

PUBLICATIONS (July 2018)

ARTICLES IN REFEREED JOURNALS

- [22] “Designing Feedback in Voluntary Contribution Games - The Role of Transparency”, *Experimental Economics*, 1-25, with B. IRLENBUSCH & R.M. RILKE.
- [21] “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.
- [20] “Measuring single constructs by single items: Constructing an even shorter version of the "Short Five" personality inventory”, *PLoS ONE*, 12(8), 2017, e0182714, with K. KONSTABEL, J.-E. LÖNNQVIST, S. LEIKAS, R.G. VELÁZQUEZ, H. QIN, & M. VERKASALO.
- [19] ““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.
- [18] “Asymmetric Outside Options in Ultimatum Bargaining: A Systematic Analysis”, *International Journal of Game Theory*, 2017, 1-29, with H. HENNIG-SCHMIDT, B. IRLENBUSCH, & R.M. RILKE.
- [17] “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.
- [16] “In wrong anticipation - Miscalibrated beliefs on trust between Germans, Israelis, and Palestinians”, *PLoS ONE*, 11(6), 2016, e0156998, with S.J. GOERG, H. HENIG-SCHMIDT, & E. WINTER.
- [15] “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.
- [14] “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.
- [13] “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.
- [12] “Sex- and Ethnicity Based Discrimination and the Maintenance of Self-Esteem”, *PLoS ONE*, 10(5), 2015, e0124622, with J.-E. LÖNNQVIST & H. HENNIG-SCHMIDT.
- [11] “Moral Hypocrisy – Impression Management or Self-Deception?”, *Journal of Experimental Social Psychology*, 55, 2014, 53-62, with J.-E. LÖNNQVIST & B. IRLENBUSCH.
- [10] “Honesty in Tournaments”, *Economics Letters*, 123, 2014, 90-93, with J. CONRADS, B. IRLENBUSCH, R.M. RILKE, & A. SCHIELKE.
- [9] “Lying and Team Incentives”, *Journal of Economic Psychology*, 34, 2013, 1-7, with J. CONRADS, B. IRLENBUSCH, & R.M. RILKE.
- [8] “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.
- [7] “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.
- [6] “Personality Disorder Categories as Combinations of Dimensions: Translating Cooperative Behavior in Borderline Personality Disorder into the Five-Factor Framework”, *Journal of Personality Disorders*, 26, 2012, 298-304, with J.-E. LÖNNQVIST, P.C. WICHARDT, & M. VERKASALO.
- [5] “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.

- [4] “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.
- [3] “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.
- [2] “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.
- [1] „Benachteiligung wegen mangelnden Vertrauens? Eine experimentelle Studie zur Arbeitsmarkt-integration von Strafgefangenen“, *Monatsschrift für Kriminologie und Strafrechtsreform*, 6, 2009, 526-546, with A. FALK & W. WIRTH.

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- [6] „Corporate Volunteering in der Personalpraxis“, *Personal im Fokus*, 6, 2013, 30-32, with P. BEREND.
- [5] „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.
- [4] „Ethik und experimentelle Wirtschaftsforschung – Beiträge zum Lügenverhalten“, *Forum Wirtschaftsethik*, 2, 2011, S. 27-36, with B. IRLBUSCH & A. NESCHEN.
- [3] “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.
- [2] „Effektive Koordination“, *Harvard Business manager*, August 2007, S. 14-15, with P. BEREND.
- [1] „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.

WORK IN PROGRESS

- [*] “Heads to Roll! An Experiment on Scapegoat Punishment”, with A. BODENSCHATZ, & M. UHL.
- [*] “Ethical Randomization: Real and Hypothetical Choices”, with A. BODENSCHATZ, & M. UHL.
- [*] “Adhocracy and Algocracy: An Experiment on Regime Choice”, with J. JAUERNIG & M. UHL.
- [*] “Slipping on Stereotypes – Gender Effects in the Erosion of Ethical Behavior“, with A. BODENSCHATZ.
- [*] “Satisfaction of Basic Needs as a Fundamental Distributional Motive: Lab- and Field Evidence from Germany and Georgia”, with T. DOHMEN & F. MEYER.
- [*] “On the Validity of Cost-Saving Payment Methods in Dictator-Game Experiments: A Systematic Test”.
- [*] “Performance Appraisal in Germany and China – An Experiment”, with H. HENNIG-SCHMIDT & C. HARBRING.
- [*] “The Effect of Transparency on Nudging in the Context of Organ Donation”, with A.-K. ALTENDORF & T. REGGIANI.