

CURRICULUM VITAE

Dorothea Kübler

February 2024

General

WZB Berlin Social Science Center
Reichpietschufer 50
D-10785 Berlin
Germany

Faculty of Economics and Management
Technische Universität Berlin
Straße des 17. Juni 135
D-10623 Berlin
Germany

E-Mail dorothea.kuebler@wzb.eu
Tel. +49 30 25491 440
Fax +49 30 25491 442

Born 10th January 1966 in Tübingen, Germany
Two children born in 2000 and 2005

Research Interests

Behavioral and Experimental Economics, Game Theory, Market Design, Matching Markets, Labor and Organization Economics, Economics of Education

Current Academic Positions

since 2009 Director of the Research Unit "Market Behavior", WZB Berlin Social Science Center
since 2004 Full Professor of Economics, Technische Universität Berlin

Education

2003 Habilitation and venia legendi in Economics, Humboldt-Universität zu Berlin
1997 Dr.rer.pol., Humboldt-Universität zu Berlin and RTG in Applied Microeconomics
1992 Diplom in Economics (VWL), Freie Universität Berlin
1989 Vordiplom in Economics, Magisterzwischenprüfung in Philosophy, University of Konstanz
1985 – 1986 College of Arts and Sciences, University of Pennsylvania, Philadelphia
(Economics, Philosophy, Social Anthropology, Russian)

Previous Academic Positions, Extended Research Visits, and Memberships

- Since 2020 CESifo Research Fellow
- Sep 2021 – Mar 2022 Visiting Researcher, Economics Department, New York University
- Aug 2016 – Feb 2017 Visiting Professor, Economics Department, Stanford University
- Sep 2008 – Feb 2009 Visiting Fellow at ELSE, University College London
- 2004 Associate Professor, Faculty of Economics and Management, Technische Universität Berlin
- Sep 2001 – May 2002 Visiting Scholar, Harvard Business School
- April 2000 – Dec 2003 Post-doctoral Fellow, Humboldt-Universität zu Berlin
- Sep 1999 – March 2000 Visiting Scholar at Kennedy School, Harvard University, Cambridge
- Sep 1997 – Aug 1998 Research Fellow, University of California, Berkeley
- 1992 – 1997 Assistant, Humboldt-Universität zu Berlin, Institute for Economic Theory I (Prof. Elmar Wolfstetter)
- May 1989 – Sep 1989 Internship in the Ministry of Finance in Kigali, Ruanda, and in the Ministry of Planning in Bujumbura, Burundi (economic advisors funded by the GTZ – German development organization)

Research Grants, Scholarships, Honorary Memberships, and Prizes

- 2023 Prize of the Berlin-Brandenburg Academy of Sciences (BBAW)
- since 2023 Member of the Council of the Game Theory Society
- 2022 Honorary Editor at the *Journal of Economic Behavior and Organization*
- since 2021 Principal investigator of the project “Economic Insights: Transfer and Capacity Building (BSE Insights)” with Peter Haan, DIW (SAW project, Leibniz Association)
- 2020 Schader Prize
- since 2019 Principal investigator of the Cluster of Excellence “Contestations of the Liberal Script (SCRIPTS)”
- 2018 - 2023 Principal investigator of the research project “Market Design by Public Authorities” with Vitali Gretschko, ZEW Mannheim (SAW project, Leibniz Association)
- since 2017 Principal investigator of the research project “Education Decisions, Market Design, and Student Outcomes” (CRC TRR 190 “Rationality and Competition”) with Ludger Woessmann, DFG (German Research Foundation)
- 2015 - 2018 Principal investigator of the research project “The Further-Deferred Acceptance: Preference Formation and Peer Effects in University Admissions” with Yinghua He (Toulouse School of Economics), DFG (German Research Foundation) and ANR (Agence Nationale de la Recherche)
- 2012 - 2015 Principal investigator of the research project “Strategic interaction and incentives for sustainable economic activity” (CRC 1026 “Sustainable Manufacturing”), DFG (German Research Foundation)
- 2011 - 2016 Principal investigator of the RTG 1659 "Interdependencies in the regulation of markets", DFG (German Research Foundation)

- 2005 - 2016 Principal investigator of the research project “Strategic uncertainty in experimental games” (CRC 649 “Economic Risk”), DFG (German Research Foundation)
- May 1999 Research scholarship, Norwegian Research Council (NFR-Ruhrgas)
- Sep. 1998 – March 2000 Research scholarship (Habilitationsstipendium), Humboldt-Universität zu Berlin
- Sep. 1997 – Aug. 1998 Post-doc scholarship of the DAAD (Federal German Academic Exchange Program)
- Summer 1993, 1994, 1996 Scholarship of the DFG (German Science Foundation) for the International Summer Schools in Wallerfangen and Oberwesel
- March 1995 Research scholarship, Norwegian Research Council (NFR-Ruhrgas)
- 1985 – 1992 Stipend of the Studienstiftung des deutschen Volkes (German Academic Scholarship Foundation)

Knowledge Transfer

- since 2021 Member of the Board of Academic Advisors of the Federal Ministry for Economic Affairs and Climate Action BMWK (vice chair since 2023)
- 2021 Berlin-Brandenburgische Akademie der Wissenschaften und Charité Berlin Symposium „Medizin und Politik“ (Panelist)
- Co-Author of the Leopoldina Stellungnahme „Ökonomische Konsequenzen der Coronavirus-Pandemie. Diagnosen und Handlungsoptionen“
- „Die Widerstandsfähigkeit von Wirtschaft und Gesellschaft gegen Krisen“ (Panelist), Evangelische Akademie Frankfurt
- 2020 Lecture “Märkte ohne Geld” at Leibniz Kolleg Tübingen
- Public lecture „Rationalität und Märkte“, University of Mannheim
- 2018 Presentation at the German Federal Ministry of Labour and Social Affairs on “Behavioural Economics: Advances and Applications”
- Exkurs - Public Lecture organized by the German Science Foundation (DFG), “Studienplätze, Spendernieren, Lebenspartner: Wie funktionieren nicht-kommerzielle Märkte?”, Bavarian State Library Munich
- Comment on “Data-Driven Services, Online Advertisement, and Privacy” at the E.CA Competition Law & Economics Expert Forum, ESMT Berlin
- Presentation at the art exhibition and conference “Watch your Bubble”, Berlin School of Mind and Brain and Einstein Stiftung Berlin
- 2017 Panel discussant at the conference “Paradoxes of consumer behaviour”, German Ministry of Justice
- 2014 Consultant for the re-design of the online system for allocating time slots at German consulates, German Foreign Ministry
- 2014 Presentation at the CPDP Conference (invited by the JRC_IPTS of the European Commission), Panel on “Nudging internet citizens: Lessons from behavioral studies on online privacy”
- 2013 World Bank Workshop in preparation of the World Development Report 2015 “Mind and Culture” on Behavioral Economics

- since 2012 Cooperation with Stiftung für Hochschulzulassung
(German centralized clearinghouse for university admissions)
- 2012 Invited lecture for members of workers' councils, Bamberg
- 2012 "Nobel prize lecture" on Al Roth and Lloyd Shapley at Humboldt-Universität zu Berlin
for the general public

Academic Service

- since 2021 Member of the International Commission of the Elite Network of Bavaria
- since 2020 Vice President Europe of the Economic Science Association (ESA)
- since 2019 Member of the Academic Advisory Board of the Wissenschaftskolleg zu Berlin
- since 2019 Member of the Tenure Board, Humboldt University Berlin
- 2017 – 2021 Member of the Senate of the DFG (German Research Foundation)
- 2017 – 2020 Equal Opportunities Officer, Verein für Socialpolitik
- since 2015 Vice chair of the Executive Board of the Einstein Stiftung Berlin
- 2014 External Rapporteur for the Max Planck Society
(Evaluation of the Human Sciences Section, Research Field 3)
- since 2014 Member of the Prize Committee of the A.SK Social Science Award (chair since 2017)
- 2010 - 2019 Founding member and member of the executive committee of the European network
"Matching in Practice"
- 2013 - 2017 Vice chair of the Scientific Advisory Board of Potsdam Institut für
Klimafolgenforschung (PIK)
- 2013 – 2016 Member of the Executive Board of the Economic Science Association (ESA)
- 2011 - 2016 Member of the Review Board for Economics (Fachkollegium 112), DFG (German
Research Foundation)
- 2011 - 2014 Member of the Board (Erweiterter Vorstand) of the Verein für Socialpolitik
(German Economic Association)
- 2003 - 2014 Member of the Board and Co-founder of the BDPEMS
(Berlin Doctoral Program in Economics and Management Science)
- 2007 – 2009 Member of the Advisory Board, WZB Berlin Social Science Center
- 2006 – 2009 Member of the Board of Trustees, DIW Berlin
- 2006 – 2011 Member of the Selection Committee of the Heinrich-Böll-Stiftung
- 2006 - 2010 Member of the Selection Committee of the Studienstiftung des deutschen Volkes

Editorial Service

- since 2023 Department editor of *Management Science*
- since 2020 Associate editor of *Games and Economic Behavior*
- 2018 – 2023 Associate editor of *Management Science*
- 2017 - 2020 Member of the editorial board of *Social Sciences*
- 2014 – 2020 Associate editor of the *Journal of Economic Behavior and Organization*
- since 2010 Member of the Advisory Board (since 2014 of the Editorial Board) of the Berlin Journal
for Sociology *Leviathan*
- 2000 – 2007 Book review editor of the *Journal of Institutional and Theoretical Economics*

Other Academic Duties

- 2020 & 2021 Co-organizer of the ESA Job Market Seminar Series Europe (virtual)
- 2020 Member of the committee for the Decision Analysis Society (DAS) Best Publication Award
- Organizer of the Core Conference on “Gender Economics” at the Annual Meeting of the Verein für Socialpolitik
- 2018 Member of the Program Committee of the ESA World Meeting, Berlin
Member of the Program Committee of the EEA (European Economic Association)
- 2017-2023 Liaison professor (Vertrauensdozentin) of the German Academic Scholarship Foundation (Studienstiftung des deutschen Volkes)
- 2014/16/17 Member of the Program Committee for ESEM (Econometric Society European Meeting)
- 2016 Member of the Program Committee for the ACM Conference on Economics and Computation EC'16
- since 2014 Mentor in the ESA Mentoring Program for Women, Leibniz Mentoring (since 2016), Mentoring Plus (2014-15), ProfiL Program
- 2013, 2024 Member of the Organizing Committee of the Annual Conference of the Verein für Socialpolitik

Organization of Conferences, Workshops, and Summer Schools

- 2023 Workshop “Strategy-Proofness and Beyond”, WZB Berlin (with Christian Basteck and Vincent Meisner);
Workshop on Interactions of Humans and Algorithms, TU Berlin (with Ben Greiner, Sveta Ivanova-Stenzel, and Michel Tolksdorf)
- 2022 Summer School “Science-Based Policy Advice” (virtual);
Second Berlin Workshop on “Empirical Public Economics: Gender Economics”, Freie Universität Berlin (with Natalia Danzer, Katharina Wrohlich, Peter Haan, Max Steinhardt, Maja Adena, Lea Heursen, and Alexandra Spitz-Oener)
- 2021 Summer School “Science-Based Policy Advice” (virtual), funded by SAW project Economic INSIGHTS and CRC TRR 190 (DFG)
- 2019 Workshop “Information Design and Data Science”, Simons Institute, UC Berkeley;
Workshop “Designing and Evaluating Matching Markets”, WZB Berlin
- 2018 Workshop “Gender Economics”, DIW Berlin;
ESA International Meeting, Berlin;
ZEW Workshop on Market Design
- 2016 Workshop “Matching Markets: Combining Theory and Applications” (funded by DFG), WZB Berlin
- 2015 Workshop “Interdisciplinary Perspectives on Decision Making”, WZB Berlin;
Workshop “Behavioural Foundations of Corruption and Unethical Behavior” (funded by DFG), WZB Berlin
- 2014 Workshop “Designing Matching Markets” (funded by DFG), WZB Berlin
Workshop “Expectations and Markets” (with CIRPÉE), WZB Berlin
Matching-in-Practice Workshop, WZB Berlin
- 2013 Workshop “Ambiguity and Experimental Markets” (with CIRPÉE), WZB Berlin
- 2012 Workshop “Formation and Elicitation of Beliefs in Experiments” (with CIRPÉE), WZB Berlin

- 2011 Workshop “Econometric Methods using Experimental Data” (with CIRPÉE), WZB Berlin
- 2010 Workshop “Biases in Markets” (funded by VolkswagenStiftung), WZB Berlin

Supervision of PhD Students [reviewer of dissertation]

- 2023 [Michel Tolksdorf: Essays in Industrial Organization on Economic Issues of the Digital Age]
- 2020 Robert Stüber: Three Essays in Behavioral Economics (main advisor)
[Stefan Meissner: Essays on Information and Fairness
Nickolas Gagnon: An Assemblage of Discrimination and Social Preferences]
- 2020 Renke Schmacker: Essays in Behavioral Public Economics
- 2019 Lukas Kriegler: Die Sozialontologie ökonomischer Kooperation
Homayoon Moradi: Essays on Irrelevant and Ignored Information (main advisor)
Thibaud Pierrot: Three Essays in Experimental Economics (main advisor)
- 2018 [Pascal Baltes: Investment Banks and Underpricing: The Influence of Profit Sharing Agreements in a Two-Stage IPO Signalling Model]
Lucien Frys: Three Essays in Market Design
[Amma Serwaah-Panin: Experiments in Risk, Insurance, and Development]
- 2017 André Schmelzer: Essays on Market Design and Regulation under Bounded Rationality
[Johannes Leutgeb: Experiments in Competition, Cooperation, and Learning]
- 2016 Rustamdjan Hakimov: Three Essays on Behavioral Market Design (main advisor)
Alexander Nesterov: Essays on Design and Regulation of Markets (main advisor)
Christian-Philipp Heller: Applications of Mechanism Design
- 2015 [Min Zhu: Three Essays on Matching Mechanisms (GATE, Université de Lyon)]
[Marco Bade: Informationsbeschaffung bei Feedback aus Kursen und Underpricing]
- 2014 [Lieselotte Wagner: Three Essays on Communication in Signalling Games]
- 2013 David Danz: Three Essays on Irrational Beliefs (main advisor)
[René Knöchel: Investitionsentscheidung bei Externalitäten: Zur Beurteilung von Herdenverhalten]
- 2012 Florian Artinger: Psychological mechanisms in strategic interaction under uncertainty
- 2010 Julia Schmid: Envy, Regret, and Reciprocity in Strategic Multiple-Agent Settings (main advisor)
Dietmar Fehr: Essays on Coordination, Trust, and Beliefs (main advisor)
[Christoph March: A New Perspective on Social Learning]
[Christine Binzel: Three Essays in Development Microeconomics]
- 2009 [Martin Winter: Essays in Transport Modeling – Methodology and Case Studies]
- 2008 [Vanessa von Schlippenbach: Three Essays on Vertical Relations: One-Stop Shopping, Below-Cost Pricing, and Slotting Allowances]
- 2007 Astrid Matthey: Essays in Risk (main advisor)
Lydia Mechtenberg: Three Essays in Public and Political Economics (main advisor)
[Achim Czerny: Regulating Air Transport Markets]
[Andrea Gallice: Three Essays on Behavioral and Applied Game Theory, EUI Florence]
- 2006 [Veikko Thiele: Essays on Incongruent Preferences for Effort Allocations in Multi-Task Agency Relations]
[Reno Basner: Dividendensignalisierung und Kapitalstruktur]

Invited Talks in Research Seminars

- 2023 University of Queensland, Australia (virtual), Max-Planck-Institute for Human Development Berlin, University of Bristol, University of Cambridge, CREED at University of Amsterdam
- 2021 New York University (NYU), George Mason University (virtual), Lancaster University (virtual), VIBES Seminar (virtual), University of Innsbruck (virtual), Colorado State University (virtual), University of Pittsburgh (virtual), MiddExLab Seminar (virtual), ECONtribute Seminar Cologne/Bonn (virtual)
- 2020 University of Gothenburg, New York University (virtual)
- 2019 FAIR NHH Bergen, Arne Ryde Seminar at the University of Lund, CREST/Ecole Polytechnique, Nuffield College Oxford, University of St. Andrews, DICE University of Düsseldorf, Universität Hohenheim
- 2018 University of Technology Sydney, University of Melbourne, NYU Abu Dhabi, Max-Planck-Institute for Collective Goods Bonn
- 2017 UC San Diego, UC Berkeley, UC Santa Barbara, University of Konstanz, University of Regensburg, University of Maastricht
- 2016 Stanford University, University of Michigan, University of Innsbruck, University of Southampton
- 2015 Max-Planck-Institute for Tax Law and Public Finance Munich, IfW Kiel, University of Cologne, NYU (New York University); GATE Lyon, Pompeu Fabra Barcelona
- 2014 University of Zurich
- 2013 University of Pittsburgh, University of Frankfurt, University of Freiburg, University of Göttingen, University of Hamburg, University of Birmingham, University of Cologne
- 2012 Università degli Studi di Milano-Bicocca
- 2011 LMU Munich, University of Konstanz, University of East Anglia, University of Heidelberg, Aarhus University, University of Düsseldorf DICE
- 2010 University of Innsbruck, Max Planck Institute for Human Development Berlin, European School of Management and Technology (ESMT) Berlin, Max Planck Institute for Economics Jena
- 2009 University of Cologne, Royal Holloway University of London
- 2008 University College London, WHU Vallendar, Max-Planck-Institute for Economics Jena
- 2007 University of Frankfurt, European University Institute Florence
- 2006 Max Planck Institute for Collective Goods Bonn, University of Heidelberg, Erasmus University Rotterdam
- 2004 CERGE-EI Prague, University of Zurich
- 2003 Max Planck Institute for Economics Jena
- 2002 University of Munich
- 2001 Harvard University, University of Magdeburg
- 2000 Free University Berlin
- 1999 Viadrina University of Frankfurt/Oder, University of Bergen
- 1998 University of Bielefeld, University of Bern
- 1997 University of Trier, WZB Berlin
- 1995 University of Bergen

Keynotes and Invited Talks at Conferences and Workshops

- 2023 Invited speaker at the Econometric Society European Meeting (ESEM) in Barcelona; Keynote at the World Meeting of the European Science Association (ESA) in Lyon; Keynote at MBEPS – Maastricht Behavioral Economic Policy Symposium; Keynote at the “Workshop on Behavioral and Experimental Economics for Innovative Policymaking” in honor of Claude Montmarquette, CIRANO & University of Montréal; Keynote at the Workshop on Market Design at Fudan University (virtual) “Matching-in-Practice” Workshop Lausanne
- 2021 Stanford Institute for Theoretical Economics Summer Workshop (SITE) – Experimental Economics (online)
- 2020 Workshop “Matching and Market Design” in Lausanne (online)
- 2019 Conference on Behavioral Economics and Inequality, University of Edinburgh; European Behavioral Economics Meeting (EBEM), briq Bonn
- 2018 Keynote at conference on „Gender Research in Labor and Experimental Economics”, Nürnberg
- 2017 Behavioral Decision-Making Workshop, Konstanz; Reinhard Selten Workshop Cologne; German Society for Operations Research Conference, Berlin (keynote)
- 2017 European Behavioral Economics Meeting (EBEM), CEU Budapest; WESSI NYU Workshop, Florence
- 2016 Stanford Institute for Theoretical Economics Summer Workshop (SITE) – Psychology and Economics
- 2015 Workshop in honor of Alvin Roth at the University of Exeter (UK)
- 2014 Stanford Institute for Theoretical Economics Summer Workshop (SITE) – Psychology and Economics
- 2013 Workshop on Incentives, Motivation and Cooperation, Stavanger; Singapore Economic Review Conference, Singapore
- 2012 ESEI Market Design Conference at CERGE-EI, Prag; Workshop “Experimental Research”, Abu Dhabi
- 2011 Workshop “Matching in Practice”, Budapest; Workshop “New Directions in Applied Microeconomics” (CalTech, NYU and Wash U), Florence; Workshop “Positive and Normative Aspects of Distributive Justice”, Bremen
- 2009 Spuren der Avantgarde: Theatrum Oeconomicum, Berlin
- 2008 Workshop on Behavioral Public Economics, Copenhagen
- 2007 European Summer Symposium in Economic Theory, Gerzensee
- 2005 First Annual IZA Workshop on Behavioral and Experimental Economics, Bonn
- 2004 Discussions Franco-allemandes dans la théorie économique du droit, Berlin; Workshop on Social Economics, Edinburgh; CLEF Meeting, Zurich
- 2002 CESifo Venice Summer Institute “The Changing Organization of Labor”, Venice
- 2000 VII. Travemünder Symposium zur ökonomischen Analyse des Rechts, Travemünde
- 1999 Workshop “Economics and Social Norms”, Stockholm
- 1998 ESRC Conference “Decision Making in Theory and Practice”, Oxford

Publications and Working Papers

Articles in refereed journals

- 2024 Aversion to Hiring Algorithms: Transparency, Gender profiling, and Self-confidence (with Marie-Pierre Dargnies and Rustamdjan Hakimov). Forthcoming in *Management Science*.
- Fairness in Markets and Market Experiments: Insights from a Field-plus-Lab Study and a Failed Replication (with Dirk Engelmann and Jana Friedrichsen). Forthcoming in *Scandinavian Journal of Economics*.
- 2023 Betting on Diversity – Occupational Segregation and Gender Stereotypes (with Urs Fischbacher and Robert Stüber). *Management Science*. Published Online: 5 Oct 2023. <https://doi.org/10.1287/mnsc.2023.4943>
- Costly Information Acquisition in Centralized Matching Markets (with Rustamdjan Hakimov and Siqi Pan). *Quantitative Economics* 14(4), 1447-1490. <https://doi.org/10.3982/QE1955>
- 2022 Preference Discovery in University Admissions: The Case for Dynamic Multi-offer Mechanisms (with Julien Grenet and YingHua He). *Journal of Political Economy* 130(6), 1427-1476.
- Do Legal Standards Affect Ethical Concerns of Consumers? An Experiment on Minimum Wages (with David Danz and Dirk Engelmann). *European Economic Review* 144, 104044.
- Peer Effects of Ambition (with Philipp Albert and Juliana Silva-Goncalves). *Journal of Economic Behavior and Organization* 193, 161-195.
- 2021 How to Avoid Black Markets for Appointments with Online Booking Systems (with Rustamdjan Hakimov, C.-Philipp Heller, and Morimitsu Kurino). *American Economic Review* 111(7), 2127-51.
- How Lotteries in School Choice Help to Level the Playing Field (with Christian Basteck and Bettina Klaus). *Games and Economic Behavior* 129, 198–237.
- 2020 Experiments on Centralized School Choice and College Admissions: A Survey (with Rustamdjan Hakimov), *Experimental Economics*, <https://doi.org/10.1007/s10683-020-09667-7>.
- 2019 Self-Confidence and Unraveling in Matching Markets (with Marie Pierre-Dargnies and Rustamdjan Hakimov), *Management Science*, 65 (12), 5449-5956.
- Take Your Time to Grow. A Field Experiment on the Hiring of Youths in Germany (with Julia Schmid and Robert Stüber), *German Economic Review*, 20(4), e706-e729, <https://doi.org/10.1111/geer.12188>.
- 2018 Gender Discrimination in Hiring Across Occupations: A Nationally-Representative Vignette Study (with Julia Schmid and Robert Stüber), *Labour Economics*, 55, 215-229.
- Flipping a Coin: Evidence from University Applications (with Nadja Dwenger and Georg Weizsäcker), *Journal of Public Economics*, 167, 240-250.

- College Admissions with Entrance Exams: Centralized versus Decentralized (with Isa E. Hafalir, Rustamdjan Hakimov, and Morimitsu Kurino), *Journal of Economic Theory*, 176, 886-934.
- 2017 Clean Up Your Own Mess: An Experimental Study of Moral Responsibility and Efficiency (with Michael Jakob, Jan Christoph Steckel and Roel van Veldhuizen), *Journal of Public Economics*: 155, 138-146.
- Depth of Reasoning and Information Revelation: An Experiment on the Distribution of k-Levels (with Volker Benndorf and Hans-Theo Normann), *International Game Theory Review*, 19(4).
- 2015 The Willingness to Pay-Willingness to accept Gap: A Failed Replication of Plott and Zeiler (with Dietmar Fehr and Rustamdjan Hakimov), *European Economic Review*: 78, 120-128.
- Privacy Concerns, Voluntary Disclosure of Information, and Unraveling: An Experiment (with Volker Benndorf and Hans-Theo Normann), *European Economic Review*: 75, 43-59.
- On the Failure of Hindsight-biased Principals to Delegate Optimally (with David Danz, Lydia Mechtenberg, and Julia Schmid), *Management Science* 61(8): 1938-1958.
- 2014 Implementing Quotas in University Admissions: An Experimental Analysis (with Sebastian Braun, Nadja Dwenger, and Alexander Westkamp), *Games and Economic Behavior* 85: 232-251.
- Why Votes have Value: Instrumental Voting with Overconfidence and Overestimation of Others' Errors (with Ingolf Dittmann, Ernst Maug, and Lydia Mechtenberg), *Games and Economic Behavior* 84: 17-38.
- 2013 Price versus Privacy: An Experiment into the Competitive Advantage of Collecting Less Personal Information (with Sören Preibusch and Alastair R. Beresford), *Electronic Commerce Research* 13(4): 423-455.
- 2012 Social Norms and Economic Incentives in Firms (with Steffen Huck and Jörgen Weibull), *Journal of Economic Behavior and Organization* 83(2): 173-185.
- Unwillingness to Pay for Privacy: A Field Experiment (with Alastair R. Beresford and Sören Preibusch), *Economics Letters* 117: 25-27.
- Information and Beliefs in a Repeated Normal-form Game (with David Danz and Dietmar Fehr), *Experimental Economics* 15(4): 622-640.
- 2011 Gender Differences in Team Work and Team Competition (with Radosveta Ivanova-Stenzel), *Journal of Economic Psychology* 32: 797-808.
- 2010 Telling the Truth May Not Pay Off: An Empirical Study of Centralized University Admissions in Germany (with Sebastian Braun and Nadja Dwenger), *The B.E. Journal of Economic Analysis & Policy (Advances)* 10(1): Article 22.
- 2008 Job Market Signaling and Screening: An Experimental Comparison (with Wieland Müller and Hans-Theo Normann), *Games and Economic Behavior* 64: 219-236.
- 2005 Are Longer Cascades More Stable? (with Georg Weizsäcker), *Journal of the European Economic Association* 3: 330-339.
- Compensating the Cooperators: Is Sorting in the Prisoner's Dilemma Possible? (with Iris Bohnet), *Journal of Economic Behaviour and Organization* 56: 61-76.

- 2004 Limited Depth of Reasoning and Failure of Cascade Formation in the Laboratory (with Georg Weizsäcker), *Review of Economic Studies* 71: 425-442, 2004.
Reprinted in: Enrica Carbone and Chris Starmer (eds.), *New Developments in Experimental Economics – The International Library of Critical Writings*, Edward Elgar: Cheltenham, 2007.
Also reprinted in: Abdolkarim Sadrieh and Joachim Weimann (eds.), *Experimental Economics in Germany, Austria and Switzerland – A Collection of Papers in Honor of Reinhard Tietz*, Metropolis: Marburg, 2008.
- 2003 Long-Term Work Contracts versus Sequential Spot Markets: Experimental Evidence on Firm-Specific Investment (with Vital Anderhub and Manfred Königstein), *Labour Economics* 10: 407-425.
- Information Cascades in the Labor Market (with Georg Weizsäcker), *Journal of Economics* 80: 211-229.
- 2002 Simultaneous and Sequential Price Competition on Heterogeneous Duopoly Markets: Experimental Evidence (with Wieland Müller), *International Journal of Industrial Organization* 20: 1437-1460.
- General Training and Information Costs: Who Benefits from Flexible Workers? *Metroeconomica* 53: 290-314.
- 2001 On the Regulation of Social Norms, *Journal of Law, Economics, and Organization* 17: 449-476.
- 2000 Social Pressure, Uncertainty and Cooperation (with Steffen Huck), *Economics of Governance* 1: 199-212.
- Rationales Herdenverhalten und Stigma der Arbeitslosigkeit: Soziales Lernen bei Einstellungsentscheidungen, *Industrielle Beziehungen (Industrial Relations)* 7: 368-384.
- 1999 Coexistence of Public and Private Job Agencies: Screening with Heterogeneous Institutions? *Public Choice* 101: 85-107.
- 1997 Auctioning Off Labor Contracts: Legal Restrictions Reconsidered, *International Review of Law and Economics* 17: 63-74.

Other publications

- 2022 Menschenrechte und unternehmerische Sorgfaltspflichten, Gutachten des wissenschaftlichen Beirats beim Bundesministerium für Wirtschaft und Klimaschutz
- Eine Ökonomin in New York. Forschungssemester in der Pandemie. *WZB-Mitteilungen*, H.1=Nr. 175, S. 74-75.
- 2021 Marktdesign und die Verteilung von Impfstoff. *Wirtschaftsdienst* 2021/8: 597-600.
- 2020 Überkreuznierenspenden in Deutschland? (with Axel Ockenfels) *MedR* 38: 89–94.
- 2019 Von Schulplätzen, Spendernieren und anderen knappen Gütern: Gerechtigkeit ohne Geld. In: *Zeitenwende: Kurze Antworten auf große Fragen der Gegenwart* (edited by Jutta Allmendinger, Otfried Jarren, Christine Kaufmann, Hanspeter Kriesi, and Dorothea Kübler). Orell Füssli, Zürich.
- Geschlechtergerechtigkeit: Viel erreicht und weit entfernt (with Jutta Allmendinger). In: *Zeitenwende: Kurze Antworten auf große Fragen der Gegenwart* (edited by Jutta Allmendinger, Otfried Jarren, Christine Kaufmann, Hanspeter Kriesi, and Dorothea Kübler). Orell Füssli, Zürich.

- University Admission Practices - Germany, Matching in Practice Country Profile 29
 Accessible at <http://www.matching-in-practice.eu/higher-education-in-germany/>
- 2016 Sustainable Urban Mobility through the Perspective of Overcompliance (with Mehmet Çağrı Köse, Jón Garðar Steingrímsson, Julia Schmid, Roel van Veldhuizen, and Günther Seliger). *Procedia CIRP*, Vol. 40, Special Issue "13th Global Conference on Sustainable Manufacturing. Decoupling Growth from Resource Use", edited by Günther Seliger/Holger Kohl/Jürgen Mallon, S. 312-317.
- 2012 Stabile Allokationen und Matching-Märkte. Zum Nobelpreis an Lloyd S. Shapley und Alvin E. Roth, *Wirtschaftsdienst* 2012/12, 843-847.
- 2011 Hochschulzulassungen in Deutschland: Wem hilft die Reform durch das "Dialogorientierte Serviceverfahren?" (with Frank Hüber), *Perspektiven der Wirtschaftspolitik* 12(4): 430-444.
- 2008 Marktliberalismus, in: Stefan Gosepath, Wilfried Hinsch, and Beate Rössler (eds.), *Handbuch der Politischen Philosophie und Sozialphilosophie*, de Gruyter: Berlin/New York.
- 2007 Zur Einführung: Recht und Sozialwissenschaften – Herausforderungen und Chancen der Verhaltensökonomie (with Friedrich Kübler), *Kritische Vierteljahresschrift für Gesetzgebung und Rechtswissenschaft* 90(1/2): 94-103.
- 2001 Investitionsanreize bei kurzfristigen Verträgen: Karrieresorgen und firmenspezifisches Humankapital, in: Claus Ott and Hans-Bernd Schäfer (eds.), *Ökonomische Analyse des Arbeitsrechts*, Mohr Siebeck: Tübingen, 244-271.
- 1997 *Three Essays on Adverse Selection and Labor Contracts*, Shaker Verlag: Aachen.
- 1990 Moralökonomie versus Mikroökonomie: Zwei Erklärungsansätze bäuerlichen Wirtschaftens im Vergleich, in: Marin Trenk and Dieter Weiss (eds.), *Das Arabische Buch*, Verlagsgesellschaft: Berlin.

Working papers

Fairness in Matching Markets: Experimental Evidence (with Tobias König, Lydia Mechtenberg, and Renke Schmacker)

Behavioral Forces Driving Information Unraveling (with Volker Benndorf and Hans-Theo Normann)

The Endowment Effect in the General Population
 (with Dietmar Fehr)

Repugnant Transactions: The Role of Agency and Severe Consequences (with Hande Erkut)

Experimental Practices in Economics: Performativity and the Creation of Phenomena, Discussion Paper SP II 2010-201, WZB Berlin Social Science Center, 2010, forthcoming in: *Traces of the Avant-Garde: Theatrum oeconomicum*, de Gruyter.