

Prof. Simon Gächter

Curriculum vitae

15 May 2012

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I. Curriculum Vitae

Personal Data

Birth: 1965 in Nenzing/Vorarlberg (Austria)
Citizenship: Austria

Education

09/79 – 06/84: Handelsakademie Feldkirch.
10/84 – 02/87: Economics at the University of Economics, Vienna.
Philosophy at the University of Vienna.
03/87 – 12/90: Economics and Philosophy, University of Vienna, “Magister” in Economics at the University of Vienna.
10/90 – 09/92: Post-graduate education at the Institute for Advanced Studies Vienna.
10/90 – 01/94: PhD Economics (with distinction). Supervisor: Prof. Egbert Dierker.
10/99: Habilitation („Volkswirtschaftslehre“), University of Zurich.

Academic Positions

10/92 – 06/94: Teaching fellow, “Volkswirtschaft für Betriebswirte”, University of Vienna.
08/92 – 12/93: Research assistant in an Austrian Science Foundation research project on involuntary unemployment.
01/94 – 03/94: Contract researcher in a project on “Unemployment of the elderly”, Ludwig Boltzmann Institute, Vienna.
04/94 – 10/94: Visiting lecturer, University of Linz.
11/94 – 09/00: Senior lecturer („Oberassistent“) University of Zurich.
03/98 – 03/03: Key researcher in the EU-TMR Research Network ENDEAR.
10/00 – 01/05: Professor of Applied Microeconomics, University of St. Gallen.
02/05 – : Professor of the Psychology of Economic Decision Making, School of Economics, CeDEx, University of Nottingham, UK.

Awards and Honours

- ◆ Prix Latsis National 2004 (awarded annually by the Swiss National Science Foundation on behalf of the Latsis Foundation, Geneva, to one Swiss scientist below 40)
- ◆ Gossen Award 2005 (awarded annually by the German Economic Association to one researcher who has received international recognition).
- ◆ Fellow of the European Economic Association (since 2009).
- ◆ Elected member of the German Academy of Sciences Leopoldina (since 2010).
- ◆ European Research Council (ERC) Advanced Investigator Grant, €2m, 2012-2016.

Research Interests

Behavioural foundations of individual & group decision making in particular with regard to social cooperation; experimental economics; psychology of incentives; other-regarding behaviour; cultural influences on social preferences; evolution of cooperation.

II. Publications

A. Journal articles

1. "Reciprocal Fairness and Non-compensating Wage Differentials", *Journal of Institutional and Theoretical Economics* 152(4), December 1996, 608-640 (with Ernst Fehr and Georg Kirchsteiger).
2. "Does Social Exchange Increase Voluntary Cooperation?" *Kyklos* 49(4), 1996, 541-554 (with Ernst Fehr and Christiane Kment).
3. "Reciprocity as a Contract Enforcement Device – Experimental Evidence", *Econometrica* 64(4), July 1997, 833-860 (with Ernst Fehr and Georg Kirchsteiger).
4. "When Social Norms Overpower Competition – Gift Exchange in Experimental Labor Markets", *Journal of Labor Economics* 16(2), April 1998, 324-351 (with Ernst Fehr, Erich Kirchler, and Andreas Weichbold).
5. "Reciprocity and Economics. The Economic Implications of Homo Reciprocans", *European Economic Review* 42, 1998, 845-859 (with Ernst Fehr).
6. "Intrinsic Motivation and Extrinsic Incentives in a Repeated Game with Incomplete Contracts", *Journal of Economic Psychology* 20(3), June 1999, 251-284 (with Armin Falk and Judit Kovács).
7. "Collective Action as a Social Exchange", *Journal of Economic Behavior and Organization* 39(4), July 1999, 341-369 (with Ernst Fehr).
8. "A simple mechanism for the efficient provision of public goods - Experimental evidence" *American Economic Review* 90(1), March 2000, 247-264 (with Josef Falkinger, Ernst Fehr and Rudolf Winter-Ebmer).
9. "Cooperation and Punishment in Public Goods Experiments", *American Economic Review* 90(4), September 2000, 980-994 (with Ernst Fehr).

Reprinted in: Enrica Carbone and Chris Starmer (eds), *New Developments in Experimental Economics*, Edward Elgar 2008.

Reprinted in: Abdolkarim Sadrieh and Joachim Weimann (eds.): *Experimental Economics in Germany, Austria, and Switzerland: A Collection of Papers in Honor of Reinhard Tietz*. Marburg: Metropolis 2008.

10. "Fairness and Retaliation: The Economics of Reciprocity", *Journal of Economic Perspectives* 14(3), Summer 2000, 159-181 (with Ernst Fehr).

Reprinted in: Elias L. Khalil (ed.): *Trust. A volume of "Critical Studies in Economic Institutions,"* series editor: Geoffrey M. Hodgson. Cheltenham, UK: Edward Elgar, 2003.

Reprinted in: Colin F. Camerer, George Loewenstein and Matthew Rabin (eds.): *Advances in Behavioral Economics*. Princeton: Princeton University Press 2004.

11. "Are People Conditionally Cooperative? Evidence from a Public Goods Experiment", *Economics Letters* 71(3), June 2001, 397-404 (with Urs Fischbacher and Ernst Fehr).
Reprinted in: Elias L. Khalil (ed.): *The New Behavioral Economics. A volume of "The International Library of Critical Writings in Economics,"* UK: Edward Elgar, 2009.
12. "Reputation and Reciprocity: Consequences for the Labour Relation", *Scandinavian Journal of Economics* 104(1), 2002, 1-27 (with Armin Falk).
13. "Altruistic punishment in humans", *Nature* 415, 10 January 2002, 137-140 (with Ernst Fehr).
14. "Efficient Contracting and Fair Sharing in a Principal-Agent Experiment", *Experimental Economics* 5(1), June 2002, 5-25 (with Vital Anderhub and Manfred Königstein).
15. "Strong reciprocity, human cooperation, and the enforcement of social norms", *Human Nature* 13(1), 2002, 1-25 (with Urs Fischbacher and Ernst Fehr).
16. "Trust, voluntary cooperation, and socio-economic background: Survey and experimental evidence", *Journal of Economic Behavior and Organization* 55(4), 2004, 505-531 (with Benedikt Herrmann and Christian Thöni).
17. "Moral Property Rights in Bargaining with Infeasible Claims", *Management Science* 51(2), 2005, 249-263 (with Arno Riedl).
18. "Social Learning and Voluntary Cooperation among Like-Minded People", *Journal of the European Economic Association* 3(2-3), 2005, 303-314 (with Christian Thöni).
19. "Cournot Competition and Hit and Run Entry and Exit in a Teaching Experiment", *Journal of Economic Education* 37(4), 2006, 418-30 (with Christian Thöni and Jean-Robert Tyran).
20. "Dividing Justly in Bargaining Problems with Claims: Normative Judgments and Actual Negotiations", *Social Choice and Welfare* 27, December 2006, 571-594 (with Arno Riedl).
21. "Antisocial Punishment across Societies", *Science* 319, 7 March 2008, 1362-1367 (with Benedikt Herrmann and Christian Thöni).
22. "The Long-Run Benefits of Punishment", *Science* 322, 5 December 2008, 1510 (with Elke Renner and Martin Sefton).
23. "Reciprocity, culture, and human cooperation: Previous insights and a new cross-cultural experiment." *Philosophical Transactions of the Royal Society B – Biological Sciences* 364, March 2009, 791-806 (with Benedikt Herrmann).
24. "Design a Contract! A Simple Principal-Agent Problem as a Classroom Experiment." *Journal of Economic Education* 40(2), Spring 2009, 173-187 (with Manfred Königstein).
25. "Are Experimental Economists Prone to Framing Effects? A Natural Field Experiment." *Journal of Economic Behavior and Organization* 70(3), June 2009, 443-446 (with Henrik Orzen, Elke Renner, and Chris Starmer).
26. "The Science of Experimental Economics." *Journal of Economic Behavior and Organization* 73(1), January 2010, 122-131 (with Rachel Croson).
27. "Social preferences, beliefs, and the dynamics of free riding in public good experiments." *American Economic Review* 100(1), March 2010, 541-556 (with Urs Fischbacher).

28. "Sequential versus Simultaneous Contributions to Public Goods: Experimental Evidence." *Journal of Public Economics* 94(7-8), August 2010, 515-522 (with Daniele Nosenzo, Elke Renner and Martin Sefton).
29. "Initiating Private-Collective Innovation: the Fragility of Knowledge Sharing", *Research Policy* 39(7), September 2010, 893-906 (with Georg von Krogh and Stefan Haefliger).
30. "The Effects of (Incentivized) Belief Elicitation in Public Good Experiments," *Experimental Economics* 13(3), September 2010, 364-377 (with Elke Renner).
31. "Culture and Cooperation", *Philosophical Transactions of the Royal Society B – Biological Sciences* 365(1553), September 2010, 2651-2661 (with Benedikt Herrmann and Christian Thöni).
32. "Social Comparison and Performance: Experimental Evidence on the Fair-Wage Effort Hypothesis," *Journal of Economic Behavior & Organization* 76(3), December 2010, 531-543 (with Christian Thöni).
33. "Micromotives, Microstructure and Macrobbehavior: The Case of Voluntary Cooperation", *Journal of Mathematical Sociology* 35(1-3), February 2011, 26-65 (with Christian Thöni).

Reprinted in: Vincent Buskens, Werner Raub and Marcel A.L.M. van Assen (eds): *Micro-Macro Links and Microfoundations in Sociology*. London and New York: Routledge 2012.
34. "The Limits of Self-Governance when Cooperators get Punished: Experimental Evidence from Urban and Rural Russia." *European Economic Review* 55(2), February 2011, 193-210 (with Benedikt Herrmann).
35. "Moral Judgments in Social Dilemmas: How Bad is Free Riding?" *Journal of Public Economics* 95(3-4), April 2011, 253-264 (with Robin Cubitt, Michalis Drouvelis and Ruslan Kabalin).
36. "Framing and Free Riding: Emotional Responses and Punishment in Social Dilemma Games", *Experimental Economics* 14(2), June 2011, 254–272 (with Robin Cubitt and Michalis Drouvelis).
37. "The framing of games and the psychology of play", *Games and Economic Behavior* 73(2), November 2011, 459-478 (with Martin Dufwenberg and Heike Hennig-Schmidt).
38. "Who Makes a Good Leader? Social Preferences and Leading-by-Example." Forthcoming in: *Economic Inquiry* (with Daniele Nosenzo, Elke Renner and Martin Sefton).
39. "Living in Two Neighbourhoods – Social Interactions in the Lab." Forthcoming in: *Economic Inquiry* (with Armin Falk and Urs Fischbacher).
40. "The Impact of Social Comparisons on Reciprocity", forthcoming in: *Scandinavian Journal of Economics* (with Daniele Nosenzo and Martin Sefton).
41. "Peer Effects in Pro-Social Behavior: Social Norms or Social Preferences?" forthcoming in: *Journal of the European Economic Association* (with Daniele Nosenzo and Martin Sefton).

42. “On the Behavioral Validity of the Strategy Method in Public Good Experiments”, forthcoming in: *Journal of Economic Psychology* (with Urs Fischbacher and Simone Quercia).

B. Invited handbook articles

1. “Experimentelle Forschung”, in: Hans-Ulrich Küpper und Alfred Wagenhofer (eds.): *Handwörterbuch Unternehmensrechnung und Controlling (HWU), 4. Auflage*; pp. 504-511. Stuttgart: Schäffer-Poeschel Verlag 2002, (with Manfred Königstein).
2. “Behavioral Game Theory”, in: Derek J. Koehler and Nigel Harvey (eds): *Blackwell Handbook of Judgment and Decision Making*; pp. 485-503. Oxford: Blackwell Publishers 2004.
3. “Behavioral Economics”, in: Jens Beckert and Milan Zafirovski (eds.) *International Encyclopedia of Economic Sociology*; pp. 25-28. London: Routledge 2006.
4. “Altruistic Punishment”, in: Roy F. Baumeister and Kathleen D. Vohs (eds.) *Encyclopedia of Social Psychology*; pp. 30-31. New York: SAGE 2007.
5. “Wage Differentials in Experimental Efficiency Wage Markets”, Chap. 15 (pp. 120-126) in: Charles Plott and Vernon Smith (eds.): *Handbook of Experimental Economic Results*. Amsterdam: North-Holland 2008 (with Ernst Fehr).
6. “Reciprocity and Contract Enforcement”, Chap. 37 (pp. 319-324) in: Charles Plott and Vernon Smith (eds.): *Handbook of Experimental Economic Results*. Amsterdam: North-Holland 2008 (with Ernst Fehr).
7. “Experimental Labor Economics”, in Steven Durlauf and Lawrence E. Blume: *New Palgrave Dictionary of Economics, Second Edition*. Basingstoke: Palgrave Macmillan 2008 (with Armin Falk).

C. Contributions to books and edited volumes

1. “How Effective are Trust- and Reciprocity-Based Incentives?” in: Avner Ben-Ner and Louis Putterman (eds.): *Economics, Values, and Organization*, Cambridge: Cambridge University Press 1998 (with Ernst Fehr).
2. “Fairness and Retaliation”, in: L.A. Gérard-Varet, S. C. Kolm, J. Mercier Ythier (eds.): *The Economics of Reciprocity, Giving and Altruism*. London: Macmillan 2000 (with Ernst Fehr).
3. “Why firms refuse to hire underbidders”, in: Peter de Gijssel, Ralph Olthoff, Thomas Zwick (eds.): *The unemployment debate: current issues*. Marburg: Metropolis Verlag 2000 (with Armin Falk).

4. "Work motivation, institutions, and performance", in: Amnon Rapoport and Rami Zwick: *Experimental Business Economics*. Dordrecht: Kluwer Academic Publishers 2002 (with Armin Falk).
5. "Fairness in the Labour Market – A Survey of Experimental Results", in: Friedel Bolle and Marco Lehmann-Waffenschmidt (eds.): *Surveys in Experimental Economics. Bargaining, Cooperation and Election Markets*, Physica-Verlag 2002 (with Ernst Fehr).
6. "Human Cooperation from an Economic Perspective", in: *Cooperation in Primates and Humans. Mechanisms and Evolution*, ed. by Peter M. Kappeler and Carel P. van Schaik. Heidelberg: Springer 2005 (with Benedikt Herrmann).
7. "Envy, Status and Economy: An Empirical Approach", in: *Passions in Economy, Politics, and the Media: In Discussion with Christian Theology*, ed. by Wolfgang Palaver and Petra Steinmair-Poesel. Muenster: LIT 2005 (with Christian Thöni).
8. "Conditional Cooperation. Behavioral Regularities from the Lab and the Field and their Policy Implications", in Bruno S. Frey and Alois Stutzer (eds): *Economics and Psychology. A Promising New Cross-Disciplinary Field*. CESifo Seminar Series. The MIT Press July 2007.
9. "Rationality and Commitment in Voluntary Cooperation: Insights from Experimental Economics", in: Fabienne Peter and Hans Bernhard Schmid (eds): *Rationality and Commitment*. Oxford: Oxford University Press 2007 (with Christian Thöni).
10. "Cooperative Behavior in Adolescence: Economic Antecedents and Neural Underpinnings", in: Richard M. Lerner, Robert W. Roeser and Erin Phelps (eds): *Positive Youth Development & Spirituality. From Theory to Research*. West Conshohocken: Templeton Foundation Press 2008 (with Tomáš Paus, Chris Starmer, and Richard Wilkinson).
11. "Experimental Economics", in: German Data Forum (ed.): *Building on Progress: Expanding the Research Infrastructure for the Social, Economic and Behavioral Sciences*, Budrich UniPress Ltd. Opladen & Farmington Hills, MI 2010.

D. Replies, Commentaries, and Perspectives

1. "The puzzle of human cooperation" - Reply to Dominic D.P. Johnson, Pavel Stopka, Stephen Knights, *Nature* 421, 27 February 2003, 912 (with Ernst Fehr).
2. "Egalitarian motive and altruistic punishment" – Reply to James H. Fowler, Tim Johnson, Oleg Smirnov, *Nature*, 6 January 2005; doi:10.1038/nature03257 (with Ernst Fehr).
3. "Cross-cultural differences in norm enforcement", Comment on Joseph Henrich et al., "'Economic man' in cross-cultural perspective: Behavioral experiments in 15 small-scale societies", in: *Behavioral and Brain Sciences* 28(6), 2005, 822-823 (with Benedikt Herrmann and Christian Thöni).
4. "(Dis)advantages of student subjects: What is your research question?" Comment on Henrich et al. The Weirdest People in the World. *Behavioral and Brain Sciences* 33(2-3), June 2010, 92-93.

5. "In the lab and the field: punishment is rare in equilibrium". Comment on Francesco Guala: Reciprocity: Weak or Strong? What Punishment Experiments Do (and Do Not) Demonstrate. *Behavioral and Brain Sciences* 35(1), February 2012, 26-28.
6. "Carrot or Stick?" *Nature* 483, 1 March 2012, 39-40 (News & Views article on Sasaki, T., Brännström, Å., Dieckmann, U. & Sigmund, K., *PNAS* 109, 2012, 1165–1169).

E. Book reviews

1. "PIERRE PICARD: Wages and Unemployment: A study in non-Walrasian Macroeconomics. Cambridge University Press 1993", in: *Journal of Economics (Zeitschrift für Nationalökonomie)* 58, December 1993.
2. "JAMES MEADE: Full Employment Regained? An Agathotopian Dream. Cambridge University Press 1995", in: *Journal of Institutional and Theoretical Economics* 153(2), June 1997, 435-437.
3. "TRUMAN BEWLEY: Why Wages Don't Fall in a Recession. Harvard University Press 1999", in: *Journal of Institutional and Theoretical Economics* 157(3), September 2001, 478-481.
4. "GARY S. BECKER AND KEVIN M. MURPHY: Social Economics. Market Behavior in a Social Environment. The Belknap Press of Harvard University Press 2000" in: *Journal of Economics (Zeitschrift für Nationalökonomie)* 77(3), 2002, 300-304.

F. Other Publications

1. "Cooperation under Uncertainty", *IAS Research Memorandum* No. 308, Institute for Advanced Studies, Vienna, 1992 (with Georg Kirchsteiger).
2. "Soziale Vergleichsprozesse und Lohnbildung – Experimentelle Evidenz“, *Wirtschaftspolitische Blätter* 2, 1996; Sondernummer zu Arbeitsmarkt und Beschäftigungspolitik (with Ernst Fehr).
3. "Soziale Kräfte und Lohnbildung: Einsichten aus der experimentellen Arbeitsmarktforschung“, in: *Ökonomie und Gesellschaft, Jahrbuch 13: Experiments in Economics - Experimente in der Oekonomie*, Frankfurt – New York: Campus Verlag 1996 (with Ernst Fehr).
4. "Wettbewerb und unfreiwillige Arbeitslosigkeit“, *Rechtsphilosophische Hefte* 5, 1996; Sondernummer zu Arbeit - Arbeitslosigkeit (with Ernst Fehr).
5. "Segmentierung des Arbeitsmarkts und alterswirksames Unternehmerverhalten - Exkurs in die ökonomische Theorie“, in: Ruth Finder, Arbeitsmarktservice Österreich (eds.): *Die Diskriminierung Älterer am Arbeitsmarkt*. AMS Studie 2, Wien: Wissenschaftsverlag 1997 (with Sigrid Stagl)

6. "Social Norms as a Social Exchange", *Schweizerische Zeitschrift für Volkswirtschaft und Statistik* 133(2/2), 1997, 275-292 (with Ernst Fehr).
7. "Wie wirken Anreizverträge?" *Zeitschrift für Betriebswirtschaft* Ergänzungsheft 4, 2001, 145-173 (with Ernst Fehr and Beatrice Zanella).
8. "Arbeitslosigkeit in Europa: Theorie und empirische Befunde", in: Thomas Geiser, Hans Schmid und Emil Walter-Busch (eds.): *Entwicklung und Krisen der Arbeit in der Schweiz des 20. Jahrhunderts*. Bern: Haupt-Verlag 1998 (with Ernst Fehr).
9. "Unfreiwillige Arbeitslosigkeit und die institutionellen Bedingungen des Arbeitsmarktes", in: Max Haller und Peter Schachner-Blazizek (eds.): *Beschäftigung in Europa*. Graz: Leykam 1999 (with Ernst Fehr).
10. Experimentelle Wirtschaftsforschung und Wirtschaftspolitik", in: Jürg Furrer und Bruno Gehrig (Hrsg.): *Aspekte der schweizerischen Wirtschaftspolitik. Festschrift für Franz Jaeger*. Chur: Verlag Rüegger 2001 (with Armin Falk).
11. "Mit Sanktionen zur Kooperation. Wie sich soziale Dilemmata überwinden lassen", *Neue Zürcher Zeitung*, 24. Juli 2001, S. 21. **Reprinted in:** Ernst Fehr und Gerhard Schwarz: *Psychologische Grundlagen der Ökonomie*. Zürich: Verlag Neue Zürcher Zeitung 2002.
12. "Reziprozität und Ökonomie. Implikationen des reziproken Verhaltens für den Arbeitsmarkt", in: Uwe Blien and Joachim Möller (Hrsg.): *Europäische Arbeitsmärkte und Arbeitsmarkttheorie*. Beiträge zur Arbeitsmarkt- und Berufsforschung BeitrAB 254. Nürnberg: Bundesanstalt für Arbeit 2002 (with Ernst Fehr).
13. "Kein unlösbares Dilemma. Einsichten aus der experimentellen Wirtschaftsforschung zur Tragik der Gemeingüter", *Ökologisches Wirtschaften* 6, 2002, S. 12-14.
14. "Mikroökonomik auf der Bachelorstufe an der Universität St. Gallen", in: Dieter Euler, Karl Wilbers (Hrsg.): *E-Learning an Hochschulen: An Beispielen lernen*. Hochschuldidaktische Schriften, Band 5, IWP-HSG, Universität St. Gallen 2003 (with Christian Thöni).
15. Unvollständige Verträge und Effizienzlöhne im Experiment", in: Martin Held, Gisela Kubon-Gilke, Richard Sturn (Hrsg.): *Normative und institutionelle Grundfragen der Ökonomik. Jahrbuch 2 - Experimente in der Ökonomik*. Marburg: Metropolis-Verlag 2003.
16. "Kulturelles Wissen als Basis von Kooperation? Eine Experimentelle Studie in der Russischen Föderation", in: H. Ahrens, M. Grings und V. Petersen (Hrsg.): *Perspektiven der europäischen Agrar- und Ernährungswirtschaft nach der Osterweiterung der Europäischen Union*. Schriften der Gesellschaft für Wirtschafts- und Sozialwissenschaften des Landbaues e.V., Band 38. Münster-Hiltrup: Landwirtschaftsverlag GmbH 2003 (with Benedikt Herrmann).
17. "Rationalität, Eigennutz und Fairness: Ökonomisches Entscheidungsverhalten aus verhaltenswissenschaftlicher Sicht", in: Heinrich Schmidinger and Clemens Sedmak (Hrsg.): *Der Mensch – ein «animal rationale»? Darmstadt: Wissenschaftliche Buchgesellschaft 2004 (with Christian Thöni).*

18. "Koreferat zum Referat S.K. Berninghaus, L.G. González, W. Güth", in Wolfgang Franz, Hans Jürgen Ramser und Manfred Stadler: *Wirtschaftswissenschaftliches Seminar Ottobeuren Band 33: Bildung*. Tübingen: Mohr Siebeck 2004.
19. "Eigeninteresse und Gemeinwohl in der ökonomischen Verhaltensforschung", *ORF ON Science*, <http://science.orf.at/science/news/138525>
20. "Vertrauen und Reputation: Beiträge der experimentellen Ökonomik", in: Martin Held, Gisela Kubon-Gilke, Richard Sturn (Hrsg.): *Normative und institutionelle Grundfragen der Ökonomik. Jahrbuch 4 – Reputation und Vertrauen*. Marburg: Metropolis-Verlag 2005 (with Christian Thöni).
21. "Experimente als Methode der Empirischen Sozialforschung – Die Untersuchung von Vertrauen und Reziprozität als Beispiel", in: Thomas S. Eberle, Sabine Hoidn, Katarina Sikavika (Ed.): *Fokus Organisation. Sozialwissenschaftliche Perspektiven und Analysen*. Konstanz: UVK 2007.
22. "Vorwort des Gastherausgebers: Experimentelle Ökonomie: Neue Wege, neue Erkenntnisse?" *Perspektiven der Wirtschaftspolitik* 10 (Special Issue), 2009, 1-13.

G. Papers under review or revision

1. "Peer Effects and Social Preferences in Voluntary Cooperation", CeDEx Discussion Paper Series No. 2011-09, September 2011 (with Christian Thöni).
2. "The Roles of Incentives and Voluntary Cooperation for Contractual Compliance", CeDEx Discussion Paper Series No. 2011-06, June 2011 (with Esther Kessler and Manfred Königstein).
3. "Individual-level loss aversion in riskless and risky choices", CeDEx Discussion Paper Series No. 2007-02, July 2007 (with Eric J. Johnson and Andreas Herrmann).
4. "Exploring the Nature of Loss Aversion." CeDEx Discussion Paper Series No. 2006-2, February 2006 (with Eric J. Johnson and Andreas Herrmann).
5. "Do Incentive Contracts Undermine Voluntary Cooperation?", Working Paper No. 34, University of Zurich, April 2002.

III. Teaching Experience and Visiting Professorships

University of Vienna

Macroeconomics (undergraduates), Microeconomics (undergraduates)

University of Linz

Macroeconomics (undergraduates), Microeconomics (undergraduates).

University of Zurich

Theory of the firm and the labour market; Microeconomics and game theory; Interdisciplinary Seminar: Law and social norms (joint with Prof. Hans-Caspar von der Crone and Prof. Ernst Fehr); Interdisciplinary Seminar: Social protection in civil law (joint with Prof. Hans-Caspar von der Crone); Interdisciplinary Seminar: Homo economicus and the non-profit sector (joint with Prof. Hans-Caspar von der Crone); Personnel and organisational economics; Interdisciplinary Seminar: Law and Corporate Governance (joint with Prof. Hans-Caspar von der Crone und Prof. Ernst Fehr); Interdisciplinary Seminar: Law and Reputation (joint with Prof. Hans-Caspar von der Crone).

University of St. Gallen

Experimental Economics; Managerial Economics; Microeconomics for Business Students; PhD Seminar: Topics in Labour Economics; Game Theory; Seminar in Experimental Economics; Tutorial: Economics for Business students; Intermediate Microeconomics; Labour Economics (joint with Prof. Michael Lechner); Psychology and Economics; Organizational Economics for MBA students.

University of Nottingham

Economic Applications of Game Theory; Topics in Economic Theory; Behavioural Economic Theory; Tutorials in Public Economics; Microeconomic Theory for PhD Students

International Teaching Experience

- BEAUTY Summer School on Experimental Economics, September 2001, Amsterdam.
- Summer School on Experimental Economics, July 2002, Max Planck Institute, Jena (Germany).
- CES Munich (Germany), Lecture series for graduate students, February and March 2003.
- University of Graz (Austria), Research seminar for Doctoral Students, January and April 2004.
- University College London, Guest Lecture on Experiments in Labour Economics, March 2003, March 2004, and March 2005.
- NAKE ('Netwerk Algemene en Kwantitatieve Economie') Lecture series "Experimental Economics in the Lab and the Field" for Dutch graduate students, 6 – 10 December 2004, University of Maastricht (Netherlands).
- Summer School "Explaining the emergence and design of institutions, norms and contracts. The contribution of evolutionary and behavioural game theory", 4-9 July 2005, Trento (Italy).
- European Forum Alpbach: Seminar on "Experimental Economics" (with Catherine C. Eckel), 18 – 25 August 2005, Alpbach (Austria).
- Summer School "Cologne Short Program", 25-27 September 2006, Cologne (Germany).
- Summer School "Culture and Negotiation in Management – Experimental Methods in Intercultural Relationships", 13-22 October 2006, Chengdu, China.
- Summer School "Culture and Negotiation in Management – Experimental Methods in Intercultural Relationships", August 2007, Bonn, Germany.
- Summer School "Tools of the trade in cooperation research", Strasbourg, September 2008.
- Lecture series on Behavioural Economics, Bar-Ilan University, Tel Aviv, January 2009.
- Summer School "Economics and Psychology", June 2009, Trento, Italy.
- Summer School "Experimental Economics", August 2009, Koç University, Istanbul.
- Lecture series on Behavioural Economics, April 2010, Université de Fribourg, Switzerland.
- Workshop "An evolutionary approach to human cooperation", for PhD students (mostly Biology), September 2010, Université de Neuchâtel, Switzerland.

- Summer School “Evolution of Social Preferences”, June 2011, Trento, Italy.
- Winter School “Experimental Economics”, University of Sydney, July 2011.
- Lectures on Behavioural Economics for Undergraduates and Graduate Students, Keio University, Tokyo, January 2012.

Supervision of Research Students

- Benedikt Herrmann (co-supervision). PhD-Thesis: “Norms of Cooperation and Sanctioning - Comparative Experiments in Switzerland, Germany, Belarus, and Russia.” University of Göttingen, 2004.
- Christian Thöni. PhD-Thesis: “Social Learning, Comparison, and Interaction: An Experimental Approach.” University of St. Gallen, 2005.
- Esther Kessler (co-supervision). PhD-Thesis: “Behavioural Economics of Performance Incentives”, University of Nottingham, 2008.
- Michalis Drouvelis (co-supervision). PhD-Thesis: “Essays on Framing, Free Riding, and Punishment”, University of Nottingham, 2009.
- Eva Poen (co-supervision). PhD-Thesis: “Public Goods Experiments: An Econometric Analysis”, University of Nottingham, 2009.
- Daniele Nosenzo (co-supervision). PhD-Thesis: “Social Preferences and Social Comparisons”, University of Nottingham, 2010.
- Fabio Tufano (part time; since Autumn 2006)
- Simone Quercia (since Autumn 2010)
- Antonio Alonso Aréchar (since Autumn 2010)
- Lingbo Huang (since Autumn 2011)
- Visiting students since 2005: Gerald Eisenkopf (Konstanz), Julie Rosaz (Lyon), Manuela Vieth (Utrecht), Sara Godoy (Valencia), Natalia Montinari (Padua), Emin Karagozoglu (Maastricht), Caterina Cruciani (Venice), Kathrin Schmelz (Jena), Antonio Espin (Granada), Leonie Gerhards (Frankfurt), Felix Kölle (Cologne)

External member of PhD Committees

- Ronald Bosman, University of Amsterdam, February 2001.
- Morten Sørberg, University of Oslo, May 2003.
- Stephan Meier, University of Zurich, May 2004.
- Aljaž Ule, University of Amsterdam, April 2005.
- Pedro Biel Rey, University College London, July 2005.
- Pat Barclay, Psychology, McMaster University (Canada), July 2005.
- Ernesto Reuben, University of Amsterdam, February 2006.
- Helen Bernhard, University of Zurich, June 2006.
- Pietro Vertova, University of Siena, June 2006.
- Francesco Drago, University of Siena, June 2006.
- Nikos Nikiforakis, Royal Holloway, July 2006.
- Stefan Kohler, European University Institute, Florence, February 2007.
- Sandra Maximiano, University of Amsterdam, February 2007.
- Wendy Janssens, Free University Amsterdam, May 2007.
- Jaromir Kovarik, University of Alicante, March 2008.
- Sara Godoy, University of Valencia, December 2008.
- Craig Webb, University of Manchester, June 2009.
- Shakti Lamba, Anthropology, University College London, August 2010.
- Donna Harris, University of Cambridge, December 2010.
- Julie Rosaz, University of Lyon, France, December 2010.
- Jan Stoop, Tilburg University, Netherlands, March 2011.
- Eva Ranehill, Stockholm School of Economics, Sweden, June 2011.

Visiting professorships

- Centre for Economic Studies, University of Munich; February 2003 and November 2006.
- University of Melbourne; August/September 2007.
- University of Sydney; July 2008; July 2011
- University of Copenhagen; September/October 2008.
- University of Maastricht; November/December 2008.
- Bar-Ilan University, Tel Aviv (Ramat Gan); January 2009.
- Hebrew University (Institute for Advanced Studies), Jerusalem, May – August 2010.
- Keio University, Tokyo, January 2012.

IV. Presentations

A. Keynote lectures and invited lecture series

- 4. Göttinger Freilandtage, “Cooperation in Primates and Humans”, December 2003, Göttingen (Germany).
- 7èmes Journées d’économie expérimentale, June 2005, Université de Rennes 1 (France).
- CESifo Summer Institute “Economics and Psychology”, July 2005, Venice (Italy).
- Graz Schumpeter Lecture 2006, “Behavioural Economics: From homo economicus to homo sapiens”, May 2006, Graz (Austria).
- Conference on “Reciprocity: Theories and Facts”, University of Milano – Bicocca, February 2007, Verbania, Lago Maggiore (Italy).
- Workshop on “Which Governance for Which Environment? Institutions, social preferences and knowledge for governing environmental issues. Cargèse (Corsica), February 2008.
- 7th Tiber Symposium on Psychology and Economics, Tilburg University, August 2008.
- Inaugural workshop of the Business & Economic Research Laboratory Paderborn (Germany), April 2009.
- Inaugural workshop of the International Centre for Behavioural Business Research, University of Nottingham, September 2009, Ningbo, China.
- 4th Nordic Conference on Behavioural Economics, October 2009, Oslo, Norway.
- The Asia Pacific Meeting of the Economic Science Association, February 2010, Melbourne, Australia.
- The World Meeting of the Economic Science Association, July 2010, Copenhagen, Denmark.
- Thurgau Meeting of Experimental Economics, May 2011, University of Konstanz, Germany.
- Conference on Political Economy of Institutions and Expectations, January 2012, Waseda University, Tokyo, Japan.

B. Talks in research seminars, conferences, and workshops (since 2010)

University of Christchurch; Max Planck Institute for Evolutionary Biology (Plön, Germany); Workshop “Heterogeneity and Stability of Preferences” (Kreuzlingen, Switzerland); Hebrew University; Technion Haifa; The Center for the Study of Rationality, Hebrew University; The Institute for Advanced Studies, Hebrew University; Bar-Ilan University. INCORE workshop “Cooperation: An Interdisciplinary Dialogue”, Collegium Budapest. Workshop “The Nature of Preferences”, Tinbergen Institute, Amsterdam. SIRE Workshop University of Aberdeen;

University of San Diego; Economic Science Association Meeting, Tucson; University of Michigan; University of Reading; Workshop “Experimental Approaches in Conflict Resolution”, Hebrew University Jerusalem and IDC Herzliya; University of Cologne; University of Utrecht; EEA Meeting Oslo; Keio University Tokyo.

B. Presentations for the general public

- „Methoden der empirischen Spieltheorie“, Sommerakademie der Schweizerischen Studienstiftung in Meienfeld, July 1998.
- „Soziale Motivation und ökonomisches Handeln“ Sommerakademie der Schweizerischen Studienstiftung in Meienfeld, July 1998.
- „Einführung in die experimentelle Wirtschaftsforschung (mit Anwendungen auf die Agrarökonomie)“, Bundesanstalt für Agrarwirtschaft, Vienna, November 1998.
- „Experimentelle Spieltheorie in den Wirtschaftswissenschaften“, ETH Zürich, January 2000.
- „Immigration aus volkswirtschaftlicher Sicht“, Universität St. Gallen, January 2002.
- „Kooperationsnormen in verschiedenen Kulturen“, RotarACT, St. Gallen, January 2003.
- „Effizienzlohn und unvollständige Verträge – Einsichten der neuen Arbeitsmarktforschung“, Efficiency Club Basel, October 2003.
- „Der Schweizerische Arbeitsmarkt im Europäischen Vergleich.“ Universität St. Gallen, January 2004.
- „Ist Rache wirklich süß? Die Bedeutung der Gefühle für die Wirtschaftswissenschaften.“ Neuro2005, Düsseldorf, November 2005.
- „Norms of cooperation in a cross-cultural perspective – insights from experimental economics“, Public Lecture for the Infonomics and International Economic Studies Network (IES), University of Maastricht, November 2008.
- “Why be nice? Understanding cooperative behavior in humans and other animals”. Zoological Society of London, February 2011.
- “Kopf oder Bauch? Wie entscheidet der Mensch? Daimler-Benz Stiftung, Berlin, May 2011.
- “Understanding Cooperation in Humans”, Sydney Ideas Lecture Series, July 2011.

V. Professional Activities

A. Editorial Boards and Editorships

- Jahrbuch ‘Normative und institutionelle Grundfragen der Ökonomik’ (Editorial Board since 2001).
- Experimental Economics (Editorial Board since 2004).
- Applied Economics Quarterly (Editorial Board since 2005).
- Journal of Economic Psychology (Associate Editor since 2007).
- Journal of Economic Behavior and Organization (Associate Editor since 2007).
- Management Science (Associate Editor since 2011).

B. Refereeing

Journals

American Economic Review, American Journal of Political Science, American Political Science Review, Behavioral and Brain Sciences, Behavioral Ecology and Sociobiology, British Journal of Political Science, British Journal of Social Psychology, Cognition, Current Anthropology, Current Biology, Econometrica, Economica, Economic Journal, Economic Inquiry, Economic Modelling, Economics Letters, Economics and Philosophy, European Economic Review, European Journal of Political Economy, Evolution, Evolution & Human Behavior, Experimental Economics, Finanzarchiv, Financial Markets and Portfolio Management, Games, Games and Economic Behavior, German Economic Review, Homo Oeconomicus, Journal of Conflict Resolution, Journal of Consumer Policy, Journal of Economics, Journal of Economic Behavior and Organization, Journal of Economic Dynamics & Control, Journal of Economic Literature, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Evolutionary Economics, Journal of Institutional and Theoretical Economics (JITE), Journal of Labor Economics, Journal of Law, Economics and Organization, Journal of Legal Studies, Journal of Mathematical Sociology, Journal of Public Economics, Journal of Socio-Economics, Journal of Theoretical Biology, International Journal of Industrial Organization, International Review of Law and Economics, Kyklos, Labour Economics, Management Science, Metroeconomica, Nature, Nature Communications, PLoS One, PNAS, Psychological Science, Public Choice, Public Finance Review, Quarterly Journal of Economics, Rationality and Society, Research Policy, Review of Economics and Statistics, Review of Economic Studies, Scandinavian Journal of Economics, Science, Schmalenbach Business Review, Social Neuroscience, Strategic Management Journal, Theory and Decision, Trends in Ecology and Evolution, Trends in Cognitive Sciences, Die Unternehmung, Zeitschrift für Betriebswirtschaft.

Science Foundations

- Austrian Academy of Sciences
- British Academy
- Centre National de la Recherche Scientifique (CNRS) (France)
- Czech Science Foundation
- Deutsche Forschungsgemeinschaft (Germany)
- ESRC (United Kingdom)
- European Science Foundation
- Fonds de la Recherche Scientifique (FNRS) (Belgium)
- Fonds zur Förderung der wissenschaftlichen Forschung (Austria)
- German-Israel Foundation for Scientific Research & Development
- Israel Science Foundation
- Jubiläumsfonds der Oesterreichischen Nationalbank (Austria)
- Leverhulme Trust, (United Kingdom)
- Leibniz Gesellschaft (Germany)
- Marsden Fund (New Zealand)
- National Science Foundation (USA)
- Nuffield Foundation (United Kingdom)
- Social Sciences and Humanities Research Council of Canada
- Swiss National Science Foundation

- The Netherlands Organization for Scientific Research
- The Research Council of Norway
- Volkswagenstiftung (Germany)

Conferences

- Verein für Socialpolitik, Annual meetings 2000, 2001, 2003, 2009, 2010.
- Pfingsttagung des Deutschen Hochschullehrerverbandes der Betriebswirte, 2003; 2008
- International Economic Association, World Congress 2005
- IAREP/SABE Conference 2006
- EEA/ESEM Conference 2007, 2008, 2009, 2010, 2011, 2012
- Royal Economic Society 2008, 2009, 2010
- European Association of Labour Economics, 2010, 2011, 2012
- ASSET 2008

Publishers

- Blackwell Publishers, Inc.
- Cambridge University Press
- Elsevier
- Palgrave
- Princeton University Press
- Routledge

C. Memberships

American Economic Association; Econometric Society; Economic Science Association; European Economic Association; German Economic Association for Business Administration (GEABA); Gesellschaft für Experimentelle Wirtschaftsforschung; International Association for Research in Economic Psychology (IAREP); Methodensektion der Deutschen Gesellschaft für Soziologie; Royal Economic Society; Schweizerische Gesellschaft für Statistik und Volkswirtschaft; Verein für Socialpolitik, Sozialwissenschaftlicher Ausschuss

D. Advisory Boards and Executive Committees

- Member of the “User Board” of the German Socio-Economic Panel (GSOEP) (2004 - 2007).
- Scientific Advisory Board, University of Vienna (2005-2011).
- DIW Berlin (from 2010).
- Scientific Advisory Board, Max Planck Institute of Economics (since 2005).
- Scientific Advisory Board, University of Cologne (since 2010).
- Scientific Advisory Board, Bonn Graduate School of Economics (since 2010).
- Board of the Verein für Socialpolitik (German Economic Association) (2007-2008).
- Executive Committee of the European Economic Association (Treasurer).
- Executive Committee of the European Association of Labour Economists.
- Board member of the Society for the Advancement of Behavioural Economics.

E. Fellowships and Affiliations

- CESifo fellow, Munich (since March 2002)
- Fellow of the IZA (Institute for the Future of Labor), Bonn (since November 2003).
- Member in the MacArthur Research Network on “Norms and Preferences” (Chicago) (2003-2009)
- Member of the AHRC Project “Culture & Mind” (Sheffield) (since 2006)
- Fellow of the European Economic Association (since 2009)

F. Other Academic Activities and Affiliations

- Section Head ‘Organization and Accounting’ of the Economic Science Association, 2005-2007.
- European Vice-President of the Economic Science Association.
- Programme convenor for the plenary talks on “Experimental Economics” at the annual meeting of the “Verein für Socialpolitik” in Graz (Austria), September 2008.
- Co-organiser of the 2009 Economic Science Association European Meeting Conference, Innsbruck (Austria), September 2009.

VI. Research grants

- Swiss National Science Foundation/U St. Gallen 2002 – 2004 (“Social interactions, corporate culture, and the provision of incentives”, CHF 100’000).
- Swiss National Science Foundation/U St. Gallen, 2004 (“Loss Aversion and Consumer Choice”, CHF 10’000, with A. Herrmann).
- British Academy 2007-2008 (“Crowding out or crowding in? The effect of leadership contributions on public good provision”, £6’800, with E. Renner and M. Sefton).
- European Commission FP6 “Integrating Cooperation Research in Europe”, 2007-2010, with 26 partners across Europe (€29’700).
- European Research Council (ERC) Advanced Investigator Grant, "Putting Strong Reciprocity into Context: The Role of Incentives, Social Norms, and Culture for Voluntary Cooperation", €2m, 5/2012 - 4/2017.