005 and 2006 (together with Gilles Saint-Paul and Steve Pischke)
- Co-Organizer of the Transatlantic Meeting of the Society of Labor Economics (SOLE) in 2004, 2005 and 2006 (together with Dan Hamermesh)
- Organizer of the IZA Prize Conference, Berlin in 2004, 2005 and 2006
- Responsible for weekly IZA Research Seminar as well as internal IZA Brown Bag Seminar
- Responsible for Workshops at IZA
- Organizer of the Summer School Budapest Workshop on Behavioral Economics, at the Central European University in Budapest (July 2003, July 2004, July 2005)
- Organizer of the weekly faculty seminar of University and ETH Zurich (2000–2003)
- Organizer of a conference on shadow economy and tax evasion in cooperation with the Evangelische Akademie in Loccum (24.05.–26.05.2002) with participants from politics, science and interest organizations