

## **GEORG WEIZSÄCKER**

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<https://www.wiwi.hu-berlin.de/de/professuren/vwl/microeconomics/people/gweizsaecker>

### **Affiliations:**

Professor, Humboldt-Universität zu Berlin (HU), Wirtschaftswissenschaftliche Fakultät, 2012-present  
Deputy Spokesperson, Collaborative Research Center Transregio SFB-TRR 190, “Rationality and competition: The economic performance of individuals and firms”, 2017-present  
Designated Chairperson, Verein für Socialpolitik (German Economic Association), 2019-2020  
Council Member, European Economic Association, 2020-present  
Admission Director, Berlin School of Economics (BSE), 2019-present  
Committee Member, BSE Research Associates Program (postdoctoral career development program, formerly BERA), 2016-present  
Faculty Member, Deutsches Institut für Wirtschaftsforschung Graduate Center (DIW GC), 2009-present  
Faculty Member, Berlin Doctoral Program in Economics and Management Science (BDPEMS), 2012-present  
Advisory Editor, *Games and Economic Behavior*, 2010-present  
Member of the Editorial Board, *Experimental Economics*, 2009-present

### **Office Contact Information:**

Humboldt-Universität zu Berlin  
Spandauer Str. 1  
10099 Berlin, Germany  
Office phone +49 30 2093 99492

### **Personal Information:**

Date of birth: 10/10/1973, German citizen,  
2 children with Dorothea Kübler

### **Education:**

Harvard University, Ph.D. in Business Economics, 2004  
Harvard University, M.A., 2004  
Humboldt University Berlin, Diploma in Economics, 1999  
University of California, Berkeley, visiting student, 1997-1998

### **Research Interests:**

Microeconomics, Experimental Economics, Financial Decision-Making, Game Theory, Decision Theory

### **Past Affiliations:**

Dean, Graduate Center (DIW GC) (doctoral program), DIW Berlin, 2017-2019  
Program Director, Berlin Economic Research Associates Program (BERA, now BSE Research Associates Program), 2016-2019  
Visiting Professor, Stanford University, Economics Department, 2016-2017  
Professor, University College London (UCL), Dept. of Economics, 2010-2013 (on leave 2012-2013)  
Deputy Chairman (Vice President), DIW Berlin, 2011-2013  
Professor, London School of Economics and Political Science (LSE), Dept. of Economics, 2010-2011 (on leave)  
Reader, UCL, Dept. of Economics, 2010  
Reader, LSE, Dept. of Economics, 2009-2010 (on leave)  
Lecturer, LSE, Dept. of Economics, 2004-2009  
Research Director, DIW Berlin, Department “Competition and Consumers”, 2009-2016  
Dean, DIW GC, February-December 2011  
Director, *Review of Economic Studies*, 2013-2016  
Member of the Scientific Advisory Board, Potsdam Institut für Klimafolgenforschung, 2012-2017

Member of the Editorial Board, *Review of Economic Studies*, 2005-2016  
Associate Editor, *Economic Journal*, 2008-2017  
Associate Editor, *Management Science*, 2009-2013  
Research Fellow, Institute for the Study of Labor (IZA), 2004-2011  
Research Fellow, Centre for Economic Learning and Social Evolution (ELSE), 2004-2005, 2006-2010  
Guest Researcher, DIW Berlin, April-July 2009  
Guest Researcher, UCL, September-December 2008  
Guest Researcher, Sonderforschungsbereich 649, HU, October-November 2007

**Published Journal Articles and Working Papers:**

“The standard portfolio choice problem in Germany” (with Christoph Breunig, Steffen Huck and Tobias Schmidt), 2019, conditionally accepted at *Economic Journal*.

“Learning from realized versus unrealized prices” (with Kathleen Ngangoué), 2019, 2<sup>nd</sup>-round revise&resubmit at *American Economic Journal: Microeconomics*.

“Long-run Expectations of Households” (with Christoph Breunig, Iuliia Grabova, Peter Haan and Felix Weinhardt), 2019, *CRC TRR 190 Discussion Paper No. 218*.

“Beliefs as a means of self-control? Evidence from a dynamic student survey” (with Tobias König and Sebastian Schweighofer-Kodritsch), 2019.

“An experiment on social mislearning” (with Erik Eyster and Matthew Rabin), 2019.

“Measuring applicant quality to detect discrimination in peer-to-peer lending” (with Christian Zankiewicz), 2017.

“Cursed bets on markets” (with Philipp Albert, Miguel Costa-Gomes and Steffen Huck), 2018.

“Correlation neglect in portfolio choice: Lab Evidence” (with Erik Eyster), 2016.

“Markets for leaked information” (with Steffen Huck), 2016.

“Flipping a coin: Evidence from university applications” (with Nadja Dwenger and Dorothea Kübler), 2018, *Journal of Public Economics* 167, 240-250.

“Hidden skewness: On the difficulty of multiplicative compounding under random shocks” (with Ludwig Ensthaler, Olga Nottmeyer and Christian Zankiewicz), 2018, *Management Science* 64, 4, 1693-1706.

“Beliefs and actions in the trust game: Creating instrumental variables to estimate the causal effect” (with Miguel Costa-Gomes and Steffen Huck), 2014, *Games and Economic Behavior* 88, 298-309.

“Do we follow others when we should? A simple test of rational expectations”, 2010, *American Economic Review* 100, 2340-2360.

“Narrow bracketing and dominated choices” (with Matthew Rabin), 2009, *American Economic Review* 99, 1508-1543.

“Stated beliefs and play in normal form games” (with Miguel Costa-Gomes), 2008, *Review of Economic Studies* 75, 729-762.

“Advanced market commitments for vaccines against neglected diseases: Estimating costs and effectiveness” (with Ernst Berndt, Rachel Glennerster, Michael Kremer, Jean Lee, Ruth Levine, and Heidi

Williams), 2007, *Health Economics* 16, 491-511.

“Are longer cascades more stable?” (with Dorothea Kübler), 2005, *Journal of the European Economic Association (Papers and Proceedings)* 3, 330-339.

“Teaching auction strategy using experiments administered via the Internet” (with John Asker, Brit Grosskopf, Nick McKinney, Muriel Niederle, and Alvin Roth), 2004, *Journal of Economic Education*, 35, 330-342.

“Limited depth of reasoning and failure of cascade formation in the laboratory” (with Dorothea Kübler), 2004, *Review of Economic Studies* 71, 425-441.

Reprinted in: Carbone, E., and C. Starmer (eds.), 2007, *New Developments in Experimental Economics – The International Library of Critical Writings in Economics*, Edward Elgar.

Also reprinted in: Sadrieh, A., and J. Weimann (eds.), 2008, *Experimental Economics in Germany, Austria and Switzerland – A collection of papers in honor of Reinhard Tietz*, Metropolis.

“Information cascades in the labor market” (with Dorothea Kübler), 2003, *Journal of Economics* 80, 211-229.

“Ignoring the rationality of others: Evidence from experimental normal-form games”, 2003, *Games and Economic Behavior* 44, 145-171.

“Do players correctly estimate what others do? Evidence of conservatism in beliefs” (with Steffen Huck), 2002, *Journal of Economic Behavior and Organization* 47, 71-85.

“Risk, complexity, and deviations from expected value maximization” (with Steffen Huck), 1999, *Journal of Economic Psychology* 20, 699-715.

### **Other publications**

„Frauen erwarten geringere Lohnsteigerungen als Männer“ (with Christoph Breunig, Iuliia Grabova, Peter Haan and Felix Weinhardt), *DIW Wochenbericht* 10/2020 (in German).

„Kanzler, schaut nach vorn!“ (with Cornelius Richter), in *Der Tagesspiegel*, 17/10/2019 (in German).

“0,1% Terror oder: Wie ich lernte, den Homo oeconomicus zu lieben“, in *ifo Schnelldienst* 24/2015, 3-6 (in German).

“Es ist noch nicht zu spät, Frau Schavan!”, Commentary in *DIW Wochenbericht* 9/2011 (in German).

“Wie wirr waren wir?”, Commentary in *DIW Wochenbericht* 47/2010 (in German).

“Beliefs about other players: Experimental evidence”, 2004, Ph.D. dissertation, Harvard University.

“Renegotiation in the repeated amnesty dilemma: With economic applications” (with Joseph Farrell), 2001, in: K. Chatterjee and W. Samuelson (eds.), *Game Theory and Business Applications*, Kluwer Academic Publishers.

### **Grants, Fellowships, Honours:**

Einstein Visiting Fellowship (grant acquired for Bertil Tungodden, funded by Einstein Foundation), 2019-2021

Hermann-Heinrich-Gossen-Preis (prize for publications) by the Verein für Socialpolitik, 2017

Collaborative Research Center (Sonderforschungsbereich) Transregio, “Rationality and competition: The economic performance of individuals and firms”, funded by Deutsche Forschungsgemeinschaft (with 29 other Co-PIs), 2017-2020

“Berlin Economics Research Associates (BERA)”, funded by the Leibniz Association (with 6 other Co-applicants), 2016-2019  
Leibniz Science Campus, “Berlin Centre for Consumer Policies” (with 21 other Co-PIs), 2015-2019 and 2019-2023  
Conference Grant, Volkswagen Stiftung, “Behavioral Finance Conference”, 2011  
European Research Council Starting Grant, „Investors’ expectations: measuring their nature and effect“, 2011-2016  
Research paper prize, Vereinigung der Freunde des DIW (with Matthew Rabin), 2010  
STICERD Small Grant (with Erik Eyster), 2008-2009  
Economic and Social Research Council, “Subjects’ elicited beliefs and their actions in strategic situations” (with Miguel Costa-Gomes), 2005-2008  
Economic and Social Research Council, “On payoff consequences of social learning”, 2005-2006  
Doctoral Fellowship, Harvard University, 1999-2000 and 2001-2004  
Fulbright Fellowship, 1997-1998

### **Refereeing Service:**

Journals: *American Economic Journal: Applied Economics*, *American Economic Journal: Microeconomics*, *American Economic Review*, *Econometrica*, *Economic Journal*, *Economic Record*, *Economic Theory*, *Economica*, *Economics Letters*, *Experimental Economics*, *Games and Economic Behavior*, *International Economic Review*, *Journal of Applied Econometrics*, *Journal of Economic Behavior and Organization*, *Journal of Economic Psychology*, *Journal of Economic Theory*, *Journal of the Economic Science Association*, *Journal of the European Economic Association*, *Journal of Finance*, *Journal of Mathematical Psychology*, *Journal of Political Economy*, *Management Science*, *Nature Reviews Drug Discovery*, *Operations Research*, *Psychological Science*, *Quarterly Journal of Economics*, *Quantitative Economics*, *Quarterly Journal of Political Science*, *Review of Economic Studies*, *Review of Financial Economics*, *Strategic Behavior and the Environment*.  
Agencies: *European Research Council*, *Agence National de la Recherche (France)*, *BSF-US-Israel Science Foundation*, *Deutsche Forschungsgemeinschaft (Germany)*, *Economic and Social Research Council (UK)*, *FWF-Austrian Science Fund*, *LOEWE (Germany)*, *National Science Foundation (USA)*.  
Publishers: *Cambridge University Press*, *Wiley-Blackwell*.

### **Teaching:**

Game Theory, MA-level lectures (HU), 2016  
Microeconomics, BA-level lectures (HU), 2013-16, 2017-20  
Decisions under Uncertainty, MA-level lectures (HU), 2013-19  
Behavioral Economics, MA-level student seminar (HU), 2012-19  
Theory of Market Microstructure, MA-level student seminar (HU), 2013  
Retirement Savings: Theory and Behavior, BA-level lecture module (HU), 2013  
Microeconomics, PhD-level lectures (DIW Berlin and BDPEMS), 2009-16, 2017-20  
Game Theory, MA-level lectures (UCL), 2010-2013  
Behavioral Economics, MA-level lectures (UCL), 2011  
Masterclass “Decisions under Uncertainty”, PhD-level (DIW Berlin), 2009  
Microeconomics, PhD-level research student seminar (LSE), 2009  
Decisions under Uncertainty, BA-level lecture module (LSE), 2008-2009  
Experimental Economics, PhD-level lecture module (LSE), 2005-2009  
Game Theory, BA-level lectures (LSE), 2006-2009  
Experimental Economics, BA-level lecture module and exercise classes (LSE), 2005-2007  
Mathematics for Microeconomics, MA-level lecture module (LSE), 2006  
Microeconomics, MA-level exercise classes (LSE), 2005

### **PhD Student Supervision:**

Currently advising PhD students as first or second advisor: Pauline Vorjohann, Philipp Albert, Iuliia Grabova, Boryana Ilieva, Melanie Koch, Jana Hamdan, Fabian Veitinger

First advisor and letter writer for Stefan Penczynski, PhD LSE 2009, Ludwig Ensthaler, PhD DIW GC and HU 2011, Paul Viefers, PhD DIW GC and HU 2014, Friederike Lenel, PhD DIW GC and HU 2017, Kathleen Ngangoué, PhD DIW GC and HU 2017

First advisor for Tobias Schmidt, PhD DIW GC and HU 2016, and Christian Zankiewicz, PhD DIW GC and HU 2017

Second advisor and letter writer for Sascha Drahs, PhD DIW GC and Free University Berlin (FU) 2018, Simon Jurkatis, PhD BDPEMS and FU 2018

Examiner and letter writer for Christopher Gee, PhD Cambridge 2010, Johannes Johnen, PhD BDPEMS and ESMT 2016, Aleksandra Peeva, PhD DIW GC and HU 2018

Examiner and second advisor for Regina Kühne, PhD HU 2015, Dora Simroth, PhD BDPEMS and HU 2015, Christopher Boortz, PhD DIW GC and FU 2016, Andreas Harasser, PhD DIW GC and HU 2016

Examiner for Topi Miettinen, PhD UCL 2006, Mariana Blanco, PhD Royal Holloway 2008, Stefanie Kremer, PhD FU Berlin 2010, Kai Barron, PhD UCL 2017

Letter writer for Miguel Sanchez, PhD LSE 2007, Konrad Burchardi, PhD LSE 2011, Kevin Tran, PhD Berlin School of Economics (BSE) and Technical University Berlin 2020, Renke Schmacker, PhD BSE and FU 2020

### **Other School and Academic Service:**

Co-organizer, Berlin Behavioral Economics Seminar series, 2011-present

Co-organizer, Economic Theory Reading Group (DIW Berlin and HU), 2009-present

Co-organizer, BERA Workshop on Microeconomics, 2016

Co-organizer, European Behavioral Economics Meeting, 2013, 2017, 2019

Organizer, DIW Graduate Center Masterclasses, 2009-2011

Co-organizer, Economic Theory Seminar series, UCL, 2010-2012

Co-organizer, Behavioral Finance Conference, DIW Berlin, 2011

Co-organizer, conferences on “Laboratory Economics and the Field”, UCL, 2005-2007

Co-organizer, Economic Theory Seminar series, LSE, 2004-2008

Member, Ethics Committee of the European Economic Association, 2016-2017

Member, Fakultätsrat (Departmental Committee), HU, 2016-present

Member or chair, several Economics Senior Faculty Recruiting Committees, Berlin, 2011-2017

Member, Strategic Review Committee, *Review of Economic Studies*, 2012

Member, Economics Undergraduate Studies Committee, LSE, 2008-2009

Member, Economics Graduate Admissions Committee, LSE, 2008-2009

Member, Economics Junior Faculty Recruiting Committee, LSE, 2007

Co-Coordinator, Economics Junior Faculty Recruiting Committee, Berlin, 2012-2015

Member or letter writer, several Economics Faculty Promotion Committees, Canada, France, Germany, Singapore, Switzerland, UK, USA, 2009-2018

Member, Athletics Committee, LSE, 2004-2007

Member, Program Committee of the European Economic Association Meeting, 2008-2010, 2012, 2015

Member, Program Committee of the Econometric Society European Meeting, 2009, 2011, 2012, 2014, 2016, 2017, 2018

Member, Program Committee of the Econometric Society European Winter Meeting, 2014

Member, Selection Committee of the Verein für Socialpolitik Meeting, 2008, 2014, 2016, 2019

Member, Selection Committee of the Thünen Lecture, Verein für Socialpolitik, 2017-present

Member, Selection Committee of the Royal Economic Society PhD Presentation Meeting, 2005-2006

### **Other Professional Experience:**

Center for Global Development, research assistant for Michael Kremer, 2003-2004.

Humboldt University Berlin, research assistant for Oliver Günther, 1995, and Werner Güth, 1995-1997.

Zeo-Tech GmbH, intern, 1993.

Bosch & Partner GmbH, intern, 1992-1993.

### **In the Media (selection):**

„Ökonomen aus Berlin für die Welt“, *Der Tagesspiegel* 20/09/2019

„Filtern als Kulturtechnik,“ *Deutschlandfunk Kultur* 15/11/2018 (interview excerpts).  
„Alpha-Forum: Georg Weizsäcker, Verhaltensökonom,“ *ARD Alpha* 17/03/2016 (interview).  
„Warum erforschen Sie als Volkswirt die menschliche Unvernunft?,“ *Deutschlandfunk Kultur* 19/11/2015 (interview).  
„Ein Forscher des Glücks,“ *Süddeutsche Zeitung* 20/08/2015.  
„Die schmeißen mit Dreck,“ *Handelsblatt.com* 08/06/2012 (interview).  
„Aufwachen, Herr Professor!,“ *Financial Times Deutschland* 19/01/2012.  
„Das DIW wird bescheiden,“ *Financial Times Deutschland* 14/02/2011.  
„Das Vertrauen in den Präsidenten war erschüttert,“ *Süddeutsche Zeitung* 12/02/2011 (interview joint with Gert G. Wagner).  
„DIW: Neue Leitung – Doppelspitze für den Übergang,“ *Sueddeutsche.de* 04/02/2011 (plus many other newspaper articles with similar content around the same date).  
„Deutsche Ökonomen schreiten voran,“ *Handelsblatt* 25/11/2010.

Berlin, 04 March 2020