

**P.O. Box 616  
6200 MD Maastricht  
The Netherlands  
T + 31 43 388 36 47**

## Personal

Citizenship: German  
Date of Birth: September 5, 1972  
Place of Birth: Heinsberg / Germany

## Education

05/03      Doctoral degree in Economics, Maastricht University. Title of dissertation: Internal Labor Markets: Theory and Evidence at the Firm Level (Advisors: Prof. Dr. G.A. Pfann and Prof. Dr. F.C. Palm)

01/99 - 12/02      Doctoral studies at Maastricht University

- Course work within the Network of Economics and Quantitative Economics (NAKE) January, 1999 - December, 2000, NAKE Diploma 2002
- Visiting Ph.D. student at The University of Chicago, Department of Economics, January, 2002 - June, 2002 (on invitation of Professor Boyan Jovanovic and Professor Robert E. Lucas)

09/97 - 09/98      University of Warwick, Coventry, U.K., MSc in Economics 1998

09/94 - 12/98      Maastricht University, M.A. (drs.) in International Economic Studies 1999

## Current Position and Affiliations

12/07 - present:      Director of the Research Centre for Education and the Labour Market (ROA), Maastricht University

12/07 - present:      Professor of Education and the Labour Market, Maastricht University

12/07 - present:      Member of the Board, Limburg Institute for Business and Economic Research (LIBER) foundation, Maastricht University

01/08 - present:      METEOR Programme leader “The Development and Utilization of Human Resources” (since September 2009 member of the METEOR management team)

09/08 - present:      Secretary, European Association of Labour Economists (EALE), Maastricht University

10/10 - present:      Netspar Theme Coordinator

12/07 - present:      Research Fellow, Institute for the Study of Labor (IZA), Bonn

12/07 - present:      Fellow, Maastricht Research School of Economics of Technology and Organizations (METEOR), Maastricht University

12/06 - present:      DIW German Institute for Economic Research, Research Professor

## Past Positions

01/03 - 11/07      Senior Research Associate, Institute for the Study of Labor (IZA), Bonn

01/99 - 12/02	Doctoral researcher (onderzoeker in opleiding), Maastricht University, Business Investment Research Center (BIRC)
09/98 - 12/98	Research Assistant, Business Investment Research Center (BIRC), Maastricht University (Prof. Dr. G.A. Pfann)
09/96 - 08/97	Research Assistant, Department of Economics, Maastricht University (Prof. Dr. C. de Neubourg)
09/95 - 08/97	Teaching Assistant (Mathematics Tutor), Department of Quantitative Economics, Maastricht University

## Teaching

2009, 2010	The Nature of Human Motivation, Maastricht University
2008, 2009	Research Strategies in Labor Economics, Maastricht University
2008	The impact of preferences, social norms and non-cognitive skills on economic behavior, Maastricht University
2006	Labor Economics: Theory and Application, University of Bonn
2006	Labor Economics Course in the PhD-program of the African Economic Research Consortium (AERC), funded by the World Bank, Nairobi, Kenya
2005/06	Student Seminar "Measuring Preferences: Risk, Time and Social Preferences," University of Bonn
2004/05	Student Seminar "Unemployment: Theory and Policy Options," University of Bonn
2001	Multivariate Statistics, Maastricht University
1999, 2001	Stochastic Processes, Maastricht University
1995-1997	Mathematics Tutorials (undergraduate level), Maastricht University

## Research Interests

Life-Cycle formation of Cognitive & Non-cognitive Skills, Psychology of Incentives, Personnel and Organizational Economics, Behavioral Economics, Experimental Economics, Applied Microeconometrics.

## Awards

2010	Excellence in Refereeing Award (American Economic Review)
2009	Pierson-Medal 2009

## Grants and Scholarships

10/2010	NWO VIDI grant
10/2010	Netspar Theme grant (with Andries de Grip)
11/2009	METEOR PhD subsidie voor Maria Zumbühl (with Gerard Pfann)
10/2009	METEOR PhD subsidie voor Jan Feld (with Andries de Grip)
06/2009	METEOR PhD subsidie voor Olga Skriabikova (with Ben Kriechel)
06/2009	METEOR PhD subsidie voor Bart Loog (with Maarten Vendrik)
12/2007	METEOR Fellowship
2006-2010	DFG Grant through SPP1169 (Potential for more Flexibility on Heterogeneous Labor Markets)
2002	NWO Travel Grant
2001	Travel Grant of the European Economic Association
2001	Travel Grant of SWOL
1997-1998	DAAD Scholarship

1990-1991 Exchange student in the United States of America financed by the German Parliament (Parlamentarisches Patenschaftsprogramm des Deutschen Bundestags)

## Publications

### Publications in Refereed Journals:

Anke Becker, Thomas Deckers, Thomas Dohmen, Fabian Kosse, Armin Falk. The Relationship Between Economic Preferences and Psychological Personality Measures. *Annual Review of Economics*, forthcoming: DOI: 10.1146/annurev-economics-080511-110922

Thomas Dohmen, Armin Falk, David Huffman, Uwe Sunde (2012) The Intergenerational Transmission of Risk and Trust Attitudes, *Review of Economic Studies*, 79(2): 645–677.

Thomas Dohmen, Armin Falk, Klaus Fliessbach, Uwe Sunde, Bernd Weber (2011). Relative versus Absolute Income, Joy of Winning, and Gender: Brain Imaging Evidence, *Journal of Public Economics*, 95(4-5): 279-285.

Thomas Dohmen, Armin Falk (2011). Performance Pay and Multi-dimensional Sorting: Productivity, Preferences and Gender, *American Economic Review*, 101(2): 556-590

Thomas Dohmen, Armin Falk, David Huffman, Uwe Sunde, Jürgen Schupp, and Gert G. Wagner (2011). Individual Risk Attitudes: Measurement, Determinants and Behavioral Consequences, *Journal of the European Economic Association*, 9(3): 522-550.

Thomas Dohmen, David Jaeger, Armin Falk, David Huffman, Uwe Sunde, Holger Bonin, (2010). Direct Evidence on Risk Attitudes and Migration, *Review of Economics and Statistics*, 92(3) 684-689.

Thomas Dohmen, Armin Falk (2010), You get what you pay for: Incentives and Selection in the Education System, *Economic Journal*, 120(546): F256-F271.

Thomas Dohmen, Armin Falk, David Huffman, Uwe Sunde, (2010). Are Risk Aversion and Impatience Related to Cognitive Ability?, *The American Economic Review*, 120(54): 256-271.

Thomas Dohmen, Matthias Schonlau, Martin Reuter, Juergen Schupp, Christian Montag, Bernd Weber, Nico A. Siegel, Uwe Sunde, Gert G. Wagner, and Armin Falk (2010). Collecting genetic samples in population wide (panel) surveys: Feasibility, nonresponse and selectivity, *Survey Research Methods*, 4(2): 121-126.

Thomas Dohmen, Armin Falk, David Huffman, Felix Marklein, Uwe Sunde (2009). Biased probability judgment: Evidence of incidence and relationship to economic outcomes from a representative sample, *Journal of Economic Behavior & Organization*, 72(3): 903-915.

Thomas Dohmen, Armin Falk, David Huffman, Uwe Sunde (2009). Homo Reciprocans: Survey Evidence on Behavioral Outcomes, *Economic Journal*, 119(536): 592-612.

Thomas Dohmen (2008). The Influence of Social Forces: Evidence from the Behavior of Football Referees, *Economic Inquiry*, 46(3): 411-424.

Thomas Dohmen, Hartmut Lehman, Anzelika Zaiceva (2008). The Gender Earnings Gap inside a Russian Firm: First Evidence from Personnel Data - 1997 to 2002, *Journal for Labour Market Research*, 41(2-3): 157-179.

Steffen Altmann, Thomas Dohmen, Matthias Wibrals (2008). Do the Reciprocal Trust Less?, *Economics Letters*, 99(3): 454-457.

Thomas Dohmen, Armin Falk, David Huffman, Uwe Sunde (2008). Representative trust and reciprocity: prevalence and determinants, *Economic Inquiry*, 46(1): 84-90.

Thomas Dohmen (2008). Do professionals choke under pressure? *Journal of Economic Behavior & Organization*, 65(3-4) 636-653.

Klaus Fliessbach, Bernd Weber, Peter Trautner, Thomas Dohmen, Uwe Sunde, Christian E. Elger, Armin Falk (2007). Social comparison affects reward-related brain activity in the human ventral striatum, *Science* 318(5854): 1305-1308.

Holger Bonin, Thomas Dohmen, Armin Falk, David Huffman and Uwe Sunde (2007). Cross-Sectional Earnings Risk and Occupational Sorting: The Role of Risk Attitudes, *Labour Economics*, 14(6): 926-937.

Thomas Dohmen (2005). Housing, Mobility, and Unemployment, *Regional Science and Urban Economics* 35(3): 305-325. (reprinted in C. van Ewijk (ed.), *Homeownership and the labour market in Europe*, Oxford University Press, 2009, pp. 15-32.)

Thomas Dohmen (2004). Performance, Seniority, and Wages: Formal Salary Systems and Individual Earnings Profiles, *Labour Economics* 11(6): 741-763.

Thomas Dohmen, Ben Kriechel, Gerard A. Pfann (2004). Monkey Bars and Ladders: The Importance of Lateral and Vertical Movements in Internal Labor Market Careers, *Journal of Population Economics* 17(2): 193-228.

Thomas Dohmen, Gerard A. Pfann (2004). Worker Separations in a Nonstationary Corporate Environment, *European Economic Review*, 48(3): 645-663.

Thomas Dohmen (2002). Building and Using Economic Models: A Case-Study of the IS-LL Model, *Journal of Economic Methodology* 9(2): 191-212.

#### Refereed Publications in Nationally Refereed Journals

Didier Fouarge, Thomas Dohmen, Ben Kriechel (2012). Risicoattitude en beroepskeuze van schoolverlaters, *Tijdschrift voor Arbeidsvraagstukken*, forthcoming.

Bart Loog, Thomas Dohmen, Maarten Vendrik (2011). Meer of minder werken: heterogeniteit onder werkende vrouwen, *TPedigitaal* vol. 5, no. 4: 50-63.

Armin Falk, Thomas Dohmen, Uwe Sunde (2009). Kontrolliert und Repräsentativ: Beispiele zur Komplementarität von Labor- und Felddaten, *Perspektiven der Wirtschaftspolitik* 10(Special Issue): 54-74.

#### Book chapters:

Thomas Dohmen, Hartmut Lehmann, Mark E. Schaffer, Wage determination and wage inequality inside a Russian firm in late transition: Evidence from personnel data - 1997 to 2002, Forthcoming in: Ravi Kanbur and Jan Svejnar (Eds.), *Labor Markets and Economic Development*, Routledge, London and New York, 2009, pp. 62-89.

#### Books:

Internal Labor Markets: Theory and Evidence at the Firm Level, Maastricht: Universitaire Pers Maastricht, 2003.

Waarom sommigen liever leraar worden en anderen beter geen bankier kunnen worden, Inaugurale rede, Maastricht University: Colofon (reprinted in TPEdigitaal 2010 vol. 4, no. 2: 87-107).

#### Non-refereed Publications and Publications to Wider Audience:

Thomas Dohmen (2012). Wat te doen met het vakantiegeld?, ESB 97(4634) 27 April 2012.

Thomas Dohmen (2011). Sociale vergelijking, ESB 96(4623) 25 November 2011.

Thomas Dohmen (2011). Slim combineren, ESB 96(4618) 16 September 2011.

Thomas Dohmen (2011). De onderschatte kracht van prestatiebeloning, ESB 96(4614/15) 15 July 2011.

Thomas Dohmen, Armin Falk, David Huffman, Uwe Sunde (2009). The Intergenerational Transmission of Attitudes, *CESifo DICE Report Journal of Institutional Economics* 7(1): 18-12.

Thomas Dohmen, Armin Falk, David Huffman, Uwe Sunde (2008). The Intergenerational Transmission of Risk and Trust Attitudes, VOX EU, July.

Thomas Dohmen (2005). Stimmen zur Zukunft der Arbeit: Mitarbeiterauswahl durch Anreizverträge in: *Personalwirtschaft* 32(6): 66.

Thomas Dohmen (2004). Stimmen zur Zukunft der Arbeit: Unternehmen sollten Angebote zur freiwilligen Weiterbildung in der Freizeit fördern in: *Personalwirtschaft* 31(9): 66.

## Papers under review

Thomas Dohmen, Hartmut Lehmann, Mark E. Schaffer, Wage Policies of a Russian Firm and the Financial Crisis of 1998: Evidence from Personnel Data, IZA DP 3350. (revision requested at *Industrial and Labor Relations Review*)

Thomas Dohmen, Armin Falk, David Huffman, Uwe Sunde. Interpreting Time Horizon Effects in Inter-Temporal Choice

Thomas Dohmen, Hendrik Sonnabend. Field Evidence for Mixed-Strategy Equilibrium Play.

Didier Fouarge, Ben Kriechel, Thomas Dohmen. Occupational Sorting of School Leavers: The Role of Economic Preferences.

Raymond Montizaan, Frank Cörvers, Andries de Grip, Thomas Dohmen. Demotivating Workers: Retrenchment of pension rights and negative reciprocity.

Daniel Pollmann, Thomas Dohmen, Franz Palm. Robust estimation of wage dispersion with censored data: An application to occupational earnings risk and risk attitudes.

## Work in progress

Eric Bonsang, Thomas Dohmen. Cognitive Aging and Risk Attitude.

Thomas Dohmen. Promotions, Demotions and Corporate Employment Changes, paper prepared for presentation at the SOLE/EALE Second World Conference 2005.

Thomas Dohmen, Armin Falk, David Huffman, Felix Marklein, Uwe Sunde, The Non-Use of Bayes Rule: Representative Evidence on Bounded Rationality, ROA-RM-2009/1.

Thomas Dohmen, Armin Falk, David Huffman, Uwe Sunde. Seemingly Irrelevant Events Affect Economic Perceptions and Expectations: The FIFA World Cup 2006 as a Natural Experiment, IZA DP 2275.

Thomas Dohmen, Armin Falk, Jim Heckman, David Huffman, Uwe Sunde, Jürgen Schupp, Gert G. Wagner. The Measurement and Stability of Risk Preferences.

Thomas Dohmen, Joop Hartog, Ben Kriechel, Gerard Pfann. Portfolio Choice in Human Capital Investments: Specialization and Risk.

Thomas Dohmen, Melanie Khamis, Hartmut Lehmann. Risk Attitudes, Time Preferences and the Incidence of Informality among Workers: Evidence from a Transition Country.

Thomas Dohmen, Mirko Seithe, Uwe Sunde, Ideological inculcation: how political systems shape non-cognitive skills.

Simon Jäger, Thomas Dohmen, Armin Falk, David Huffman, Uwe Sunde. The Effect of Cognitive Abilities on Unemployment Duration.

Bart Loog, Thomas Dohmen, Maarten Vendrik. The impact of changes in the standard workweek on preferences for labor supply.

Olga Skriabikova, Thomas Dohmen, Ben Kriechel. Civic Capital and Preferences for Economic and Political Systems.

Olga Skriabikova, Thomas Dohmen, Ben Kriechel. Risk Attitudes and Occupational Choice.

Thomas Visscher, Thomas Dohmen, Armin Falk, David Huffman, Jürgen Schupp, Uwe Sunde, Gert G. Wagner. Eliciting Time Preferences in a Representative Sample.

Matthias Wibral, Thomas Dohmen, Dietrich Klingmüller, Bernd Weber, Armin Falk. Testosterone administration reduces lying in men.

Maria Zumbühl, Thomas Dohmen, Gerard Pfann. Intergenerational Transmission of Economic Preferences via Parental Investment.

## Professional Activities

05/12 - present: Associate Editor of *Journal of Economic Behavior and Organization*

06/11 - present: Associate Editor of *De Economist*

### Referee for the following journals

American Economic Journal: Applied Economics, American Economic Review, B. E. Journals in Economic Analysis & Policy, British Journal of Sociology, Contemporary Economic Policy, Econometrica, Economic Inquiry, Economic Journal, Economic Modelling, Economics of Governance, Empirical Economics, European Economic Review, Experimental Economics, Games and Economic Behavior, Industrial and Labor Relations Review, Industrial Relations, Jahrbücher für Nationalökonomie und Statistik, Labour Economics, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Human Capital, Journal of Institutional and Theoretical Economics, Journal of the Japanese and International Economies, Journal of Labor Economics, Journal of Political Economy, Journal of Population Economics, Journal of Public Economics, Journal of Sports Economics, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Small Business Economics

### Referee for the following funding bodies

De Nederlandse Organisatie voor Wetenschappelijk Onderzoek (NWO)

German Research Foundation (DFG)

National Science Foundation (NSF)

Economic & Social Research Council (ESRC)

### Organization of conferences and workshops

04/06 IZA/University of Amsterdam Workshop on Schooling and Risk

05/05 First Annual IZA Workshop on Behavioral and Organization Economics, Bonn

06/04 Third IZA/SOLE TransAtlantic Meeting of Labour Economist, Buch

### Member of Conference Program Committee

EEA, 2008; EEA, 2009; EEA, 2010; EEA 2011; EALE, 2008; EALE, 2009; EALE, 2010; EALE 2011, EALE 2012, EEA 210, Verein für Socialpolitik 2012.

### PhD-committees

Thomas van Huizen, Utrecht School of Economics

Jacopo Mazza, Amsterdam School of Economics

Jeroen van Raak, Maastricht University School of Business and Economics

Kathrin Nies, Maastricht University School of Business and Economics

Florian Tomini, Maastricht University, School of Governance

Ingrid Rohde, Maastricht University School of Business and Economics

Sabrina Teyssier, CNRS - University of Lyon

Britta Augsburg, Maastricht University, School of Governance

Bart Golsteyn, Maastricht University School of Business and Economics

Gerlanda Notten, Maastricht University, School of Governance

## Presentations at conferences, workshops and seminars

### Conferences

06/10 EALE London

12/09 IZA/Bertelsmannstiftung Workshop " Was sich lohnt - Anreiz- und Entgeltstrukturen für morgen", Hannover

11/09 Lustrum Conferentie, Utrecht School of Economics

09/09 EALE Tallinn 05/09 Building-Bridges Conference, Chicago

03/09 Leibniz-Network on Non-Cognitive Skills (keynote lecture)

12/08 Workshop "Human Relations, Reciprocity, and Incentives in the Workplace", Erasmus Universiteit Rotterdam

- 12/08 Tinbergen Empirical Economics Workshop “How do parents affect future generations?”, Amsterdam
- 09/08 EALE Amsterdam
- 08/08 EEA-ESEM Milan
- 08/08 DFG-NSF Conference, New York
- 06/08 SIRE Conference “Recent Developments in Research on Intergenerational Mobility”, University of Edingburgh
- 02/08 VfS-Tagung, Ausschuss für Bevölkerungsökonomie, Bielefeld
- 10/07 Verein für Socialpolitik, Jahrestagung, München
- 08/07 EEA-ESEM Budapest
- 06/07 ESA World Meeting
- 06/07 6th IZA/SOLE Transatlantic Meeting
- 05/07 SOLE Meetings, Chicago
- 04/07 IZA Policy Fellow Meeting, Bonn
- 11/06 Third IZA Prize Conference - Frontiers in Labor Economics, Berlin
- 09/06 Verein für Socialpolitik, Jahrestagung, Bayreuth
- 09/06 Deutsche Gesellschaft für Psychologie, 45. Kongress, Nürnberg
- 08/06 EEA Annual Congress, Vienna
- 05/06 Annual Conference of the Arbeitsgemeinschaft für Sportpsychologie, Münster
- 03/06 9th Kolloquium zur Personalökonomik, University of Zurich
- 10/05 Second IZA Prize Conference - Frontiers in Labor Economics, Berlin
- 09/05 Verein für Socialpolitik (German Economic Association) Annual Congress 2005, Bonn
- 09/05 IZA/CEPR European Summer Symposium in Labour Economics (ESSLE), Buch
- 07/05 4th IZA/SOLE Transatlantic Meeting
- 06/05 ESA Conference, Montreal
- 06/05 ESPE Conference, Paris
- 06/05 SOLE/EALE Conference, San Francisco
- 09/04 EALE Conference, Lisbon
- 06/04 ESA Conference, Amsterdam
- 06/04 ESPE Conference, Bergen
- 03/04 7th Kolloquium zur Personalökonomik, University of Bonn
- 08/03 EEA Annual Congress, Stockholm
- 08/03 ESEM, Stockholm
- 06/03 ESPE Conference, New York
- 04/03 Royal Economic Society, Annual Conference, University of Warwick
- 11/02 European Winter Meetings of the Econometric Society, Budapest
- 05/02 CEPR/SITE Conference on Incentives and Beyond, Stockholm
- 08/01 EEA Annual Congress in Lausanne/Switzerland
- 04/01 SOLE Meetings in Austin
- 03/01 Spring Meeting of Young Economists, Copenhagen University
- 03/01 5th Meeting of BIRC’s Scientific Council, University of Chicago
- 10/00 NAKE Research Day, Amsterdam
- 05/00 3rd IZA European Summer School in Labor Economics, Buch/Ammersee
- 12/99 Scientific Council, Chateau St. Gerlach
- 10/99 Meteor Conference, Maastricht

#### Presentations at Seminars and Workshops

- 03/12 Stockholm School of Economics
- 03/12 SOFI, Stockholm
- 02/12 University of Konstanz
- 12/11 Max Planck Institute of Economics, Jena
- 11/11 Tilburg University
- 07/11 Workshop in Experimental Labor Economics, University of Vienna
- 06/11 Universiteit van Amsterdam
- 03/11 Netspar Conference, Amsterdam
- 02/11 Erasmus Universiteit Rotterdam
- 11/10 University of Warwick
- 11/10 University of Groningen
- 06/10 Sciences Po/IZA Workshop on Trust, Civic Spirit and Economic Performance, Paris
- 06/10 University of Milan
- 06/10 Paris School of Economics

09/08 SOEP@CAMPUS, Duisburg  
 05/08 RWI, Essen  
 05/08 ZEW, Mannheim  
 11/07 Centraal Planbureau, Den Haag  
 11/07 University of Bochum  
 10/07 University of Innsbruck  
 05/07 LMU München  
 05/07 IZA Workshop: Behavioral and Organizational Economics  
 03/07 Johann Wolfgang Goethe Universität Frankfurt  
 11/06 Utrecht School of Economics  
 07/06 Research Methods Festival (ESRC), Oxford  
 05/06 University of Zurich  
 04/06 Ecole Normale Supérieure, Paris  
 04/06 Maastricht University  
 04/06 University of Chicago  
 01/06 NHH Bergen, Norway  
 11/05 University of Nottingham, University of Aberdeen, University of Mannheim  
 07/03 European Science Days, Steyr  
 03/02 University of Chicago  
 12/01 IZA, Bonn  
 05/01 Departmental Seminar Series, University of Aarhus  
 12/00 NAKE workshop, Maastricht University  
 06/00 NAKE workshop, University of Groningen  
 05/00 Shell PhD Seminar, Soestduinen  
 12/99 NAKE workshop, University of Amsterdam  
 06/99 NAKE workshop, Tilburg University

#### Formal Paper Discussions

01/12 Netspar Pension Day, Amsterdam  
 03/11 Green Building Finance and Investments, Maastricht  
 04/06 IZA/University of Amsterdam Workshop on Schooling and Risk  
 12/05 IZA Workshop: Employment Protection and Labor Markets  
 05/05 First Annual IZA Workshop on Behavioral and Organizational Economics, Bonn  
 10/04 IZA Prize Conference, Berlin  
 06/04 ESA Conference, Amsterdam  
 06/04 IZA Workshop: The Nature of Discrimination, Bonn  
 06/03 Banco de Portugal Conference on Labour Market Reforms, Santa Maria do Bouro  
 05/00 3rd IZA European Summer School in Labor Economics, Buch/Ammersee  
 12/98 Scientific Council, Chateau St. Gerlach

#### Workshop Participation

05/05 Review of Economic Studies May Meetings, Munich  
 07/03 European Science Days, Steyr  
 12/00 NAKE workshop, Maastricht University  
 06/00 NAKE workshop, University of Groningen  
 05/00 Shell PhD Seminar, Soestduinen

## Communication of research results to a non-scientific audience

TV interviews on “Social Pressure Influences Decisions of Individuals.”

Westdeutscher Rundfunk (WDR), May 17, 2005; NRW.TV in “Guten Morgen NRW”, 4 October 2005

TV interviews on “Do Professionals Choke under Pressure?”

Westdeutscher Rundfunk (WDR), March 2, 2006; Deutsche Welle, June 22, 2006

TV interviews on the role of bonus payments and gift exchange at the workplace

Westdeutscher Rundfunk (WDR), June 2007

Selected radio interviews on “Social Pressure Influences Decisions of Individuals.”

Westdeutscher Rundfunk (WDR), May 17, 2005; Radio Bonn/Rhein-Sieg, May 17, 2005; Bayerischer Rundfunk (BR), May 18, 2005; Deutschlandradio (DLF), May 23, 2005; Campus Radio Bielefeld, July 6, 2005; DIE NEUE 107.7, January 3, 2006;

Selected radio interviews on “Do Professionals Choke under Pressure?”

Westdeutscher Rundfunk (WDR), March 2, 2006; Hessischer Rundfunk (HR), March 4, 2006; Radio Bonn/Rhein-Sieg, April 3, 2006; RBB Radioeins Berlin, May 12, 2006; radioBERLIN 88,8, May 16, 2006; Radioeins Berlin, June 24, 2006; Radio Bremen, June 24, 2006; Deutschlandradio, June 29, 2006; Hessischer Rundfunk (HR-Info), June 30, 2006.

Other Radio Interviews

SWR1, March 22, 2006, on: “Performance Pay and Multi-Dimensional Sorting: Productivity, Preferences, and Gender.”

Deutschlandradio (Studiozeit), December 7, 2006, on: “The Intergenerational Transmission of Risk and Trust Attitudes.”

Interviews in magazines and newspapers

Focus, Berliner Zeitung, Chrismon, De Limburger, Handelsblatt, Kölner Rundschau, Kölner Stadtanzeiger, Reuters, Spiegel online, Stadionwelt, Volkskrant, WDR-online

Articles about research in magazines and newspapers

11 Freunde, 3Sat, Alb Bote, Algemeen Dagblad, Apotheken Umschau, Ärzte Zeitung, Augsburgener Allgemeine, Berliner Morgenpost, Berlingse Tidende, Bild am Sonntag, Bonner Generalanzeiger, Corriere della Sera, Daily Mail, Daily Record, Daily Telegraph, DEWEZET, Die Harke, Die Welt, FAZnet, Financial Times Deutschland, Frankfurter Allgemeine Sonntagszeitung, Frankfurter Neue Presse, Hamburger Abendblatt, Handelsblatt, Kölner Stadtanzeiger, Manager-Magazin (online edition), Morgenwelt, Neue Zürcher Zeitung, Nordwest Zeitung, n-tv.de, Psychologie Heute, Remscheider General-Anzeiger, Rheinische Post, Saar Echo, Salzburger Nachrichten, Sächsische Zeitung, Schwäbisches Tagblatt, Schwarzwälder Bote, Spiegel online, Stern.de, Stuttgarter Zeitung online, sueddeutsche.de, Süddeutsche Zeitung, The New Zealand Herald, Time Magazine, wallstreet-online.de, WDR.de, Westdeutsche Zeitung, Wiener Zeitung