

Abdolkarim Sadrieh

Professor of Economics and Management

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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

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 Research Assistant
Faculty of Law and Economics, University of Bonn, Germany

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

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 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 (GIF)

Committees and Councils

- since 2022 Dean of the Faculty of Economics and Management, University of Magdeburg
- since 2019 University Dual Use Research of Concern Committee, University of Magdeburg
- 2013-2022 University Commissioner for Foreign Nationals, University of Magdeburg
- 2013-2022 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
- 2006-2012 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 2006-2021
- German Academic Association for Business Research (VHB)
- German Economic Society (Verein für Socialpolitik) (VfS)
- Royal Economic Society (RES)

Editorial Duties

2008-2018 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 (over 150 reviews for 48 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 Behavioral and Experimental Economics, Journal of Development Economics, 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 Evolutionary Economics, Journal of Industrial Economics, Journal of Law, Economics, & Organization, Journal of Public Economics, Journal of Socio-Economics, Journal of the European Economic Association, Management Science, Manufacturing and Service Operations Management, Nature Human Behaviour, 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, Social Choice and Welfare, Southern Economic Journal, Theory and Decision, World Development

Publications

Contributions in refereed academic journals

- 2021 **Short-term vs. Long-term Contracting: Empirical Assessment of the Ratchet Effect in Supply Chain Interaction.** *Production and Operations Management* 30(7), 2252-2272. (Johnsen, Lennart; Sadrieh, Abdolkarim; Voigt, Guido).
- 2021 **Paying with your personal data: The insensitivity of private information provision to asymmetric benefits.** *Journal of the Economic Science Association*, 7(1), 64-73. (Rockenbach, Bettina; Sadrieh, Abdolkarim; Schielke, Anne).

- 2020 **Providing personal information to the benefit of others.** *PLOS ONE* 15(8), e0237183. <https://doi.org/10.1371/journal.pone.0237183>. (Rockenbach, Bettina; Sadrieh, Abdolkarim; Schielke, Anne).
- 2020 **Entry into Self-Employment and Individuals' Risk-Taking Propensities.** *Small Business Economics* 55(4), 1057-1074. (Brachert, Matthias; Hyll, Walter; Sadrieh, Abdolkarim).
- 2019 **The Divergent Effects of Long-Term and Short-Term Entry Investments on Multimarket Cartels.** *Journal of Institutional and Theoretical Economics* 175(3), 558-581. (Cracau, Daniel; Sadrieh, Abdolkarim)
- 2018 **The two sides of public debt: Intergenerational altruism and burden shifting.** *PLOS ONE* 13(8), e0202963. <https://doi.org/10.1371/journal.pone.0202963>. (Fochmann, Martin; Sachs, Florian; Sadrieh, Abdolkarim; Weimann, Joachim)
- 2017 **Acts of helping and harming.** *Economics Letters* 53, 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

- 2021 **Taming Selten's Horse with Impulse Response.** Revise and resubmit: *Games and Economic Behavior*. (Neugebauer, Tibor; Sadrieh, Abdolkarim, Selten, Reinhard).
- 2018 **Managing Labor under Monetary Instability - Experimental Evidence on Wage and Effort Inertia.** Revise and resubmit: *Economic Journal*. (Held, Karina; Sadrieh, Abdolkarim).

Manuscripts submitted for publication – before first review round

- 2021 **Financial literacy and attitudes towards public debt.** *Journal of Behavioral and Experimental Finance*. (Bransch, Felix; Buch, Claudia; Hyll, Walter; Sadrieh, Abdolkarim).
- 2021 **Home Bias in Top Economics Journals.** Submitted. (Bethmann, Dirk; Bransch, Felix; Kvasnika, Michael; 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 Ökonomik*, 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).

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 Delaware
- 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

- 2021 German Association for Experimental Economic Research (GfeW 2021 Magdeburg)
- 2017 Commemoration Ceremony for Reinhard Selten (Goethe University Frankfurt/Main)
- 2013 Scientific Excursions with Reinhard Selten (Petersberg, Königswinter)
- 2013 German Association for Experimental Economic Research (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 German Association for Experimental Economic Research (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

- 2021 German Association for Experimental Economic Research (GfeW 2021 Magdeburg)
- 2020 German Academic Association of Business Research (82. VHB Frankfurt/M)
- 2019 German Economic Association of Business Administration (GEABA 2019 Vallendar)
- 2019 German Association for Experimental Economic Research (GfeW 2019 Düsseldorf)
- 2019 Behavioral Operations Conference (BOC 2019 Eindhoven)
- 2019 Economic Science Association (ESA) Asia-Pacific Meeting 2019 (Abu Dhabi)
- 2018 German Association for Experimental Economic Research (GfeW 2018 Paderborn)
- 2018 German Academic Association of Business Research (80. VHB Magdeburg)
- 2018 Economic Science Association (ESA) World Meeting 2018 (Berlin)
- 2017 German Association for Experimental Economic Research (GfeW 2017 Kassel)
- 2017 Selten Conference Bonn 2017 (Bonn)
- 2017 Economic Science Association (ESA) European Meeting 2017 (Vienna)
- 2017 GESIS X-Hub-Workshop (GESIS X-Hub 2017 Köln)
- 2016 German Association for Experimental Economic Research (GfeW 2016 Gießen)
- 2016 International meeting of the German OR society (OR 2016 Hamburg)
- 2016 Fifth World Conference of the Game Theory Society (Games 2016 Maastricht)
- 2016 Economic Science Association (ESA) World Meeting 2016 (Jerusalem)

- 2015 German Association for Experimental Economic Research (GfeW 2015 Hamburg)
- 2015 Economic Science Association (ESA) North America Meeting 2015 (Dallas, TX)
- 2015 Journal of Institutional and Theoretical Economics Conference 2015 (JITE 2015 Edinburgh)
- 2014 German Association for Experimental Economic Research (GfeW 2014 Passau)
- 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 German Economic Association of Business Administration (GEABA 2013 Magdeburg)
- 2013 German Association for Experimental Economic Research (GfeW 2013 Helmstedt)
- 2013 German Economic Society (VfS 2013 Düsseldorf)
- 2013 Behavioral Operations Conference (BOC 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 German Association for Experimental Economic Research (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 German Association for Experimental Economic Research (GfeW 2011 Nürnberg)
- 2010 Economic Science Association (ESA) North America Meeting 2010 (Tucson, AZ)
- 2010 German Association for Experimental Economic Research (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 German Association for Experimental Economic Research (GfeW 2009 Essen)
- 2008 Third World Conference of the Game Theory Society (Games 2008 Evanston)
- 2007 German Association for Experimental Economic Research (GfeW 2007 Goslar)
- 2006 German Association for Experimental Economic Research (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 German Association for Experimental Economic Research (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 German Economic Society (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 German Economic Society (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 German Association for Experimental Economic Research (GfeW 1996 Berlin)
- 1995-1997 Amsterdam Workshop on Experimental Economics
- 1990-1995 Bielefelder Nebeltagung zur experimentellen Wirtschaftsforschung

Teaching Awards

University of Magdeburg, Germany

- 2021 Rank 2 – BSc. Program (“Social & Personal Skills“)
- 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

- 2018-2021 Multicultural & Interactive Marketing Communication (international MSc. Programm)
- 2017-2021 Pricing in Global and Local Competition (international MSc. Programm)
- 2015-2021 Social & Personal Skills (German BSc. Programm)
- 2010-2013 Information, Reputation, and Interactive Marketing (international MSc. program)
- 2009-2021 Marketing Communication (German BSc. programs)
- 2009-2017 Industrial Organization (German MSc. program)
- 2009-2021 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)
- 2005-2021 Introduction to E-Business (German BSc. program)
- 2004-2017 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 advanced seminars in Industrial Organization (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

2016 Customer Relationship Management for Lotto-Toto

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 advisor)

2016-2022 **Dr. Felix Bransch** (d-fine GmbH)
*Empirical Essays on the Cyclicity of Job Search Behavior and Biases in the Scientific
Publishing Process*

2016-2020 **Dr. Kai Rothenberg** (MaWaGo UG)
Multi E-Channel Management

2013-2019 **Dr. Christopher Reichstein** (Duale Hochschule Baden-Württemberg Heidenheim)
*The Potentials of New Digitization Approaches for Companies and their Influence on
Strategic Information Technology Management*

2012-2019 **Dr. Christopher Morasch** (Netigate)
*The Roles of Brand Trust and Behavioral Trust in Social Networks Online – Three Cross-
Cultural Studies*

- 2012-2016 **Dr. Bastian Dinter** (Serviceplan Group SE & Co. KG)
Embedded Videos in Marketing Communication
- 2012-2016 **Dr. Carsten Borchert** (SciFlow GmbH)
Design of the Sales Model after Mergers and Acquisitions in the IT-Markt – 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** (AlphaLink.Space)
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 **Prof. Dr. Marina Schröder** (University of Hanover)
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-Universitat 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-advisor)

- 2015-2022 **Dr. Wanzhen Chen**
The Things That Work Hours Mismatch Tells Us
- 2019-2022 **Dr. Bernhard Wecke**
Artificial Intelligence in Marketing Organizations: A Multi-Case-Study Identifying Roadblocks and Drivers in the Introduction and Application of Artificial Intelligence
- 2015-2020 **Dr. Susanna Grundmann** (University of Cologne)
Honesty and Reciprocity – Experimental Evidence on Non-Standard Preferences
- 2015-2020 **Dr. Verena Sablotny-Wackershauser**
Preference (In-)Stability: A Matter of Context
- 2015-2020 **Dr. Christine Lucke**
Essays on Employment Protection and the Consequences of Job Loss
- 2014-2019 **Dr. Florian Timme**
Essays on Economic Effects of Norms
- 2013-2019 **Dr. Michael Karas**
Copyright Reversion in Creative Industries
- 2013-2019 **Dr. Charlott Menke**
Antecedents of Entrepreneurial Behavior
- 2016-2018 **Dr. Michael Mitzkewitz**
Theories of Bounded and Unbounded Rationality in Games of Conflict and Coordination

- 2012-2017 **Dr. Matthias Peiss**
Essays about social categorization effects on economic behavior
- 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** (Universidade Católica Portuguesa Lisboa)
Essays on Competition in Banking
- 2009-2013 **Prof. Dr. Andreas Welling** (University of Applied Sciences Ostwestfalen-Lippe)
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 **Prof. Dr. Guido Voigt** (University of Hamburg)
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 **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