

# Ernst Fehr

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<b>Curriculum Vitae .....</b>	<b>2</b>
<b>Awards and Distinctions .....</b>	<b>4</b>
<b>Editorial Commitments and Duties .....</b>	<b>6</b>
<b>List of Publications.....</b>	<b>7</b>
<b>Current Research Projects.....</b>	<b>18</b>
<b>Teaching Activities .....</b>	<b>19</b>
<b>Refereeing Activities for the following Journals.....</b>	<b>21</b>
<b>Book Reviews .....</b>	<b>21</b>
<b>Presentations at International Conferences.....</b>	<b>22</b>
<b>Presentations in Research Seminars.....</b>	<b>25</b>
<b>Membership in Scientific Organizations.....</b>	<b>27</b>
<b>Research Grants .....</b>	<b>28</b>

# Curriculum Vitae

## Personal Information

Name: Ernst Fehr  
Address: Private: Scheuchzerstrasse 71, CH - 8006 Zürich, Switzerland  
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Date of Birth: June 21, 1956  
Place of Birth: Hard (Vorarlberg, Austria)  
Marital status, family: Married since 1986, two children  
Citizenship: Austrian

## Education

June 1991 Habilitation in Economics  
1988 – 1989 Research Fellow at the London School of Economics and Political Science  
1982 – 1988 Assistant Professor at the Dept. of Economics and Economic Policy at the University of Technology in Vienna (Chair: Prof. DDr. H. Frisch).  
1980 – 1982 Post Graduate Education in Economics at the Institute for Advanced Studies in Vienna  
1980 – 1982 Research Assistant at the Institute for Public Finance and Economic Policy (Chair: Prof. A. van der Bellen).  
1980 – 1986 Doctorate in Economics at the University of Vienna  
1975 – 1980 University Education in Economics at the University of Vienna (Masters Degree)  
1970 – 1975 Business College in Bregenz (Austria)  
1966 – 1970 Secondary School in Hörbranz (Austria)  
1962 – 1966 Primary School in Hörbranz (Austria)

## Professional Career

2009 Member of the Academia Europaea  
2009 Fellow of the Association for Psychological Science  
2008 Member of the Berlin-Brandenburgische Akademie der Wissenschaften

2008	Offer for the Drummond Professorship at the University of Oxford (UK); previous holders of this chair include Francis Edgeworth and the Nobel prizewinners Sir John Hicks, Joseph Stiglitz, and Amartya Sen
2008	Elected member of the American Academy of Political and Social Sciences
2007	Honorary Member of the American Academy of Arts and Sciences
2005 – present	Director of the Priority Research Program on the “Foundation of Human Social Behavior” at the University of Zurich
Dec. 2004	Offer for the Professorship of Political Economy 1863 at the University of Cambridge (UK); previous holders of this chair include Alfred Marshall, Arthur C. Pigou and the Nobel prizewinners James Meade and Jim Mirrlees
2004 – 2009	Fellow at the Collegium Helveticum
2003 – present	Affiliated Faculty Member of the Department of Economics at MIT
2002 – 2006	External Faculty Member of the Santa Fe Institute
Nov. 2002	Offer to become Global Distinguished Professor in Economics at New York University
Oct. 2002	Offer for a Full Professorship at the University of California at Berkeley
April 2002	Offer for a Full Professorship at Princeton University and the Woodrow Wilson School
Jan. 1999	Offer for a Professorship in Economics at the European University Institute in Florence (Italy)
April 1998	Offer for a Full Professorship in Economics at the University of Mannheim (Germany)
Dec. 1997	Offer for a Full Professorship in Economics at the University of Bonn (previously held chair by Nobel Prize winner Reinhard Selten)
1995 – 2003	Core Member of the Research Initiative of the MacArthur Foundation (Chicago) on “Evolution of Preferences and Social Norms”
August 1994	Offer for a Full Professorship in Economic Theory at the Technical Univ. of Darmstadt (Germany)
1994 – present	Chair for Microeconomics and Experiment Economic Research at the Faculty of Economics and Computer Science at the University of Zürich
1993 – 2006	Director of the Ludwig Boltzmann Institute for Research in Economic Growth, Vienna
Dec. 1992	Offer for a Full Professorship in Economic Theory at the Univ. of Linz (Austria)
1991 – 1994	Associate Professor at the Dept. of Economics and Economic Policy at the University of Technology in Vienna
1989 – 1991	Assistant Professor at the Dept. of Economics and Economic Policy at the University of Technology in Vienna

# Awards and Distinctions

## Major awards:

- 2008            Awarded the **Marcel Benoit Prize**. This prize is the oldest scientific award in Switzerland and represents the Swiss Confederation's highest recognition for outstanding achievements in the sciences and the humanities.
- 2004            Accorded the **Cogito Prize** for the deepening of our insights into the origins and economic consequences of human altruism.
- 2000            Recipient of the **Hicks-Tinbergen Medal** for the outstanding paper in the European Economic Review during 1998-2000, EEA-Meeting (Bolzano). The prize was awarded for the paper "Gift Exchange and Reciprocity in Competitive Experimental Markets", European Economic Review 42(1998), 1-34, (with G. Kirchsteiger and A. Riedl).
- 1999            Awarded the **Gossen Prize** of the German Economic Association (Verein für Socialpolitik). The Gossen Prize is awarded every year to an economist under the age of 45 who has achieved international recognition and reputation.

## Honorary degrees:

- 2009            Honorary doctorate in economics from the University of Lausanne
- 2008            Honorary doctorate in economics from the University of Munich
- 2004            Honorary doctorate in economics from the University of St. Gallen

## Presidencies of major associations:

- 2008            European Economic Association
- 2005            Economic Science Association

## Invitations to join major academic organizations:

- 2009 (May)    Named Fellow of the Association for Psychological Science
- 2009 (May)    Invited to become member of the Academia Europaea
- 2008 (May)    Named John Kenneth Galbraith Fellow of the American Academy of Political and Social Sciences
- 2008 (Dec.)    Member of the *Berlin-Brandenburgische Akademie der Wissenschaften*
- 2007 (Oct.)    Honorary Member of the American Academy of Arts and Sciences
- 2002 (Dec.)    Member of the *Deutsche Akademie der Naturforscher Leopoldina*

## Special distinctions:

- 2008 (Sept.) Keynote Lecture at the annual meeting of the *Verein für Socialpolitik* [Society for Social Policy], Graz, Austria
- 2008 (August) Presidential address at the annual congress of the European Economic Association
- 2008 (March) Sargan lecture at the annual meeting of the Royal Economic Society
- 2006 (June) Invited to present the Walter-Adolf-Jöhr Lecture at the University of St. Gallen
- 2006 (June) Invited lecture at the annual meeting of the Federation of European Neuroscience Societies, Vienna
- 2006 (April) Keynote lecture at the annual meeting of the Austrian Psychological Society
- 2006 (August) Keynote lecture at the annual meeting of the European Association in Industrial Economics (EARIE), Amsterdam
- 2005 (November) Keynote lecture at the annual meeting of the Southern Economic Association
- 2005 (September) Keynote lecture at the annual meeting of the International Society for New Institutional Economics (ISNIE)
- 2005 (June) Lecture at the Royal Swedish Academy of Sciences in Stockholm on "*The Nature of Human Altruism*"
- 2005 (June) Invited Lecture at the Nobel Symposium on Neuroscience and Emotions, Stockholm
- 2005 (March) Keynote lecture at the annual meeting of the Scottish Economic Association
- 2005 (March) Snyder Lecture at the University of California at Santa Barbara
- 2003 (August) Keynote Lecture at the tenth international conference on social dilemmas, Stockholm
- 2003 (June) Keynote Lecture at the annual meeting of the German Association of Business Administration, Zurich
- 2003 (June) Keynote Lecture at the annual meeting of the Evolution and Human Behavior Society, Omaha, Nebraska
- 2003 (June) Keynote Lecture at the annual meeting of the Society for the Advancement of Socio-Economics, Aix-en-Provence
- 2002 (Dec.) Zeuthen Lectures at the University of Copenhagen
- 2002 (September) Keynote Lecture at the World Congress of the International Economic Association in Lisbon
- 2001 – 2002 Member of the Hicks-Tinbergen Committee to select the best paper in the *European Economic Review* (together with Philippe Aghion and Giuseppe Bertola).
- 2001 (December) Invited Lecture at the Nobel Symposium on Experimental and Behavioral Economics, Stockholm
- 2001 (Aug.) Schumpeter Lecture at the European Economic Association Meeting

2001 (April)	Frank Hahn Lecture at annual conference of the Royal Economic Society
2000 (August)	Lecture in the invited paper session on Behavioral Economics at the 8 <sup>th</sup> world congress of the Econometric Society, Seattle (with K. Schmidt)
2000 (May)	Keynote address at the Congress of the International Association for Research in Economic Psychology and Society for the Advancement of Socio-Economics
1999 (June)	Keynote address at the 16 <sup>th</sup> Conference on Applied Micro-Economics, Lyon
1999 (May)	Keynote address at the world meeting of the Economic Science Association, Lake Tahoe, California
1999 (Sept.)	Keynote address at the Congress of the European Association for Labor Economics

### **Editorial Commitments and Duties**

- Board of Reviewing Editors: SCIENCE
- Editorial Board: Quarterly Journal of Economics
- Editorial Board: Games and Economic Behavior
- Editorial Board: Journal of Public Economics
- Editorial Board: Experimental Economics
- Editorial Board: Journal of the European Economic Association
- Editorial Board: Journal of Socio-Economics
- Editorial Board: Letters on Evolutionary Behavioral Science

# List of Publications

## I. Books

***Handbook of Neuroeconomics***, Elsevier, North Holland, 2008 (jointly edited with P. Glimcher, C. Camerer, and R. Poldrack).

***Moral Sentiments and Material Interests***, MIT Press, Cambridge Massachusetts 2005 (with Robert Boyd, Samuel Bowles and Herbert Gintis).

***Foundations of Human Sociality – Economic Experiments and Ethnographic Evidence from Fifteen Small Scale Societies***, Oxford University Press, Oxford 2004 (with Joe Henrich, Robert Boyd, Samuel Bowles, Colin Camerer, and Herbert Gintis).

***Economic Theory of Self-Management and Profit-Sharing***, Campus Verlag, Frankfurt – New York 1988, 250 pages (in German).

## II. Contributions in Refereed Journals and International Books

### Forthcoming Papers

Self-reinforcing Market Dominance, *Games and Economic Behavior* (with D. Halbheer, L. Goette, and A. Schmutzler)

### Published Papers 2006 – 2009

A Behavioral Approach to the Labor Market: The Role of Fairness Concerns, *Annual Review of Economics* 1 (2009), 355-84 (with C. Zehnder and L. Goette)

Egalitarianism and Competitiveness, *American Economic Review: Papers & Proceedings* 99:2 (2009), 93 – 98 (with B. Bartling, M.A. Maréchal, and D. Schunk)

Contracts, reference points, and competition – Behavioral effects of the fundamental transformation, *Journal of the European Economic Association* (2009), 7(2-3), 561-572 (with O. Hart and C. Zehnder)

On the Economics and Biology of Trust, *Journal of the European Economic Association* (2009), 7(2-3), 235-266

On Reputation – A Microfoundation of Contract Efficiency and Wage Rigidity, *Economic Journal* 119 (March), 333 – 353, 2009 (with M. Brown and C. Zehnder)

- Oxytocin Shapes the Neural Circuitry of Trust and Trust Adaptation in Humans, *Neuron*, 58(4), 639-650 (with T. Baumgartner, M. Heinrichs, A. Vonlanthen, U. Fischbacher)
- Tonic activity level in the right prefrontal cortex predicts individuals' risk taking, *Psychological Science* 20(1), 33 – 38, 2009 (with L.R. Gianotti and D. Knoch)
- You shouldn't have: Your brain on others' crimes, *Neuron* 60(5) 738 – 740, 2008 (with J. Haushofer)
- The Coevolution of Cultural Groups and Ingroup Favoritism, *SCIENCE* 321 (5897), 1844 – 1849 (with C. Efferson and R. Lalive)
- Egalitarianism in Young Children, *NATURE* 454 (2008), 1079 - 1083 (with H. Bernhard and B. Rockenbach)
- Time-course of "off-line" prefrontal rTMS effects – a PET study, *Neuroimage* 42:1 (2008), 379 – 384 (with C. Eisenegger, D. Knoch, and V. Treyer)
- Spite and Development, *American Economic Review: Papers & Proceedings* 98:2 (2008), 494 - 499 (with Karla Hoff and Mayuresh Kshetramade)
- Fairness and the Optimal Allocation of Property Rights, *Economic Journal*, 118 (2008), 1262 – 1284 (with K. Schmidt)
- Social Preferences and the Brain. in Glimcher, P., Camerer, C., Fehr, E., and Poldrack, R., eds. *Neuroeconomics: Decision Making and the Brain*. Academic Press, Amsterdam 2008
- Reciprocity in Experimental Markets. *Handbook of Experimental Economic Results*, Volume 1, Amsterdam, North Holland (with Armin Falk)
- Intertemporal Choice under Habit Formation, *Handbook of Experimental Economic Results*, Volume 1, Amsterdam, North Holland (with Peter Zych)
- Wage Differentials in Experimental Efficiency Wage Markets, *Handbook of Experimental Economic Results*, Volume 1, Amsterdam, North Holland (with Simon Gächter)
- Reciprocity and Contract Enforcement. *Handbook of Experimental Economic Results*, Volume 1, Amsterdam, North Holland (with Simon Gächter)
- Oxytocin shapes the Neural Circuitry of Trust and Trust Adaptation in Humans, *NEURON* 58 (2008), 639-650 (with T. Baumgartner, M. Heinrichs, U. Fischbacher)
- The effect of neuropeptides on human trust and altruism: A neuroeconomic perspective, in *Hormones and Social Behavior*, D. Pfaff, C. Kordon, P. Chanson, and Y. Christen, (Eds.), 2008, p. 47-56
- Limited Rationality and Strategic Interaction – The Impact of the Strategic Environment on Nominal Inertia, *Econometrica* 76 (2008), 353-394. (with J. R. Tyran)

- Testing Theories of Fairness – Intentions Matter, *Games and Economic Behavior* 62 (2008), 287-303. (with A. Falk and U. Fischbacher)
- Strong reciprocity and the roots of human morality, *Social Justice Research* 21(2), 241 – 253, 2008 (with H. Gintis, J. Henrich, and S. Bowles)
- Resisting the Power of Temptations: The Right Prefrontal Cortex and Self-Control, *Annals of the New York Academy of Sciences* 1104 (2007), 123-134. (with D. Knoch)
- Studying the Neurobiology of Social Interaction with Transcranial Direct Current Stimulation—The Example of Punishing Unfairness, *Cerebral Cortex*, Advance Publication (2007) <http://cercor.oxfordjournals.org/cgi/reprint/bhm237v1> (with D. Knoch, M. Nitsche, U. Fischbacher, C. Eisenegger und A. Pascual-Leone)
- Other-regarding preferences in a non-human primate: Common marmosets provision food altruistically, *Proceedings of the National Academy of Sciences* 104 (2007), 19762-19766. (with J. Burkart, C. Efferson and C. van Schaik)
- Social Neuroeconomics – The Neural Circuitry of Social Preferences, *Trends in Cognitive Sciences* 11 (2007), 419-427 (with Colin Camerer)
- The Neural Signature of Social Norm Compliance, *Neuron* 56 (2007), 185-196. (with M. Spitzer, U. Fischbacher, B. Herrnberger und G. Groen)
- Adding a Stick to a Carrot? The Interaction of Bonuses and Fines, *American Economic Review* 97 (2007), 177-181. (with K. M. Schmidt)
- Human Motivation and Social Cooperation, *Annual Review of Sociology* 33 (2007), 43-64. (with H. Gintis)
- Do Workers work more if Wages are high? – Evidence from a Randomized Field Experiment, *American Economic Review* 97 (2007), 298-317 (with L. Goette)
- Fairness and Contract Design, *Econometrica* 75 (2007), 121-154 (with K. Schmidt and A. Klein)
- Money Illusion and Coordination Failure, *Games and Economic Behavior*.58 (2007), 246-268 (with J. R. Tyran)
- Fairness Perceptions and Reservations Wages: The Behavioral Effects of Minimum Wage Laws, *Quarterly Journal of Economics* 121 (2006), 1347-1381 (with A. Falk and C. Zehnder)
- The Role of Equality and Efficiency in Social Preferences, *American Economic Review* 96 (2006), 1918-1923 (with M. Naef and K. Schmidt)
- Diminishing Reciprocal Fairness by Disrupting Right Prefrontal Cortex, *SCIENCE*, October 2006 (with D. Knoch. A. Pascual-Leone, K. Meyer, V. Treyer). Based on this paper, Daria Knoch won the Pfizer Prize for clinical neuroscience for 2008

- Parochial Altruism in Humans, *Nature* 442 (2006), 912-915 (with H. Bernhard and U. Fischbacher)
- Group Affiliation and Altruistic Norm Enforcement, *American Economic Review, Papers & Proceedings* 96 (2006), 217-221 (with H. Bernhard and U. Fischbacher)
- When does 'Economic Man' dominate Social Behavior?, *SCIENCE* 311 (2006), 47-52 (with C. Camerer)
- The Economics of Fairness, Reciprocity and Altruism, *Handbook of Altruism, Gift Giving and Reciprocity*, Amsterdam, North Holland (with K. Schmidt)

## **Published Papers 2001 – 2005**

- Oxytocin Increases Trust in Humans, *NATURE* 435 (2005), 673-676 (with M. Kosfeld, M. Heinrichs, P. Zak and U. Fischbacher). Based on this paper, Michael Kosfeld & Markus Heinrichs won the Pfizer Prize for clinical neuroscience in 2007
- Neuroeconomic Foundations of Trust and Social Preferences, *American Economic Review, Papers & Proceedings* 95 (2005), 346-351 (with U. Fischbacher and M. Kosfeld)
- The Neuroeconomics of Mind-Reading and Empathy, *American Economic Review Papers & Proceedings* 95(2005), 340-345 (with T. Singer)
- Economic Man" in Cross-Cultural Perspective – Behavioral Experiments in 15 Small-Scale Societies, *Behavioral and Brain Sciences* 28 (2005), 795–855 (with J. Henrich, R. Boyd, S. Bowles, C. Camerer, H. Gintis, R. McElreath, M. Alvard, A. Barr, J. Ensminger, N. Smith, K. Hill, F. Gil-White, M. Gurven, F. Marlowe, J. Patton and D. Tracer)
- Individual Irrationality and Aggregate Outcomes, *Journal of Economic Perspectives* 19 (2005), 43-66 (with J.R. Tyran)
- Driving Forces Behind Informal Sanctions, *Econometrica* 73 (2005), 2017-2030 (with A. Falk and U. Fischbacher)
- Human Altruism – Proximate Pattern and Evolutionary Origins, *Analyse & Kritik* 27 (2005), 6-47 (with U. Fischbacher)
- Altruists with Green Beards, *Analyse & Kritik* 27 (2005), 73-84 (with U. Fischbacher)
- Robustness and Real Consequences of Nominal Wage Rigidity, *Journal of Monetary Economics* 52 (2005), 779-804 (with L. Götte)
- Human Altruism: Economic, Neural and Evolutionary Perspectives, *Current Opinions in Neurobiology* 14 (2004), 784-790 (with B. Rockenbach)

- Egalitarian Motive and Altruistic Punishment, *NATURE* 433, E1-E2, January 2005. (with S. Gächter)
- Don't lose your Reputation, *NATURE* 432, 25 November 2004, 449-450
- The Hidden Costs and Rewards of Incentives – Trust and Trustworthiness among CEOs, *Journal of the European Economic Association* 2 (2004), 741-771. (with J. List)
- The Neural Basis of Altruistic Punishment, *SCIENCE* 305, 1254-1258, 2004. (with D. DeQuervain, U. Fischbacher, V. Treyer, M. Schellhammer, A. Buck). Based on this paper, Dominique DeQuervain & Urs Fischbacher won the Pfizer Prize for clinical neuroscience in 2006
- Relational Contracts and the Nature of Market Interactions, *Econometrica* 72 (2004), 747-780. (with M. Brown and A. Falk)
- Fairness and Incentives in a Multi-task Principal-Agent Model, *Scandinavian Journal of Economics* 106 (2004), 453-474. (with K. Schmidt)
- Loss Aversion and Labour Supply, *Journal of the European Economic Association* 2-3 (2004), 216-228. (with L. Goette and D. Huffman)
- Social Norms and Human Cooperation, *Trends in Cognitive Sciences* 8 (2004), 185-190. (with Urs Fischbacher)
- Third Party Punishment and Social Norms, *Evolution and Human Behavior* 25 (2004), 63-87. (with Urs Fischbacher)
- The Nature of Human Altruism, *NATURE* 425, 23 October 2003, 785-791. (with Urs Fischbacher)
- Explaining altruistic behavior in humans, *Evolution and Human Behavior* 24 (2003) 153–172 (with Herbert Gintis, Samuel Bowles, Robert Boyd)
- Is Strong Reciprocity a Maladaptation – On the Evolutionary Foundations of Human Altruism. in: P. Hammerstein (Ed.), *The Genetic and Cultural Evolution of Cooperation*. MIT Press, Cambridge, Mass. 2003. (with J. Henrich)
- Measuring Social Norms and Preferences Using Experimental Games: A Guide for Social Scientists. forthcoming in: J. Henrich, R. Boyd, S. Bowles, C. Camerer, E. Fehr, H. Gintis, R. McElreath (Eds.): *Foundations of Human Sociality*, Oxford University Press, Oxford 2004. (with C. Camerer)
- Detrimental Effects of Sanctions on Human Altruism, *NATURE* 422, 13 March 2003, 137-140. (with B. Rockenbach)
- The Puzzle of Human Cooperation, *NATURE* 421, 27 February 2003, 912. (with S. Gächter)

- On the Nature of Fair Behavior. *Economic Enquiry* 41 (2003), 20 – 26. (with A. Falk and U. Fischbacher)
- What Causes Nominal Inertia – Insights from Experimental Economics. In: Juan Carillo and Isabelle Brocas (Eds.), *Collected Essays in Psychology and Economics*, Oxford University Press 2003. (with J.R. Tyran)
- Theories of Fairness and Reciprocity – Evidence and Economic Applications. Invited Lecture at the 8<sup>th</sup> World Congress of the Econometric Society. In: M. Dewatripont, L. Hansen and St. Turnovsky (Eds.), *Advances in Economics and Econometrics – 8<sup>th</sup> World Congress*, Econometric Society Monographs, Cambridge, Cambridge University Press 2003. (with K. Schmidt)
- A Nation-Wide Laboratory - Examining Trust and Trustworthiness by Integrating Experiments in Representative Surveys, *Schmollers Jahrbuch* 122 (2002), 519 – 542. (with U. Fischbacher, B.v. Rosenblatt, J. Schupp and G. Wagner)
- Reasons for Conflicts – Lessons from Bargaining Experiments. *Journal of Institutional and Theoretical Economics* 159 (2003), 171 – 187 (with A. Falk and U. Fischbacher)
- Why Labour Market Experiments. *Labour Economics* 10 (2003), 399 – 406 (with A. Falk)
- Psychological Foundations of Incentives. Schumpeter Lecture at the European Economic Association Meeting 2001. *European Economic Review* 46 (2002), 687 – 724. (with A. Falk)
- Why Social Preferences Matter – The Impact of Non-selfish Motives on Competition, Cooperation and Incentives. Frank Hahn Lecture at the annual meeting of the Royal Economic Society 2001. *Economic Journal* 112 (2002), C1 – C33. (with U. Fischbacher)
- Strong Reciprocity, Human Cooperation and the Enforcement of Social Norms. *HUMAN NATURE* 13 (2002), 1 – 25. (with U. Fischbacher and S. Gächter)
- The Economics of Impatience, *NATURE* 415, 17 January 2002, 269-270
- Altruistic Punishment in Humans. *NATURE* 415, 10 January 2002, 137-140. (with S. Gächter)
- Appropriating the Commons – A Theoretical Explanation. in: E. Ostrom, Th. Dietz, N. Dolšak, P. Stern, S. Stonich, E. Weber (Eds.), *The Drama of the Commons*. National Academy Press, February 2002. (with A. Falk and U. Fischbacher)
- Does Money Illusion Matter? *American Economic Review* 91 (2001), 1239-1262. (with J. R. Tyran)
- In Search of Homo Economicus - Behavioral Experiments in 15 Small Scale Societies. *American Economic Review (Papers and Proceedings)* 91 (2001), 73-78. (with J. Henrich, R. Boyd, S. Bowles, H. Gintis, C. Camerer and R. McElreath)

Are people conditionally cooperative? Evidence from a public goods experiment, *Economics Letters*, Volume 71, Issue 3, June 2001, Pages 397-404. (with U. Fischbacher and S. Gächter)

## Published Papers 1996 – 2000

Cooperation and Punishment in Public Goods Experiments, *American Economic Review* 90 (2000), 980-994. (with S. Gächter)

A Simple Mechanism for the Efficient Provision of Public Goods - Experimental Evidence, *American Economic Review* 90 (2000), 247-264. (with J. Falkinger, S. Gächter und R. Winter-Ebmer)

Fairness and Retaliation – The Economics of Reciprocity, *Journal of Economic Perspectives* 14 (2000), 159-181. (with S. Gächter)

Fairness, Incentives and Contractual Choices, *European Economic Review* 44 (2000), 1057-1068. (with Klaus Schmidt)

A Theory of Fairness, Competition and Cooperation, *Quarterly Journal of Economics* 114 (1999), 817-868. (with K. Schmidt)

Wage Rigidity in a Competitive Incomplete Contract Market, *Journal of Political Economy* 107 (1999), 106-134. (with A. Falk)

Collective Action as a Social Exchange, *Journal of Economic Behavior and Organization* 39 (1999), 341-369. (with S. Gächter)

Gift Exchange and Reciprocity in Competitive Experimental Markets, *European Economic Review* 42 (1998), 1-34 (with G. Kirchsteiger und A. Riedl)

When Social Norms Overpower Competition - Gift Exchange in Labor Markets, *Journal of Labor Economics* 16 (1998), 324-351 (with E. Kirchler, A. Weichbold, S. Gächter)

How Effective are Trust- and Reciprocity-Based Incentives?, in: A. Ben-Ner and L. Putterman (eds.): *Economics, Values and Organizations*, Cambridge University Press, Cambridge, England 1998. (with S. Gächter)

Do Addicts Behave Rationally, *Scandinavian Journal of Economics*, Vol. 100, 1998, 643-662. (with P. K. Zych)

Reciprocity and Economics - The Economic Implications of Homo Reciprocans, *European Economic Review* 42 (1998), 845-859. (with S. Gächter)

Social Norms as a Social Exchange, *Swiss Journal of Economics and Statistics* 133 (1997), 275-292. (with S. Gächter)

- Reciprocity as a Contract Enforcement Device, *Econometrica* 65 (1997), 833-860. (with S. Gächter and G. Kirchsteiger)
- Institutions and Reciprocal Fairness, *Nordic Journal of Political Economy*, Vol. 23, No.2, 1996, 133-144. (with J. R. Tyran)
- Involuntary Unemployment and Noncompensating Wage Differentials in an Experimental Efficiency Wage Market, *Economic Journal*, Vol. 106, No. 434, 1996, 106-121. (with G. Kirchsteiger und A. Riedl)
- Social Exchange in the Labor Market, *Journal of Economic Psychology*, Vol. 17, 1996, 313-341. (with E. Kirchler and R. Evans)
- Does Social Exchange Increase Voluntary Cooperation?, *Kyklos*, Vol. 49, No. 4, 1996, 541-554. (with S. Gächter)
- How Do Institutions and Fairness Interact?, *Central European Journal of Operations Research*, Vol. 4, 1996, No. 1, 69-84. (with J. R. Tyran)
- Reciprocal Fairness and Noncompensating Wage Differentials, *Journal of Institutional and Theoretical Economics*, Vol. 152, 1996, 608-640. (with S. Gächter und G. Kirchsteiger)
- Labour-Management, in: E. Dülfer (ed.): *International Handbook of Co-operative Organizations*. Vandenhoeck & Ruprecht, Göttingen 1996

## **Published Papers 1991 – 1995**

- Die Macht der Versuchung: Irrationaler Ueberkonsum in einem Sucht Experiment, *Zeitschrift für Wirtschafts- und Sozialwissenschaften*, Vo. 115, No. 4, 1995, 569-604. (with P. K. Zych)
- Insider Power, Wage Discrimination, and Fairness, *Economic Journal*, Vol. 104, No. 424, 1994, 571-583. (with G. Kirchsteiger)
- Wage Bargaining and Shock Sensitivity of a Small Open Economy, *Journal of Economics*, Vol. 59, No. 3, 1994, 259-286. (with F. X. Hof)
- The Simple Analytics of a Membership Market in a Labour-Managed Economy. In: S. Bowles, H. Gintis and B. Gustafson (eds.): *Democracy and Markets - Participation, Accountability and Efficiency*, Cambridge University Press, Cambridge 1993
- The Labour-Capital Partnership: Reconciling Workers' Rights with Efficiency. In: T. Atkinson (ed.): *The Economics of Partnership - A Third Way? Essays in Honour of James Meade*, Macmillan, London 1993

Two Forms of Workers' Enterprises Facing Imperfect Labour Markets. *Economic Letters*, Vol. 41, 1993, 121-127. (with M. Sertel)

Does Fairness prevent Market Clearing? - An Experimental Investigation; *Quarterly Journal of Economics*, Vol. 108, No. 2, 1993, 437-460. (with G. Kirchsteiger und A. Riedl)

Fiscal Incentives in a Model of Equilibrium Unemployment: Reply. *Journal of Institutional and Theoretical Economics*, Vol. 148, No. 2, 1992, 353-354

Wages and Labour Demand: A Note. *Journal of Institutional and Theoretical Economics*, Vol. 147, No. 3, 1991, 539-546

### **Published Papers 1984 – 1990**

Cooperation, Harassment and Involuntary Unemployment? *American Economic Review*, Vol. 80, No. 3, 1990, 624-630 and Vol. 81, No. 1, 1991, 384

Fiscal and Monetary Policies in a Bargaining Economy. *Economic Notes*, No. 2, 1990, 178-202

Fiscal Incentives in a Model of Equilibrium Unemployment. *Journal of Institutional and Theoretical Economics*, Vol. 146, No. 4, 1990, 617-639

Union Power and (Un)employment. *Labour - Review of Labour Economics and Industrial Relations*, Vol. 4, No. 2, 1990, 77-104

Full-Employment through Profit-Sharing? - Critical Remarks on Weitzman's Proposal. *Jahrbücher für Nationalökonomie und Statistik*, Band 206, Heft 3, 1989, 225-242

A Theory of Short- and Long-Run Equilibrium Unemployment. *Journal of Economics*. Vol. 50, No. 3, 1989, 201-222

Are Efficiency Wages too high for Full-Employment? - A comment. *Jahrbücher für Nationalökonomie und Statistik*, Vol. 205, No. 1, 1988, 65-72

Power, Efficiency, and Profitability. *Economic Analysis and Workers' Management*, Vol. 21, No.1, 1987, 1-26. (mit H. Duda)

A Theory of Involuntary Equilibrium Unemployment. *Journal of Institutional and Theoretical Economics*, Vol. 142, No. 2, 1986, 405-430

Workers' Management and Capitalism in a Nutshell. *Economic Analysis and Workers' Management*, Vol. 18, No. 4, 1984, 319-331

### III. Papers in German Journals

Neid, Status und Markt. *Agogik*, 1/2009, 16 – 23.

Wie wirken Anreizverträge. *Zeitschrift für Betriebswirtschaft*, Ergänzungsheft 4, 2001, 145-173. (mit S. Gächter)

Unfreiwillige Arbeitslosigkeit als Gleichgewichtsphänomen. *Kurswechsel*, Heft 2, 1994, 44-54

Die Auswirkungen von Nachfrage- und Angebotsschocks auf den österreichischen Arbeitsmarkt. *Wirtschaft und Gesellschaft*, 17. Jahrgang, No. 3, 1991, 285-308. (mit W. Alzinger, K. Althaler, M. Marterbauer, Th. Grandner)

Die Auswirkungen der Gewerkschaften auf die Allokationseffizienz im Lichte einiger Besonderheiten des Arbeitsmarktes. *WSI-Mitteilungen*, 43. Jahrgang, No. 6, 1990, 385-392

Gewinnbeteiligung versus Lohnsubventionen als Mittel der Beschäftigungspolitik. *Wirtschaftspolitische Blätter*, 36. Jahrgang, No. 5/6, 1989, 557-575

Sind Konkurrenzmärkte machtfrei? - Anmerkungen zum Verhältnis von Macht und Ökonomie. *Wirtschaft und Gesellschaft*, 14. Jahrgang, No. 3, 1988, 359-380 (mit H. Fehrduda)

Selbstverwaltung - Argumente für staatliche Interventionen, *Wirtschaft und Gesellschaft*, 13. Jahrgang, No. 4, 1987, 507-528

Macht, Effizienz und Profitabilität - Eine Radikale Theorie der Unternehmung. *LEVIATHAN - Zeitschrift für Sozialwissenschaft*, 14. Jahrgang, No. 4, 1986, 546-568 (mit H. Duda)

Die kurzfristige Nachfrage- und Beschäftigungswirksamkeit der Fiskalpolitik in einer geschlossenen Volkswirtschaft. *Quartalshefte der Girozentrale*, 21. Jahrgang, No. 3, 1986, 19-39

Entwicklung und Ursachen der Staatsverschuldung. *Wirtschaft und Gesellschaft*, 12 Jahrgang, No. 2, 1986, 87-105

Die selbstverwaltete Unternehmung - eine effiziente Alternative zum Kapitalismus? *Ökonomie und Gesellschaft*, Jahrbuch 3, 1985, 276-332

Unfreiwillige Arbeitslosigkeit, Macht und asymmetrische Mobilitätskosten. *Quartalshefte der Girozentrale*, 19. Jahrgang, No. 1, 1984, 67-82

Die Wirtschaftskrise Jugoslawiens: Falsche Wirtschaftspolitik oder Systemfehler? *Quartalshefte der Girozentrale*, 18. Jahrgang, No. 4, 1983, 71-90. (mit I. Zloch)

Aufsichtsräte in öffentlichen Unternehmen, Skizzen zur politischen Ökonomie Österreichs. *Zeitschrift für öffentliche und gemeinwirtschaftliche Unternehmen*, Band 5, Heft 2, 1982, 123-150. (mit A. van der Bellen)

#### **IV. Contributions to German Books**

Individueller Arbeitseinsatz in Selbstverwaltungs-, Gewinnbeteiligungs- und kapitalistischen Unternehmen. in: F. R. Fitzroy und K. Kraft (Hrsg.): *Mitarbeiterbeteiligung und Mitbestimmung im Unternehmen*, De Gruyter, Berlin-New York 1987, 271-294

Macht und Ökonomie: Das Beispiel atomistischer Arbeitsmärkte. in: W. Küpper und G. Ortmann (Hrsg.): *Mikropolitik - Rationalität, Macht und Spiele in Organisationen*, Westdeutscher Verlag, Opladen 1988, 131-154. (mit H. Fehr-Duda)

Selbstverwaltung - wünschenswert und effizient? in: A. Heise (Hrsg.): *Arbeiterselbstverwaltung*, AG-SPAK, Berlin-Wien 1989, 51-70

Unfreiwillige Arbeitslosigkeit durch Effizienzlöhne? - Eine Gegenkritik. in: K. Gerlach und O. Hübler (Hrsg.): *Effizienzlohntheorie, Individualeinkommen und Arbeitsplatzwechsel*. Campus Verlag, Frankfurt - New York 1989, 27-48

Arbeitslosigkeit in Europa – Theorie und Empirische Befunde. In: Thomas Geiser, Hans Schmid und Emil Walter-Busch (Hrsg.): *Arbeit in der Schweiz des 20. Jahrhunderts – Wirtschaftliche, rechtliche und soziale Perspektiven*. Verlag Paul Haupt, Bern – Stuttgart – Wien 1998, 217-250. (mit S. Gächter)

Unfreiwillige Arbeitslosigkeit und die institutionellen Bedingungen des Arbeitsmarktes, in: Max Haller und Peter Schachner-Blazizek (Hrsg.): *Beschäftigung in Europa*. Graz: Leykam 1999 (mit S. Gächter)

Ursachen Nominaler Rigiditäten. In: G. Chaloupek, A. Guger, E. Nowotny and G. Schwödiauer (Hrsg.), *Oekonomie in Theorie und Praxis – Festschrift für Helmut Frisch*, Springer Verlag, New York – Hamburg, 2001

#### **V. Contributions to the popular press in German and English**

Was ist gerecht? *Die Zeit Magazine* 31, 2009

Mit Neuroökonomik das menschliche Wesen ergründen, *NZZ* 146, 2005

Auch die Rachelust zählt, *NZZ* 221, 2004

The Reductionist – Interview with Ernst Fehr, *Finnisk Newsletter* 2, 2004

Teilen und Helfen – Ursprünge sozialen Verhaltens, *Spektrum der Wissenschaft*, 2002  
(with Karl Sigmund und Martin A. Nowak)

The Economics of Fair Play, *Scientific American*, 2002 (with Karl Sigmund und Martin A. Nowak)

Über Vernunft, Will und Eigennutz hinaus – Ansätze zu einer neuen Synthese von Psychologie und Ökonomie, *NZZ* 2001

Unvollständige Arbeitsverträge schaffen Arbeitslosigkeit – Die Folgen von fairem Verhalten auf dem Arbeitsmarkt, *NZZ* 2001 (with Suzann-Viola Renninger)

Neid, Status und Markt – Ökonomische Betrachtungen zu machtvollen Emotionen, *NZZ* 1999

Die Psychologische Wende in der Ökonomik, Vortrag zum Dies Academicus der Universität St. Gallen, 2002

## **Current Research Projects**

- 1) Reputation, Competition and Job Design (with B. Bartling and K. Schmidt)
- 2) Endogenous Authority (with H. Herz and T. Wilkening)
- 3) Gift Exchange in Field Experiments (with A. Cohn, L. Goette, F. Schneider)
- 4) The Development of Social Preferences in Children (with T. Singer, N. Steinbeis)
- 5) Neurobiological Foundations of Social Emotions and Economic Decision-Making (together with U. Fischbacher, M. Heinrichs, D. Knoch, M. Kosfeld, T. Baumgartner)
- 6) The Genetics of Time, Risk and Social Preferences (with U. Fischbacher, G. Hasler, A. Navarro, and D. Schunk)
- 7) The Evolution of Ethnic Markers (together with Ch. Efferson and R. Lalive)
- 8) Explaining Religion (together with R. McKay)
- 9) The Foundations of Human Prosociality: Social preferences in marmosets, chimpanzees, and humans (together with C. Efferson, C. van Schaik, and J. Burkart)
- 10) Individual heterogeneity and social interaction

# Teaching Activities

Graduate level courses appropriate for advanced Master Students and Ph.D. Students.  
(FS = fall semester, SS = spring semester, WS = Winter Semester, SS = Summer Semester)

## Lectures

**Advanced Microeconomics**, undergraduate lecture, every WS or FS since WS 2006/2007

**Introduction to Microeconomics**, undergraduate lecture, WS 2005/2006

**Experimental and Behavioral Economics**, graduate level course at MIT, since 2003

**Experimental Economics**, graduate level, 2-hour course every second year at the Univ. of Zürich since 1995

**Personnel and Organizational Economics**, graduate Level, 2-hour course at the Univ. of Zürich in each year from 1995 to 2007

**Applied Game Theory**, Graduate level, Institute for Advanced Studies Vienna and Univ. of Zürich: WT 1991/92 SS 1995, SS 1999, WS 2000/01

**Labor Economics**, 2-hour course, graduate level, Univ. of Linz and Univ. of Zürich: SS 1993, WS 1994/95, WS 1995/96, WS 97/98, SS 2000.

**Advanced Microeconomic Theory**, 2-hour course, graduate level, Univ. of Linz and Univ. of Zürich: WS 1994/95, WS 1995/96, WS 2000/01, FS 2008.

**Distribution Theory**, 2-hour course, graduate level, Univ. of Linz: SS 1992

**Microeconomic Theory**, 3-hour course, undergraduate level, Univ. of Technology, Vienna: WT 1991/92 and a 4-hour course in the WS 1998/99 at the Univ. of Zürich.

**Bargaining Theory**, 2-hour course, graduate level, Institute for Advanced Studies in Vienna and University of Technology in Vienna: WS 1990/91, WS 1991/92

**Introduction to Economics and Public Finance**, 3-hour course, undergraduate level, University of Technology, Vienna: SS 1990, ST 1991

# Seminars

**Frontiers in Social Neuroscience and Neuroeconomics**, graduate level seminar, every HS since 2008, together with M. Heinrichs, T. Singer, and K.E. Stephan

**Research seminar on behavioral and experimental economics**, masters and graduate level seminar, every FS since 2007

**Foundations of human social behavior**, graduate level seminar, every semester since WS 2006/2007

**Economic Research Seminar**, graduate level seminar, every semester since 2002, with the entire faculty of the economics department.

**Management and Economics**, graduate level seminar, every semester since 2002

**Behavioral Economics**, undergraduate and graduate level, several seminars at the Univ. of Zürich since 1995.

**Personnel and Organizational Economics**, graduate level, at the Univ. of Zürich in each year since 1995.

**Advanced Microeconomic Theory**, graduate level, at the Univ. of Linz and Zurich: WT 1994/95, WS 1995/96.

**Distribution Theory**, graduate level, Univ. of Linz: SS 1992.

**Labor Economics**, graduate level, Univ. of Linz and Zürich: SS 1992, ST 1995, WS 1995/96.

**Profit-Sharing and Labor Management**, undergraduate level, at the Univ. of Technology, Vienna: SS 1987, SS 1988, SS 1990, SS 1991.

**Microeconomic Theory**, undergraduate level, at the University of Technology in Vienna: SS 1984, SS 1985, SS 1986.

**Public Finance**, graduate level, at the Univ. of Vienna: WS 1980/81, SS 1981, WS 1981/82 (together with Prof. A. van der Bellen) .

## Refereeing Activities for the following Journals:

Nature, Science, American Economic Review, Econometrica, Journal of Political Economy, Quarterly Journal of Economics, Review of Economic Studies, Games and Economic Behavior, Journal of Public Economics, Journal of Labor Economics, Economic Journal, European Economic Review, Journal of Economic Behavior and Organization, Scandinavian Journal of Economics, Kyklos, Journal of Comparative Economics, Rationality and Society, Labour Economics, Journal of Institutional and Theoretical Economics (Zeitschrift für die gesamte Staatswissenschaft), Journal of Economics (Zeitschrift für Nationalökonomie), European Journal of Political Economy, Economic Systems (vormals: Jahrbuch der Wirtschaft Osteuropas), Empirica - Austrian Journal of Economics.

## Book Reviews

Nutzinger H. G. and Backhaus J. (eds.): *Codetermination - A Discussion of Different Approaches*. Springer Verlag 1989, Berlin - Heidelberg, in: Journal of Economics, Vol. 54, No. 2, 190 ff.

Schneider J.: *Market Failure and Unemployment* Transfer Verlag 1987, Regensburg, in: Kyklos, No. 1, 1988, 150 ff.

Buchanan J. A. and Rowley Ch. K. and Tollison R. D. (Eds.): *Deficits*. Basil Blackwell 1987, Oxford, in: Kyklos, No. 4, 1988, 667 ff.

Lindbeck A. and Snower D. J.: *The Insider-Outsider Theory of Employment and Unemployment*. MIT Press 1988, Cambridge, in: Journal of Economics, Vol. 51, No. 3, 312 ff.

Hermann A. und Ulram P. A.: *Vermögensbildung in Arbeitnehmerhand*. Forschungsprojekt des Jubiläumsfonds der Österr. Nationalbank, Jänner 1987, in: Sozialwissenschaftliche Studiengesellschaft (SWS) - Rundschau, No. 1, 1987, 49 ff.

Kück M.: *Neue Finanzierungsstrategien für selbstverwaltete Betriebe*. Campus Verlag 1985, Frankfurt - New York, in: Wirtschaft und Gesellschaft, No. 2, 1986, 285 ff.

Laske St. und Schneider U.: *Selbstverwaltung kann man lernen*. Herausgeber und Verleger: Bundesministerium für Soziale Verwaltung, Wien 1985, in: Wirtschaft und Gesellschaft, No. 4, 1986, 583 ff.

Lüftl W. und Martin P. C.: *Die Formeln für den Staatsbankrott - Am Beispiel des finanziellen Endes der Republik Österreich*. Wirtschaftsverlag Langen-Müller/Herbig 1984, München, in: Wirtschaft und Gesellschaft, No. 2, 1985, 278 ff.

## Presentations at International Conferences

- Presentations at the Collegium Helveticum, Zurich, November and December 2008
- Presentation at the Conference on Human Evolution, Stockholm, November 2008
- Keynote lecture, Nordic Conference on Experimental Economics, Copenhagen, November 2008
- Keynote Lecture at the annual meeting of the *Verein für Socialpolitik* [Society for Social Policy], Graz, Austria, September 2008
- Presidential Address, European Economic Association, Milan, August 2008
- Presentation at the Society of Zurich Economists, April 2008
- Keynote lecture, Royal Economics Society, University of Warwick, March 2008
- Presentation at the Conference on Neuroeconomics, New York University, January 2008
- Presentation at the international symposium of the Ipsen Foundation, December 2007
- Keynote lecture at the annual conference of the Society for Neuroeconomics, Sept. 2007
- Presentation at the international symposium at the Swiss Consulate in Cambridge MA, March 2007
- Presentation at the Conference "Biology of Prosocial Behavior", Cambridge MA, March 2007
- Presentation at the Neurological Society of Switzerland, March 2007
- Keynote lecture at the annual meeting of the European Association for Research in Industrial Economics (EARIE), Amsterdam, August 2006
- Keynote lecture at the annual meeting of the European Economic Association, Vienna, August 2006
- Keynote lecture at the Symposium on Behavioral Economics, Munich, June 2006
- Presentation at the Federation of European Neuroscience Societies, Vienna, June 2006
- Keynote lecture at the Austrian Society for Psychology, Klagenfurt, Austria, April 2006
- Presentation at the Swiss Internist Congress, Basle, 2006
- Presentation at the Royal Swedish Academy of Sciences, Stockholm, 2006
- Presentation at the Nobel Conference on the Neuroscience of Emotions, Karolinska Institute, Stockholm, 2006
- Invited to present the Luigi Solar Lecture at the University of Geneva, Geneva, Switzerland, 2006
- Keynote lecture at the annual meeting of the Southern Economic Association, Washington DC, October 2005
- Keynote lecture annual meeting of the Society for New Economics, Barcelona, Sept. 2005
- Keynote lecture at the annual meeting of the Austrian Economic Association, Innsbruck, Austria, May 2005
- Keynote lecture at the annual meeting of the Scottish Economic Association, Perth, Scotland, March 2005
- Invited to present the Carl Snyder Memorial Lecture, University of California at Santa Barbara, March 2005

- Keynote lecture at the annual meeting of the International Society for Transportation Research, Lucerne, Switzerland, August 2003
- Keynote lecture at the Biannual Conference on Social Dilemmas, Marstrand (Sweden), August 2003
- Keynote lecture at the Tilburg Workshop on Economics and Psychology, Tilburg (NL), August 2003
- Invited presentation at the annual meeting of the European Economic Association, Stockholm, August 2003
- Keynote lecture at the annual meeting of the Evolution and Human Behavior Society, University of Nebraska, June 2003
- Keynote lecture at the annual meeting of the *Deutschen Betriebswirtschaftlichen Hochschullehrer* [German Society of Economics Teachers], June 2003
- Keynote lecture at the annual meeting of the Society for Socio-Economics, Aix-en-Provence, June 2003
- Keynote lecture at Conference on Motivation Science, New York, May 2003
- Keynote lecture at the European Network for Sociobiology, Laufen, Switzerland, March 2003
- Two presentations at the Annual Meeting of the American Economic Association, Washington DC, January 2003
- Invited presentation, Conference on Behavioral Macroeconomics, at the Study Center in Gerzensee, Switzerland, Oct. 2002
- Invited lecture at the Conference on Contract Law and Economics, University of Virginia, Sept. 2002
- Keynote lecture at the annual meeting of the International Economic Association, Lisbon, Sept. 2002
- Keynote lecture at the Conference on Personnel Economics, University of Stockholm, May 2002
- Invited Lecture at the Nobel Symposium on Experimental and Behavioral Economics, Stockholm, December 2001
- Keynote speaker at the European Network on Industrial Policy, Vienna, November 2001.
- Schumpeter Lecture at the annual conference of the European Economic Association, Lausanne, August 2001.
- Conference on the Social and Psychological Foundations of Economic Life, European Science Days in Styria, Austria, July 2001.
- Frank Hahn Lecture at the annual conference of the Royal Economic Society, Durham, April 2001.
- Invited Lecture at the 8<sup>th</sup> World Congress of the Econometric Society, Seattle, August 2000.
- European Economic Association, Invited Paper Session, Santiago de Compostella, Sept. 1999.
- Conference on Economics and Psychology, Toulouse, June 1999
- Economic Science Association, Mannheim, June 1998.
- Economic Science Association, Mannheim, June 1998.
- Economic Science Association, Mannheim, June 1998.
- Workshop on Theories of Bounded Rationality, Bonn, May 1997.
- International Workshop on Preference Formation and Economics, Stanford, July 1996.

- International Workshop in Experimental Economics, Amsterdam, Sept. 1996.
- American Economic Association Meeting in San Francisco, January 1996.
- Economic Science Association/Public Choice Society Meeting in Houston, March 1996
- Conference on Ethics and Economics, University of Oslo, Dec. 1995.
- International Workshop in Experimental Economics, Amsterdam, Sept. 1995.
- Economic Science Association/Public Choice Society Meeting in Long Beach, March 1995.
- International Workshop in Experimental Economics, Amsterdam, Sept. 1994.
- Summer school on Economic Psychology, University of Linz, July 1993
- Economic Science Association/Public Choice Society Meeting in New Orleans, March 1993.
- Meeting of the International Association for Research in Economic Psychology und the Association for Experimental Economics, August 1992.
- Meeting of the International Economic Association on "The Economics of Partnership" in Honor of Nobel Laureate James Meade, Sept. 1991 in Windsor.
- European Economic Association Meeting in Lisbon, September 1990.
- Conference on "Microeconomics of Political Economy - Problems of Participation, Democracy and Efficiency" in Uppsala (Sweden), June 1990.
- European Meeting of the Econometric Society in Munich, September 1989.
- European Economic Association Meeting in Augsburg, August 1989.
- Meeting of the Social Science Labor Market Research Group at the University of Hannover, April 1987.
- Conference on "Profit-Sharing and Codetermination" at the Wissenschaftszentrum Berlin, January 1985.
- Conference on "Industrial Democracy" at Bogazici University in Istanbul, July 1983.

## Presentations in Research Seminars

- "Fairness and Effort", MIT, October 2008
- "Reputation and Contract Design", MIT, October 2009
- "Neuroeconomics of Norm Compliance", Humboldt University Berlin, September 2008
- "Caste Punishment - the Legacy of Inequality", Princeton University, May 2008
- "Limited Rationality and Strategic Interaction", Oxford University, April 2008
- "Egalitarianism in Young Children", Max Planck Institute, Leipzig, January 2008
- "The Weave of Social Life", University of Nuremberg, November 2007
- "Loss Aversion and Labor Supply", Harvard University, March 2007
- "Norm Enforcement under Social Discrimination", Harvard University, March 2007
- "Decomposing Trust - Explaining National and Ethnic Differences in Trust", Harvard University, March 2007
- "Limited Rationality and Strategic Interaction", University of Michigan, Ann Arbor, March 2007
- "Reciprocity and Reputation", Katz School of Business, University of Pittsburgh, March 2007
- "Neurobiology of human altruism and norm enforcement", University of Wisconsin at Madison, 2006
- "Neurobiology of human altruism and norm enforcement", Columbia University, 2006
- "Parochial Altruism in Humans", University of Lausanne, 2006
- "Neurobiology of Economic Behavior", Harvard University, 2006
- "Neurobiology of human altruism and norm enforcement", New York University, 2006
- "Local Politics and Global Public Goods", University of Bonn, 2006
- "When does Economic Man dominate Social Behavior?", University of Wisconsin at Madison, 2006
- "Limited Rationality and Strategic Interaction", Harvard University, September 2003.
- "Limited Rationality and Strategic Interaction", Princeton University, September 2003.
- "Psychological Foundations of Incentives and Global Public Goods", Harvard Business School, September 2003.
- "Fairness, Errors, and the Power of Competition", University of Chicago, October 2003.
- "Fairness, Errors, and the Power of Competition", Northwestern University, October 2003.
- "Relational Contracts and the Nature of Market Interactions", Organizational Economics Seminar, MIT, September 2002
- "Fairness and the Power of Competition", University of Mannheim, February 2003.
- "Contractual Incompleteness and the Nature of Market Interactions" Bocconi University, Milan, March 2002.
- Zeuthen Lectures on Behavioral Economics, University of Copenhagen, December 2002.
- Lectures on Behavioral Economics, Jerusalem University, June 2002.
- "Altruism and Social Interaction", University of Cologne, February 2002.
- "Contractual Incompleteness and the Nature of Market Interactions", University of Kiel, January 2002.
- New York University, November 2001
- Princeton University, November 2001
- University of California at Berkeley, March 2001
- MIT, March 2001

- Santa Fe Institute, March 2001
- Carnegie Mellon, March 2001
- Univ. of Chicago, May 1999
- Brookings Institution, May 1999
- European University Institute, May 1999
- Cambridge Univ., England, Nov. 1998
- Univ. of Southampton, Nov. 1998
- Tilburg Univ., CentER, Nov. 1998
- Univ. of Mass. at Amherst, Oct. 1998
- Univ. of Indiana at Bloomington, Oct. 1998
- Univ. of Michigan at Ann Arbor, Oct. 1998
- Univ. of Chicago, GSB, Oct. 1998
- Princeton University, Nov. 1997
- Yale, Cowles Foundation, Nov. 1997,
- Harvard University, Nov. 1997
- National Bureau of Economic Research, Nov. 1997
- Univ. of Bonn, Oct. 1997
- Institute for Advanced Studies, Vienna, March 1997
- Univ. of Mannheim, Feb. 1997
- Univ. of Dortmund, January 1997
- Stanford University, 1996
- California Institute of Technology, Pasadena, 1996
- Carnegie Mellon, Pittsburgh, 1996
- University of Chicago, 1996
- University of Wisconsin at Madison, 1996
- University of Bonn, 1996
- Harvard University, 1995
- University of Arizona at Tucson, 1995
- University of Pittsburgh, 1995
- Princeton University, 1995
- University of California at Berkeley, 1993
- California Institute of Technology, Pasadena, 1993
- University of Arizona at Tucson, 1993
- New York University, 1993
- University of Massachusetts at Amherst, 1993
- Virginia Polytechnic Institute, 1993

## **Membership in Scientific Organizations**

American Economic Association  
European Economic Association  
Austrian Economic Association  
Swiss Society for Economics and Statistics  
Royal Economic Society  
Verein für Socialpolitik

CEPR Fellow (since 1999)  
Fellow of the Center for Economic Studies (CESifo) in Munich, Germany  
Fellow of the Institute for the Study of Labor in Bonn, Germany (IZA)

## Research Grants

- ***Individual heterogeneity and social interaction***, 2009 – 2012, financed by the Swiss National Science Foundation, grant sum CHF 469'535.00.
- ***SystemsX, Neural Correlates of collective decision making: from molecules to minds***, 2008 – 2012, financed by the Swiss National Science Foundation and the University of Zurich, grant sum CHF 764'000.00.
- ***Explaining Religion***, 2007 – 2010, financed by the European Community, grant sum GBP 217'992.00.
- ***The Foundations of Human Prosociality – Social Preferences in Marmosets, Chimpanzees and Children***, 2006-2009, financed by the Swiss National Science Foundation, grant sum CHF 547'543.00.
- ***NCCR Affective Sciences***, 2005-2009, financed by the Swiss National Science Foundation, grant sum CHF 864'758.00
- ***The Impact of Loss Aversion and Social Preferences on Economic Incentives***, 2004-2006, financed by the Swiss National Science Foundation, grant sum CHF 385'458.00.
- ***European Wages and Employment under Low Inflation: A Consortium Research Proposal***, 2004-2006, financed by the Swiss National Science Foundation, grant sum CHF 21'000.00.
- ***European Network for the Advancement of Behavioral Economics***, 2004-2007, financed by the European Union, grant sum CHF 450'000.00.
- ***European Network for the Development of Experimental Economics***, 1998-2001, financed by the European Union.
- ***Causes and Consequences of Nominal Inertia***, 1998 - 2001, financed by the Swiss National Science Foundation.
- ***Network on Economic Environments and the Evolution of Individual Preferences and Social Norms***, 1995 – 2005, MacArthur Foundation, Chicago.
- ***Social Norms and Wage Formation***, 1995-1998, financed by the Swiss National Science Foundation.
- ***Involuntary Unemployment as an Equilibrium Phenomenon***, 1993 - 1996, financed by the Austrian Science Foundation.