

Dirk Engelmann
Department of Economics
Humboldt-Universität zu Berlin
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Curriculum Vitae

Year of Birth: 1970

Citizenship: German

Education:

- 12/2004 Habilitation (economics), Humboldt-University Berlin
- 2/2000 PhD (economics), Humboldt-University Berlin, *summa cum laude*
- 11/1995 Graduation from University of Göttingen, Diploma in mathematics, grade excellent (*sehr gut*)
- 10/1989-11/1995 Studies in mathematics (major), business administration, and social psychology at the University of Göttingen
- 8/1993-8/1994 Exchange student at Cornell University, studies in mathematics, business ethics, social psychology

Academic Positions:

- Since 9/2014 Professor of Public Finance, Humboldt-University Berlin
- 9/2010-8/2014 Professor of Economics and Director of the Experimental Economics Laboratory, University of Mannheim
- 8/2006-8/2010 Professor of Economics, Royal Holloway, University of London. 7/2008 to 8/2010 also Director of the Experimental Economics Laboratory
- 9/2004-7/2006 Reader, Royal Holloway, University of London
- 1/2003-8/2004 Assistant Professor, CERGE, Charles University, Prague, and Senior Researcher, Economics Institute, Academy of Sciences of the Czech Republic
- 4/1996-3/2001 Research and teaching Assistant at Humboldt-University Berlin, Institute for Public Finance, Competition, and Institutions

Other Affiliations:

- Since 5/2010 CESifo Research Network Fellow
- Since 1/2012 Research Associate, CERGE-EI, Prague

Editorial Positions:

- 10/2011-5/2017 Associate Editor, *The Economic Journal*
- 4/2011-4/2017 Member Editorial Board, *American Economic Review*
- 1/2012-12/2016 Co-Editor, *Journal of Economic Behavior and Organization*
- 11/2013-9/2016 Associate Editor, *Journal of Behavioral and Experimental Economics* (until 2/2014 *Journal of Socio-Economics*)
- 9/2008- 12/2011 Associate Editor, *Journal of Economic Behavior and Organization*

Grants:

- 1/2017- SFB-TRR 190 “Rationality and Competition: The Economic Performance of Individuals and Firms”, Subproject A01 (with Joachim Winter)
- 1/2014-8/2015 SFB-884 “Politische Ökonomie von Reformen”, Subproject A7 (with Hans Peter Grüner)
- 9/2008-12/2010 ESRC, RES-000-22-2898 “The Role of Buyer Reputations in Auctions” (with Alexander Koch and Jeff Frank), £80,304.
- 8/2007-4/2008 Nuffield Foundation, “Preferences and Beliefs in Social Dilemma Situations with Sequential Moves - A Within-Subject Analysis of Laboratory Data” (with Hans-Theo Normann), £6,631.
- 1/2005-12/2006 ESRC, RES-000-22-0948 “The Role of Punishment in Public Goods Games: An Experimental Analysis” (with Hans-Theo Normann), Principal Investigator, £43,214.24.
- 4/2001-12/2002 Deutsche Forschungsgemeinschaft (DFG), Research Grant (“Habilitationstipendium”) No. EN 459/1-1.
- 8/1993-8/1994 Exchange Fellowship, Cornell University

Research Visits:

- 9/2016-2/2017 Aarhus University
- 4/2011-7/2011 University of Melbourne
- 3/2011-4/2011 University of New South Wales, Sydney
- 11/2009 CES (Center for Economic Studies), University of Munich
- 9/2006-12/2006 University of Copenhagen (also 9/2007, 11/2008 and 9/2009)
- 1/2002-4/2002 University of Arizona
- 9/2001-12/2001 California Institute of Technology
- 4/2001-8/2001 University of Zürich

Publications:

Articles

- Who Cares about Social Image? (with Jana Friedrichsen), *European Economic Review* 110, 61-77 (2018).
- Personal Carbon Allowances: Can a Budget Label do the Trick? (with Ewelina Marek and Charles Raux), *Transport Policy* 69, 170-178 (2018).
- On the Behavioural Relevance of Optional and Mandatory Impure Public Goods (with Alistair Munro and Marieta Valente), *Journal of Economic Psychology* 61, 134-144 (2017).
- In the Long-run We Are All Dead: On the Benefits of Peer Punishment in Rich Environments (with Nikos Nikiforakis), *Social Choice and Welfare* 45, 561-577 (2015).
- Preferences and Beliefs in Sequential Social Dilemma: A Within-Subject Analysis (with Mariana Blanco, Alexander Koch, and Hans-Theo Normann), *Games and Economic Behavior* 87, 122-135 (2014).
- Deconstruction and Reconstruction of an Anomaly (with Martin Strobel), *Games and Economic Behavior* 76(2), 678-689 (2012).
- Mechanisms for Efficient Voting with Private Information about Preferences (with Veronika Grimm), *The Economic Journal*, 122 (563), 1010-1041 (2012).
- How not to Extend Models of Inequality Aversion, *Journal of Economic Behavior and Organization* 81(2), 599-605 (2012).
- Collusion Through Price Ceilings? In Search of a Focal-point Effect (with Wieland Müller), *Journal of Economic Behavior and Organization* 79(3), 291-302 (2011).
- A Within-Subject Analysis of Other-Regarding Preferences (with Mariana Blanco and Hans-Theo Normann), *Games and Economic Behavior* 72(2), 321-338 (2011).
- Altruistic Punishment and the Threat of Feuds (with Nikos Nikiforakis), *Journal of Economic Behavior and Organization* 78(3), 319-332 (2011).
- Reconsidering the Effect of Market Experience on the “Endowment Effect” (with Guillaume Hollard), *Econometrica* 78(6), 2005-2019 (2010).
- Belief Elicitation in Experiments: Is there a Hedging Problem? (with Mariana Blanco, Alexander Koch and Hans-Theo Normann), *Experimental Economics* 13(4), 412-438 (2010).
- Inequality Aversion and Reciprocity in Moonlighting Games (with Martin Strobel), *Games* 1(4), 459-477 (2010).
- Maximum Effort in the Minimum-Effort Game (with Hans-Theo Normann), *Experimental Economics* 13(3), 249-259 (2010).
- Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game (with Urs Fischbacher), *Games and Economic Behavior* 67(2), 399-407 (2009).
- Bidding Behavior in Multi-Unit Auctions – An Experimental Investigation (with Veronika Grimm), *The Economic Journal* 119(537), 855-882 (2009).
- Currencies, Competition, and Clans (with Jan Hanousek and Evžen Kočenda), *Journal of Policy Modeling* 30(6), 1115-1132 (2008).

- An Experimental Test of Strategic Trade Policy (with Hans-Theo Normann), *Journal of Economic Behavior and Organization* 64(1), 144-156 (2007).
- The Effects of Risk Preferences in Mixed-Strategy Equilibria of 2x2 Games (with Jakub Steiner), *Games and Economic Behavior* 60(2), 381-388 (2007).
- Preferences over Income Distributions - Experimental Evidence (with Martin Strobel), *Public Finance Review* 35(2), 285-310 (2007).
- Inequality Aversion, Efficiency, and Maximin Preferences in Simple Distribution Experiments: Reply (with Martin Strobel), *American Economic Review* 96(5), 1918-1923 (2006).
- To Buy or Not to Buy? An Experimental Study of Consumer Boycotts in Retail Markets (with Jean-Robert Tyran), *Economica*, 72(285) 1-16 (2005).
- Inequality Aversion, Efficiency, and Maximin Preferences in Simple Distribution Experiments (with Martin Strobel), *American Economic Review* 94(4), 857-869 (2004).
- An Experimental Study of the Repeated Trust Game with Incomplete Information (with Vital Anderhub and Werner Güth), *Journal of Economic Behavior and Organization* 48(2), 197-216 (2002)
- Tax Liability Side Equivalence in Experimental Posted-Offer Markets (with Rainald Borck, Wieland Müller and Hans-Theo Normann), *Southern Economic Journal* 68(3), 672-682 (2002).
- Asymmetric Type Recognition with Applications to Dilemma Games, *Metroeconomica* 52(4), 357-375 (2001).
- The False Consensus Effect Disappears if Representative Information and Monetary Incentives Are Given, (with Martin Strobel), *Experimental Economics* 3(3), 241-260 (2000).

Non-Peer Reviewed Journal Articles

- Coercion and Consent: Comment, *Journal of Institutional and Theoretical Economics* 170(1), 75-78 (2014).

Books and Chapters in Books

- Price Ceilings as Focal Points? An Experimental Test (with Hans-Theo Normann), in: Jeroen Hinloopen and Hans-Theo Normann (eds.): *Experiments and Competition Policy*. 2009, Cambridge, UK: Cambridge University Press. pp. 61-80.
- Overbidding in First Price Private Value Auctions Revisited: Implications of a Multi - Unit Auctions Experiment (with Veronika Grimm), in: Ulrich Schmidt and Stefan Traub (eds): *Advances in Public Economics: Utility, Choice and Welfare*. 2005, Dordrecht: Springer. pp. 235-254.
- *Trust and Trustworthiness – Theoretical Explanations and Experimental Evidence*, 2000, Aachen: Shaker.

Book Reviews

- Social Psychology and Economics, by David de Cremer, Marcel Zeelenberg and J. Keith Murnighan (Eds.) *Journal of Economic Psychology* 30(4), 690-693 (2009).
- Auctions: Theory and Practice, by Paul Klemperer, *Journal of Economic Psychology* 26(1), 155-157 (2005).

Working Papers

- Fairness in Markets and Market Experiments (with Jana Friedrichsen and Dorothea Kübler), CRC TRR 190 Discussion Paper No. 64, 2018.
- Tailored Bayesian Mechanisms: Experimental Evidence from Two-stage Voting Games (with Hans Peter Grüner), CESifo Working Paper No. 6405, 2017.

Press Coverage

- Gelijn Werner: “Zeg eens eerlijk“ in: *Economisch Statistische Berichten* 97 (4644), 28/09/2012, p.557, on Engelmann and Grimm: “Mechanisms for Efficient Voting with Private Information about Preferences.” *The Economic Journal* (2012).

Teaching Experience:

- Principles of Economics (undergraduate level)
- Microeconomics (undergraduate and graduate level)
- Game Theory (undergraduate level)
- Public Economics (undergraduate level and graduate level)
- Behavioral Public Economics (undergraduate level)
- Experimental Economics (undergraduate and graduate level)
- Industrial Organization (graduate level)
- Auctions (graduate level)

Summer Schools:

- Oslo Summer School in Comparative Social Science Studies 2014
- ISSEM Havana 2016

Teaching Prizes:

- Teaching prize awarded by the student representatives of the department of economics at the University of Mannheim, fall semester 2011
- Teaching prize for the best lecture at the School of Economics and Business at Humboldt-Universität in summer semester 2015.

Conference Organisation:

Co-Organizer, SFB-TRR 190 Workshop “The Neoclassical Repair Shop and its Alternatives” at WZB, Berlin, February 2019

Local Organizing and Program Committee Chair, Economic Science Association World Meeting, Berlin, June 2018

Co-Organizer, SFB-TRR 190 Workshop on „Behavioral Welfare Economics“ at DIW, Berlin, November 2017

Programme Committee, annual meeting of the *Verein für Socialpolitik*, Göttingen, September 2012

Programme Committee, Game Theory Society World Congress, Istanbul, July 2012

Co-Organizer, annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung*, Prague, October 2004

Local organizer, Third Spring Meeting of Young Economists in Berlin, April 1998

Professional Memberships:

American Economic Association, Econometric Society, Game Theory Society, Economic Science Association, European Economic Association, Verein für Socialpolitik, Gesellschaft für experimentelle Wirtschaftsforschung

Referee for:

Journals: American Economic Review(40), American Journal of Agricultural Economics(2), American Political Science Review, Applied Economics Research Bulletin, BE Journal of Economic Analysis and Policy, BE Journal of Theoretical Economics, Brain Research, Econometrica(5), Economic Inquiry(2), Economic Journal(11), Economic Theory(2), Economica(2), Economics and Philosophy, Economics Letters(3), European Economic Review(6), Evolution and Human Behavior, Experimental Economics(12), Games(4), Games and Economic Behavior(22), German Economic Review(2), International Economic Review, International Journal of Industrial Organization, Journal of Behavioral Decision Making(2), Journal of Comparative Economics, Journal of Conflict Resolution, Journal of Economic Behavior and Organization(12), Journal of Economic Psychology(4), Journal of Economic Theory(2), Journal of Environment and Development, Journal of Environmental Economics and Management, Journal of Institutional and Theoretical Economics, Journal of Mathematical Economics, Journal of Mathematical Psychology, Journal of Monetary Economics, Journal of Political Economy(2), Journal of Public Economic Theory, Journal of Public Economics(9), Journal of the Economic Science Association(2), Journal of the European Economic Association(8), Labour Economics, Management Science(4), Proceedings of the Royal Society B, Public Finance Review, Quantitative Marketing and Economics, Quantitative Economics, Quarterly Journal of Economics(2), RAND Journal of Economics, Review of Economic Studies(13), Scandinavian Journal of Economics(3), Social Choice and Welfare(2), Southern Economic Journal, Synthese, Theory and Decision, Zeitschrift für Betriebswirtschaft

Founding Agencies: Alexander von Humboldt Foundation, Austrian Science Fund, Czech Science Foundation(2), Deutscher Akademischer Austauschdienst, Deutsche Forschungsgemeinschaft(3), Economic and Social Research Council(3), European Research Council (2), European Science Foundation(2), German-Israeli Foundation for Scientific Research and Development(2), Israel Science Foundation(3), Leibniz Gemeinschaft, National Science Foundation(2), Netherlands Organisation for Scientific Research(2), Research Council of Norway, Schweizerischer Nationalfonds, Social Sciences and Humanities Research Council of Canada (SSHRC), Studienstiftung des deutschen Volkes, Tiroler Wissenschaftsfonds, Volkswagenstiftung

Conferences: Econometric Society European Meeting (2011), Verein für Socialpolitik (Annual meeting 2006, 2011 and 2017)

Refereeing Awards:

Excellence in Refereeing Award, *American Economic Review*, 2009.

PhD Students

Former

CERGE-EI, Prague:

- Eugen Kovac (local chair of the dissertation committee)
- Andrei Medvedev (local chair of the dissertation committee)
- Dmitry Ryvkin (member of the dissertation committee)
- Silvester van Koten (external member of the dissertation committee)

Royal Holloway:

- Mariana Blanco (advisor)
- Massimo Finocchiaro-Castro (advisor)
- Miguel Fonseca (advisor)
- Darko Hajdukovic (supervisor)
- Nikos Nikiforakis (advisor)
- Alessandro Sontuoso (supervisor)
- Marieta Valente (joint supervisor)

University of Mannheim:

- Christian Koch (supervisor)
- Philipp Zahn (advisor)
- Andreas Landmann (advisor)
- Timo Hoffmann (supervisor)
- Alessandra Donini (joint supervisor)

External:

- Maren Tonn (advisor, University of Erlangen-Nuremberg)
- Ewelina Marek (advisor, University of Lyon II)

Current

Humboldt-Universität zu Berlin:

- Benedikt Meyer-Bretschneider
- Stefano Piasenti
- Müge Süer

External PhD Examinations

- Paloma Ubeda (University of Valencia, 2010)
- Ayse Mermer (Tilburg University, 2014)
- Benjamin Beranek (University of Nottingham, 2017)

Invited Seminar Presentations:

- 1999: University of Magdeburg
- 2001: CERGE-EI, Prague
University of Zurich
University of St. Gallen
California Institute of Technology
University of California at Santa Barbara
- 2002: University of Arizona
New York University
University of Bielefeld
- 2003: Max Planck Institute, Jena
University College London
Royal Holloway, University of London
University of Nottingham
- 2004: London School of Economics
- 2005: SFB Transregio 15 “GESY” Seminar, Berlin
CERGE-EI, Prague
Tinbergen Institute, Amsterdam
University of Hannover
University of Magdeburg
University of Karlsruhe
Dundee University
University of St. Andrews
- 2006: University of Warwick
CERGE-EI, Prague
University of Innsbruck
University of Copenhagen
Lund University
- 2007: Paris I – Sorbonne (April and November)
University of Mannheim
Maastricht University
University of Oslo
University of Copenhagen
Universitat Autònoma, Barcelona
University of Exeter
CERGE-EI, Prague
- 2008: Westminster Business School, London
DIW, Berlin
London School of Economics
University of Erlangen-Nuremberg
CERGE-EI, Prague
University of Mannheim
- 2009: University of Padua
University of East Anglia
University of Aarhus
University of Heidelberg
CES, University of Munich
University of Bologna

2010	University of Aberdeen Imperial College London
2011	University of New South Wales, Sydney Deakin University, Melbourne Australian National University, Canberra Queensland University of Technology, Brisbane Monash University, Melbourne University of Melbourne University of South Australia University of Adelaide University of Hamburg NHH, Bergen University of Zürich Utrecht University Tilburg University Tinbergen Institute/CREED-University of Amsterdam Erasmus University Rotterdam
2012	University of Erlangen-Nürnberg DICE, University of Düsseldorf University of Konstanz Royal Holloway, University of London University of Edinburgh Maastricht University Max Planck Institute for Research on Collective Goods, Bonn CERGE-EI, Prague
2013	University of Munich University of Innsbruck University of Cologne Paris I – Sorbonne University of Marburg
2014	HECER, Helsinki University of Birmingham University of Nottingham University of Vienna Texas A&M University University of British Columbia New York University University of Kiel NHH, Bergen Tilburg University
2015	VŠE (University of Economics), Prague
2016	Lund University (Arne Ryde Seminar) University of Erlangen-Nürnberg Aarhus University Xiamen University
2017	University of Hamburg
2018	University of Duisburg-Essen Technical University of Munich

2019

University of Vienna

Keynote Lectures:

December 2016 The 6th Xiamen University International Workshop on Experimental Economics.
Presentation: *Endogenous Mechanisms*

August 2016 The Choice Lab PhD Workshop at NHH Bergen.
Presentation: *Endogenous Mechanisms*

Invited Conference and Workshop Presentations:

November 2017 CRC TRR 190 Workshop on “Behavioral Welfare Economics” at DIW, Berlin.
Presentation: *Welfare Economics with Reference-Dependent Preferences*

August 2017 68° North Conference on Behavioral Economics in Svolvær, Lofoten
Presentation: *Preferences over Taxation of High Income Individuals: Evidence from Online and Laboratory Experiments*

June 2017 Conference on “Concerns for Status and Social Image: Theory, Evidence and Implications for Welfare and Policy” at WZB, Berlin.
Presentation: *Who Cares about Social Image?*

October 2016 Arne Ryde Workshop “Identity, Image and Economic Behavior” at Lund University.
Presentation: *Who Cares about Social Image?*

July 2016 20th Anniversary Conference, Department of Economics, Royal Holloway, University of London.
Presentation: *Student Performance and Loss Aversion*

November 2015 Workshop “Interdisciplinary Perspectives on Decision Making” at WZB, Berlin.
Presentation: *Student Performance and Loss Aversion*

September 2015 Workshop “Political Economy: Theory Meets Empirics” at the University of Konstanz.
Presentation: *Tailored Bayesian Mechanisms: Experimental Evidence from Two-Stage Voting Games*

July 2015 Workshop “Economic Design: The Economist as an Engineer” at the University of Exeter.
Presentation: *Does a Buyer Benefit from Bad Reputation? Theory and Experiments on Auctions with Default*

December 2014 Workshop “Consumer Behaviour, Self-control and Intrinsic Motivation” at the University of Copenhagen.
Presentation: *Who Cares for Social Image?*

July 2013 13th International Conference on Current Trends in Economics, organized by *The Society for the Advancement of Economic Theory* in Paris.
Presentation: *Choosing how to Choose: Efficiency Concerns and Constitutional Choice*

May 2012 Workshop “Experiments on Conflicts, Inequality and Incentives” at Université de Rennes 1.
Presentation: *In the Long Run We are All Dead: On the Benefits of Altruistic Punishment*

April 2012 Workshop “The Social Dimension of Organizations” at Central European University, Budapest
Presentation: *Do Legal Standards Affect Ethical Concerns of Consumers? An Experiment on Minimum Wages*

August 2011 Workshop “Econometric Methods using Experimental data” at WZB, Berlin
Presentation: *Do Legal Standards Affect Ethical Concerns of Consumers? An Experiment on Minimum Wages*

August 2011 Mainz Workshop on Behavioral Economics.
Presentation: *Engineering Social Preferences - Explaining Distribution Choices in a Large-Scale Internet Experiment*

- May 2010 Workshop “Advances in experimental economics” in Paris, organized by Paris School of Economics and the CIRPÉE Research Center at Laval University.
Presentation: *Does a Buyer Benefit from Bad Reputation? Theory and Experiments on Auctions with Default*
- March 2009 2009 ESI Pre-Spring Workshop at the Max-Planck Institute of Economics in Jena, Germany.
Presentation: *A Shock Therapy Against the “Endowment Effect”*
- January 2008 National Tax Association at the Allied Social Science Associations Meeting in New Orleans.
Presentation: *Feuds in the Laboratory*
- November 2007 Humboldt-Forum Wirtschaft at Humboldt-University Berlin.
Panel discussion on alternative models of rationality
- June 2007 Workshop on Behavioural and Experimental Economics in Edinburgh.
Presentation: *A Within-Subject Analysis of Other-Regarding Preferences*
- January 2007 Economic Science Association at the Allied Social Science Associations Meeting in Chicago.
Presentation: *Indirect Reciprocity, Strategic Reputation Building, and Competition in an Experimental Helping Game*
- May 2005 Conference on “Experimental Public Economics”, organized by the Andrew Young School of Policy Studies, International Studies Program, Georgia State University, in Atlanta, Georgia.
Presentation: *Preferences over Income Distributions – Experimental Evidence*
- July 2003 6th International Conference on Current Trends in Economics, organized by *The Society for the Advancement of Economic Theory* on Rhodes.
Presentation: *The False Consensus Effect: Deconstruction and Reconstruction of an Anomaly*
- December 1999 Workshop on Experimental Economics at Stockholm University.
Presentation: *An Experimental Study of the Repeated Trust Game with Incomplete Information.*

Other Conference Presentations:

- October 2018 CESifo Area Conference in Behavioural Economics in München.
Presentation: *Fairness in Markets and Market Experiments*
- October 2018 4th CRC TRR 190 Retreat at Ohlstadt.
Presentation: *Fairness in Markets and Market Experiments*
- September 2018 Annual Meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Paderborn.
Presentation: *Fairness in Markets and Market Experiments*
- August 2018 33rd Annual Congress of the *European Economic Association* in Cologne.
Presentation: *Preferences over Taxation of High Income Individuals: Evidence from Online and Laboratory Experiments*
- August 2018 71th *Econometric Society European Meeting* in Cologne.
Presentation: *Fairness in Markets and Market Experiments*
- June 2018 World Meeting of the *Economic Science Association* in Berlin.
Presentation: *Fairness in Markets and Market Experiments*
- October 2017 12th Nordic Conference on Behavioral and Experimental Economics in Gothenburg.
Presentation: *Preferences over Taxation of High Income Individuals: Evidence from Online and Laboratory Experiments*

September 2017 European Meeting of the *Economic Science Association* in Vienna.
Presentation: *Winner's and Loser's Curse in Single-unit and Multi-unit Auctions*

September 2017 Annual meeting of the *Verein für Socialpolitik* in Vienna.
Presentation: *Preventing the Tyranny of the Majority – Experimental Evidence on the Choice of Voting Thresholds*

May 2017 Annual Meeting of the *Sozialwissenschaftliche Ausschuss* of the *Verein für Socialpolitik* in Göttingen
Presentation: *Winner's and Loser's Curse in Single-unit and Multi-unit Auctions*

April 2017 1st CRC TRR 190 Retreat at Schwanenwerder, Berlin.
Presentation: *Winner's and Loser's Curse in Single-unit and Multi-unit Auctions*

September 2016 European Meeting of the *Economic Science Association* at NHH Bergen.
Presentation: *The Choice of Voting Rules under a Veil of Ignorance - Experimental Evidence*

July 2016 5th World Congress of the Game Theory Society in Maastricht.
Presentation: *Does a Buyer Benefit from Bad Reputation? Theory and Experiments on Auctions with Default*

April 2016 Annual Meeting of the *Sozialwissenschaftliche Ausschuss* of the *Verein für Socialpolitik* in Göttingen
Presentation: *Student Performance and Loss Aversion*

March 2016 Annual Conference of the *Royal Economic Society* in Brighton.
Presentation: *Does a Buyer Benefit from Bad Reputation? Theory and Experiments on Auctions with Default*

October 2015 CESifo Area Conference in Behavioural Economics in München.
Presentation: *Does a Buyer Benefit from Bad Reputation? Theory and Experiments on Auctions with Default*

September 2015 European Meeting of the *Economic Science Association* in Heidelberg.
Presentation: *Student Performance and Loss Aversion*

August 2015 30th Annual Congress of the *European Economic Association* in Mannheim.
Presentation: *Tailored Bayesian Mechanisms: Experimental Evidence from Two-stage Voting Games*

October 2014 CESifo Area Conference in Behavioural Economics in München.
Presentation: *Tailored Bayesian Mechanisms: Experimental Evidence from Two-stage Voting Games*

September 2014 Annual meeting of the *Verein für Socialpolitik* in Hamburg.
Presentation: *Tailored Bayesian Mechanisms: Experimental Evidence from Two-stage Voting Games*

September 2014 European Meeting of the *Economic Science Association* in Prague.
Presentations: *Do Buyers Strategically Build a Reputation for Defaulting?*
Fair Behavior in Experimental Markets and Consumption Decisions

May 2014 Annual Meeting of the *Sozialwissenschaftliche Ausschuss* of the *Verein für Socialpolitik* in Berlin.
Presentation: *Who Cares about Social Image?*

October 2013 CESifo Area Conference in Behavioural Economics in München.
Presentation: *Who Cares for Social Image? Interactions between Intrinsic Motivation and Social Image Concerns*

September 2013 Annual meeting of the *Verein für Socialpolitik* in Düsseldorf.
Presentation: *In the Long Run We Are All Dead: On the Benefits of Peer Punishment in Rich Environments*

August 2013 28th Annual Congress of the *European Economic Association* in Göteborg.
Presentation: *Who Cares for Social Image? Interactions between Intrinsic Motivation and Social Image Concerns*

August 2013 67th *Econometric Society European Meeting* in Göteborg.
Presentation: *In the Long Run We Are All Dead: On the Benefits of Peer Punishment in Rich Environments*

July 2013 Annual Meeting of the *Economic Science Association* in Zürich.
Presentation: *Tax Competition and Political Ideology in a Laboratory Experiment*

October 2012 Annual Meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Karlsruhe.
Presentation: *Who Cares for Social Image? Interactions between Intrinsic Motivation and Social Image Concerns*

September 2012 European Meeting of the *Economic Science Association* in Köln.
Presentation: *Choosing how to Choose: Efficiency Concerns and Constitutional Choice*

July 2012 4th World Congress of the *Game Theory Society* in Istanbul.
Presentation: *Preferences and Beliefs in a Sequential Social Dilemma: A Within-Subjects Analysis*

June 2012 Annual Meeting of the *Economic Science Association* in New York.
Presentation: *Choosing how to Choose: Efficiency Concerns and Constitutional Choice*

May 2012 Annual Meeting of the *Sozialwissenschaftliche Ausschuss of the Verein für Socialpolitik* in Jena.
Presentation: *Choosing how to Choose: Efficiency Concerns and Constitutional Choice*

October 2011 Annual Meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Nürnberg.
Presentation: *Forgiven and Forgotten - A Large-Scale Experiment on Trust and Reputation*

September 2011 European Meeting of the *Economic Science Association* in Luxembourg.
Presentation: *Forgiven and Forgotten - A Large-Scale Experiment on Trust and Reputation*

September 2011 Annual meeting of the *Verein für Socialpolitik* in Frankfurt.
Presentation: *Preferences and Beliefs in a Sequential Social Dilemma: A Within-Subjects Analysis*

August 2011 65th *Econometric Society European Meeting* in Oslo.
Presentation: *Preferences and Beliefs in a Sequential Social Dilemma: A Within-Subjects Analysis*

June 2011 52nd Annual Conference of the *New Zealand Association of Economists* in Wellington.
Presentation: *Do Legal Standards Affect Ethical Concerns of Consumers? An Experiment on Minimum Wages*

October 2010 Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Luxembourg.
Presentation: *Do Buyers Strategically Build a Reputation for Defaulting?*

September 2010 Annual meeting of the *Verein für Socialpolitik* in Kiel.
Presentation: *Collusion through Price Ceilings? In Search of a Focal-Point Effect*

August 2010 25th Annual Congress of the *European Economic Association* in Glasgow.
Presentation: *Collusion through Price Ceilings? In Search of a Focal-Point Effect*

July 2010 Annual Meeting of the *Economic Science Association* in Copenhagen.
Presentation: *Do Buyers Strategically Build a Reputation for Defaulting?*

September 2009 European Meeting of the *Economic Science Association* in Innsbruck.
Presentation: *Does a Buyer Benefit from Bad Reputation? Theory and Experiments on Auctions with Default*

June 2009 Annual Meeting of the *Economic Science Association* in Washington, DC.
Presentation: *Does a Buyer Benefit from Bad Reputation? Theory and Experiments on Auctions with Default*

June 2009 Maastricht Behavioral and Experimental Economics Symposium (M-BEES).
Presentation: *A Shock Therapy Against the “Endowment Effect”*

November 2008 3rd Nordic Conference on Behavioral and Experimental Economics in Copenhagen.
Presentation: *A Shock Therapy Against the “Endowment Effect”*

September 2008 Annual meeting of the *Verein für Socialpolitik* in Graz.
Presentation: *Do Legal Standards Affect Ethical Concerns of Consumers?*

September 2008 European Meeting of the *Economic Science Association* in Lyon.
Presentation: *A Shock Therapy Against the “Endowment Effect”*

September 2008 IAREP/SABE world meeting in Rome.
Presentation: *A Shock Therapy Against the “Endowment Effect”*

August 2008 63rd *Econometric Society European Meeting* in Milan.
Presentation: *A Shock Therapy Against the “Endowment Effect”*

August 2008 23rd Annual Congress of the *European Economic Association* in Milan.
Presentation: *Do Legal Standards Affect Ethical Concerns of Consumers?*

August 2007 22nd Annual Congress of the *European Economic Association* in Budapest.
Presentation: *Maximum Effort in the Minimum Effort Game*

June 2007 Annual Meeting of the *Economic Science Association* in Rome.
Presentation: *Maximum Effort in the Minimum Effort Game*

April 2007 Annual Conference of the *Royal Economic Society* in Warwick.
Presentation: *Overcoming Incentive Constraints? – The (In-) Effectiveness of Social Interaction*

September 2006 Annual meeting of the *Verein für Socialpolitik* in Bayreuth.
Presentations: *Overcoming Incentive Constraints? – The (In-) Effectiveness of Social Interaction*
A Within-Subject Analysis of Other-Regarding Preferences

September 2006 European Meeting of the *Economic Science Association* in Nottingham.
Presentation: *A Within-Subject Analysis of Other-Regarding Preferences*

August 2006 61st *Econometric Society European Meeting* in Vienna.
Presentation: *A Proxy Bidding Mechanism that Elicits all Bids in an English Clock Auction Experiment*

August 2006 21st Annual Congress of the *European Economic Association* in Vienna.
Presentation: *A Within-Subject Analysis of Other-Regarding Preferences*

September 2005 Annual meeting of the *Verein für Socialpolitik* in Bonn.
Presentation: *A Proxy Bidding Mechanism that Elicits all Bids in an English Clock Auction Experiment*

September 2005 European Meeting of the *Economic Science Association* in Alessandria.
Presentation: *Overcoming Incentive Constraints? – The (In-) Effectiveness of Social Interaction*

August 2005 20th Annual Congress of the *European Economic Association* in Amsterdam.
Presentation: *The False Consensus Effect: Deconstruction and Reconstruction of an Anomaly*

August 2005 9th World Congress of the *Econometric Society* in London.
Presentation: *Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game*

June 2005 Annual Meeting of the *Economic Science Association* in Montreal.
Presentation: *Overcoming Incentive Constraints? – The (In-) Effectiveness of Social Interaction*

May 2005
Presentation: Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Cologne.
Crowding out Social Norms – An Experimental Study of Minimal Wages

October 2004
Presentation: Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Prague.
A Proxy Bidding Mechanism that Elicits all Bids in an English Clock Auction Experiment

September 2004
Presentation: Annual meeting of the *Verein für Socialpolitik* in Dresden.
The False Consensus Effect: Deconstruction and Reconstruction of an Anomaly

August 2004
Presentation: 19th Annual Congress of the *European Economic Association* in Madrid.
Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game

July 2004
Presentation: 2nd World Congress of the *Game Theory Society* in Marseille.
A Proxy Bidding Mechanism that Elicits all Bids in an English Clock Auction Experiment

June 2004
Presentation: Annual Meeting of the *Economic Science Association* in Amsterdam.
A Proxy Bidding Mechanism that Elicits all Bids in an English Clock Auction Experiment

September 2003
Presentation: European Meeting of the *Economic Science Association* in Erfurt.
The False Consensus Effect: Deconstruction and Reconstruction of an Anomaly

August 2003
Presentation: 58th *Econometric Society European Meeting* in Stockholm.
The Robustness of Laboratory Gift-Exchange: A Reconsideration

September 2002
Presentation: European Meeting of the *Economic Science Association* in Strasbourg.
Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game

August 2002
Presentation: 17th Annual Congress of the *European Economic Association* in Venice.
To Buy or Not to Buy? An Experimental Study of Consumer Boycotts in Retail Markets

July 2002
Presentation: Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Wittenberg.
Bidding Behavior in Multi-Unit Auctions: An Experimental Investigation

June 2002
Presentation: Annual meeting of the *Economic Science Association* in Boston.
Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game

March 2002
Presentations: Joint Meeting of the *Public Choice Society* and the *Economic Science Association* in San Diego
To Buy or Not to Buy? An Experimental Study of Consumer Boycotts in Retail Markets
Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game

November 2001
Presentation: North American Regional Conference of the *Economic Science Association* in Tucson
To Buy or Not to Buy? An Experimental Study of Consumer Boycotts in Retail Markets

June 2001
Presentation: Annual meeting of the *Economic Science Association* in Barcelona.
Bidding Behavior in Multi-Unit Auctions: An Experimental Investigation

November 2000
Presentation: Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Warberg.
The Robustness of Laboratory Gift-Exchange: A Reconsideration

September 2000
Presentation: Annual meeting of the *Verein für Socialpolitik* in Berlin.
An Experimental Comparison of the Fairness Models by Bolton and Ockenfels and by Fehr and Schmidt

August 2000
Presentation: 8th World Congress of the *Econometric Society* in Seattle.
An Experimental Comparison of the Fairness Models by Bolton and Ockenfels and by Fehr and Schmidt

- July 2000
Presentation: 1st World Congress of the *Game Theory Society* in Bilbao.
An Experimental Comparison of the Fairness Models by Bolton and Ockenfels and by Fehr and Schmidt
- June 2000
Presentation: Annual meeting of the *Economic Science Association* in New York.
An Experimental Comparison of the Fairness Models by Bolton and Ockenfels and by Fehr and Schmidt
- October 1999
Presentation: European Meeting of the *Economic Science Association* in Grenoble.
Tax Liability Side Equivalence in Experimental Posted-Offer Markets
- August 1999
Presentation: 54th *Econometric Society European Meeting* in Santiago de Compostela.
The False Consensus Effect Disappears if Representative Information and Monetary Incentives are Given
- July 1999
Presentation: Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Wittenberg.
An Experimental Study of the Repeated Trust Game with Incomplete Information
- April 1999
Presentation: 4th *Spring Meeting of Young Economists* in Amsterdam.
An Experimental Study of the Repeated Trust Game with Incomplete Information
- September 1998
Presentation: Annual meeting of the *Verein für Socialpolitik* in Rostock.
Risk Aversion Pays in the Class of 2x2 Games with No Pure Equilibrium
- September 1998
Presentation: 13th Annual Congress of the *European Economic Association* in Berlin.
Survival of Trustworthiness as a Consequence of a False Consensus Effect
- June 1998
Presentation: Annual Meeting of the *Economic Science Association* in Mannheim.
The False Consensus Effect Disappears if Representative Information and Monetary Incentives are Given
- April 1998
Presentation: 3rd *Spring Meeting of Young Economists* in Berlin.
The False Consensus Effect Disappears if Representative Information and Monetary Incentives are Given
- April 1997
Presentation: 2nd *Spring Meeting of Young Economists* in München.
Survival of Trustworthiness as a Consequence of a False Consensus Effect