

Steffen Huck
Curriculum Vitae

*Research Professor, Behavioral Economics and Human Agency, WZB.
Reichpietschufer 50, 10785 Berlin, Germany.
Phone +49 30 25491421, Fax +49 30 25491423
Email steffen.huck@wzb.eu, Web <https://www.wzb.eu/en/persons/steffen-huck>*

Education

Habilitation (Economics), Humboldt University, Berlin, 2000.
Dr. rer. pol. (Economics), Humboldt University, Berlin, 1996.
Diplom (Economics), Goethe University, Frankfurt, 1992.

Academic Positions

Since 2024 Research Professor *Behavioral Economics and Human Agency*,
WZB.
Since 2023 Emeritus Professor of Economics, University College London.
Since 2023 Honorary Professor of Economics, University of Edinburgh.
2012 – 2023 Director *Economics of Change*, WZB.
2003 – 2023 Professor of Economics, University College London.
2008 – 2011 Head of Department, UCL Economics.
2005 – 2008 Deputy Head of Department, UCL Economics.
2001 – 2010 Board Member, ESRC Centre for Economic Learning and
Social Evolution (ELSE).
2002 – 2003 Reader in Economics, University College London.
2000 – 2001 Senior Lecturer in Economics, Royal Holloway.
1998 – 1999 Research Scholarship of the German Science
Foundation (DFG).
1995 – 1997 Wissenschaftlicher Mitarbeiter,
Humboldt University, Berlin.
1993 – 1994 Wissenschaftlicher Mitarbeiter,
Goethe University, Frankfurt.
1990 – 1992 Teaching Assistant, Goethe University, Frankfurt.

Awards and Grants

2025 Leibniz Competition, Prosocial, (€999,929, joint with Mark Andor,
Maja Adena and others), Principal Investigator.
2018 German Research Foundation (DFG), Cluster of Excellence
“Contestations of the Liberal Script” (SCRIPTS), Associate
Investigator.
2018 Red Dot: Best of the Best Award for *double-shift.org*.
2018 iF Design Award for *double-shift.org*.

- 2017 W³ Award (Gold Winner Visual Appeal/Aesthetics and Silver Winner Science) for *double-shift.org*.
- 2017 German Design Award (Excellent communication design/Web for *double-shift.org*).
- 2017 German Research Foundation (DFG), CRC TRR 190 “Rationality and Competition”, Principal Investigator.
- 2015 Leibniz Competition, Berlin Economics Research Associates (BERA) Program (€731,153, joint with Marcel Fratzscher, Georg Weizsäcker, Radosveta Ivanova-Stenzel, Mathias Trabandt, Christian Traxler and Paul Heidhues).
- 2015 Leibniz Competition, Berlin Centre for Consumer Policies (BCCP), Leibniz Science Campus (€638,000 with Tomaso Duso).
- 2006 Economic and Social Research Council, Trust and competition (£79,750).
- 2004 Philip Leverhulme Prize (£50,000).
- 2004 Economic and Social Research Council, Centre for Economic Learning and Social Evolution 2005-2010 (ca. £2,900,000, joint with Mark Armstrong, Tilman Börgers, Celia Heyes, David Shanks, and Rob Seymour).
- 2003 Economic and Social Research Council, Quantitative methods for behavioural mechanism design (£148,876, joint with Tilman Börgers and Hide Ichimura).
- 2002 Leverhulme Trust, Social learning: An experimental approach (£96,460).
- 2001 Nuffield Foundation, The impact of deferred compensation on workplace incentives: An experimental investigation into multi-period labour markets (£4,550, joint with Andrew Seltzer).
- 2000 St. Gallen Grundlagenforschungsfonds, Customer Markets (approx. £12,000, joint with Jean-Robert Tyran).
- 2000 Russell Sage Foundation, Trustworthiness and institutions: A theoretical and experimental analysis (\$78,820, joint with Iris Bohnet).
- 1999 Deutsche Forschungsgemeinschaft, Experiments and Evolution.
- 1998 Deutsche Forschungsgemeinschaft, Research Scholarship.
- 1990 Friedrich-Ebert-Stiftung, Scholarship.

Editorial Positions

- Since 2020 Joint Managing Editor, *Economic Journal*
- Since 2014 Associate Editor, *Journal of the Economic Science Association*
- Since 2013 Associate Editor, *Review of Behavioral Economics*
- Since 2007 Associate Editor, *Experimental Economics*
- Since 2007 Associate Editor, *Economics of Governance*
- 2024 – 2025 Guest Editor. *European Economic Review*, Special Issue in Memory of Nora Szech
- 2020 – 2021 Guest Editor, *Frontiers in Psychology*, Collection: Honesty and Moral Behavior in Economic Games
- 2008 – 2023 Advisory Editor, *Games and Economic Behavior*

- 2018 – 2020 Co-Editor, *European Economic Review*
- 2012 – 2017 Associate Editor, *European Economic Review*
- 2005 – 2013 Editorial Board Member, *Review of Economic Studies*
- 2007 – 2012 Associate Editor, *Journal of the European Economic Association*
- 2005 – 2012 Associate Editor, *Journal of Economic Behavior and Organization*

Selected other Professional Activities

- Since 2021 Member of the Scientific Council of the Institute for Advanced Study in Toulouse (IAST).
- Since 2016 Member of the Scientific Advisory Board of the Faculty of Business, Economics, and Statistics at the University of Vienna.
- Since 2015 Co-Organizer of the WZB Conference Series “Recent Advances in the Economics of Philanthropy”.
- 2015 – 2023 Member of the BERA (Berlin Economics Research Associates) Supervisory Board and Member of the BDPEMS (Berlin Doctoral Program in Economics and Management Science) Scientific Board.
- 2015 – 2020 Member of the BCCP (Berlin Centre for Consumer Policies) Board of Directors.
- 2007 – 2018 Organizer of a Conference Series on Economics and the Humanities (2007 “Rationality in Drama and Fiction” at UCL, 2009 “Counterfactuals in Drama, Fiction, and History” at UCL, 2010 “Game Theory and Opera” at UCL, 2011 “Interpretation in the Arts and in Economics: Exploring the Anglo-German Divide” at WZB, 2012 “Change in Economy and Arts” at WZB, 2014 Conference “TV, Economics, & Society” at WZB, 2018 “TV, Economics and Society II – Stories for Our Time”).
- 2017 – 2018 Lead Program Member for Behavioral and Experimental Economics for the EEA meetings.
- 2009–2012 Member of the Executive Committee of the Economic Science Association.
- 2010 Member of the Programme Committee for the Space and Economy Symposium in Toulouse.
- 2005–2007 Co-organizer of the London Conferences on Laboratory Economics and the Field (LEaF 2005, 2006, 2007).
- 2005 Member of the Local Organizing Committee of the 2005 Econometric Society World Congress.
- 2004–2005 Member of the Programme Committee for the EEA Meetings.

Selected Invited Lectures

- 2021 Keynote Lecture at the Innsbruck Winter Summit on (Un)Ethical Behavior in Markets
- 2016 Keynote Lecture at the 11th Australia New Zealand Workshop on Experimental Economics in Brisbane.
- 2012 Opening Lecture Denkfabrik: Musik und Kommunikation in Graz.
- 2012 Beesley Lecture on Behavioural Economics, Competition and Regulation in London.

- 2012 Keynote Presentation at the OECD Competition Committee's Hearing on Competition and Behavioral Economics.
- 2011 Keynote Lecture at the Nordic Conference on Behavioral and Experimental Economics in Lund.
- 2010 Keynote Lecture at the Vienna Competition Conference.
- 2009 Keynote Lecture at the TIBER Symposium in Tilburg.
- 2007 Keynote Lecture at the International Meeting on Experimental and Behavioral Economics in Malaga.
- 2004 Invited Session at the EEA Meeting in Madrid.

Knowledge Transfer Activities

Various behavioural and experimental projects for the Office of Fair Trading, Ofcom, DG SANCO, and the FCA.

Advisory work on fundraising for the Royal Opera House (Covent Garden), the Bavarian State Opera, Semper Opera (Dresden), the Frankfurt Opera House, and the Berlin State Opera.

Publications

Books and Multimedia

Handel's Steckenpferd: An Anglo–German Dialogue, WZB-EOC Schriften, Vol. 4, Berlin: WZB 2021 (with Peter Jonas).

Nicht–Orte der Fleischindustrie. Fakten und Hintergründe zum Schlachten in Deutschland, WZB-EOC Schriften, Vol. 3, Berlin: WZB 2018 (with Amanda Coulson-Drasner, Paula Ellguth, Marjam Fels, Jana Friedrichsen, and Jana Hamdan).

double-shift.org. A Multimedia Documentary, 2017 (with Philipp Albert, Paula Ellguth, Marjam Fels, and Heike Harmgart).

Double Shift. Education for Syrian Refugee Children in Jordan, WZB-EOC Schriften, Vol. 2, Berlin: WZB 2016 (with Paula Ellguth, Marjam Fels, Philipp Albert and Heike Harmgart, published in English and German).

Fleisch und Farbe, WZB-EOC Schriften, Vol. 1, Berlin: WZB 2016 (with Anna Becker, Julia Schubert and Nora Szech).

Advances in Understanding Strategic Behaviour: Game Theory, Experiments, and Bounded Rationality: Essays in Honour of Werner Güth (ed.), Basingstoke: Palgrave 2004.

Ultimatum Bargaining and Beyond: From Behavioral Regularities to Evolutionarily Stable Preferences, Aachen: Shaker 1997.

Gleichgewichte in neokeynesianischen Marktmodellen: Eine spieltheoretische Untersuchung, Bergisch-Gladbach/Köln: Eul 1993.

Articles in Refereed Journals

Political salience, endogenous bandwagoning, and regime resilience, *Games and Economic Behavior*, 2025, Vol. 154, 79–96 (with Macartan Humphreys and Sebastian Schweighofer-Kodritsch).

Gratitude in fundraising: Do ‘thank you in advance’ and handwritten thank you notes impact fundraising success?, *Experimental Economics*, 2025, First View, doi.org/10.1017/eec.2025.10033 (with Maja Adena and Levent Neyse).

More effort with less pay: On information avoidance, optimistic beliefs and performance, *European Economic Review*, 2025, Vol. 174, 104965 (with Nora Szech and Lukas Wenner).

Motivated Political Reasoning: On the Emergence of Belief-Value Constellations, *European Economic Review*, 2025, Vol. 172, 104929 (with Kai Barron and Anna Becker).

Everyday Econometricians: Selection Neglect and Overoptimism When Learning from Others, *American Economic Journal: Microeconomics*, 2024, Vol. 16, 162-198 (with Kai Barron and Philippe Jehiel).

Social learning with partial and aggregate information: Experimental evidence, *Games and Economic Behavior*, 2024, Vol. 146, 292-307 (with Elisa Cavatorta and Antonio Guarino).

Support for a right-wing populist party and subjective well-being: Experimental and survey evidence from Germany, *PLoS ONE*, 2024, Vol. 19, doi.org/10.1371/journal.pone.0303133 (with Maja Adena).

Charitable giving by the poor: A field experiment in Kyrgyzstan, *Management Science*, 2024, Vol. 70, 633-646 (with Maja Adena and Rustamdjan Hakimov).

How Trump triumphed: Multi-candidate primaries with buffoons, *European Economic Review*, 2023, Vol. 157, 104506 (with Micael Castanheira, Johannes Leutgeb and Andrew Schotter).

Learning through period and physical time, *Games and Economic Behavior*, 2023, Vol. 114, 21-29 (with Teresa Backhaus, Johannes Leutgeb and Ryan Oprea).

Discrimination, narratives, and family history: An experiment with Jordanian host and Syrian refugee children, *Review of Economics and Statistics*, 2023, Vol. 105, 1008-1016 (with Kai Barron, Heike Harmgart, Sebastian Schneider and Matthias Sutter).

Voluntary 'donations' versus reward-oriented 'contributions': Two experiments on framing in funding mechanisms, *Experimental Economics*, 2022, Vol. 25, 1399-1417 (with Maja Adena).

Personalized fundraising: A field experiment on threshold matching of donations, *Journal of Economic Behavior & Organization*, 2022, Vol. 200, 1-20 (with Maja Adena).

Editorial: Honesty and moral behavior in economic games, *Frontiers in Psychology*, 2021, doi.org/10.3389/fpsyg.2021.769856 (with Agne Kajackaite and Nora Szech).

The standard portfolio choice problem in Germany, *Economic Journal*, 2021, Vol. 131, 2413-2446 (with Christoph Breunig, Tobias Schmidt, and Georg Weizsäcker).

Online fundraising, self-image, and the long-term impact of ask avoidance, *Management Science*, 2020, Vol. 66, 722-743 (with Maja Adena).

Games played through agents in the laboratory: A test of Prat & Rustichini's model, *Games and Economic Behavior*, 2020, Vol. 119, 30-55 (with Ludwig Ensthaler and Johannes Leutgeb).

Giving once, giving twice. A two-period field experiment on intertemporal crowding in charitable giving, *Journal of Public Economics*, 2019, Vol. 172, 127-134 (with Maja Adena).

Imitation of peers in children and adults, *Games*, 2018, Vol. 9 (1), Article No. 11, 1-15 (with Jose Apesteguia, Jörg Oechssler, Elke Weidenholzer, and Simon Weidenholzer).

Testing consumer theory: Evidence from a natural field experiment, *Journal of the Economic Science Association*, 2017, Vol. 3, 89-108 (with Maja Adena and Imran Rasul).

A note on charitable giving by corporates and aristocrats: Evidence from a field experiment, *Journal of Behavioral and Experimental Economics (Special Issue on Experiments on Charitable Giving)*, 2017, Vol. 66, 104-111 (with Vittorio Bassi and Imran Rasul).

Payoff information hampers the evolution of cooperation, *Nature Communications*, 2017, Vol. 8, Article No. 15147, 1-5 (with Johannes Leutgeb and Ryan Oprea).

Matching donations without crowding out? Some theoretical considerations, a field, and a lab experiment, *Journal of Public Economics*, 2017, Vol. 148, 32-42 (with Maja Adena).

Public statistics and private experience: Varying feedback information in a take-or-pass game, *German Economic Review (Special Issue in Honor of Reinhard Selten's 85th Birthday)*, 2016, Vol. 17, 359-377 (with David Danz and Philippe Jehiel).

Medical insurance and free choice of physician shape patient overtreatment. A laboratory experiment, *Journal of Economic Behavior & Organization (Special Issue on the Experimental Economics of Healthcare)*, 2016, Vol. 131B, 78-105 (with Gabriele Lünser, Florian Spitzer and Jean-Robert Tyran).

Price competition and reputation in markets for experience goods: An experimental study, *RAND Journal of Economics*, 2016, Vol. 47, 99-117 (with Gabriele Lünser and Jean-Robert Tyran).

Who knows it is a game? On strategic awareness and cognitive ability, *Experimental Economics*, 2015, Vol. 18, 1-14 (with Dietmar Fehr).

From imitation to collusion: Long-run learning in a low-information environment, *Journal of Economic Theory*, 2015, Vol. 155, 185-205 (with Dan Friedman, Ryan Oprea, and Simon Weidenholzer).

Comparing charitable fundraising schemes: Evidence from a natural field experiment and a structural model, *American Economic Journal: Economic Policy*, 2015, Vol. 7, Iss. 2, 326-369 (with Imran Rasul and Andrew Shephard).

Charitable giving and non-binding contribution-level suggestions: Evidence from a field experiment, *Review of Behavioral Economics*, 2014, Vol. 1, 275-293 (with Maja Adena and Imran Rasul).

'Though this be madness, yet there is method in't': A counterfactual analysis of Richard Wagner's 'Tannhäuser', *Music & Letters*, 2014, Vol. 95, 584-602 (with Ilias Chrissochoidis, Heike Harmgart and Wieland Müller).

Beliefs and actions in the trust game: Creating instrumental variables to estimate the causal effect. *Games and Economic Behavior*, 2014, Vol. 88, 298-309 (with Miguel A. Costa Gomes and Georg Weizsäcker).

A note on empathy in games, *Journal of Economic Behavior & Organization (Special Issue Institutions, Games, and Experiments in Honor of Werner Güth)*, 2014, Vol. 108, 383-388 (with Jan Grohn and Justin Valasek).

Automatic imitation in a strategic context: Players of Rock-Paper-Scissors imitate opponents' gestures, *Proceedings of the Royal Society B: Biological Sciences*, 2012, Vol. 279, 780-786 (with Geoffrey Bird, Richard Cook, Cecilia Heyes, and Gabriele Lünser).

Fundraising on the internet, *Kyklos*, 2012, Vol. 65, 18-30 (with Martin Bøg, Heike Harmgart, and Abra Marie Jeffers).

Social norms and economic incentives in firms, *Journal of Economic Behavior & Organization*, 2012, Vol. 83, 173-185 (with Dorothea Kübler and Jörgen Weibull).

Competition fosters trust, *Games and Economic Behavior*, 2012, Vol. 76, 195-209 (with Gabriele K. Lünser and Jean-Robert Tyran).

Allais for all: Revisiting the paradox in a large representative sample, *Journal of Risk and Uncertainty*, 2012, Vol. 44, 261-293 (with Wieland Müller).

Aggregate information cascades, *Games and Economic Behavior*, 2011, Vol. 73, 167-185 (with Antonio Guarino and Heike Harmgart).

No-trade in the laboratory, *B.E. Journal of Theoretical Economics (Advances)*, 2011, Vol. 11, Iss. 1, Article 9 (with Marco Angrisani, Antonio Guarino and Nathan Larson).

Elsa's reason: On beliefs and motives in Wagner's *Lohengrin*, *Cambridge Opera Journal*, 2011, Vol. 22, 65-91 (with Ilias Chrissochoidis).

Feedback spillover and analogy-based expectations: A multi-game experiment, *Games and Economic Behavior*, 2011, Vol. 71, 351-365 (with Philippe Jehiel and Tom Rutter).

Matched fundraising: Evidence from a natural field experiment, *Journal of Public Economics*, 2011, Vol. 95, 351-362 (with Imran Rasul).

Deferred compensation in multi-period labor contracts: An experimental test of Lazear's Model, *American Economic Review*, 2011, Vol. 101, 819-843 (with Andrew Seltzer and Brian Wallace).

Transaction costs in charitable giving: Evidence from two field experiments, *B.E. Journal of Economic Analysis & Policy (Advances)*, 2010, Vol. 10, Iss. 1, Art. 31 (with Imran Rasul).

Imitation and the evolution of Walrasian behavior: Theoretically fragile but behaviorally robust, *Journal of Economic Theory*, 2010, Vol. 145, 1603-1617 (with Jose Apesteguia, Jörg Oechssler, and Simon Weidenholzer).

Behavioral economics as applied to firms: A primer, *Competition Policy International*, 2010, Vol. 6, 3-45 (with Mark Armstrong).

Consumer networks and firm reputation: A first experimental investigation, *Economics Letters*, 2010, Vol. 108, 242-244 (with Gabriele Lünser and Jean-Robert Tyran).

Group reputations: An experimental foray, *Journal of Economic Behavior & Organization*, 2010, Vol. 73, 153-157 (with Gabriele Lünser).

Dogville or an illustration of some properties of general equilibrium, *The Economists' Voice*, 2009, Vol. 6, Iss. 1, Art. 4 (with Heike Harmgart).

The miracle as a randomization device: A lesson from Richard Wagner's romantic opera *Tannhäuser und der Sängerkrieg auf Wartburg*, *Economics Letters*, 2009, Vol. 102, 33-35 (with Heike Harmgart and Wieland Müller).

Strategien der Erlösung: Über Aspekte der Rationalität in Richard Wagners *Tannhäuser*, *Wagnerspectrum*, 2007, No. 1/07, 93-107 (with Heike Harmgart and Wieland Müller).

Imitation: Theory and experimental evidence, *Journal of Economic Theory*, 2007, Vol. 136, 217-235 (with Jose Apesteguia and Jörg Oechssler).

The merger paradox and why aspiration levels let it fail in the laboratory, *Economic Journal*, 2007, Vol. 117, 1073-1095 (with Kai Konrad, Wieland Müller, and Hans-Theo Normann).

The dynamics of neighbourhood watch and norm enforcement, *Economic Journal*, 2007, Vol. 117, 270-286 (with Michael Kosfeld).

Reciprocity, social ties, and competition in markets for experience goods, *Journal of Socio-Economics*, 2007, Vol. 36, 191-203 (with Jean-Robert Tyran).

Averting economic collapse and the solipsism bias, *Games and Economic Behavior*, 2006, Vol. 57, 264-285 (with Antonio Guarino and Thomas D. Jeitschko).

Spatial voting with endogenous timing, *Journal of Institutional and Theoretical Economics*, 2006, Vol. 162, 557-570 (with Vicki Knoblauch and Wieland Müller).

Endogenous leadership in teams, *Journal of Institutional and Theoretical Economics*, 2006, Vol. 162, 253-261 (with Pedro Rey Biel).

Learning trust, *Journal of the European Economic Association*, 2005, Vol. 3, 322-329 (with Iris Bohnet, Heike Harmgart, and Jean-Robert Tyran).

Learning to like what you have: Explaining the endowment effect, *Economic Journal*, 2005, Vol. 115, 689-702 (with Georg Kirchsteiger and Jörg Oechssler).

GLAD: A simple adaptive strategy that yields cooperation in dilemma games, *Physica D: Nonlinear Phenomena*, 2005, Vol. 200, 133-138 (with Hans-Theo Normann and Jörg Oechssler).

Burning money and (pseudo) first-mover advantages: An experimental study on forward induction, *Games and Economic Behavior*, 2005, Vol. 51, 109-127 (with Wieland Müller).

Moral cost, commitment, and committee size, *Journal of Institutional and Theoretical Economics*, 2005, Vol. 161, 575-588 (with Kai Konrad).

Profitable horizontal mergers without cost advantages: The role of internal organization, information, and market structure, *Economica*, 2004, Vol. 71, 575-587 (with Kai Konrad and Wieland Müller).

Players with limited memory, *Contributions to Theoretical Economics*, 2004, Vol. 4, Iss. 1, Art. 6. (with Rajiv Sarin).

Repetition and reputation: Implications for trust and trustworthiness when institutions change, *American Economic Review, Papers and Proceedings*, 2004, Vol. 94, 362-366 (with Iris Bohnet).

Playing Cournot although they shouldn't: Endogenous timing in duopoly with asymmetric cost, *Economic Theory*, 2004, Vol. 25, 669-677 (with Miguel A. Fonseca and Hans-Theo Normann).

Strategic delegation in experimental markets, *International Journal of Industrial Organization*, 2004, Vol. 22, 561-574 (Wieland Müller and Hans-Theo Normann).

Merger profitability and trade policy, *Scandinavian Journal of Economics*, 2004, Vol. 106, 107-122 (with Kai Konrad).

Through trial & error to collusion, *International Economic Review*, 2004, Vol. 45, 205-224 (with Hans-Theo Normann and Jörg Oechssler).

Two are few and four are many: Number effects in experimental oligopoly, *Journal of Economic Behavior and Organization*, 2004, Vol. 53, 435-446 (with Hans-Theo Normann and Jörg Oechssler).

On the profitability of collusion in location games, *Journal of Urban Economics*, 2003, Vol. 54, 499-510 (with Vicki Knoblauch and Wieland Müller).

Strategic trade policy and the home bias in firm ownership structure, *Japan and the World Economy*, 2003, Vol. 15, 299-305 (with Kai Konrad).

Could the Florida election disaster have been avoided by competition among polling stations?, *Public Choice*, 2003, Vol. 115, 477-484 (with Heike Harmgart).

Zero-knowledge cooperation in dilemma games, *Journal of Theoretical Biology*, 2003, Vol. 220, 47-54 (with Hans-Theo Normann and Jörg Oechssler).

Merger and collusion in contests, *Journal of Institutional and Theoretical Economics*, 2002, Vol. 158, 563-575 (with Kai Konrad and Wieland Müller).

Absent-minded drivers in the lab: Testing Gilboa's model, *International Game Theory Review*, 2002, Vol. 4, 435-448 (with Wieland Müller).

Stability of the Cournot process: Experimental evidence, *International Journal of Game Theory*, 2002, Vol. 31, 123-136 (with Hans-Theo Normann and Jörg Oechssler).

The East End, the West End, and King's Cross: On clustering in the four-player Hotelling game, *Economic Inquiry*, 2002, Vol. 40, 231-240 (with Wieland Müller and Nick Vriend).

Reciprocal strategies and aspiration levels in a Cournot-Stackelberg experiment, *Economics Bulletin*, 2002, Vol. 3 no. 3, 1-7 (with Brian Wallace).

To commit or not to commit: Endogenous timing in experimental duopoly markets, *Games and Economic Behavior*, 2002, Vol. 38, 240-264 (with Wieland Müller and Hans-Theo Normann).

Do players correctly estimate what others do? Evidence on conservatism in beliefs, *Journal of Economic Behavior and Organization*, 2002, Vol. 47, 71-85 (with Georg Weizsäcker).

Big fish eat small fish: On merger in Stackelberg markets, *Economics Letters*, 2001, Vol. 73, 213-217 (with Kai Konrad and Wieland Müller).

The relevance of equal splits in ultimatum games, *Games and Economic Behavior*, 2001, Vol. 37, 161-169 (with Werner Güth and Wieland Müller).

Stackelberg beats Cournot: On collusion and efficiency in experimental markets, *Economic Journal*, 2001, Vol. 111, 749-766 (with Wieland Müller and Hans-Theo Normann).

More order with less law: On contract enforcement, trust, and crowding, *American Political Science Review*, 2001, Vol. 95, 131-144 (with Iris Bohnet and Bruno S. Frey).

Market volatility and inequality in earnings: Experimental evidence, *Economics Letters*, 2001, Vol. 70, 363-368 (with Hans-Theo Normann and Jörg Oechssler).

Divisionalization in contests, *Economics Letters*, 2001, Vol. 70, 89-93 (with Kai A. Konrad and Wieland Müller).

Informational cascades in the laboratory: Do they occur for the right reasons?, *Journal of Economic Psychology*, 2000, Vol. 21, 661-671 (with Jörg Oechssler).

Social pressure, uncertainty, and cooperation, *Economics of Governance*, 2000, Vol. 1, 199-212 (with Dorothea Kübler).

Perfect vs. imperfect observability: An experimental test of Bagwell's result, *Games and Economic Behavior*, 2000, Vol. 31, 174-190 (with Wieland Müller).

Why the rich are nastier than the poor: A note on the distribution of wealth when individuals care for payoff differentials, *Kyklos*, 2000, Vol. 53, 153-160 (with Wieland Müller).

Does information about competitors' actions increase or decrease competition in experimental oligopoly markets?, *International Journal of Industrial Organization*, 2000, Vol. 18, 39-57 (with Hans-Theo Normann and Jörg Oechssler).

Risk, complexity, and deviations from expected-value maximization, *Journal of Economic Psychology*, 1999, Vol. 20, 699-715 (with Georg Weizsäcker).

The indirect evolutionary approach to explaining fair allocations, *Games and Economic Behavior*, 1999, Vol. 28, 13-24 (with Jörg Oechssler).

Responder behavior in ultimatum offer games with incomplete information, *Journal of Economic Psychology*, 1999, Vol. 20, 183-206.

Learning in Cournot oligopoly: An experiment, *Economic Journal*, 1999, Vol. 109, C80-C95 (with Hans-Theo Normann and Jörg Oechssler).

Informational cascades with continuous action spaces, *Economics Letters*, 1998, Vol. 60, 163-166 (with Jörg Oechssler).

Trust, treason, and trials: An example of how the evolution of preferences can be driven by legal institutions, *Journal of Law, Economics, & Organization*, 1998, Vol. 14, 44-60.

The limitations of the positional order effect, *Journal of Economic Behavior and Organization*, 1998, Vol. 34, 313-325 (with Werner Güth and Amnon Rapoport).

Institutions and preferences: An evolutionary perspective, *Journal of Institutional and Theoretical Economics*, 1997, Vol. 153, 771-779.

A new justification of monopolistic competition, *Economics Letters*, 1997, Vol. 57, 177-182 (with Werner Güth).

From ultimatum bargaining to dictatorship: An experimental study of four games varying in the degree of veto power, *Metroeconomica*, 1997, Vol. 48, 262-279 (with Werner Güth).

Rationing and rationality, *European Journal of Political Economy*, 1996, Vol. 12, 641-669.

Two-level ultimatum bargaining with incomplete information, *Economic Journal*, 1996, Vol. 106, 593-604 (with Werner Güth and Peter Ockenfels).

Other Articles

Herr Ober, zahlen bitte! Ein Dialog, in: *WZB Mitteilungen*, 2025, No. 190, 37-40, (mit Paul Fröhling), available online at: <https://bibliothek.wzb.eu/artikel/2025/f-27355.pdf>.

Es ist kompliziert, in: *WZB Mitteilungen*, 2025, No. 187, 51-53, available online at: <https://bibliothek.wzb.eu/artikel/2025/f-26854.pdf>.

Die Veränderung der Veränderung, in: *WZB Mitteilungen*, 2025, No. 187, online edition: <https://www.wzb.eu/de/artikel/die-veraenderung-der-veraenderung>.

Nicht rekordverdächtig: In Sachen Inklusion liegt Deutschland weit hinten, in: *WZB Mitteilungen*, 2024, No. 186, 51-53, available online at: <https://bibliothek.wzb.eu/artikel/2025/f-26854.pdf>.

Mehr Glück und Zufall in die Schulen! Nicht nur Übung macht den Meister, in: *Der Tagesspiegel*, 25.8.2023, 12, (with Tom Felix Jöhnk), available online at: <https://shorturl.at/nqI25>.

Der Preis der Sicherheit, in: *WZB Mitteilungen*, 2022, No. 178, 28-31 (with Jan Stöß), available online at: <https://bibliothek.wzb.eu/artikel/2023/f-25757.pdf>.

Angst, Interessen und Moral. In der ökonomischen Theorie geht es öfter um die Wahrheit, als wir wahrhaben wollen, in: *WZB Mitteilungen*, 2022, No. 178, 43-45, available online at: <https://bibliothek.wzb.eu/artikel/2022/f-25176.pdf>.

Auch die relativen Preise ändern sich, in: *Krieg in Europa: Ursachen und Folgen*, 20.4.2022, available online at: <https://bit.ly/3c8iKMD>.

Entscheidung, Krieg und Identität oder wie das Entscheiden ganz einfach wird, in: *Krieg in Europa: Ursachen und Folgen*, 15.3.2022, available online at: <https://bit.ly/3NYFI68>.

„Ich durfte nicht scheitern“ Ein Dialog über unterschiedliche Wege zur Professur, in: *WZB Mitteilungen*, 2021, No. 173, 37–40 (with Jutta Allmendinger), available online at: <https://bibliothek.wzb.eu/artikel/2021/f-24203.pdf>.

Für eine Neuaufstellung der Sozialwissenschaften in Zeiten der Krise, in: *Corona und die gesellschaftlichen Folgen – Schlaglichter aus der WZB-Forschung*, 1 April 2021 (with Michael Zürn), available online at <http://hdl.handle.net/10419/233027>.

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