

CURRICULUM VITAE

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CONTACT DETAILS

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EMPLOYMENT AND AFFILIATIONS

2009 – present Professor of Economics, University of Mannheim.
2009 – present External Fellow, Centre for Decision Research and Experimental Economics, University of Nottingham.
2006 – 2009 Lecturer/Associate Professor, University of Nottingham.
2003 – 2006 Postdoctoral Research Fellow, University of Nottingham.
2000 – 2003 Research and Teaching Assistant, University of Nottingham.

ACADEMIC QUALIFICATIONS

PhD in Economics, University of Nottingham, 2003.
Diplom in Economics and Business Studies, University of Hanover / Germany, 1999.

MAIN RESEARCH INTERESTS

Behavioral and Experimental Economics
Applied Game Theory
Industrial Organization

PUBLISHED ARTICLES IN REFEREED JOURNALS

Strategic and Natural Risk in Entrepreneurship: An Experimental Study; *Journal of Economics & Management Strategy*, 2016, 25(2), 259-535 (with John Morgan, Martin Sefton and Dana Sisak)

Endogenous Entry in Contest; *Economic Theory*, 2012, 51(2), 435-463 (with John Morgan and Martin Sefton)

Parochial Altruism in Inter-Group Conflicts; *Economics Letters*, 2012, 117(1), 45–48 (with Klaus Abbink, Jordi Brandts and Benedikt Herrmann)

Intergroup Conflict and Intra-Group Punishment in an Experimental Contest Game; *American Economic Review*, 2010, 100(1), 420-447 (with Klaus Abbink, Jordi Brandts and Benedikt Herrmann)

Network Architecture and Traffic Flows; *Games and Economic Behavior*, 2009, 66(1), 348–372 (with John Morgan and Martin Sefton)

Are Experimental Economists Prone to Framing Effects? A Natural Field Experiment; *Journal of Economic Behavior & Organization*, 2009, 70(3), 443-446 (with Simon Gächter, Elke Renner and Chris Starmer)

Counterintuitive Number Effects in Experimental Oligopolies; *Experimental Economics*, 2008, 11(4), 390-401

An Experiment on Spatial Price Competition; *International Journal of Industrial Organization*, 2008, 26(3), 716-729 (with Martin Sefton)

Do Forward Markets Enhance Competition? – Experimental Evidence; *Journal of Economic Behavior & Organization*, 2006, 61(3), 415-431 (with Chloé Le Coq)

A Laboratory Study of Advertising and Price Competition; *European Economic Review*, 2006, 50(2), 323-347 (with John Morgan and Martin Sefton)

An Experimental Study of Price Dispersion; *Games and Economic Behavior*, 2006, 54(1), 134-158 (with John Morgan and Martin Sefton)

Buyer Subsidies in an Equilibrium Model of Price Dispersion; *German Economic Review*, 2003, 4(4), 511-515 (with Martin Sefton)

WORKING PAPERS

The Appearance of *Homo Rivalis*: Social Preferences and the Nature of Rent-seeking; Working Paper (with Benedikt Herrmann)

Fundraising through Competition: Evidence from the Lab; Working Paper

Pricing and Capacity Provision in Electricity Markets – An Experimental Study (with Chloé Le Coq and Sebastian Schwenen)

WORK IN PROGRESS

- Escalating commitment to a failing course of action — A reexamination (with Nikolai Martens)
- Buying goods of unknown value – An experiment (with Katharina Momsen)
- The Balance of Paranoia (with Klaus Abbink)
- Failure of Timing Independence in Dynamic Choice Problems – An Experimental Investigation (with Robin Cubitt and Chris Starmer)
- Price versus Quantity Competition: Theoretical and Experimental Investigation of Deviations from Equilibrium (with Martin Sefton)

REFEREEING

Academic Journals

American Economic Review; Econometrica; Economic Inquiry; Economic Modelling; Economic Theory; Environmental and Resource Economics; European Economic Review; Experimental Economics; Games and Economic Behavior; International Economic Review; International Journal of Game Theory; International Journal of Industrial Organization; International Review of Economics and Finance; Journal of Conflict Resolution; Journal of Economic Behavior and Organization; Journal of Economic Psychology; Journal of Environmental Economics and Management; Journal of Institutional and Theoretical Economics; Journal of Neuroscience, Psychology, and Economics; Journal of Public Economic Theory; Management Science; Organizational Behavior and Human Decision Processes; RAND Journal of Economics; Review of Economic Studies; Review of Industrial Organization; Routledge; Southern Economic Journal; Tourism Management.

Editorial Board: International Journal of Game Theory

Funding agencies, Organizations and Publishers

AQAS Reaccreditation; Baden-Württemberg Stiftung; German Research Foundation (DFG); Economic and Social Research Council (ESRC); Leibniz-Gemeinschaft; Leverhulme Trust; Routledge

Conferences and committee memberships

2006 European Meeting of the Economic Science Association (ESA); 12th ACM Conference on Electronic Commerce, San Jose, California, June 2011; EARIE meeting 2011, Stockholm, Sweden; 2012 Verein für Socialpolitik Annual Meeting, Göttingen, Germany; 2016 Schmölders Award of the Sozialwissenschaftlicher Ausschuss des Vereins für Socialpolitik.

CONFERENCES, WORKSHOPS, ETC.

7th Berlin IO Day, October 2016. CBESS Conference on 'Contests: Theory and Evidence', May 2016. Workshop on Experimental Markets, BI Oslo, May 2014. Sozialwissenschaftlicher Ausschuss im Verein für Socialpolitik Annual Meeting, Technical University Berlin, May 2014. Conference on Contests: Experiments and Theory, Max Planck Institute for Tax Law and Public Finance, Munich, Germany, January 2013. First K-Town Session, Experimental Economics Workshop, University of Kaiserslautern, August 2012. Sozialwissenschaftlicher Ausschuss im Verein für Socialpolitik Annual Meeting, University of Jena, May 2012. MaCCi Inaugural Conference of the Leibniz ScienceCampus, Center for European Economic Research ZEW, Mannheim, Germany, March 2012. Magdeburg Workshop on Anti-Social Economic Behavior, University of Magdeburg, January 2012. Conference on Market Design and the Public Sector in Laboratory Experiments, Max Planck Institute for Tax Law and Public Finance, Munich, Germany, November 2011. Sozialwissenschaftlicher Ausschuss im Verein für Socialpolitik Annual Meeting, University of Erfurt, May 2011. Sino-German Workshop: Advanced Topics in Experimental and Behavioral Economics – Intra-cultural and Cross-cultural Perspectives in Management Science, Sichuan University, Chengdu, China, May 2010. Verein für Socialpolitik Annual Conference, Ludwig-Maximilians-Universität München, Germany, October 2007. World Meetings of the Economic Science Association (ESA) at Luiss Guido Carli University Rome, Italy, June 2007, at University of Amsterdam, Netherlands, June 2004, and at Universitat Pompeu Fabra, Barcelona, Spain, July 2001. 3rd International Meeting on Experimental and Behavioral Economics (IMEBE), University of Málaga, Spain, March 2007. European Meetings of the Economic Science Association (ESA) at University of Heidelberg, September 2015, University of Nottingham, September 2006, at University of Erfurt, Germany, September 2003, and at Université Louis Pasteur, Strasbourg, France, September 2002. Royal Economic Society Annual Conference at University of Nottingham, March 2005, and at University of Wales Swansea, April 2004. 19th Annual Congress of the European Economic Association, Universidad Carlos III, Madrid, Spain, August 2004. Workshop on "Experiments in Natural Resource Economics: Fisheries and Energy", University of Akureyri, Iceland, May 2004. Network of Industrial Economists (NIE) Annual Conference, Lancaster University, April 2004. Workshop on Strategic Interaction, Max Planck Institute for Research into Economic Systems, Jena, Germany, September 2003. Workshop on the Role of Experimental Methods in Economics, University of Nottingham, September 2003. Kiel Workshop on the Economics of Information and Network Industries, Kiel Institute for World Economics, Germany, August 2003. Annual Meetings of the German Society of Experimental Economics (GEW), Burg Warberg and Wittenberg, Germany, 2000, 2001 and 2002. VIIth Spring Meeting of Young Economists, University of Paris 1 Panthéon-Sorbonne, France, April 2002. Summer Institute on Bounded Rationality in Psychology and Economics, Max Planck Institute for Human Development, Berlin, Germany, August 2001. 20th Arne Ryde Symposium – Experimental Economics, University of Lund, Sweden, November 2000. PhD course "Topics in Experimental Economics", University of Lund, Sweden, September 2000. ENDEAR Summer School and Workshop in Experimental Economics, University of Bari, Italy, September 1999.

Seminar presentations at the University of Cologne; University of Tübingen; Wissenschaftszentrum Berlin; Royal Holloway College London; University of Aachen;

Saarland University; University of Mannheim; University of Bonn; University of East Anglia; University of Amsterdam; University of Leicester.

TEACHING EXPERIENCE

Undergraduate courses

“Advanced Experimental Economics”; “Biases in Economic Decision Making”; “Economics of Conflict”; “Experimental Economics”; “Experimental Economics Reading Group”; “Experimental Methods in Economics”; “How Do Markets Work?”; “Introduction to Economics”; “Quantitative Economics with Information Technology”; “Microeconomic Theory”; “Quantitative Economics II”

Postgraduate courses

“Applied Econometrics”; “Behavioral and Experimental Economics”; “Business Economics 1 and 2”; “Economic Research Methods”; “Experimental Methods in Economics”; “Experimental and Behavioral Economics”; “Microeconomic Theory”; “Topics in Experimental Industrial Organization”; “Topics and Projects in Experimental Economics”

Executive education

“Decision Analysis”

MISCELLANEOUS

Consultant for the Institute for Transport Studies, University of Leeds, 2006-2008.