

Armin Falk

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Research Interests

Behavioral Economics, Climate Change, Inequality, Fairness and Morality

Current Positions And Affiliations

2003–present	University of Bonn Professor of Economics
2004–present	University of Bonn Bonn Laboratory for Experimental Economics, Director
2022–present	Centre for Economic Policy Research (CEPR) Research Fellow, Political Economy Programme
1999–present	Centre for Economic Policy Research (CEPR) Research Fellow, Labour Economics Programme
2021–present	Abdul Latif Jameel Poverty Action Lab (J-PAL) Research Affiliate
2021–present	Econometric Society Fellow
2019–present	Economic Research on Identity, Norms and Narratives (ERINN) Associate Fellow
2013–present	Institute for New Economic Thinking (INET) IP Leader
2009–present	Max Planck Institute for Research on Collective Goods External Scientific Member
2010–present	European Academy of Sciences and Arts
2009–present	Nationale Akademie der Wissenschaften Leopoldina (German Academy of Sciences)
2009–present	Nordrhein-Westfälische Akademie der Wissenschaften und Künste (Academy of Science and Arts, North Rhine-Westphalia)
2007–present	Institute of Labor Economics (IZA) Fellow (Program Director)
2007–present	European Economic Association Fellow
2006–present	German Institute for Economic Research (DIW) DIW Research Fellow
2000–present	Center for Economic Studies (CESifo) Fellow

Past Positions

2016–2023	Behavior and Inequality Research Institute (briq) CEO
Fall term 2019	Oxford University, Nuffield College Visiting Scholar
Fall term 2018	Oxford University, Nuffield College Visiting Scholar
2009–2016	University of Bonn Center for Economics and Neuroscience (CENs), Director
2012–2018	University of Bonn Hausdorff Center for Mathematics, Member
Fall term 2013	Harvard University Visiting faculty
2003–2007	Institute for the Study of Labor (IZA) Research Director
2003–2005	Central European University (Budapest) Lecturer
2003–2005	Central European University (Budapest) Visiting Faculty Member
2001–2002	University of Zurich Chair (substitute) of Prof. Dr. Ernst Fehr
1998–2003	University of Zurich Post Doc, Institute for Empirical Research in Economics

Education

2003	Habilitation, Venia legendi in Economics, University of Zurich
1999	PhD in Economics (summa cum laude), University of Zurich
1994–1998	Doctoral studies, University of Zurich
1994	MA-equivalent in Economics, University of Cologne
1991	BA-equivalent in Philosophy and History, University of Cologne

Awards and Grants

2022	IZA IRECC Prize for innovative research in the economics of climate change (IZA DP No. 14560)
2020–2023	Research Grants of Eleven – Verein für Kinder- und Jugendförderung e. V. (former: Benckiser Stiftung Zukunft)
2019–present	Principal Investigator ECONtribute, Cluster of Excellence
2018	Felix Büchel Award, DIW
2018–present	Principal Investigator Collaborative Research Center Transregio 224 – EPoS
2015	European Research Council (ERC) Advanced Grant: €1.7m
2015–2019	Research Grants of the Benckiser Stiftung Zukunft

2014	“Impulsrede zur Sozialen Marktwirtschaft”, Prize of the “Wirtschaftspolitischer Club Deutschland e. V.”
2014–2022	Thomson Reuters Highly Cited Researcher
2013	SOEP Prize for the Best Scientific Publication (with Anke Becker, Thomas Deckers, Thomas Dohmen and Fabian Kosse)
2011	Award of the Berlin-Brandenburgische Akademie der Wissenschaften (Academy of Sciences, Berlin-Brandenburg)
2011	Yrjö Jahnsson Award in Economics of the Yrjö Jahnsson Foundation and the European Economic Association
2009	Gottfried-Wilhelm Leibniz Award of the Deutsche Forschungsgemeinschaft (DFG, German Science Foundation): €2.5m
2008	Gossen Award of the Verein für Socialpolitik
2008	Grant of the Volkswagen Stiftung for the workshop on “Behavioral labor economics”
2008	Post-doc grant of the Volkswagen Stiftung for 2 years
2008	European Research Council (ERC) Starting Independent Researcher Grant: €1.34m
2008–2015	Principal investigator in Sonderforschungsbereich/Transregio 15 “Governance and efficiency of economic systems”
2006	John T. Dunlop Outstanding Scholar Award of the Labor and Employment Relations Association
2004–present	DFG Project “Workfare or Welfare: Incentives and Acceptance” (as part of the Schwerpunktprogramm: Flexibilisierungspotenziale bei heterogenen Arbeitsmärkten)
2004	Winner of the “CESifo Prize in Public Economics”: Distinguished CESifo Affiliate for the scientific originality, policy relevance and quality of the paper
2003	Research Grant “Determinants of Social Capital” financed by the University of Zurich
2002	Best lecturer of the economics department at the students’ election of the “Faculty’s Professor of the Year 2002”
1999	Winner of the “Prize of the Institute for Empirical Research in Economics for the Best Publication of an Economist of Age Below 35”
1996–1998	Research Grant “The Impact of Social Norms on Wages and Employment: An Experimental and Theoretical Investigation” financed by the Swiss National Science Foundation
1994–1996	Research Grant “Involuntary Unemployment as an Equilibrium Phenomenon: Social Comparison Processes and Labour Market Dynamics” financed by the Austrian Science Foundation
1990–1992	Member of the Studienstiftung des Deutschen Volkes (German National Academic Foundation)

Publications

Publications and forthcoming papers in international journals

- Forthcoming Misperceived Social Norms and Willingness to Act Against Climate Change, in *Review of Economics and Statistics* (with Peter Andre, Teodora Boneva, Felix Chopra)
- 2025 Mentoring and Schooling Decisions: Causal Evidence, in *Journal of Political Economy* (with Fabian Kosse, Pia Pinger)
- 2025 Malleability of preferences for honesty, in *Economic Journal*, 135 (667): 982–998 (with Johannes Abeler, Fabian Kosse)
- 2025 Communicating Through Defaults, in *Review of Economics and Statistics*, 107 (1): 256–268 (with Steffen Altman, Andreas Grunewald)
- 2024 Does a single dose of testosterone increase willingness to compete, confidence, and risk-taking in men? Evidence from two randomised placebo-controlled experiments, in *Hormones and Behavior*, 166: Article 105659 (with Amos Nadler, Matthias Wibral, Thomas Dohmen, Alessandro Previtero, Bernd Weber, Colin Camerer, Anna Dreber, Gideon Nave)
- 2024 Attention and Dread: Experimental Evidence on Preferences for Information, in *Management Science*, 70 (10): 6483–7343 (with Florian Zimmermann)
- 2024 Globally Representative Evidence on the Actual and Perceived Support for Climate Action, in *Nature Climate Change*, 14: 253–259 (with Peter Andre, Teodora Boneva, Felix Chopra)
- 2024 Intertemporal Altruism, in *American Economic Journal: Microeconomics*, 16 (1): 329–357 (with Felix Chopra, Philipp Eisenhauer, Thomas Graeber)
- 2023 The Preference Survey Module: A Validated Instrument for Measuring Risk, Time and Social Preferences, in *Management Science*, 69 (4): 1935–1950 (with Anke Becker, Thomas Dohmen, David Huffman, Uwe Sunde)
- 2023 Self-Assessment: The Role of the Social Environment (with Fabian Kosse, Hannah Schildberg-Hörisch, Florian Zimmermann), in *Journal of Public Economics*, 223: 104908
- 2021 Patience and Comparative Development, in *Review of Economic Studies*, 89 (5): 2806–2840 (with Uwe Sunde, Thomas Dohmen, Benjamin Enke, David Huffman, Gerrit Meyerheim)
- 2021 Facing Yourself: A Note on Self-image, in *Journal of Economic Behavior and Organization*, 186: 724–734
- 2021 Socio-Economic Status and Inequalities in Children's IQ and Economic Preferences, in *Journal of Political Economy*, 129 (9): 2504–2545 (with Thomas Deckers, Fabian Kosse, Pia Pinger, Hannah Schildberg-Hörisch)
- 2020 Ten considerations for effectively managing the COVID-19 transition, in *Nature Human Behaviour*, 4: 677–687 (with K. Habersaat, C. Betsch, M. Danchin, C. Sunstein, R. Böhm, N.T. Brewer, S.B. Omer, M. Scherzer, S. Sah, E.F. Fischer, A.E. Scheel, D. Fancourt, S. Kitayama, E. Dubé, J. Leask, M. Dutta, N.E. MacDonald, A. Temkina, A. Lieberoth, M. Jackson, S. Lewandowsky, H. Seale, N. Fietje, P. Schmid, M. Gelfand, L. Korn, S. Eitze, L. Felgendreiff, P. Sprengholz, C. Salvi, R. Butler)
- 2020 The Development of Egalitarian Norm Enforcement in Childhood and Adolescence, in *Journal of Economic Behavior and Organization*, 179: 667–680 (with Zvonimir Bašić, Fabian Kosse)

- Ancient Origins of the Global Variation in Economic Preferences, in *AEA Papers and Proceedings*, 110: 319–323 (with Anke Becker, Benjamin Enke)
- Diffusion of Being Pivotal and Immoral Outcomes, in *Review of Economic Studies*, 88 (5): 2205–2229 (with Thomas Neuber, Nora Szech)
- Delayed Negative Effects of Prosocial Spending on Happiness, in *Proceedings of the National Academy of Sciences*, 117 (12): 6463–6468 (with Thomas Graeber)
- Re-Revisiting the Marshmallow Test: A Direct Comparison of Studies by Shoda, Mischel, and Peake (1990) and Watts, Duncan, and Quan (2018), *Psychological Science*, 31 (1): 100–104 (with Fabian Kosse, Pia Pinger)
- The Formation of Prosociality: Causal Evidence on the Role of Social Environment, in *Journal of Political Economy*, 128 (2): 434–467 (with Fabian Kosse, Thomas Deckers, Pia Pinger, Hannah Schildberg-Hörisch)
- 2019 Defaults and Donations: Evidence from a Field Experiment, in *Review of Economics and Statistics*, 101 (5): 808–826 (with Steffen Altmann, Paul Heidhues, Rajshri Jayarama, Marrit Teirlinck)
- 2018 Global Evidence on Economic Preferences, in *Quarterly Journal of Economics*, 133 (4): 1645–1692 (with Anke Becker, Thomas Dohmen, Benjamin Enke, David Huffman, Uwe Sunde)
- Relationship of Gender Differences in Preferences Increase with Economic Development and Gender Equality, in *Science*, 362 (6412): Article eaas9899 (with Johannes Hermle)
- Information Processing and Commitment, in *Economic Journal*, 128 (613): 1983–2002 (with Florian Zimmermann)
- Learning about Job Search: A Field Experiment with Job Seekers in Germany, in *Journal of Public Economics*, 164: 33–49 (with Steffen Altmann, Simon Jäger, Florian Zimmermann)
- On the Relationship Between Cognitive Ability and Risk Preference, in *Journal of Economic Perspective*, 32 (2): 115–134, 2018 (with Thomas Dohmen, David Huffman, Uwe Sunde)
- Unfair Pay and Health, in *Management Science*, 64 (4): 1477–1488 (with Fabian Kosse, Ingo Menrath, Pablo Emilio Verde, Johannes Siegrist)
- 2017 Risk Attitudes Across the Life Course, in *Economic Journal*, 127 (605): F95–F116 (with Thomas Dohmen, Bart Golsteyn, David Huffman, Uwe Sunde)
- Consistency as a Signal of Skills, in *Management Science*, 63 (7): 2197–2210 (with Florian Zimmermann)
- 2016 Nominal or Real? The Impact of Regional Price Levels on Life Satisfaction, in *B.E. Journal of Economic Analysis & Policy*, 16 (3): 1337–1358 (with Thomas Deckers, Hannah Schildberg-Hörisch)
- 2015 Institutions and Morals: A Reply, in *European Journal of Political Economy*, 40 (B): 391–394, 2015 (with Nora Szech)
- Neuronal Correlates of Social Decision Making are Influenced by Social Value Orientation—an fMRI study, in *Frontiers in Behavioral Neuroscience*, 9, Article 40 (with Katarina Kuss, Peter Trautner, Christian Montag, Bernd Weber, Klaus Fliessbach)
- Institutions and Contract Enforcement, in *Journal of Labor Economics*, 33(3): 571–590, 2015 (with David Huffman, Bentley MacLeod)

- Neural Patterns Underlying Social Comparisons of Personal Performance, in *Social Cognitive and Affective Neuroscience*, 10(4): 569-576, 2015 (with Michael Lindner, Sarah Rudolf, Robert Birg, Bernd Weber, Klaus Fliessbach)
- 2014 The Brain Correlates of the Effects of Monetary and Verbal Rewards on Intrinsic Motivation, in *Frontiers in Decision Neuroscience*, 8, Article 303, 2014 (with Konstanze Albrecht, Johannes Abeler, Bernd Weber)
- Representative Evidence on Lying Costs, in *Journal of Public Economics*, 113: 96–104, 2014 (with Johannes Abeler, Anke Becker)
- Contractual Incompleteness, Unemployment, and Labor Market Segmentation, in *Review of Economic Studies*, 81 (1), 30–56, 2014 (with Steffen Altmann, Andreas Grunewald, David Huffman)
- Neural Correlates of Receiving an Apology and Active Forgiveness: An fMRI Study, in *PLoS ONE*, 9 (2), Article 87654 (with Sabrina Strang, Verena Utikal, Urs Fischbacher, Bernd Weber)
- 2013 The Influence of Status on Satisfaction with Relative Rewards, in *Frontiers in Decision Neuroscience*, 4, Article 804, 2013 (with Konstanze Albrecht, Emma von Essen, Klaus Fliessbach)
- The Systematic Place of Morals in Markets – Response, *Science*, 341(6147), 714, 2013 (with Nora Szech)
- No Evidence for an Effect of Testosterone Administration on Delay Discounting in Male University Students, in *Psychoneuroendocrinology*, 38 (9): 1814–1818 (with Georgia Rada Ortner, Matthias Wibral, Anke Becker, Thomas Dohmen, Dietrich Klingmüller, Bernd Weber)
- Do Lab Experiments Misrepresent Social Preferences? The Case of Self-Selected Student Samples, in *Journal of the European Economic Association*, 11 (4): 839–852 (with Stephan Meier, Christian Zehnder)
- A Taste for Consistency and Survey Response Behavior, published online in *CESifo Economic Studies*, 59 (1): 181–193 (with Florian Zimmermann)
- Morals and Markets, in *Science*, 340, 707–711 (with Nora Szech)
- A Reward Prediction Error for Charitable Donations Reveals Outcome Orientation of Donators, in *Social Cognitive and Affective Neuroscience*, 8 (2): 216–223 (with Katharina Kuss, Peter Trautner, Christian E. Elger, Bernd Weber, Klaus Fliessbach)
- Validating an Ultra-Short Survey Measure of Patience, in *Economics Letters*, 120 (2): 142–145 (with Thomas Dohmen, David Huffman, Jürgen Schupp, Uwe Sunde, Thomas Vischer, Gert G. Wagner)
- A City-Wide Experiment on Trust Discrimination, in *Journal of Public Economics*, 100: 15–27 (with Christian Zehnder)
- Living in Two Neighborhoods – Social Interaction Effects in the Laboratory, in *Economic Inquiry*, 51 (1): 563–578 (with Urs Fischbacher, Simon Gächter)
- 2012 Effort Increases Sensitivity to Reward and Loss Magnitude in the Human Brain, in *Social Cognitive and Affective Neuroscience*, 9 (3): 342–349 (with Julien Hernandez Lallement, Katharina Kuss, Peter Trautner, Bernd Weber, Klaus Fliessbach)
- Testosterone Administration Reduces Lying in Men, in *PLoS ONE*, 7 (10): Article 46774 (with Matthias Wibral, Thomas Dohmen, Bernd Weber, Dietrich Klingmüller)

- The Intergenerational Transmission of Risk and Trust Attitudes, in *Review of Economic Studies*, 79 (2): 645–677 (with Thomas Dohmen, David Huffman, Uwe Sunde)
- It's all about Connections: Evidence on Network Formation, in *Review of Network Economics*, 11(3): Article 2 (with Michael Kosfeld)
- The Relationship between Economic Preferences and Psychological Personality Measures, in *Annual Review of Economics*, 4: 453–478 (with Anke Becker, Thomas Deckers, Thomas Dohmen, Fabian Kosse)
- Neural Responses to Advantageous and Disadvantageous Inequity, in *Frontiers in Human Neuroscience*, 6 (165): Article 165 (with Klaus Fliessbach, Courtney B. Philipps, Peter Trautner, Marieke Schnabel, Christian E. Elger, Bernd Weber)
- Competition and Relational Contracts: The Role of Unemployment as a Disciplinary Device, in *Journal of the European Economic Association*, 10 (4): 887–907 (with Martin Brown, Ernst Fehr)
- Promotions and Incentives: The Case of Multi-Stage Elimination Tournaments, in *Journal of Labor Economics*, 30 (1): 149–174 (with Steffen Altmann, Matthias Wibral)
- 2011 The IZA Evaluation Dataset: Towards Evidence-Based Labor Policy-Making, in *International Journal of Manpower*, 32 (7): 731–752 (with Marco Caliendo, Lutz C. Kaiser, Hilmar Schneider, Arne Uhlendorff, Gerard J. van den Berg, Klaus F. Zimmermann)
- Individual Risk Attitudes: Measurement, Determinants, and Behavioral Consequences, in *Journal of the European Economic Association*, 9 (3): 522–550 (with Thomas Dohmen, David Huffman, Uwe Sunde, Jürgen Schupp, Gert G. Wagner)
- Unemployment and Right-wing Extremist Crime, in *Scandinavian Journal of Economics*, 113 (2): 260–285 (with Andreas Kuhn, Josef Zweimüller)
- Reference Points and Effort Provision, in *American Economic Review*, 101 (2): 470–492 (with Johannes Abeler, Lorenz Götte, David Huffman)
- Performance Pay and Multidimensional Sorting: Productivity, Preferences, and Gender, in *American Economic Review*, 101 (2): 556–590 (with Thomas Dohmen)
- Relative versus Absolute Income, Joy of Winning, and Gender: Brain Imaging Evidence, in *Journal of Public Economics*, 95 (3–4): 279–285 (with Thomas Dohmen, Klaus Fliessbach, Uwe Sunde, Bernd Weber)
- 2010 You get what you pay for: Incentives and Selection in the Education System, in *Economic Journal*, 120 (546): 256–271 (with Thomas Dohmen)
- Are Risk Aversion and Impatience Related to Cognitive Ability?, in *American Economic Review*, 100 (3): 1238–1260 (with Thomas Dohmen, David Huffman, Uwe Sunde)
- Collecting Genetic Samples in Population Wide (Panel) Surveys: Feasibility, Non-response and Selectivity, in *Survey Research Methods*, 4: 121–126 (with Matthias Schonlau, Martin Reuter, Thomas Dohmen, Juergen Schupp, Christian Montag, Bernd Weber, Nico A. Siegel, Uwe Sunde, Gert G. Wagner)
- Direct Evidence on Risk Attitudes and Migration, in *Review of Economics and Statistics*, 92 (3): 684–689 (with David A. Jaeger, Holger Bonin, Thomas Dohmen, David Huffman, Uwe Sunde)
- 2009 Lab Experiments are a Major Source of Knowledge in the Social Sciences, in *Science*, 326: 535–538 (with James J. Heckman)

- Biased Probability Judgment: Evidence of Incidence and Relationship to Economic Outcomes from a Representative Sample, in *Journal of Economic Behavior & Organization*, 72 (3): 903–915 (with Thomas Dohmen, David Huffman, Uwe Sunde, Felix Marklein)
- The Medial Prefrontal Cortex exhibits Money Illusion, in *Proceedings of the National Academy of Sciences*, 106 (13): 5025–5028 (with Bernd Weber, Antonio Rangel, Matthias Wibral)
- Homo Reciprocans: Survey Evidence on Behavioral Outcomes, in *Economic Journal*, 119 (536): 592–612 (with Thomas Dohmen, David Huffman, Uwe Sunde)
- 2008 Testing Theories of Fairness—Intentions Matter, in *Games and Economic Behavior*, 62 (1): 287–303 (with Ernst Fehr, Urs Fischbacher)
- Experimental Labor Economics, in *New Palgrave Dictionary of Economics* (with Simon Gächter)
- Representative Trust and Reciprocity: Prevalence and Determinants, in *Economic Inquiry*, 46 (1): 84–90 (with Thomas Dohmen, David Huffman, Uwe Sunde)
- 2007 Social Comparison Affects Reward-related Brain Activity in the Human Ventral Striatum, in *Science*, 318 (5854): 1305–1308 (with Klaus Fliessbach, Bernd Weber, Peter Trautner, Thomas Dohmen, Uwe Sunde, Christian Elger)
- Gift-Exchange in the Field, in *Econometrica*, 75(5): 1501–1511
- Cross-sectional Earnings Risk and Occupational Sorting: The Role of Risk Attitudes, in *Labour Economics*, 14 (6): 926–937 (with Holger Bonin, Thomas Dohmen, David Huffman, Uwe Sunde)
- Studying Labor Market Institutions in the Lab: Minimum Wages, Employment Protection, and Workfare, in *Journal of Institutional and Theoretical Economics*, 163 (1): 30–45 (with David Huffman)
- 2006 How to do Empirical Economics, in *Investigaciones Económicas*, 30 (2): 179–206 (with Francis Kramarz, Joshua D. Angrist, David M. Blau, Jean-Marc Robin, Christopher Taber)
- Fairness Perceptions and Reservation Wages—The Behavioral Effects of Minimum Wage Laws, in *Quarterly Journal of Economics*, 121 (4): 1347–1381 (with Ernst Fehr, Christian Zehnder)
- The Hidden Cost of Control, in *American Economic Review*, 96 (5): 1611–1630 (with Michael Kosfeld)
- Clean Evidence on Peer Effects, in *Journal of Labor Economics*, 24 (1): 39–57 (with Andrea Ichino)
- A Theory of Reciprocity, in *Games and Economics Behavior*, 54 (2): 293–315 (with Urs Fischbacher)
- 2005 The Success of Job Applications: A New Approach to Program Evaluation, in *Labour Economics*, 12 (6): 739–748 (with Rafael Lalive, Josef Zweimüller)
- Driving Forces behind Informal Sanctions, in *Econometrica*, 7 (6): 2017–2030 (with Ernst Fehr, Urs Fischbacher)
- 2004 Choosing the Joneses: On the Endogeneity of Reference Standards, in *Scandinavian Journal of Economics*, 106 (3): 417–435 (with Markus Knell)
- Relational Contracts and the Nature of Market Interactions, in *Econometrica*, 72: 747–780 (with Martin Brown, Ernst Fehr)

- 2003 On the Nature of Fair Behavior, in *Economic Inquiry*, 41 (1): 20–26 (with Ernst Fehr, Urs Fischbacher)
- Reasons for Conflict—Lessons from Bargaining Experiments, in *Journal of Institutional and Theoretical Economics*, 159 (1): 171–187 (with Ernst Fehr, Urs Fischbacher)
- Why Labour Market Experiments?, in *Labour Economics*, 10: 399–406 (with Ernst Fehr)
- 2002 Reputation and Reciprocity—Consequences for the Labour Relation, in *Scandinavian Journal of Economics*, 104: 1–26 (with Simon Gächter)
- Distributional Consequences and Intentions in a Model of Reciprocity, in *Annales d'Economie et de Statistique*, 63/64: 111–129 (with Urs Fischbacher)
- “Crime” in the Lab—Detecting Social Interaction, in *European Economic Review*, 46: 859–869 (with Urs Fischbacher)
- Psychological Foundations of Incentives, in *European Economic Review*, 46: 687–724 (with Ernst Fehr)
- 1999 Wage Rigidities in a Competitive Incomplete Contract Market, in *Journal of Political Economy*, 107: 106–134 (with Ernst Fehr)
- Intrinsic Motivation and Extrinsic Incentives in a Repeated Game with Incomplete Contracts, in *Journal of Economic Psychology*, 20: 251–284 (with Simon Gächter, Judith Kovacs)

Published papers in international (refereed) books

- 2008 Reciprocity in Experimental Markets, *Handbook of Experimental Economics Results*, ed. by C. R. Plott and V. L. Smith, North-Holland, 325–334 (with Ernst Fehr)
- 2005 Modeling Strong Reciprocity, *Moral Sentiments and Material Interests—The Foundations of Economic Life*, ed. by Herbert Gintis, Samuel Bowles, Robert Boyd and Ernst Fehr, The MIT Press, 193–214 (with Urs Fischbacher)
- 2002 The Economics of Reciprocity—Theory and Evidence, *Inequality Around the World*, ed. by Richard Freeman, Palgrave, 207–233 (with Urs Fischbacher)
- 2002 Reciprocal Fairness, Cooperation and Limits to Competition, Intersubjectivity, *Economics, Work Motivation, Institutions, and Performance*, Experimental Business Research, ed. by Rami Zwick and Amnon Rapoport, Kluwer Academic Publishers, 351–372 (with Simon Gächter)
- 2002 Appropriating the Commons—A Theoretical Explanation, *The Drama of the Commons*, ed. by Elinor Ostrom, Thomas Dietz, Nives Dolšák, Paul Stern, Susan Stonich and Elke Weber, National Academy Press, Washington, DC, 157–192 (with Ernst Fehr, Urs Fischbacher)
- 2000 Why Firms Refuse to Hire Underbidders, *The Unemployment Debate: Current Issues*, ed. by Peter de Gijss, Ralph Olthoff and Thomas Zwick, Marburg: Metropolis Verlag, 125–154 (with Simon Gächter)

Papers in German journals and books

- 2012 Wie risikobereit sind die Deutschen?, in *Spektrum der Wissenschaft Spezial*, 1: 58–65

- 2011 Eingeschränkt rationales Verhalten: Evidenz und Implikationen, in *Beihefte der Zeitschrift für das gesamte Handelsrecht und Wirtschaftsrecht, Beitrag der Verhaltensökonomie zum Handels- und Wirtschaftsrecht*, Fleischer/Zimmer: 63–82 (with Steffen Altmann, Felix Marklein)
- 2009 Benachteiligung wegen mangelnden Vertrauens? Eine experimentelle Studie zur Arbeitsmarktintegration von Strafgefangenen, *Monatsschrift für Kriminologie und Strafrechtsreform*, 92(6): 526–546 (with Gari Walkowitz, Wolfgang Wirth)
- Kontrolliert und repräsentativ: Beispiele zur Komplementarität von Labor- und Felddaten, in *Perspektiven der Wirtschaftspolitik*, 10 (Special Issue): 54–74 (with Thomas Dohmen, Uwe Sunde).
- 2007 Workfare – Praktikabel und gerecht: Reformkonzepte zur Erhöhung der Beschäftigung im Niedriglohnbereich, in *ifo Schnelldienst*, 4: 33–37 (with Holger Bonin, Hilmar Schneider)
- 2003 Homo Oeconomicus Versus Homo Reciprocans: Ansätze für ein Neues Wirtschaftspolitisches Leitbild?, in *Perspektiven der Wirtschaftspolitik*, 4(3): 141–172
- Intentionen – Wider das konsequentialistische Weltbild, in *Normative und institutionelle Grundfragen der Ökonomik. Jahrbuch 2 – Experimente in der Ökonomik*, ed. by M. Held, G. Kubon-Gilke, R. Sturn, Metropolis-Verlag, Marburg/Lahn: 69–85
- 2002 Eigennutz kontra Reziprozität: Befunde und Implikationen, in *Wirtschaft und Gesellschaft*, 28 (3): 383–401
- Fairnessinduzierte Arbeitslosigkeit auf einem experimentellen Arbeitsmarkt, Europäische Arbeitsmärkte und Arbeitsmarkttheorie, in *Beiträge zur Arbeitsmarkt- und Berufsforschung*, 254, ed. by Uwe Blien and Joachim Möller: 77–90
- Reziprozität und Sozialkapital, in *Universitas*, 57 (9): 936–946
- Experimentelle Wirtschaftsforschung und Wirtschaftspolitik, in *Aspekte der schweizerischen Wirtschaftspolitik*, ed. by Jürg Furrer and Bruno Gehrig: 145–165 (with Simon Gächter)
- 2001 Wirtschaftswissenschaftliche Experimente: Homo Oeconomicus auf dem Prüfstand, in *Wirtschaftsdienst*, 81: 300–304
- 1997 Experimentelle Wirtschaftsforschung, in *Wirtschaftswissenschaftliches Studium*, 26: 326–330 (with Jean-Robert Tyran)
- 1996 Diskursverfahren: Liebe auch auf den zweiten Blick?, in *Analyse und Kritik*, 18: 245–264 (with Felix Oberholzer-Gee, Isabelle Busenhardt, Jürg de Spindler)

Books and Book Reviews

- 2022 *Warum es so schwer ist, ein guter Mensch zu sein ... und wie wir das ändern können: Antworten eines Verhaltensökonomens*, München: Siedler Verlag
- 1999 *Reciprocity and Wage Formation*, Aachen: Shaker Verlag
- 1997 “Personnel Economics” by E. P. Lazear, in *Journal of Economics*, 65: 321–324

Working papers

Papers under review and invited resubmissions

2025	What's Worth Knowing? Economists' Opinions about Economics (with Peter Andre) Limited Self-knowledge and Survey Response Behavior (with Luca Henkel, Thomas Neuber, Philipp Strack)
2021	The Origins of Gender Differences in Competitiveness and Earnings Expectations: Causal Evidence from a Mentoring Intervention (with Teodora Boneva, Thomas Buser, Fabian Kosse) Herding, Warfare, and a Culture of Honor: Global Evidence (with Yiming Cao, Benjamin Enke, Paola Giuliano, Nathan Nunn)
2024	Eliciting Moral Preferences: Theory and Experiment (with Roland Bénabou, Luca Henkel, Jean Tirole)
2020	Status Inequality and Moral Disengagement
2019	Longevity and Patience (with Johannes Hermle, Uwe Sunde)
2018	Narratives, Imperatives and Moral Persuasion (with Roland Bénabou, Jean Tirole)
2017	The Robustness and Pervasiveness of Sub-Additivity in Intertemporal Choice (with Thomas Dohmen, David Huffman, Uwe Sunde) Early Childhood Environment, Breastfeeding and the Formation of Preferences (with Fabian Kosse)

Permanent working papers

2014	Fairness and Motivation
2009	The Non-Use of Bayes' Rule: Representative Evidence on Bounded Rationality (with Thomas Dohmen, David Huffman, Uwe Sunde, Felix Marklein)
2008	The Power and Limits of Tournament Incentives (with Ernst Fehr, David Huffman)
2006	Do I Have What It Takes? Equilibrium Search with Type Uncertainty and Non-Participation, IZA DP 2531 (with David Huffman, Uwe Sunde) Seemingly Irrelevant Events Affect Economic Perceptions and Expectations: The FIFA World Cup 2006 as a Natural Experiment, IZA DP 2275 (with Thomas Dohmen, David Huffman, Uwe Sunde) Self-Confidence and Search, IZA DP 2525 (with David Huffman, Uwe Sunde)

Dissertation Advisees

2023	Luca Henkel, University of Rotterdam
2022	Peter Andre, Leibniz Institute for Financial Research, SAFE
2021	Thomas Neuber, Universitat Pompeu Fabra, Barcelona
2018	Zvonimir Bašić, University of Glasgow
2018	Thomas Graeber, Harvard University
2018	Jana Willrodt, DICE, Düsseldorf
2016	Anke Becker, Harvard University
2016	Benjamin Enke, Harvard University

2016	Frederick Schwerter, Frankfurt School of Finance and Management
2015	Fabian Kosse, University of Würzburg
2013	Florian Zimmermann, University of Bonn
2009	Steffen Altmann, University of Würzburg
2009	Matthias Wibrall, Maastricht University
2008	Johannes Abeler, Oxford University