

## **GEORG WEIZSÄCKER**

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### **Affiliations:**

Professor, Humboldt-Universität zu Berlin (HU), Wirtschaftswissenschaftliche Fakultät, 2012-present  
Spokesperson, Collaborative Research Center Transregio SFB-TRR 190, “Rationality and competition: The economic performance of individuals and firms”, 2021-present

Member of the Scientific Advisory Board, Federal Ministry of Economic Affairs and Climate Action, Germany, 2021-present

Council Member, European Economic Association, 2020-present

Fellow, European Economic Association, 2020-present

Faculty Member, Berlin School of Economics (BSE), formerly Berlin Doctoral Program in Economics and Management Science (BDPEMS), 2012-present

Faculty Member, Deutsches Institut für Wirtschaftsforschung Graduate Center (DIW GC), 2009-present

Member of the Advisory Board, IWH Halle Doctoral Program, 2022-present

Member of the Editorial Board, *Experimental Economics*, 2009-present

Member of the Board of Editors, *American Economic Journal: Microeconomics*, 2019-present

### **Office Contact Information:**

Humboldt-Universität zu Berlin

Spandauer Str. 1

10099 Berlin, Germany

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### **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:**

Chairperson, Verein für Socialpolitik (German Economic Association), 2021-2022

Designated Chairperson, Verein für Socialpolitik, 2019-2020

Deputy Spokesperson, SFB-TRR 190, 2017-2020

Admission Director, BSE, 2019-2022

Dean, DIW GC, 2011 and 2017-2019

Committee Member, BSE Research Associates Program (postdoctoral career development program), 2019-2021

Program Director, Berlin Economic Research Associates Program (BERA, now BSE Research Associates Program), 2016-2019

Visiting Scholar, New York University, Economics Department, 2021-2022

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  
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  
Advisory Editor, *Games and Economic Behavior*, 2010-2020  
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

**Book:**

“Misunderstandings: False Beliefs in Communication”, Open Book Publishers, forthcoming, 2023.

**Published Journal Articles and Working Papers:**

“Attempting to detect a lie: Do we think it through?” (with Iuliia Grabova and Hedda Nielsen), 2023.

“Biased Wage Expectations and Female Labor Supply” (with Maximilian Blesch, Philipp Eisenhauer, Peter Haan, Boryana Ilieva and Annekatriin Schrenker), 2023.

“Non-Additivity of Subjective Expectations over Different Time Intervals” (with Peter Haan, Chen Sun and Uwe Sunde), 2023. Revision invited at *Management Science*. Previous version appeared as *CRC TRR 190 Discussion Paper No. 337*.

“Beliefs as a means of self-control? Evidence from a dynamic student survey” (with Felix Bönisch, Tobias König and Sebastian Schweighofer-Kodritsch), 2022. Previous versions appeared as *CRC TRR 190 Discussion Paper No. 123* and *WZB Discussion Paper No. SP II 2019-204*.

“Expectation Management of Policy Leaders: Evidence from COVID-19” (with Peter Haan, Andreas Peichl, Annekatriin Schrenker and Joachim Winter), 2022, *Journal of Public Economics* 209, May 2022, 104659.

“Learning from realized versus unrealized prices” (with M. Kathleen Ngangoué), 2021, *American Economic Journal: Microeconomics* 13(2), 174-201.

“The standard portfolio choice problem in Germany” (with Christoph Breunig, Steffen Huck and Tobias Schmidt), 2021, *Economic Journal* 131, 2413-2446.

“Long-run Expectations of Households” (with Christoph Breunig, Iuliia Grabova, Peter Haan and Felix Weinhardt), 2021, *Journal of Behavioral and Experimental Finance* September 2021, 100535.

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

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

“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.
- “Measuring applicant quality to detect discrimination in peer-to-peer lending” (with Christian Zankiewicz), 2017.
- “Correlation neglect in portfolio choice: Lab Evidence” (with Erik Eyster), 2016.
- “Markets for leaked information” (with Steffen Huck), 2016.
- “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**

„Beste Bedingungen für junge Ökonominen und Ökonomen? Neue Daten und Empfehlungen der Arbeitsgruppe ‚Nachwuchs‘ im Verein für Socialpolitik“ (with Christian Bayer, Florian Englmaier, Regina T. Riphahn, Philipp Schmidt-Dengler, Virginia Sondergeld, Caren Sureth-Sloane and Jonas v. Wangenheim), 2023, *Perspektiven der Wirtschaftspolitik* 24(1), 63-84 (in German).

„Evidenzbasierte Verbandsarbeit: der erweiterte Ethikkodex des Vereins für Socialpolitik“ (with Alexander Kriwoluzky, Aderonke Osikominu and Doris Weichselbaumer), 2022, *Wirtschaftsdienst* 102(2), 105-107 (in German).

„Neue Grundsätze im Ethikkodex des Vereins für Socialpolitik“ (with Alexander Kriwoluzky, Aderonke Osikominu and Doris Weichselbaumer), 2022, *Perspektiven der Wirtschaftspolitik* 23(1), 4-7 (in German).

„Gustav Schmoller und das R-Wort“, *Frankfurter Allgemeine Zeitung*, 21/06/2021 (in German).

„Starke Erwartungsreaktionen auf Angela Merkels Covid-Erklärungen“ (with Peter Haan, Andreas Peichl, Annekatriin Schrenker and Joachim Winter), 2020, *CRC TRR 190 Discussion Paper No. 239* (in German). Also appeared as *ifo Schnelldienst Digital* 5/2020.

„Wie lange noch? Das Erwartungsmanagement muss beginnen“ (with Nicola Fuchs-Schündeln), *Frankfurter Allgemeine Zeitung*, 26/03/2020 (in German).

„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:**

Research Grant, “Political Communication and Psychological and Economic Expectations during Times of Crises”, funded by VolkswagenStiftung, with Peter Haan and Jule Specht, 2021-2023

Einstein Doctoral Program (prize for doctoral programs, acquired for the BSE, funded by Einstein Foundation), with Peter Haan and Anja Schöttner, 2020-2023

Einstein Visiting Fellowship (grant acquired for Bertil Tungodden), funded by Einstein Foundation, 2019-2024

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 (ERC) 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, 2017-23  
Decisions under Uncertainty, MA-level lectures (HU), 2013-23  
Behavioral Economics, MA-level student seminar (HU), 2012-23  
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, 2017-21  
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: Muhammad Bulutay, Iuliia Grabova, Boryana Ilieva, Fabian Veitinger, Hedda Nielsen, Maximilian Blesch, Bruno Veltri.  
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, Pauline Vorjohann, PhD BSE and HU 2022.

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, Melanie Koch, PhD BSE and HU 2020

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, Marrit Teirlinck, PhD BSE and HU 2021, Philipp Albert, PhD BSE and HU 2021, Jana Hamdan, PhD DIW GC and HU 2022, Annekatrin Schrenker, PhD DIW GC and FU 2023.

Examiner for Topi Miettinen, PhD UCL 2006, Mariana Blanco, PhD Royal Holloway 2008, Stefanie Kremer, PhD FU Berlin 2010, Kai Barron, PhD UCL 2017, Fabien Perez PhD ENSAE Paris 2021

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

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

Student Advisor, Econ Master programs, HU, 2020-present

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

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

Co-organizer, Berlin-Bergen Behavioral Economics Workshop, 2021-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, 2012-2019

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

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

Lead Reviewer, Program Committee of the Econometric Society European Meeting 2023

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.