

Dirk Engelmann
Department of Economics
University of Mannheim
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Curriculum Vitae

Year of Birth: 1970

Citizenship: German

Education:

- 12/2004 Habilitation (economics), Humboldt-University Berlin
- 2/2000 PhD (economics), Humboldt-University Berlin, *summa cum laude*
- 11/1995 Graduation from University of Göttingen, Diploma in mathematics, grade excellent (*sehr gut*)
- 10/1989-11/1995 Studies in mathematics (major), business administration, and social psychology at the University of Göttingen
- 8/1993-8/1994 Exchange student at Cornell University, studies in mathematics, business ethics, social psychology

Academic Positions:

- 9/2010- Professor of Economics and Director of the Experimental Economics Laboratory, University of Mannheim
- 8/2006-8/2010 Professor of Economics, Royal Holloway, University of London. 7/2008 to 8/2010 also Director of the Experimental Economics Laboratory
- 9/2004-7/2006 Reader, Royal Holloway, University of London
- 1/2003-8/2004 Assistant Professor, CERGE, Charles University, Prague, and Senior Researcher, Economics Institute, Academy of Sciences of the Czech Republic
- 4/1996-3/2001 Research and teaching Assistant at Humboldt-University Berlin, Institute for Public Finance, Competition, and Institutions

Other Affiliations:

- 9/2007- Affiliate Researcher, Centre for Experimental Economics (CEE), University of Copenhagen
- 11/2008- Senior Researcher, Economics Institute of the Academy of Sciences of the Czech Republic
- 5/2010- CESifo Research Network Fellow

Editorial Positions:

- 4/2011- Member Editorial Board, *American Economic Review*
- 10/2011- Associate Editor, *The Economic Journal*
- 9/2008- Associate Editor, *Journal of Economic Behavior and Organization*

Grants:

- 9/2008-12/2010 ESRC, RES-000-22-2898 “The Role of Buyer Reputations in Auctions” (with Alexander Koch and Jeff Frank), £80,304.
- 8/2007-4/2008 Nuffield Foundation, “Preferences and Beliefs in Social Dilemma Situations with Sequential Moves - A Within-Subject Analysis of Laboratory Data” (with Hans-Theo Normann), £6,631.
- 1/2005-12/2006 ESRC, RES-000-22-0948 “The Role of Punishment in Public Goods Games: An Experimental Analysis” (with Hans-Theo Normann), Principal Investigator, £43,214.24.
- 4/2001-12/2002 Deutsche Forschungsgemeinschaft (DFG), Research Grant (“Habilitationstipendium”) No. EN 459/1-1.
- 8/1993-8/1994 Exchange Fellowship, Cornell University

Research Visits:

- 4/2011-7/2011 University of Melbourne
- 3/2011-4/2011 University of New South Wales, Sydney
- 11/2009 CES (Center for Economic Studies), University of Munich
- 9/2006-12/2006 University of Copenhagen (also 9/2007, 11/2008 and 9/2009)
- 1/2002-4/2002 University of Arizona
- 9/2001-12/2001 California Institute of Technology
- 4/2001-8/2001 University of Zürich

Publications:

Articles

- Mechanisms for Efficient Voting with Private Information about Preferences (with Veronika Grimm), *The Economic Journal*, forthcoming.
- How not to Extend Models of Inequality Aversion, *Journal of Economic Behavior and Organization*, forthcoming.
- Collusion Through Price Ceilings? In Search of a Focal-point Effect (with Wieland Müller), *Journal of Economic Behavior and Organization* 79(3), 291-302 (2011).
- A Within-Subject Analysis of Other-Regarding Preferences (with Mariana Blanco and Hans-Theo Normann), *Games and Economic Behavior* 72(2), 321-338 (2011).
- Altruistic Punishment and the Threat of Feuds (with Nikos Nikiforakis), *Journal of Economic Behavior and Organization* 78(3), 319-332 (2011).
- Reconsidering the Effect of Market Experience on the “Endowment Effect” (with Guillaume Hollard), *Econometrica* 78(6), 2005-2019 (2010).
- Belief Elicitation in Experiments: Is there a Hedging Problem? (with Mariana Blanco, Alexander Koch and Hans-Theo Normann), *Experimental Economics* 13(4), 412-438 (2010).
- Inequality Aversion and Reciprocity in Moonlighting Games (with Martin Strobel), *Games* 1(4), 459-477 (2010).
- Maximum Effort in the Minimum-Effort Game (with Hans-Theo Normann), *Experimental Economics* 13(3), 249-259 (2010).
- Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game (with Urs Fischbacher), *Games and Economic Behavior* 67(2), 399-407 (2009).
- Bidding Behavior in Multi-Unit Auctions – An Experimental Investigation (with Veronika Grimm), *The Economic Journal* 119, 855-882 (2009).
- Currencies, Competition, and Clans (with Jan Hanousek and Evžen Kočenda), *Journal of Policy Modeling* 30(6), 1115-1132 (2008).
- An Experimental Test of Strategic Trade Policy (with Hans-Theo Normann), *Journal of Economic Behavior and Organization* 64(1), 144-156 (2007).
- The Effects of Risk Preferences in Mixed-Strategy Equilibria of 2x2 Games (with Jakub Steiner), *Games and Economic Behavior* 60(2), 381-388 (2007).
- Preferences over Income Distributions - Experimental Evidence (with Martin Strobel), *Public Finance Review* 35(2), 285-310 (2007).
- Inequality Aversion, Efficiency, and Maximin Preferences in Simple Distribution Experiments: Reply (with Martin Strobel), *American Economic Review* 96(5), 1918-1923 (2006).
- To Buy or Not to Buy? An Experimental Study of Consumer Boycotts in Retail Markets (with Jean-Robert Tyran), *Economica*, 72(285) 1-16 (2005).
- Inequality Aversion, Efficiency, and Maximin Preferences in Simple Distribution Experiments (with Martin Strobel), *American Economic Review* 94(4), 857-869 (2004).

- An Experimental Study of the Repeated Trust Game with Incomplete Information (with Vital Anderhub and Werner Güth), *Journal of Economic Behavior and Organization* 48(2), 197-216 (2002)
- Tax Liability Side Equivalence in Experimental Posted-Offer Markets (with Rainald Borck, Wieland Müller and Hans-Theo Normann), *Southern Economic Journal* 68(3), 672-682 (2002).
- Asymmetric Type Recognition with Applications to Dilemma Games, *Metroeconomica* 52(4), 357-375 (2001).
- The False Consensus Effect Disappears if Representative Information and Monetary Incentives Are Given, (with Martin Strobel), *Experimental Economics* 3(3), 241-260 (2000).

Books and Chapters in Books

- Price Ceilings as Focal Points? An Experimental Test (with Hans-Theo Normann), in: Jeroen Hinloopen and Hans-Theo Normann (eds.): *Experiments and Competition Policy*. 2009, Cambridge, UK: Cambridge University Press. pp. 61-80.
- Overbidding in First Price Private Value Auctions Revisited: Implications of a Multi - Unit Auctions Experiment (with Veronika Grimm), in: Ulrich Schmidt and Stefan Traub (eds): *Advances in Public Economics: Utility, Choice and Welfare*. 2005, Dordrecht: Springer. pp. 235-254.
- *Trust and Trustworthiness – Theoretical Explanations and Experimental Evidence*, 2000, Aachen: Shaker.

Book Reviews

- Social Psychology and Economics, by David de Cremer, Marcel Zeelenberg and J. Keith Murnighan (Eds.) *Journal of Economic Psychology* 30(4), 690-693 (2009).
- Auctions: Theory and Practice, by Paul Klemperer, *Journal of Economic Psychology* 26(1), 155-157 (2005).

Working Papers

- Do Legal Standards Affect Ethical Concerns of Consumers? An Experiment on Minimum Wages (with David Danz und Dorothea Kübler), 2011.
- Preferences and Beliefs in Sequential Social Dilemma - A Within-Subject Analysis (with Mariana Blanco, Alexander Koch, and Hans-Theo Normann), 2009.
- A Proxy Bidding Mechanism that Elicits all Bids in an English Clock Auction Experiment (with Elmar Wolfstetter), 2005.
- The False Consensus Effect: Deconstruction and Reconstruction of an Anomaly (with Martin Strobel), CERGE-EI working paper No. 233, 2004.
- Risk Aversion Pays in the Class of 2x2 Games with No Pure Equilibrium, CERGE-EI working paper No. 211, 2003.
- The Robustness of Gift-Exchange in the Laboratory (with Andreas Ortmann), 2002.
- Survival of Trustworthiness as a Consequence of a False Consensus Effect, 1998.

Teaching Experience:

- Principles of Economics (undergraduate level)
- Microeconomics (undergraduate and graduate level)
- Game Theory (undergraduate level)
- Experimental Economics (undergraduate level)
- Industrial Organization (graduate level)
- Competition policy (graduate level)

Referee for:

Journals: American Economic Review(15), American Journal of Agricultural Economics(2), American Political Science Review, Applied Economics Research Bulletin, BE Journal of Theoretical Economics, Econometrica(2), Economic Inquiry, Economic Journal(4), Economic Theory, Economica(2), Economics and Philosophy, Economics Letters, European Economic Review(2), Evolution and Human Behavior, Experimental Economics(9), Games(2), Games and Economic Behavior(18), German Economic Review(2), International Economic Review, International Journal of Industrial Organization, Journal of Conflict Resolution, Journal of Economic Behavior and Organization(12), Journal of Economic Psychology(3), Journal of Environment and Development, Journal of Institutional and Theoretical Economics, Journal of Mathematical Psychology, Journal of Public Economic Theory, Journal of Public Economics(5), Journal of the European Economic Association(3), Labour Economics, Management Science(2), Proceedings of the Royal Society B, Public Finance Review, Quantitative Marketing and Economics, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economic Studies (3), Scandinavian Journal of Economics, Social Choice and Welfare(2), Southern Economic Journal, Synthese, Theory and Decision, Zeitschrift für Betriebswirtschaft

Founding Agencies: Austrian Science Fund, Czech Science Foundation(2), Economic and Social Research Council(3), European Science Foundation(2), German-Israeli Foundation for Scientific Research and Development, Israel Science Foundation (2), Leibniz Gemeinschaft, National Science Foundation(2), Netherlands Organisation for Scientific Research, Social Sciences and Humanities Research Council of Canada (SSHRC), Tiroler Wissenschaftsfonds, Volkswagenstiftung

Conferences: Econometric Society European Meeting (2011), Verein für Socialpolitik (Annual meeting 2006 and 2011)

Refereeing Awards:

Excellence in Refereeing Award, *American Economic Review*, 2009.

Other Activities:

Co-Organizer, annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung*, Prague October 2004
Local organizer, Third Spring Meeting of Young Economists in Berlin April 1998

Professional Memberships:

American Economic Association, Econometric Society, Game Theory Society, Economic Science Association, European Economic Association, Verein fuer Socialpolitik, Gesellschaft für experimentelle Wirtschaftsforschung

PhD Students

Former

at CERGE-EI, Prague:

- Eugen Kovac (now assistant professor at the University of Bonn, local chair of the dissertation committee)
- Andrei Medvedev (local chair of the dissertation committee)
- Dmitry Ryvkin (now assistant professor at Florida State University, member of the dissertation committee)
- Silvester van Koten (now postdoc at EUI, external member of the dissertation committee)

at Royal Holloway:

- Mariana Blanco (now assistant professor at Universidad del Rosario, advisor)
- Massimo Finocchiaro-Castro (advisor)
- Miguel Fonseca (now lecturer at Exeter, advisor)
- Darko Hajdukovic (supervisor)
- Nikos Nikiforakis (now senior lecturer at the University of Melbourne, advisor)
- Marieta Valente (now lecturer at Universidade do Minho, joint supervisor)

Current

at Mannheim:

- Christian Koch

at Royal Holloway:

- Alessandro Sontuoso (joint supervisor)

External PhD Examinations

- Paloma Ubeda (University of Valencia, 2010)

Invited Seminar Presentations:

- 1999: University of Magdeburg
- 2001: CERGE-EI, Prague
University of Zurich
University of St. Gallen
California Institute of Technology
University of California at Santa Barbara
- 2002: University of Arizona
New York University
University of Bielefeld
- 2003: Max-Planck Institute Jena
University College London
Royal Holloway, University of London
University of Nottingham
- 2004: London School of Economics
- 2005: SFB Transregio 15 “GESY” Seminar, Berlin
CERGE-EI, Prague
Tinbergen Institute, Amsterdam
University of Hannover
University of Magdeburg
University of Karlsruhe
Dundee University
University of St. Andrews
- 2006: University of Warwick
CERGE-EI, Prague
University of Innsbruck
University of Copenhagen
Lund University
- 2007: Paris I – Sorbonne (April and November)
University of Mannheim
Maastricht University
University of Oslo
University of Copenhagen
Universitat Autònoma, Barcelona
University of Exeter
CERGE-EI, Prague
- 2008: Westminster Business School, London
DIW, Berlin
London School of Economics
University of Erlangen-Nuremberg
CERGE-EI, Prague
University of Mannheim
- 2009: University of Padua
University of East Anglia
University of Aarhus
University of Heidelberg
CES, University of Munich
University of Bologna

2010 University of Aberdeen
 Imperial College London

2011 University of New South Wales, Sydney
 Deakin University, Melbourne
 Australian National University, Canberra
 Queensland University of Technology, Brisbane
 Monash University, Melbourne
 University of Melbourne
 University of South Australia
 University of Adelaide
 University of Hamburg
 Norwegian School of Economics, Bergen
 University of Zürich

Invited Conference and Workshop Presentations:

- August 2011 Workshop “Econometric Methods using Experimental data” at WZB, Berlin
Presentation: *Do Legal Standards Affect Ethical Concerns of Consumers? An Experiment on Minimum Wages*
- August 2011 Mainz Workshop on Behavioral Economics.
Presentation: *Engineering Social Preferences - Explaining Distribution Choices in a Large-Scale Internet Experiment*
- May 2010 Workshop “Advances in experimental economics” in Paris, organized by Paris School of Economics and the CIRPÉE Research Center at Laval University.
Presentation: *Does a Buyer Benefit from Bad Reputation? Theory and Experiments on Auctions with Default*
- March 2009 2009 ESI Pre-Spring Workshop at the Max-Planck Institute of Economics in Jena, Germany.
Presentation: *A Shock Therapy Against the “Endowment Effect”*
- January 2008 National Tax Association at the Allied Social Science Associations Meeting in New Orleans.
Presentation: *Feuds in the Laboratory*
- November 2007 Humboldt-Forum Wirtschaft at Humboldt-University Berlin.
Panel discussion on alternative models of rationality
- June 2007 Workshop on Behavioural and Experimental Economics in Edinburgh.
Presentation: *A Within-Subject Analysis of Other-Regarding Preferences*
- January 2007 Economic Science Association at the Allied Social Science Associations Meeting in Chicago.
Presentation: *Indirect Reciprocity, Strategic Reputation Building, and Competition in an Experimental Helping Game*
- May 2005 Conference on “Experimental Public Economics”, organized by the Andrew Young School of Policy Studies, International Studies Program, Georgia State University, in Atlanta, Georgia.
Presentation: *Preferences over Income Distributions – Experimental Evidence*
- July 2003 6th International Conference on Current Trends in Economics, organized by *The Society for the Advancement of Economic Theory* on Rhodes.
Presentation: *The False Consensus Effect: Deconstruction and Reconstruction of an Anomaly*

Other Conference Presentations:

- October 2011 Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Nürnberg.
Presentation: *Forgiven and Forgotten - A Large-Scale Experiment on Trust and Reputation*
- September 2011 European Meeting of the *Economic Science Association* in Luxembourg.
Presentation: *Forgiven and Forgotten - A Large-Scale Experiment on Trust and Reputation*
- September 2011 Annual meeting of the *Verein für Socialpolitik* in Frankfurt.
Presentation: *Preferences and Beliefs in a Sequential Social Dilemma: A Within-Subjects Analysis*
- August 2011 65th *Econometric Society European Meeting* in Oslo.
Presentation: *Preferences and Beliefs in a Sequential Social Dilemma: A Within-Subjects Analysis*
- June 2011 52nd Annual Conference of the *New Zealand Association of Economists* in Wellington.
Presentation: *Do Legal Standards Affect Ethical Concerns of Consumers? An Experiment on Minimum Wages*
- October 2010 Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Luxembourg.
Presentation: *Do Buyers Strategically Build a Reputation for Defaulting?*
- September 2010 Annual meeting of the *Verein für Socialpolitik* in Kiel.
Presentation: *Collusion through Price Ceilings? In Search of a Focal-Point Effect*
- August 2010 24th Annual Congress of the *European Economic Association* in Glasgow.
Presentation: *Collusion through Price Ceilings? In Search of a Focal-Point Effect*
- July 2010 Annual Meeting of the *Economic Science Association* in Copenhagen.
Presentation: *Do Buyers Strategically Build a Reputation for Defaulting?*
- September 2009 European Meeting of the *Economic Science Association* in Innsbruck.
Presentation: *Does a Buyer Benefit from Bad Reputation? Theory and Experiments on Auctions with Default*
- June 2009 Annual Meeting of the *Economic Science Association* in Washington, DC.
Presentation: *Does a Buyer Benefit from Bad Reputation? Theory and Experiments on Auctions with Default*
- June 2009 Maastricht Behavioral and Experimental Economics Symposium (M-BEES).
Presentation: *A Shock Therapy Against the "Endowment Effect"*
- November 2008 3rd Nordic Conference on Behavioral and Experimental Economics in Copenhagen.
Presentation: *A Shock Therapy Against the "Endowment Effect"*
- September 2008 Annual meeting of the *Verein für Socialpolitik* in Graz.
Presentation: *Do Legal Standards Affect Ethical Concerns of Consumers?*
- September 2008 European Meeting of the *Economic Science Association* in Lyon.
Presentation: *A Shock Therapy Against the "Endowment Effect"*
- September 2008 IAREP/SABE world meeting in Rome.
Presentation: *A Shock Therapy Against the "Endowment Effect"*
- August 2008 63rd *Econometric Society European Meeting* in Milan.
Presentation: *A Shock Therapy Against the "Endowment Effect"*
- August 2008 23rd Annual Congress of the *European Economic Association* in Milan.
Presentation: *Do Legal Standards Affect Ethical Concerns of Consumers?*
- August 2007 22nd Annual Congress of the *European Economic Association* in Budapest.
Presentation: *Maximum Effort in the Minimum Effort Game*

- June 2007 Annual Meeting of the *Economic Science Association* in Rome.
Presentation: *Maximum Effort in the Minimum Effort Game*
- April 2007 Annual Conference of the *Royal Economic Society* in Warwick.
Presentation: *Overcoming Incentive Constraints? – The (In-) Effectiveness of Social Interaction*
- September 2006 Annual meeting of the *Verein für Socialpolitik* in Bayreuth.
Presentations: *Overcoming Incentive Constraints? – The (In-) Effectiveness of Social Interaction*
A Within-Subject Analysis of Other-Regarding Preferences
- September 2006 European Meeting of the *Economic Science Association* in Nottingham.
Presentation: *A Within-Subject Analysis of Other-Regarding Preferences*
- August 2006 61st *Econometric Society European Meeting* in Vienna.
Presentation: *A Proxy Bidding Mechanism that Elicits all Bids in an English Clock Auction Experiment*
- August 2006 21st Annual Congress of the *European Economic Association* in Vienna.
Presentation: *A Within-Subject Analysis of Other-Regarding Preferences*
- September 2005 Annual meeting of the *Verein für Socialpolitik* in Bonn.
Presentation: *A Proxy Bidding Mechanism that Elicits all Bids in an English Clock Auction Experiment*
- September 2005 European Meeting of the *Economic Science Association* in Alessandria.
Presentation: *Overcoming Incentive Constraints? – The (In-) Effectiveness of Social Interaction*
- August 2005 20th Annual Congress of the *European Economic Association* in Amsterdam.
Presentation: *The False Consensus Effect: Deconstruction and Reconstruction of an Anomaly*
- August 2005 9th World Congress of the *Econometric Society* in London.
Presentation: *Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game*
- June 2005 Annual Meeting of the *Economic Science Association* in Montreal.
Presentation: *Overcoming Incentive Constraints? – The (In-) Effectiveness of Social Interaction*
- May 2005 Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Cologne.
Presentation: *Crowding out Social Norms – An Experimental Study of Minimal Wages*
- October 2004 Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Prague.
Presentation: *A Proxy Bidding Mechanism that Elicits all Bids in an English Clock Auction Experiment*
- September 2004 Annual meeting of the *Verein für Socialpolitik* in Dresden.
Presentation: *The False Consensus Effect: Deconstruction and Reconstruction of an Anomaly*
- August 2004 19th Annual Congress of the *European Economic Association* in Madrid.
Presentation: *Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game*
- July 2004 2nd World Congress of the *Game Theory Society* in Marseille.
Presentation: *A Proxy Bidding Mechanism that Elicits all Bids in an English Clock Auction Experiment*
- June 2004 Annual Meeting of the *Economic Science Association* in Amsterdam.
Presentation: *A Proxy Bidding Mechanism that Elicits all Bids in an English Clock Auction Experiment*
- September 2003 European Meeting of the *Economic Science Association* in Erfurt.
Presentation: *The False Consensus Effect: Deconstruction and Reconstruction of an Anomaly*
- August 2003 58th *Econometric Society European Meeting* in Stockholm.

Presentation: *The Robustness of Laboratory Gift-Exchange: A Reconsideration*

September 2002 European Meeting of the *Economic Science Association* in Strasbourg.
Presentation: *Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game*

August 2002 17th Annual Congress of the *European Economic Association* in Venice.
Presentation: *To Buy or Not to Buy? An Experimental Study of Consumer Boycotts in Retail Markets*

July 2002 Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Wittenberg.
Presentation: *Bidding Behavior in Multi-Unit Auctions: An Experimental Investigation*

June 2002 Annual meeting of the *Economic Science Association* in Boston.
Presentation: *Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game*

March 2002 Joint Meeting of the *Public Choice Society* and the *Economic Science Association* in San Diego
Presentations: *To Buy or Not to Buy? An Experimental Study of Consumer Boycotts in Retail Markets*
Indirect Reciprocity and Strategic Reputation Building in an Experimental Helping Game

November 2001 North American Regional Conference of the *Economic Science Association* in Tucson
Presentation: *To Buy or Not to Buy? An Experimental Study of Consumer Boycotts in Retail Markets*

June 2001 Annual meeting of the *Economic Science Association* in Barcelona.
Presentation: *Bidding Behavior in Multi-Unit Auctions: An Experimental Investigation*

November 2000 Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Warberg.
Presentation: *The Robustness of Laboratory Gift-Exchange: A Reconsideration*

September 2000 Annual meeting of the *Verein für Socialpolitik* in Berlin.
Presentation: *An Experimental Comparison of the Fairness Models by Bolton and Ockenfels and by Fehr and Schmidt*

August 2000 8th World Congress of the *Econometric Society* in Seattle.
Presentation: *An Experimental Comparison of the Fairness Models by Bolton and Ockenfels and by Fehr and Schmidt*

July 2000 1st World Congress of the *Game Theory Society* in Bilbao.
Presentation: *An Experimental Comparison of the Fairness Models by Bolton and Ockenfels and by Fehr and Schmidt*

June 2000 Annual meeting of the *Economic Science Association* in New York.
Presentation: *An Experimental Comparison of the Fairness Models by Bolton and Ockenfels and by Fehr and Schmidt*

October 1999 European Meeting of the *Economic Science Association* in Grenoble.
Presentation: *Tax Liability Side Equivalence in Experimental Posted-Offer Markets*

August 1999 54th *Econometric Society European Meeting* in Santiago de Compostela.
Presentation: *The False Consensus Effect Disappears if Representative Information and Monetary Incentives are Given*

July 1999 Annual meeting of the *Gesellschaft für experimentelle Wirtschaftsforschung* in Wittenberg.
Presentation: *An Experimental Study of the Repeated Trust Game with Incomplete Information*

April 1999 4th *Spring Meeting of Young Economists* in Amsterdam.
Presentation: *An Experimental Study of the Repeated Trust Game with Incomplete Information*

September 1998 Annual meeting of the *Verein für Socialpolitik* in Rostock.
Presentation: *Risk Aversion Pays in the Class of 2x2 Games with No Pure Equilibrium*

- September 1998 13th Annual Congress of the *European Economic Association* in Berlin.
Presentation: *Survival of Trustworthiness as a Consequence of a False Consensus Effect*
- June 1998 Annual Meeting of the *Economic Science Association* in Mannheim.
Presentation: *The False Consensus Effect Disappears if Representative Information and Monetary Incentives are Given*
- April 1998 3rd Spring Meeting of Young Economists in Berlin.
Presentation: *The False Consensus Effect Disappears if Representative Information and Monetary Incentives are Given*
- April 1997 2nd Spring Meeting of Young Economists in München.
Presentation: *Survival of Trustworthiness as a Consequence of a False Consensus Effect*