

# Curriculum Vitae

Abdolkarim Sadrieh

Professor of Economics and Management



<u>Academic titles</u>	Prof. Dr. rer. pol.
<u>Place of birth</u>	Teheran/Iran
<u>Date of birth</u>	January 21, 1965
<u>Citizenship</u>	German

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## Education

- 1997 Ph.D. in Economics, University of Bonn (Committee: Reinhard Selten, Urs Schweizer)  
1991 Diplom Volkswirt (MSc. in Economics), University of Bonn  
1984 Abitur (high school diploma), Heinrich-Hertz-Gymnasium, Bonn

## Awards and Honors

- 2000-2002 *Marie-Curie Individual Fellowship*, European Union  
1997 *Premio del Presidente della Repubblica Italiana*  
granted by the Faculty of Law and Economics, University of Bonn, for the Ph.-D. Thesis  
1991 *Heinz-Sauermann-Preis*  
granted by German Association for Experimental Economic Research (*Gesellschaft für experimentelle Wirtschaftsforschung*) (GfeW) for the Diploma Thesis

## Academic Career

- since 2004 Full Professor (C4 / W3)  
Faculty of Economics and Management,  
University of Magdeburg, Germany  
2003-2004 Associate Professor  
Faculty of Economics and Business Administration and CentER,  
Tilburg University, The Netherlands  
1999-2003 Assistant Professor (tenure track)  
Faculty of Economics and Business Administration and CentER,  
Tilburg University, The Netherlands  
1998-1999 Managing Director of the Experimental Economics Laboratory  
Faculty of Law and Economics, University of Bonn, Germany  
1992-1997 Research Associate / Ph.D. Student  
Faculty of Law and Economics, University of Bonn, Germany  
1987-1991 Student Assistant  
Faculty of Law and Economics, University of Bonn, Germany

## Research Methods

- empirical, experimental, and behavioral economics
- applied decision and game theory
- competition and demand modeling
- experimental and neuropsychological market research

## Fields of Interest

- industrial organization and information economics
- media economics and online marketing
- market, supply-chain, and organizational design
- behavioral resource management and environmental economics
- work incentives and work effort (organizational behavioral, labor economics)

## Grants

- 2010-2013 Principle Investigator  
Distribution of Information, Organizational Hierarchy, and Career Concerns as Determinants of Efficiency Wages (*Informationsverteilung, organisationale Hierarchie und Beförderungsmöglichkeiten als Determinanten der Effektivität von Effizienzlöhnen*)  
funded by the German Science Foundation (DFG SA 1350 / 3-1)
- 2009-2013 Principle Investigator (joint proposal with Joachim Weimann)  
Integrated Research Platform for the Research Center “Decision Design – Design of Economic Processes and Institutions” (*Integrierte Forschungsplattform für den Forschungsschwerpunkt "Decision Design - Gestaltung ökonomischer Prozesse und Institutionen"*)  
funded by the European Union in the framework “European Regional Development Fund”
- 2008-2010 Principle Investigator  
Kangaroo Seminars for Knowledge Transfer in Online Marketing (*Känguru-Seminare zum Wissenstransfer im Online-Marketing*)  
funded by the German Federal Ministry of Transport, Building, and Urban Affairs within the framework program “Wirtschaft trifft Wissenschaft” (“Business meets Research”)
- 2000-2002 Principle Investigator  
*Behavior in Complex and Changing Economic Environments*  
Marie-Curie Individual Fellowship (HPMF-CT-1999-00312) funded by the European Union
- 1998-2000 Co-researcher  
*Bidding Behavior in Frequency Auctions*  
four industry funded research studies on DCS1800 and UMTS airwave auctions in The Netherlands, in Germany, and in Great Britain
- 1998-1999 Coordinator  
*ENDEAR – European Network for the Development of Experimental Economics and its Application to Research on Institutions and Individual Decision Making*  
Network of eight European laboratories, funded by the European Union in the framework program "Training and Mobility in Research"
- 1995-1997 Coordinator  
*Interactive Decision Making and Committees' Behavior* (GIF I-0449-194.04/95)  
joint project of the University of Bonn and the Hebrew University Jerusalem  
funded by the German-Israeli Foundation

## Committees and Councils

- since 2013 University Commissioner for Foreign Nationals, University of Magdeburg
- since 2013 Vice Dean for Research, Faculty of Economics and Management, University of Magdeburg
- since 2008 University Media Committee, University of Magdeburg
- since 2007 Faculty Research Board, Faculty of Economics and Management, University of Magdeburg
- since 2006 Scientific Board of the *Center of Applied Marketing Science (CAMS)*, Merseburg
- since 2005 University Scholarship Committee, University of Magdeburg

## Membership in Scientific Associations

- American Economic Association (AEA)
- Economic Science Association (ESA)
- European Economic Association (EEA)
- Game Theory Society (GTS)
- German Economic Association Of Business Administration (GEABA)
- German Association for Experimental Economic Research (GfeW), Vice President since 2006
- German Academic Association for Business Research (VHB)
- German Economic Society (Verein für Socialpolitik) (VfS)

## Editorial Duties

since 2008 Editorial Board: *International Journal of Game Theory*  
2009-2013 Associate Editor: *Journal of Economic Behavior and Organization*  
2004-2009 Editorial Board: *Experimental Economics*

## Scientific Reviewing

### *Scientific Associations*

- Deutsche Forschungsgemeinschaft (DFG – German Science Foundation)
- European Commission
- Fonds zur Förderung der wissenschaftlichen Forschung in Österreich (FWF – Austrian Science Foundation)
- Israeli Science Foundation (ISF)
- United States – Israel Binational Science Foundation (USIBSF)

### *Journals*

- American Economic Review
- Bulletin of Economic Research
- Business Research
- Computational Economics
- Economic Inquiry
- Economic Journal (**EJ Referee Prize 2013**)
- Economic Theory
- Economics Letters
- Environmental and Resource Economics
- European Economic Review
- Experimental Economics
- Games and Economic Behavior
- German Economic Review
- International Economic Review
- International Game Theory Review
- International Journal of Game Theory
- International Journal of Industrial Organization
- Journal of Applied Econometrics
- Journal of Economic Behavior and Organization
- Journal of Economic Dynamics and Control
- Journal of Economic Psychology
- Journal of Economics (Zeitschrift für Nationalökonomie)
- Journal of Economics and Management Strategy
- Journal of Environmental Economics and Management
- Journal of Industrial Economics
- Journal of Law, Economics, & Organization
- Journal of Public Economics
- Journal of Socio-Economics / Journal of Behavioral and Experimental Economics
- Journal of the European Economic Association
- Management Science
- Proceedings of the National Academy of Sciences
- Production and Operations Management
- Psychological Review
- Quarterly Review of Economics and Finance
- Resource and Energy Economics
- Review of Economic Studies
- Science
- Springer Lecture Notes in Economics and Mathematical Systems
- Scandinavian Journal of Economics
- Southern Economic Journal
- Theory and Decision
- World Development

## Publications

### *Contributions in refereed academic journals*

- 2017      **Acts of helping and harming.** *Economics Letters* 53, pp. 77-79. (Sadrieh, Abdolkarim; Schöder, Marina)
- 2017      **Strategic risk in supply chain contract design.** *Journal of Business Economics* 87(1), 125-153. (Sadrieh, Abdolkarim; Voigt, Guido)
- 2016      **Coexistence of small and dominant firms in Bertrand competition: Judo economics in the lab.** *Journal of Institutional and Theoretical Economics* 172(4), 665-693. (Cracau, Daniel; Sadrieh, Abdolkarim).
- 2016      **Impulse response dynamics in weakest link games.** *German Economic Review* 17(3), 284-297. (Goerg, Sebastian J.; Neugebauer, Tibor; Sadrieh, Abdolkarim).
- 2016      **Materialistic, Pro-Social, Anti-Social, or Mixed - A Within-Subject Examination of Self- and Other-Regarding Preferences.** *Journal of Behavioral and Experimental Economics* 63, 114-124. (Sadrieh, Abdolkarim; Schröder, Marina).
- 2015      **Strategic Inventory and Supply Chain Behavior.** *Production and Operations Management* 24(8), 1329-1345 (Hartwig, Robin; Inderfurth, Karl; Sadrieh, Abdolkarim; Voigt, Guido).
- 2015      **Pay-What-You-Want or Mark-Off-Your-Own-Price – A Framing Effect in Customer-Selected Pricing.** *Journal of Behavioral and Experimental Economics* 57, 200-204. (Schröder, Marina; Lüer, Annemarie; Sadrieh, Abdolkarim).
- 2015      **Personal involvement is related to increased search motivation and associated with activity in left BA44.** *Frontiers in Human Neuroscience* 9(144). (Schaefer, Michael; Rumpel, Franziska; Sadrieh, Abdolkarim; Reimann, Martin; Denke, Claudia).
- 2014      **Recall searching with and without recall.** *Theory and Decision* 77 (3) (Special Issue: *Decision Making under Risk and Uncertainty: Festschrift in Honour of John Hey*), 297- 312. (Di Cagno, Daniela; Neugebauer, Tibor; Rodriguez-Palmero, Carlos; Sadrieh, Abdolkarim).
- 2014      **Strike, coordination, and dismissal in uniform wage settings.** *European Economic Review* 70, 145–158. (Gose, Karina; Sadrieh, Abdolkarim)
- 2013      **The Impact of Information Sharing on Supply Chain Performance in the Case of Asymmetric Information.** *Production and Operation Management* 22, 410-425. (Inderfurth, Karl; Sadrieh, Abdolkarim; Voigt, Guido).
- 2012      **Geschlechterspezifische Steuerwahrnehmungseffekte bei risikobehafteten Investitionsentscheidungen.** *Die Betriebswirtschaft/Business Administration Review* 72 (6), 505-524. (Fochmann, Martin; Kiesewetter, Dirk; Sadrieh, Abdolkarim).
- 2012      **Fair Wages When Employers Face the Risk of Losing Money.** *Economics Letters* 117, 687-690 (Gose, Karina; Sadrieh, Abdolkarim).
- 2012      **Investment Behavior and the Biased Perception of Limited Loss Deduction in Income Taxation.** *Journal of Economic and Organizational Behavior* 81(1), 230-242 (Fochmann, Martin; Kiesewetter, Dirk; Sadrieh, Abdolkarim).
- 2012      **The Biased Effect of Aggregated and Disaggregated Income Taxation on Investment Decisions.** *Journal of Institutional and Theoretical Economics* 168(3), 519-545 (Fochmann, Martin; Kiesewetter, Dirk; Sadrieh, Abdolkarim).
- 2012      **Sharing Information.** *Journal of Economic and Organizational Behavior* 81(2), 689– 698 (Rockenbach, Bettina; Sadrieh, Abdolkarim).
- 2012      **Sudden Termination Auctions – An Experimental Study.** *Journal of Economics and Management Strategy* 21(2), 519–540 (Füllbrunn, Sascha; Sadrieh, Abdolkarim).
- 2011      **Trust and Trustworthiness in Anonymous Virtual Worlds.** *Journal of Media Economics* 24(1), 48-63 (Füllbrunn, Sascha; Richwien, Katharina; Sadrieh, Abdolkarim).
- 2011      **Overconfidence and Delegated Portfolio Management.** *Journal of Financial Intermediation* 20(2), 159-177 (Palomino, Frederic; Sadrieh, Abdolkarim).

- 2010 **In search of workers' real effort reciprocity – A field and a laboratory experiment.** *Journal of the European Economic Association* 8(4), 817–837 (Hennig-Schmidt, Heike; Rockenbach, Bettina; Sadrieh, Abdolkarim).
- 2009 **The Pleasure of Being Nasty.** *Economics Letters* 105, 306–308 (Abbink, Klaus; Sadrieh, Abdolkarim).
- 2009 **Experiments on unemployment benefit sanctions and job search behavior.** *European Economic Review* 53, 937–951 (Boone, Jan; Sadrieh, Abdolkarim; van Ours, Jan).
- 2009 **An Experimental Analysis Of Optimal Renewable Resource Management: The Fishery.** *Environmental and Resource Economics* 44, 263–285 (Hey, John D; Neugebauer, Tibor; Sadrieh, Abdolkarim)
- 2009 **On Smiles, Winks, and Handshakes as Coordination Devices.** *Economic Journal* 119 (April), 826–854 (Manzini, Paola; Sadrieh, Abdolkarim; Vriend, Nicolaas).
- 2008 **Self-Serving Dictators and Economic Growth.** *Journal of Economic Behavior and Organization* 67, 573-586 (Haile, Daniel; Sadrieh, Abdolkarim; Verbon, Harrie A.A.).
- 2008 **Cross-Racial Envy and Underinvestment in South African Partnerships.** *Cambridge Journal of Economics* 32, 703-724 (Haile, Daniel; Sadrieh, Abdolkarim; Verbon, Harrie A.A.).
- 2007 **Teams Take the Better Risks.** *Journal of Economic Behavior and Organization* 63, 412-422 (Rockenbach, Bettina; Sadrieh, Abdolkarim; Mathauschek, Barbara).
- 2006 **Inequality, Trust, and Growth: An Experimental Study.** *European Economic Review* 50(5), 1197-1222 (Sadrieh, Abdolkarim; Verbon, Harrie A.A.).
- 2005 **An Experimental Test of Design Alternatives for the British 3G / UMTS Auction.** *European Economic Review* 49(2), 505-530 (Abbink, Klaus; Irlenbusch, Bernd; Pezanis-Christou, Paul; Rockenbach, Bettina; Sadrieh, Abdolkarim; Selten, Reinhard).
- 2004 **Fairness, Public Good, and Emotional Aspects of Punishment Behavior.** *Theory and Decision* 57, 25-57 (Abbink, Klaus; Sadrieh, Abdolkarim; Zamir, Shmuel).
- 2004 **An Intergenerational Common Resource Pool Experiment.** *Journal of Environmental Economics and Management* 48(2), 811-836 (Fischer, Maria-Elisabeth; Irlenbusch, Bernd; Sadrieh, Abdolkarim).
- 2004 **Collusion under yardstick competition: an experimental study.** *International Journal of Industrial Organization*, 22(7), 1017-1038 (Potters, Jan; Rockenbach, Bettina; Sadrieh, Abdolkarim; van Damme, Eric).
- 2003 **The Fisherman's Problem: Exploring the tension between cooperative and non-cooperative concepts in a simple game.** *Journal of Economic Psychology* 24(4), 425-445 (Abbink, Klaus; Darziv, Ron; Gilula, Zohar; Goren, Harel; Irlenbusch, Bernd; Keren, Arnon; Rockenbach, Bettina; Sadrieh, Abdolkarim; Selten, Reinhard; Zamir, Shmuel).
- 2003 **How to Play 3x3-Games - A Strategy Method Experiment.** *Games and Economic Behavior* 45(1), 19-37 (Selten, Reinhard; Buchta, Joachim; Abbink, Klaus; Sadrieh, Abdolkarim).
- 2002 **The behavioural approach to the strategic analysis of spectrum auctions: The case of the German DCS-1800 auction.** *Ifo Studien* 3, 457-480 (Abbink, Klaus; Irlenbusch, Bernd; Rockenbach, Bettina; Sadrieh, Abdolkarim; Selten, Reinhard).
- 2001 **Adaptive Learning versus Punishment in Ultimatum Bargaining.** *Games and Economic Behavior* 37(1), 1-25 (Abbink, Klaus; Bolton, Gary E; Sadrieh, Abdolkarim; Tang, Fang-Fang).
- 1999 **Money Does Not Induce Risk Neutral Behavior, but Binary Lotteries Do even Worse.** *Theory and Decision* 46(3), 211-249 (Selten, Reinhard; Sadrieh, Abdolkarim; Abbink, Klaus).
- 1998 **The Alternating Double Auction Market. A Game Theoretic and Experimental Investigation.** in: G. Fandel and W. Trockel (Eds.): *Lecture Notes in Economics and Mathematical Systems* 466, Berlin: Springer-Verlag (Sadrieh, Abdolkarim).

*Manuscripts submitted for publication – after first review round*

- 2018        **The Two Sides of Public Debt: Intergenerational Altruism and Burden Shifting.** Revise and resubmit: *PLOS one*. (Fochmann, Martin; Sachs, Florian; Sadrieh, Abdolkarim; Weimann, Joachim).
- 2016        **The Adverse Effect of Entry Barriers on Mutual Forbearance in Multimarket Duopolies.** Revise and resubmit: *Journal of Institutional and Theoretical Economics*. (Cracau, Daniel; Sadrieh, Abdolkarim).
- 2008        **A pure Variation of Risk in first-price Auctions.** Revise and resubmit: *International Economic Review* (Kirchkamp, Oliver; Reiss, J. Philipp; Sadrieh, Abdolkarim).

*Manuscripts submitted for publication – before first review round*

- 2017        **Managing Labor under Monetary Instability - Experimental Evidence on Wage and Effort Inertia.** *Economic Journal*. (Held, Karina; Sadrieh, Abdolkarim).
- 2016        **Creation and Destruction of Heterogeneous Public Goods.** *Review of Behavioral Economics*. (Sadrieh, Abdolkarim; Schröder, Marina).
- 2016        **Overconfidence and Managers' Responsibility Hoarding.** *Economic Journal*. (Nieken, Petra; Sadrieh, Abdolkarim; Zhou, Nannan).
- 2015        **The Impact of the Self-Employment Experience on Entrepreneurs' Attitudes towards Risk.** *Small Business Economics*. (Brachert, Matthias; Hyll, Walter; Sadrieh, Abdolkarim).

*Edited Books*

- 2010        **The Selten School of Behavioral Economics - A Collection of Essays in Honor of Reinhard Selten.** Springer, Heidelberg. Ockenfels, Axel; Sadrieh, Abdolkarim (eds.)
- 2008        **Experimental Economics in Germany, Austria, and Switzerland - A collection of papers in honor of Reinhard Tietz.** Metropolis, Marburg. Sadrieh, Abdolkarim; Weimann, Joachim (eds.)

*Chapters in Books (in English)*

- 2012        **Internet Auctions.** Martin Peitz and Joel Waldfogel (eds.): *The Oxford Handbook of the Digital Economy*, 306-342, Oxford, UK: Oxford University Press. (Greiner, Ben; Ockenfels, Axel; Sadrieh, Abdolkarim)
- 2010        **Reinhard Selten a Wanderer.** Axel Ockenfels and Abdolkarim Sadrieh (eds.): *The Selten School of Behavioral Economics - A Collection of Essays in Honor of Reinhard Selten*, 3-7, Heidelberg: Springer. (Sadrieh, Abdolkarim)
- 2010        **Risky Choice and the Construction of Preferences.** Axel Ockenfels and Abdolkarim Sadrieh (eds.): *The Selten School of Behavioral Economics - A Collection of Essays in Honor of Reinhard Selten*, 279-291, Heidelberg: Springer. (Sadrieh, Abdolkarim)
- 2008        **A Note on the Effects of Introducing a Market for Cash-Settled forward Contracts on Electricity.** Emma J. Fuchs and Finn Braun (eds.): *Emerging Topics in Banking and Finance*, 201-209, Hauppauge, NY: Nova Science Publisher, Inc. (Calcagno, Riccardo; Sadrieh, Abdolkarim)
- 2006        **Online Auctions.** Terrence Hendershott (Ed.): *Economics and Information Systems*, 571-628, Amsterdam: Elsevier (Ockenfels, Axel; Reiley, David H.; Sadrieh, Abdolkarim).
- 2001        **Group Report: Is There Evidence for an Adaptive Toolbox?** Gerd Gigerenzer and Reinhard Selten (Eds.): *Bounded Rationality: The Adaptive Toolbox*, 83-102, Cambridge, MA: MIT Press.

*Chapters in Books (in German)*

- 2012        **Outsourcing durch Crowdsourcing.** Gianfranco Walsh und Harald F. O. von Kortzfleisch (Hrsg.): *Management von Service Innovationen in Business-to-Business Märkten:*

*Erfahrungen, Konzepte und Handlungsperspektiven*, 267-290, Lohmar – Köln: Josef Eul Verlag (Sadrieh, Abdolkarim; Schulz, Lisette).

- 2010 **Angebot und Nutzung von Videos in Online-Shops.** Forschungsberichte des Fachbereichs Wirtschaft der Fachhochschule Düsseldorf (16). ISSN 1866-2722. (Pagel, Sven; Goldstein, Sebastian; Janßen, Bernd; Sadrieh, Abdolkarim).
- 2008 **Ökonomische Analyse des Selbstopferverhaltens.** Horst Gischer, Peter Reichling, Thomas Spengler und Alois Wenig (Hrsg.): *Transformation in der Ökonomie - Festschrift für Gerhard Schwödiauer zum 65. Geburtstag*, 159-188, Wiesbaden: Gabler Verlag (Reiß, J. Philipp; Sadrieh, Abdolkarim).
- 2007 **Proaktive und reaktive Markenpflege im Internet.** Hans H. Bauer, Dirk Große-Leege und Jürgen Rösger (Hrsg.): *Interactive Marketing im Web 2.0*, 73-92, München: Verlag Franz Vahlen (Mezger, Miriam; Sadrieh, Abdolkarim).
- 2003 **Dilemmata bei der Nutzung von Gemeingütern: Experimentelle Evidenz.** Frank Beckenbach und Jürgen Meyerhoff (Hrsg.): *Jahrbuch Ökologische Ökonomie*, Band 3 (Psychologie und Umweltökonomik), 171-200, Marburg: Metropolis Verlag (Irlenbusch, Bernd; Sadrieh, Abdolkarim).
- 2000 **Zuschlag erhalten, aber Verlust gebucht: Gefährdet der Fluch des Gewinners auch Kapitalmarktprofis?** Elisabeth Hehn (Hrsg.): *Innovative Kapitalanlagekonzepte*, 19-44, Wiesbaden: Gabler-Verlag (Sadrieh, Abdolkarim; Hehn, Elisabeth).

#### *Book Reviews*

- 2005 Book Review: Elinor Ostrom, James Walker (Eds.), *Trust and Reciprocity: Interdisciplinary Lessons from Experimental Research*. *Journal of Socio-Economics* 34(3), 418-421.
- 1999 Book Review: Ariel Rubinstein: *Modeling Bounded Rationality*. *Journal of Economics* 70(1), 92-95.

#### *Published Software*

- 1997 **RatImage 3.30 - Updating Addendum to the Research Assistance Toolbox for Computer-Aided Human Behavior Experiments.** SFB 303 Discussion Paper B-417, University of Bonn, Germany (Abbink, Klaus; Sadrieh, Abdolkarim).
- 1996 **RatDemo - A Ready-to-Run Experiment in 99 Program Lines.** SFB 303 Discussion Paper No. B-354, University of Bonn, Germany (Abbink, Klaus; Sadrieh, Abdolkarim).
- 1995 **RatImage - Research Assistance Toolbox for Computer-Aided Human Behavior Experiments.** SFB 303 Discussion Paper No. B-325, University of Bonn, Germany (Abbink, Klaus; Sadrieh, Abdolkarim).

#### *Papers in Preparation*

- (1) Releasing Personal Information to the Benefit of Others. (Rockenbach, Bettina; Sadrieh, Abdolkarim; Schielke, Anne)
- (2) Delegation in a Cournot Duopoly Experiment. (Gächter, Simon; Rockenbach, Bettina; Sadrieh, Abdolkarim).
- (3) Deception and Anti-Deception – Online Recommendation and Choice Behavior in the Presence of Rigged Ratings. (Mezger, Miriam; Sadrieh, Abdolkarim).



### Invited Lectures in Research Seminars

- Tinbergen Institut, Amsterdam
- University of Amsterdam (Universiteit van Amsterdam)
- Free University of Berlin (Freie Universität Berlin)
- Technical University of Berlin (Technische Universität Berlin)
- University of Bonn (Universität Bonn)
- Max Planck Institute for Research on Collective Goods , Bonn
- École Normale Supérieure de Cachan
- University of Dortmund (Universität Dortmund)
- University of Hannover (Universität Hannover)
- University of Heidelberg (Universität Heidelberg)
- Max Planck Institute of Economics, Jena
- University of Jena (Universität Jena)
- University of Karlsruhe (Universität Karlsruhe)
- Kiel University (Universität zu Kiel)
- University of Cologne (Universität zu Köln)
- University of Konstanz (Universität Konstanz)
- Luxembourg School of Finance
- Maastricht University (Universiteit Maastricht)
- University Mainz (Universität Mainz)
- Radboud Universiteit Nijmegen
- University of Nottingham
- Paris School of Economics & University of Paris 1 (Université Paris 1 Panthéon-Sorbonne)
- University of St. Gallen (Universität St. Gallen)
- Université Louis Pasteur, Strasbourg I
- Center for Economic Research, Tilburg
- Tilburg University (Universiteit van Tilburg)
- WHU – Otto Beisheim School of Management (WHU Vallendar)
- European Business School (EBS Universität für Wirtschaft und Recht), Wiesbaden
- University of Zurich (Universität Zürich)

### Invitations and Invited Presentations

- 2013 Risk Dictators – Manipulating Others’ Probabilities of Winning.  
Workshop on decision making under risk and uncertainty. In honour of John D Hey.  
University College, Durham Castle.
- 2010 Judo Economics in the Lab - Coexistence of Small and Large Firms in Bertrand  
Competition. Lab Opening Workshop Mannheim, University of Mannheim
- 2010 Non-Cooperative Game-Theory and Experimentation in Supply-Chain Management.  
International meeting of the German OR society *Mastering Complexity*  
Universität der Bundeswehr München
- 2010 Intercultural Risk-Perception in Reciprocal Labor Relationships.  
Sino-German Workshop *Advanced Topics in Experimental and Behavioral Economics – Intra-cultural  
and Cross-cultural Perspectives in Management Science*  
Sichuan University, Chengdu
- 2009 Cultural Affinity in International Joint Ventures - An Experimental Study.  
Inaugural Workshop *Laboratory Experiments in Quantitative Corporate Governance Research*  
BaER Lab, Universität Paderborn
- 1999 ENDEAR Summer School in Experimental Economics (Week 2: *Evaluating Experiments*)  
University of Bari

- 1999 Dahlem Workshop *Bounded Rationality: The Adaptive Toolbox*,  
Freie Universität Berlin, Germany
- 1994 ZiF Workshop *Construction of Preferences*,  
Center for Interdisciplinary Research, Bielefeld University, Germany

#### Conference Organisation

- 2013 Scientific Excursions with Reinhard Selten (Petersberg, Königswinter)
- 2013 Gesellschaft für experimentelle Wirtschaftsforschung (GfeW 2013 Helmstedt/Magdeburg)
- 2012 Magdeburg Workshop on Anti-Social Economic Behavior (M-WASEB 2012, Magdeburg)
- 2009 Scientific Excursions with Reinhard Selten (Waldau, Bonn)
- 2006 Gesellschaft für experimentelle Wirtschaftsforschung (GfeW 2006 Magdeburg)
- 2006 Scientific Excursions with Reinhard Selten (Maria Laach)
- 1997 Theories of Bounded Rationality (with Bettina Rockenbach; at the University of Bonn, Germany; invited contributions published in *Experimental Economics* 2000 and 2001)

#### Conference Presentations

- 2015 Economic Science Association (ESA) North America Meeting 2015 (Dallas, TX)
- 2015 Journal of Institutional and Theoretical Economics Conference 2015 (JITE 2015 Edinburgh)
- 2014 Economic Science Association (ESA) North America Meeting 2014 (Ft Lauderdale, FL)
- 2014 Industrial Organization: Theory, Empirics and Experiments (Workshop IO 2014 Alberobello)
- 2014 International Meeting on Experimental and Behavioral Social Sciences (IMEBESS 2014 Oxford)
- 2013 International Meeting on Experimental and Behavioral Economics (IMEBE 2013 Madrid)
- 2013 Verein für Socialpolitik (VfS 2013 Düsseldorf)
- 2013 Behavioral Operations Conference (BOM 2013 Ann Arbor)
- 2013 International Meeting on Experimental and Behavioral Economics (IMEBE 2013 Madrid)
- 2012 Economic Science Association (ESA) North America Meeting 2012 (Tucson, AZ)
- 2012 Gesellschaft für experimentelle Wirtschaftsforschung (GfeW 2012 Karlsruhe)
- 2012 Bay Area Behavioral & Experimental Economics Workshop (BABEEW 2012 Santa Clara, CA)
- 2012 Deception, Incentives, and Behavior Conference 2012 (La Jolla, CA)
- 2011 Economic Science Association (ESA) North America Meeting 2011 (Tucson, AZ)
- 2011 Gesellschaft für experimentelle Wirtschaftsforschung (GfeW 2011 Nürnberg)
- 2010 Economic Science Association (ESA) North America Meeting 2010 (Tucson, AZ)
- 2010 Gesellschaft für experimentelle Wirtschaftsforschung (GfeW 2010 Luxemburg)
- 2010 International meeting of the German OR society (GOR 2010 München)
- 2010 Sino-German Workshop on Experimental and Behavioral Economics (Chengdu)
- 2009 Scientific Excursions with Reinhard Selten (SERS 2009 Waldau, Bonn)
- 2009 Gesellschaft für experimentelle Wirtschaftsforschung (GfeW 2009 Essen)
- 2008 Third World Conference of the Game Theory Society (Games 2008 Evanston)
- 2007 Gesellschaft für experimentelle Wirtschaftsforschung (GfeW 2007 Goslar)
- 2006 Gesellschaft für experimentelle Wirtschaftsforschung (GfeW 2006 Magdeburg)
- 2006 Scientific Excursions with Reinhard Selten (SERS 2006 Maria Laach)

- 2006 Economic Science Association (ESA) Asia-Pacific Meeting 2006 (Hong Kong)
- 2005 Gesellschaft für experimentelle Wirtschaftsforschung (GfeW 2005, Köln)
- 2004 European Association of Labour Economics (EALE 2004, Lisboa)
- 2003 Public Economic Theory World Meeting (PET 2003, Durham, NC)
- 2003 Economic Science Association (ESA) World Meeting 2003 (Pittsburgh, PA)
- 2003 Verein für Socialpolitik (VfS 2003 Zürich)
- 2003 Economic Science Association (ESA) European Meeting 2003 (Erfurt)
- 2002 Competition and Market Power Conference (Groningen)
- 2001 Economic Science Association (ESA) World Meeting 2001 (Barcelona)
- 2000 International Atlantic Economic Conference (München)
- 2000 ENDEAR Annual Workshop on Experimental Economics (Barcelona)
- 2000 First World Conference of the Game Theory Society (GAMES 2000, Bilbao)
- 1999 Economic Science Association (ESA) European Meeting 1999 (Grenoble)
- 1999 Verein für Socialpolitik (VfS 1999 Mainz)
- 1999 ENDEAR Annual Workshop on Experimental Economics (Bari)
- 1998 Economic Science Association (ESA) North America Meeting 1998 (Tucson, AZ)
- 1998 Economic Science Association (ESA) World Meeting 1998 (Mannheim)
- 1998 Haifa University and Technion Joint Workshop
- 1996 Gesellschaft für experimentelle Wirtschaftsforschung (GfeW 1996 Berlin)
- 1995-1997 Amsterdam Workshop on Experimental Economics
- 1990-1995 Bielefelder Nebeltagung zur experimentellen Wirtschaftsforschung

## Teaching Awards

### *University of Magdeburg, Germany*

- 2011 Rank 2 – Diploma /MSc. Program (“Industrial Organization“)
- 2009 Rank 2 – Diploma /MSc. Program (“Industrial Organization“)
- 2008 Rank 2 – Diploma /MSc. Program (“Struktur und Design elektronischer Märkte“)
- 2007 Rank 3 – BSc. Program („Angewandte Spieltheorie“)
- 2006 Rank 3 – Diploma /MSc. Program (“Industrial Organization“)

### *Tilburg University, The Netherlands*

- 2002 Rank 1 – Best Teacher Award
- 2001 Rank 1 – Best Course Award (“Empirische en experimentele economie“)
- 2001 Rank 3 – Best Teacher Award

## Teaching Experience

### *University of Magdeburg, Germany*

- 2015-2016 Social & Personal Skills (German BSc. Programm)
- 2010-2013 Information, Reputation, and Interactive Marketing (international MSc. program)
- 2009-2015 Marketing Communication (German BSc. programs)
- 2009-2016 Industrial Organization (German MSc. program)
- 2009-2013 Academic Skills (German BSc. program)
- 2009-2011 Business Statistics (German and international MSc. programs)
- 2007 Game Theory (German BSc. program)
- 2006-2010 Industrial Organization – Theory and Application (international MSc. program)
- 2005-2010 Information und Reputation in Electronic Markets (German MSc. program)
- 2005 Economics of Electronic Business (international MSc. program)
- 2005-2016 Introduction to E-Commerce (German BSc. program)
- 2004-2016 Markt Design and Auction Theory (German MSc. program)
- 2004-2008 Experimental Economics (international program)
- 2004-2016 Bachelor-/Masterseminars (international and German BSc. and MSc. programs)

### *Tilburg University, The Netherlands*

- 2000-2004 Microeconomics for International Business and Economics (international program)
- 2000-2003 Empirische en experimentele economie (experimental economics, Dutch program)
- 2000-2002 Introduction to International Economics and Finance (international program)

### *University of Bonn, Germany*

- 1992-1999 Hauptstudiumsseminare in advanced seminars in industrial economics (German program)
- 1994-1997 tutorials and exams in bounded rationality (Professor Selten, German program)
- 1992-1997 tutorials and exams in game theory (Professor Selten, German program)
- 1992-1997 tutorials and exams in industrial organization (Professor Selten, German program)

## Management Training

- 2008-2010 Online-Marketing Knowledge Transfer Seminar for SME (*Känguru Seminare*)  
1999 Interactive Auction Seminar for T-Mobile  
1998 Interactive Training Seminar for Glaxo-Wellcome  
1998 Key-Accounts-Seminar for the Dresdner Bank

## Professional Lectures

- 2008 Lecture at the Media Business Lunch Meeting 2008, Magdeburg  
*Online-Marketing – Innovativ und Interaktiv*  
("Online Marketing – Innovative and Interactive")
- 2008 Lecture at the New Trends in Online-Marketing Symposium, Magdeburg  
*Neue Trends im Online-Marketing – Große Chancen für KMU?*  
("New Trends in Online-Marketing – Great Opportunities for SME?")
- 2005 Lecture at the World Usability Day 2005 Symposium, Magdeburg  
*Wer liebt schon eine schöne Tote? – Die Bedeutung von Interaktion und Spannung im Marktdesign* ("Who loves the beautiful dead? – The Significance of Interaction und Tension in Market Design")
- 1999 Lecture at the EuroForum Conference on New Issues in Financial Markets, Offenbach  
*Gaming, Training, and Behavioral Research – Anwendung der experimentellen Methode auf Fragen der Finanzmarktpraxis*  
("Gaming, Training, and Behavioral Research – Applications of Experimental Economics to the Practice in Financial Markets")

## Ph.D. Students (principle supervisor)

- 2012-2016 **Bastian Dinter** (REWE AG)  
*Embedded Videos in Marketing Communication*
- 2012-2016 **Carsten Borchert** (SciFlow GmbH)  
*Design of the Sales Model after Mergers and Acquisitions in the IT-Market – An empirical Analysis of Customer Benefits, Employee Satisfaction, and Cost Structures*
- 2010-2014 **Dr. Pia Christin Taureck** (Petromax GmbH)  
*The Power Network Concept: A theoretical and empirical approach to strategy in the global network economy*
- 2009-2014 **Dr. Jenny Wessel** (Volkswagen AG)  
*Behavioral Pricing in Sales Force Training – An Empirical Analysis*
- 2010-2014 **Jun. Prof. Dr. Karina Held (née Gose)** (University of Magdeburg)  
*Determinants of efficiency in labor relationships with incomplete contracts*
- 2009-2014 **Dr. Daniel Cracau** (United Nations Organization)  
*New Game Theoretic und Experimental Findings on Oligopoly Markets in an Globalized World*
- 2010-2013 **Dr. Caterina Kausch** (Accenture)  
*Attitudes toward Corporate Sustainability – A Multi-Item Scale and a Multi-Country Empirical Analysis*
- 2009-2013 **Jun. Prof. Dr. Marina Schröder** (University of Cologne)  
*Experimental Analysis of Anti-Social Economic Behavior*
- 2009-2012 **Dr. Hanno Treiber** (McKinsey & Company)  
*Matching Markets for Elementary School Teachers*
- 2005-2010 **Dr. Tim Hoppe** (Statistical Bureau City of Magdeburg)  
*Theory and Behavior in Multiple Auctions*
- 2004-2009 **Prof. Dr. Sascha Füllbrunn** (Radboud-Universität Nijmegen)  
*An Experimental Assessment of Candle Auctions*
- 2004-2008 **Dr. Alma Berneburg** (University of Applied Sciences Merseburg)  
*Artificial three-dimensional Stimulus Presentation Formats and their Effects on the Measurement of Consumer Preferences*

Ph.D. Students (co-supervisor)

- 2017 **Michael Mitzkewitz** (University of Luxembourg)  
*Theories of Bounded and Unbounded Rationality in Games of Conflict and Coordination*
- 2010-2015 **Dr. Jennifer Markwort**  
*The Dynamics of Altruistic Behavior in Dictator Games*
- 2008-2014 **Dr. Jessica Naundorf** (University of Magdeburg)  
*Critical Analysis of Employer Awards in Employer Branding*
- 2011-2013 **Dr. Lutz-Ulrich Haack** (Schwarz Finanz- und Beteiligungs-GmbH)  
*Internal Compliance Communication – A Process Maturity Model*
- 2009-2013 **Dr. Nils König** (Entrepreneur)  
*What Makes Corporate Blogs Successful? – A Cross-Cultural Empirical Study of Corporate Blogs*
- 2009-2013 **Dr. Ralf Morgenstern**  
*Incentive structures in economic experiments: A neuroeconomic analysis of decision making under risk*
- 2009-2013 **Dr. Eva Schliephake** (University of Bonn)  
*Essays on Competition in Banking*
- 2009-2013 **Dr. Andreas Welling** (University of Magdeburg)  
*Strategies for the External Growth of Enterprises: A Game-Theoretic Real Option Approach*
- 2008-2012 **Dr. Paul Hünecke** (Audi AG)  
*Influence of After-Sales Service on the Brand Loyalty in the Premium Automobile Sector – An Empirical Analysis of Three Markets*
- 2006-2010 **Jun. Prof. Dr. Guido Voigt** (University of Magdeburg)  
*Coordination Behavior in Supply-Chain Management*
- 2005-2010 **Dr. Franziska Rumpel** (GfK SE)  
*Neuro Market Research – Analyzing and Forecasting Brand Choices with Classical and Neuro-Scientific Methods*
- 2004-2010 **Jun. Prof. Dr. Christopher Schlägel** (University of Magdeburg)  
*Country-Specific Effects of Reputation: A Cross-Country Comparison of Online Auction Markets*
- 2005-2009 **Dr. Fan Wu**  
*Implicit Incentives for Managers of International Joint Ventures: An Experimental Study*
- 2004-2008 **Dr. Stefan Hellhammer** (Audi AG)  
*Market Research in the Luxury Segment: Mechanisms, Markets and Methods*
- 2003-2008 **Dr. Bettina Heise** (Ministry of Justice and Equal Opportunities Sachsen-Anhalt)  
*Forecasting the Market Potential of Innovative Products using Virtual Reality Product Visualization*
- 2001-2005 **Dr. Rossela Bargiacchi**  
*Modeling and Testing Behavior in Applications to Climate Change*
- 2001-2005 **Dr. Daniel Teclé Haile**  
*Inequality, Redistribution and Growth: Theory and Evidence*
- 2000-2005 **Prof. Dr. Bodo Sturm** (Leipzig University of Applied Sciences)  
*Experiments in Environmental Economics: Survey and Discussion of Applications*