

Articles in Refereed Journals

- 2020 Framing Effects in the Prisoner's Dilemma but not in the Dictator Game, *in press, Journal of the Economic Science Association*, with S.J. GOERG & D. RAND.
- 2019 Do good and talk about it! Disclosure and Reward of Discretionary Kindness, *Journal of Economic Behavior & Organization*, 161, 2019, 323-342, with O. GÜRTLER & D. WIESEN.
- Experimentally Induced Empathy does not Affect Monetarily Incentivized Dictator Game Behavior, *Frontiers in Psychology*, 10, 2019, with J.E. LÖNNQVIST.
- Employers Discriminate Against Immigrants and Criminal Offenders – Experimental Evidence, *Economics Letters*, 174, 2019, 140-143.
- Designing Feedback in Voluntary Contribution Games - The Role of Transparency, *Experimental Economics*, 2019, 22, 552–576, with B. IRLENBUSCH & R.M. RILKE.
- 2018 Asymmetric Outside Options in Ultimatum Bargaining: A Systematic Analysis, *International Journal of Game Theory*, 2018, 1-29, with H. HENNIG-SCHMIDT, B. IRLENBUSCH, & R.M. RILKE.
- 2017 Moral Entitlements and Aspiration Formation in Asymmetric Bargaining: Experimental Evidence from Germany and China, *Games*, 2017, 8(4), 44, g8040044, Special Issue on “Ethics, Morality, and Game Theory”, with H. HENNIG-SCHMIDT.
- Read my Lips! (but only if I was elected)! Experimental Evidence on the Effects of Electoral Competition on Promises, Shirking and Trust, *Journal of Economic Behavior & Organization*, 142, 2017, 348-367, with A.R. WEISS.
- 2016 Team Goal Incentives and Individual Lying Behavior, *Business Administration Review / Die Betriebswirtschaft*, 76(1), 2016, 103-123, Special Issue on “Experimental Research on Governance, Risk, Compliance, and Taxation”, with J. CONRADS, M. ELLENBERGER, B. IRLENBUSCH, E.N. OHMS, & R.M. RILKE.
- In wrong anticipation - Miscalibrated beliefs on trust between Germans, Israelis, and Palestinians, *PLoS ONE*, 11(6), 2016, e0156998, with S.J. GOERG, H. HENNIG-SCHMIDT, & E. WINTER.
- 2015 Measuring Individual Risk Attitudes in the Lab: Task or Ask? An Empirical Comparison, *Journal of Economic Behavior & Organization*, 119, 2015, 254-266, with J.-E. LÖNNQVIST, M. VERKASALO, & P.C. WICHARDT.
- Negotiations Among Chinese and Germans – An Experimental Case Study, *Journal of Behavioral and Institutional Economics / Homo Oeconomicus*, 32(3/4), 2015, 451-488, with H. HENNIG-SCHMIDT.
- On why hypocrisy thrives: Reasonable doubt created by moral posturing can deter punishment, *Journal of Experimental Social Psychology*, 59, 2015, 139-145, with J.-E. LÖNNQVIST & R.M. RILKE.
- Sex- and Ethnicity Based Discrimination and the Maintenance of Self-Esteem, *PLoS ONE*, 10(5), 2015, e0124622, with J.-E. LÖNNQVIST & H. HENNIG-SCHMIDT.
- 2014 Moral Hypocrisy – Impression Management or Self-Deception?, *Journal of Experimental Social Psychology*, 55, 2014, 53-62, with J.-E. LÖNNQVIST & B. IRLENBUSCH.
- Honesty in Tournaments, *Economics Letters*, 123, 2014, 90-93, with J. CONRADS, B. IRLENBUSCH, R.M. RILKE, & A. SCHIELKE.

- 2013 Lying and Team Incentives, *Journal of Economic Psychology*, 34, 2013, 1-7, with J. CONRADS, B. IRLBUSCH, & R.M. RILKE.
Personal Values and Pro-Social Behaviour in Strategic Interactions: Distinguishing Value-Expressive from Value-Ambivalent Behaviours, *European Journal of Social Psychology*, 43, 2013, 554-569, with J.-E. LÖNNQVIST, M. VERKASALO, & P.C. WICHARDT.
- 2012 The "Short Five" (S5): Measuring Personality Traits Using Comprehensive Single Items, *European Journal of Personality*, 26, 2012, 13-29, with K. KONSTABEL, J.-E. LÖNNQVIST, K. KONSTABEL, & M. VERKASALO.
- 2011 Situational Power Moderates the Influence of Self-Transcendence vs. Self-Enhancement Values on Behavior in Ultimatum Bargaining, *Journal of Research in Personality*, 45, 2011, 336-339, with J.-E. LÖNNQVIST, P.C. WICHARDT, & M. VERKASALO.
It Pays to Pay – Big Five Personality Influences on Cooperative Behavior in an Incentivized and Hypothetical Prisoner's Dilemma Game, *Personality and Individual Differences*, 50, 2011, 300-304, with J.-E. LÖNNQVIST & M. VERKASALO.
- 2010 On the Prevalence of Framing Effects Across Subject Pools in a Two Person Cooperation Game, *Journal of Economic Psychology*, 31, 2010, 849-859, with S.J. GOERG.
- 2009 The Moderating Effect of Conformism Values on the Relations Between Other Personal Values, Social Norms, Moral Obligation, and Single Altruistic Behaviours, *British Journal of Social Psychology*, 48, 2009, 525-546, with J.-E. LÖNNQVIST, P.C. WICHARDT, M. LINDEMAN, & M. VERKASALO.

Other Publications

Psychological and Institutional Foundations of Ethical Behavior in Organizations, *Habilitation Thesis*, 2018, University of Cologne, Supervisors: B. IRLBUSCH & D. SLIWKA.

Corporate Volunteering in der Personalpraxis, *Personal im Fokus*, 6, 2013, 30-32, with P. BEREND.

Welchen Beitrag kann die experimentelle Wirtschaftsforschung zur Förderung ethischen Handelns in der Wirtschaft leisten?, *WISU – Das Wirtschaftsstudium*, 5, 2012, S. 681-868, with B. IRLBUSCH & J. BERND.

Ethik und experimentelle Wirtschaftsforschung – Beiträge zum Lügenverhalten, *Forum Wirtschaftsethik*, 2, 2011, S. 27-36, with B. IRLBUSCH & A. NESCHEN.

On Cooperation and Trust in Strategic Games – Behavioral Evidence from the Middle East and Europe, *Dissertation*, 2010, Universität Bonn, Staatswissenschaftliche Fakultät, Supervisors: R. SELTEN & A. FALK.

Effektive Koordination, *Harvard Business manager*, August 2007, S. 14-15, with P. BEREND.

Kultur und Vertrauen – Interkulturelles Vertrauen? Ein experimentelles Spiel mit Deutschen, Argentinern und Chinesen, *Diplomarbeit*, 2003, Humboldt-University of Berlin, Department of Management, Supervisors: J. SCHWALBACH & C. OBERHAMMER.