

# CURRICULUM VITAE



**Professor Dr. Bettina Rockenbach**

born in Cologne  
married, two children

Professor of Experimental and Behavioral Economics at the University of Cologne

First Prorector and Prorector for Research of the University of Cologne

Director of the Reinhard Selten Institute

Member of the German National Academy of Sciences Leopoldina

## CONTACT INFORMATION

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**EDUCATION**


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1999	Habilitation in Economics at the University of Bonn (Advisor Prof. Dr. Reinhard Selten)
1993	Ph.D. in Economics at the University of Bonn (Advisor Prof. Dr. Reinhard Selten)
1988	Diploma in Mathematics (with minors in Economics and Computer Sciences) at the University of Bonn
1982	Abitur at the Irmgardis-Gymnasium in Cologne

**PROFESSIONAL DEVELOPMENT**


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since 2011	Full Professor of Experimental and Behavioral Economics at the University of Cologne
2000 - 2011	Full Professor of Microeconomics at the University of Erfurt
1994 - 1999	Research Assistant with Prof. Dr. Reinhard Selten, University of Bonn
1994 - 1995	Management Consultant, Munich (one-year leave)
1988 - 1993	Research Assistant with Prof. Dr. Reinhard Selten, University of Bonn; Managing Director of the Bonn Laboratory for Experimental Economics

**POSITIONS ABROAD**


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2012	Visiting Professor at UC San Diego, USA
1999 - 2000	Visiting Professor at the CentER for Economic Research at the University of Tilburg, NL
1992 & 1993	Visiting Associate at the California Institute of Technology (Caltech), Pasadena, USA

**SCIENTIFIC AWARDS**


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2013	Appointment to the German National Academy of Sciences Leopoldina
1999	Hendrik-Casimir-Karl-Ziegler-Award of the Nordrhein-Westfälischen Akademie der Wissenschaften and the Königliche Niederländischen Akademie der Wissenschaften
1995	Heinz-Sauermann-Award for the best dissertation of the years 1993/1994 by the Gesellschaft für experimentelle Wirtschaftsforschung (GEW)

**OFFERS OF PROFESSORSHIPS**


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2010	W3-Professorship of <i>Experimental and Behavioral Economics</i> at the University of Cologne (accepted)
2006	W3-Professorship of <i>Economic Theory</i> at the University of Erlangen/Nuremberg (declined)
1999	C4-Professorship of <i>Microeconomics</i> at the University of Erfurt (accepted)

## ACADEMIC SELF-ADMINISTRATION

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Since April 2015 Vice Rector of the University of Cologne

- 2012 - 2015 Member of the IS Steering Committee for the Implementation of the Institutional Strategy in the Excellence Initiative at the University of Cologne
- 2012 - 2015 Vice Dean for Research and Young Academics at the Faculty of Management, Economics and Social Sciences at the University of Cologne
- 2008 - 2011 First Vice President and Vice President for Research and Young Academics at the University of Erfurt
- 2006 - 2008 Dean of the Faculty of Law, Social Sciences and Economics at the University of Erfurt
- 2005 - 2008 Elected Member of the Senate of the University of Erfurt
- 2003 - 2008 "Vertrauensdozent" of the DFG at the University of Erfurt
- 2003 - 2005 Designee of Economic Disciplines at the University of Erfurt
- 2001 - 2005 Head of the Extended Senate of the University of Erfurt
- 2000 - 2006 Member of the Faculty Council at the Faculty of Law, Social Sciences and Economics at the University of Erfurt
- 2000 - 2008 Co-Founder and First Elected Director of the *Center for Empirical Research in Economics and Behavioral Sciences* (CEREB) at the University of Erfurt; since 2008 Member of the Management Board
- 2000 - 2011 Founding Director and Management of the Laboratory for Experimental Research in Economics Erfurt (elab)
- 1997 - 1999 Member of the Faculty Council of the Faculty of Law and Economics, University of Bonn
- 1996 - 1999 Board Member of the Special Research Area 303 (SFB 303) at the University of Bonn

## PROFESSIONAL ACTIVITIES AND MEMBERSHIPS

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- since 2013 Member of the German National Academy of Sciences Leopoldina
- since 2009 Affiliated member of the Max-Planck-Institute for Research on Collective Goods Bonn
- 2012 - 2017 Member of the Scientific Advisory Council of the Kiel Institute for the World Economy
- 2012 - 2018 Member of the Scientific Advisory Council of the Graduate School of Decision Sciences, University of Konstanz
- 2014 - 2017 Member of the Senate of the German Science Foundation (DFG)
- 2010 - 2011 Leader of the Council for Social Sciences and Member of the Executive Committee of the Verein für Socialpolitik
- 2004 - 2008 European Vice-President of the Economic Science Association (ESA)
- since 2001 Council for Social Sciences of the Verein für Socialpolitik
- since 1997 Verein für Socialpolitik
- since 1996 Society for Experimental Economics (Gesellschaft für experimentelle Wirtschaftsforschung, GfEW)
- since 1992 Economic Science Association (ESA)
- 1988 - 1999 SFB 303 Information und Coordination of Economic Activities, University of Bonn

## SUPERVISION OF JUNIOR RESEARCHERS

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### Advisor of the Ph.D. Students:

Sebastian Schneider, Sebastian Tonke, Eugenio Verrina, Jarid Zimmermann

### Advisor of the PostDocs:

Dr. Thomas Lauer, Dr. Lukas Wenner

### Completed Dissertations and Habilitations (Advisor and First Reviewer):

Prof. Dr. Bernd Irlenbusch (Habilitation 2004)	Professor at the University of Cologne
Prof. Dr. Elke Renner (Dissertation 2005)	Professor at the University of Nottingham
Prof. Dr. Özgür Gülerk (Dissertation 2007)	Professor at the RWTH Aachen
Dr. Arne Weiss (Dissertation 2009)	PostDoc at the University of Oldenburg
Dr. Irenaeus Wolff (Dissertation 2010)	PostDoc at the University of Konstanz
Dr. Mareike Hoffmann (Dissertation 2011)	Industry
Dr. Thomas Lauer (Dissertation 2011)	PostDoc at the University of Cologne
Dr. Stefan Große (Dissertation 2011)	Industry
Dr. Karen Heuermann (Dissertation 2015)	Industry
Dr. Christopher Zeppenfeld (Dissertation 2015)	Industry
Dr. Mark Pigors (Dissertation 2015)	Industry
Dr. Marcin Waligora (Dissertation 2016)	Industry
Dr. Suparee Boonmanunt (Dissertation 2017)	Lecturer, Mahidol University, Thailand
Dr. Anne Schielke (Dissertation 2017)	Industry

## TEACHING

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Courses in *Microeconomics, Industrial Organization, Game Theory* and *Experimental Economics* for BA-, MA-, Diploma- and Ph.D. students in Economics, Public Policy and Business Administration in German and English at the Universities of Cologne, Bonn, CalTech, Mainz, Bari and Erfurt

Interdisciplinary Courses with Educational Science, Philosophy, Psychology, Law, Sociology and Theology at the University of Erfurt

“Preis für gute Lehre” (Excellence in Teaching Award) in WS07/08 for the Lecture “Mikroökonomie 1“

## RESEARCH PROJECTS FOUNDED BY THIRD PARTIES

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2015 - 2018	Leader of a Sub-Project in the DFG-Research Unit FOR2150: “Relativity in Social Cognition: Antecedents and Consequences of Comparative Thinking“
2006 - 2010	DFG-Project RO3071: “Endogenous Institutional Choice in Social Dilemmas“
1998 - 2002	EU-TMR Project ENDEAR; European Network for the Development of Experimental Economics and its Applications
1999 - 2000	Kasimir-Ziegler-Project; Research on Regulatory Mechanisms in Energy Markets

- 1998 - 2000 Collaboration in four scientific research studies on the influence of different market designs on bidding behavior in frequency auctions; each study commissioned by one of the active bidders of the market (DCS-1800 frequency auctions in the Netherlands and in Germany as well as UMTS-frequency auctions in Great Britain and in Germany)
- 1998 - 2000 German American Frontiers of the Social Sciences (GAFOSS); interdisciplinary group for the development of the international collaboration in the field of socio-economic research
- 1993 - 1997 The German Israeli Foundation for Scientific Research and Development (GIF); studies comparing cultural differences in bargaining- and cooperation situations

### KEYNOTE LECTURES

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- 2018 Keynote lecture World Meetings of the Economic Science Association (ESA), Berlin
- 2017 Keynote lecture Annual Meeting of the Gesellschaft für experimentelle Wirtschaftsforschung (GfEW), Kassel
- 2017 Keynote lecture International Conference on Social Dilemmas, Taormina, Sicily
- 2015 „How to be Good“; Center for Advanced Studies LMU, München
- 2013 Roman Herzog Institut, München
- 2010 Keynote lecture ESF-EUROCORES TECT Konferenz (The Evolution of Cooperation and Trading), Budapest
- 2009 Keynote lecture Joint Annual Meeting of the Deutschen Gesellschaft für Sozialmedizin und Prävention und der Deutschen Gesellschaft für Medizinische Soziologie, Hamburg

### CONFERENCE ORGANIZATION

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- 2012 Co-Organization Annual Meeting of the Economic Science Association (ESA) in Cologne
- 2011 Annual Meeting of the Council for Social Sciences of the Verein für Socialpolitik
- 2010 Annual Meeting of the Council for Social Sciences of the Verein für Socialpolitik
- 2007 Member of the Commission for the Preparation of the Annual Meeting of the Verein für Socialpolitik
- 2005 Co-Organization „Kluges Entscheiden“, Erfurt
- 2003 Organization of the ESA European Meeting 2003 in Erfurt
- 1997 Organization of the Workshop *Theories of Bounded Rationality* in Bonn

### SCIENTIFIC REVIEWING

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American Economic Review  
Econometrica  
Economic Journal  
European Economic Review  
Evolution and Human Behavior  
Games and Economic Behavior

German Economic Review  
Group Decision and Negotiation  
International Journal of Game Theory  
Journal of Economic Behavior and Organization  
Journal of Economic Psychology  
Journal of Economics/Zeitsch. für Nat.ökonomie

Journal of Evolutionary Economics  
Journal of the European Economic Association  
Journal of Public Economics  
Labour Economics  
Management Science  
Nature

PNAS  
Proceedings of the Royal Society B  
Review of Economic Studies  
Science  
Zeitschrift für Wirtschafts- und Sozialwissenschaften

Deutsche Forschungsgemeinschaft  
Israel Science Foundation  
Max-Planck-Gesellschaft  
National Science Foundation USA  
Österreichischer Nationalfonds  
Schweizerischer Nationalfonds

Verein für Socialpolitik  
Cusanus Werk  
Studienstiftung  
Konrad-Adenauer-Stiftung  
Stiftung der deutschen Wirtschaft

## LIST OF PUBLICATIONS

### SELECTED PUBLICATIONS

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- Evasive Lying in Strategic Communication, *Journal of Public Economics*, 2017, 156, 59-72 (Kiryl Khalmetski, Bettina Rockenbach, Peter Werner).
- Altruistic punishment does not increase with the severity of norm violations in the field, *Nature Communications*, 2016, 7, 13327 (Loukas Balafoutas, Nikos Nikiforakis, Bettina Rockenbach).
- The competitive advantage of honesty, *European Economic Review*, 2016, 89, 407-424 (Mark Pigors & Bettina Rockenbach).
- Consumer Social Responsibility, *Management Science*, 2016, 3123-3137 (Mark Pigors & Bettina Rockenbach).
- On Cooperation in Open Communities, *Journal of Public Economics*, 2014, 120, 220-230 (Özgür Güererk, Bernd Irlenbusch, Bettina Rockenbach).
- Direct and indirect punishment among strangers in the field, *Proceedings of the National Academy of Sciences of the United States of America (PNAS)*, 2014, 111/45, 15924-15927 (Loukas Balafoutas, Nikos Nikiforakis, Bettina Rockenbach).
- To qualify as a social partner humans hide severe punishment though their observed cooperativeness is decisive, *Proceedings of the National Academy of Sciences of the United States of America (PNAS)*, 2011, 105/45, 18307-18312 (Bettina Rockenbach & Manfred Milinski).
- Monitoring in Teams: Using Laboratory Experiments to Study a Theory of the Firm, *Journal of the European Economic Association*, 2011, 9, 785–816 (Stefan Große, Louis Putterman, Bettina Rockenbach).
- In Search of Workers' Real Effort Reciprocity – A Field and a Laboratory Experiment, *Journal of the European Economic Association*, 2010, 8, 817–837 (Heike Hennig-Schmidt, Abdolkarim Sadrieh, Bettina Rockenbach).
- How to treat those of ill-repute, *Nature*, 2009, 457, 39-40 (Bettina Rockenbach & Manfred Milinski).
- Egalitarianism in Young Children, *Nature*, 2008, 454, 1079-1084 (Ernst Fehr, Helen Bernhard, Bettina Rockenbach).
- Punisher pays, *Nature*, 2008, 452, 297-298 (Manfred Milinski & Bettina Rockenbach).
- Spying on Others Evolves, *Science*, 2007, 317/5837, 464-465 (Manfred Milinski & Bettina Rockenbach).
- The efficient interaction of indirect reciprocity and costly punishment, *Nature*, 2006, 444, 718-723 (Bettina Rockenbach & Manfred Milinski).
- The Competitive Advantage of Sanctioning Institutions, *Science*, 2006, 312/5770, 108-111 (Özgür Güererk, Bernd Irlenbusch, Bettina Rockenbach).
- Collusion under Yardstick Competition: An Experimental Study. *International Journal of Industrial Organization*, 2004, 22, 1017-1038 (Jan Potters, Bettina Rockenbach, Abdolkarim Sadrieh, Eric van Damme).

Detrimental Effects of Sanctions on Human Altruism, *Nature*, 2003, 422, 137-140 (Ernst Fehr & Bettina Rockenbach).

#### FURTHER PUBLICATIONS IN REFEREED JOURNALS

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Pushing the Bad away: Reverse Tullock Contests, *Journal of the Economic Science Association*, 2018, 4(1), 73-85 (Bettina Rockenbach, Sebastian Schneiders, Marcin Waligora)

Moral punishment in everyday life, *Personality and Social Psychology Bulletin*, forthcoming (Wilhelm Hofmann, Mark J. Brandt, Daniel C. Wisneski, Bettina Rockenbach, Linda J. Skitka).

Designing Institutions for Social Dilemmas, *German Economic Review*, 2016, 17(3), 316–336 (Bettina Rockenbach & Irenaeus Wolff).

Measuring Lying Aversion, *Journal of Economic Behavior and Organization*, 2013, Vol. 93, 293-300 (Uri Gneezy, Bettina Rockenbach, Marta Serra-Garcia).

The Royal Lie, *Journal of Economic Behavior and Organization*, 2013, 93, 305-313 (Mareike Hoffmann, Thomas Lauer, Bettina Rockenbach).

The Inter-Group Comparison – Intra-Group Cooperation Hypothesis: Social Comparisons Between Groups Increase Efficiency in Public Goods Provision, *PLOS ONE* 2013, 8(2): e56152. doi:10.1371/journal.pone.0056152 (Robert Böhm & Bettina Rockenbach).

On the interaction of the stick and the carrot in social dilemmas, *Journal of Theoretical Biology*, 2012, 299, 139-143 (Manfred Milinski & Bettina Rockenbach).

Sharing Information, *Journal of Economic Behavior and Organization*, 2012, 81, 689-698 (Bettina Rockenbach & Abdolkarim Sadrieh).

Motivating Teammates: The Leader's Choice of Positive and Negative Incentives, *Journal of Economic Psychology*, 2009, 30/ 4, 591-607 (Özgür Gülerk, Bernd Irlenbusch, Bettina Rockenbach).

Not just hot air: Normative codes of conduct induce cooperative behaviour, *Review of Managerial Science*, 2008, 2/3, 183-197 (Thomas Lauer, Bettina Rockenbach, Peter Walgenbach).

Fairness Crowded Out by Law: An Experimental Study on Withdrawal Rights: Comment (Bettina Rockenbach), *Journal of Institutional and Theoretical Economics*, 2007, 163/1, 106-108.

Teams Take the Better Risk, *Journal of Economic Behavior and Organization*, 2007, 63, 412-422 (Bettina Rockenbach, Abdolkarim Sadrieh, Barbara Mathauschek).

Option Pricing by Students and Professional Traders: A Behavioural Investigation, *Managerial and Decision Economics*, 2006, 27/6, 497-510 (Klaus Abbink & Bettina Rockenbach).

An Experimental Test of Design Alternatives for the British 3G / UMTS Auction, *European Economic Review*, 2005, 49, 503-530 (Klaus Abbink, Bernd Irlenbusch, Paul Pezanis-Christou, Bettina Rockenbach, Abdolkarim Sadrieh, Reinhard Selten).

A Strategic Analysis of Speculative Trade in a two-sided Asset Market with Information Diversity, *International Game Theory Review*, 2005, 7/2, 151-170 (Bettina Rockenbach).



- Human Altruism: Economic, Neural, and Evolutionary Perspectives, *Current Opinion in Neurobiology*, 2004, 14, 784-790 (Ernst Fehr & Bettina Rockenbach).
- The Behavioral Relevance of Mental Accounting for the Pricing of Financial Options, *Journal of Economic Behavior and Organization*, 2004, 53, 513-527 (Bettina Rockenbach).
- The Fisherman's Problem: Exploring the tension between cooperative and non-cooperative concepts in a simple game, *Journal of Economic Psychology*, 2003, 24/4, 425-445 (Klaus Abbink, Ron Darziv, Zohar Gilula, Harel Goren, Bernd Irlenbusch, Arnon Keren, Bettina Rockenbach, Abdolkarim Sadrieh, Reinhard Selten, Shmuel Zamir).
- The behavioural approach to the strategic analysis of spectrum auctions: The case of the German DCS-1800 auction, *ifo Studien - Zeitschrift für empirische Wirtschaftsforschung*, 2002, 3, 457-480 (Klaus Abbink, Bernd Irlenbusch, Bettina Rockenbach, Abdolkarim Sadrieh, Reinhard Selten). Reprinted in: Illing, Gerhard and Ulrich Klüh (Eds.): *Spectrum Auctions and Competition in Telecommunications*, MIT Press 2003.
- Information, Aggregation, Speculation and Arbitrage in an Option Market Experiment, *Revue d'Economie Politique*, 2001, 111/1, 41-65 (Bettina Rockenbach).
- Der Fluch der Erfahrung: Professionelle Trader versus Studenten in einem Optionsbewertungsexperiment, in: Elisabeth Hehn (Hrsg.): *Innovative Anlagekonzepte*, 2000, Gabler Verlag, Wiesbaden (Klaus Abbink & Bettina Rockenbach).
- Two-Person Bargaining Experiments with Incomplete Information, *Springer Lecture Notes in Economics and Mathematical Systems*, 1994, 412, Springer Verlag (Bettina Kuon).
- Measuring the Typicalness of Behavior, *Mathematical Social Sciences*, 1993, 26/1, 35-49 (Bettina Kuon).
- Demand Commitment Bargaining in Three-Person Quota Game Experiments, *International Journal of Game Theory*, 1993, 22, 261-277 (Reinhard Selten & Bettina Kuon).
- The Negotiation Agreement Area: An Experimental Analysis of Two-Person Characteristic Function Games, *Group Decision and Negotiation*, 1993, 2, 323-345 (Bettina Kuon & Gerald R. Uhlich).

## BOOKS

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*Reward and Punishment in Social Dilemmas*, Paul Van Lange, Bettina Rockenbach, and Toshio Yamagishi eds., Oxford University Press 2014.

## ARTICLES IN BOOKS

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- Institutions fostering public goods provision, in Axel Ockenfels und Abdolkarim Sadrieh (eds.): *The Selten School of Behavioral Economics: A Collection of Essays in Honor of Reinhard Selten*, Springer Verlag Berlin Heidelberg, 2010 (mit Ernst Fehr, Simon Gächter und Manfred Milinski)
- Institutional Design Capitalizing on the Intuitive Nature of Decision Making, in Christoph Engel and Wolf Singer (eds.): *Better Than Conscious? Decision Making, the Human Mind, and Implications for Institutions*, MIT Press, Cambridge, MA, 2008 (mit M. Lubell (rapporteur), C. Engel, P.W. Glimcher, R. Hastie, J.J. Rchlinisky, R. Selten, T. Singer, E. Weber).

Is there Evidence for an Adaptive Toolbox, Gigerenzer, G. and R. Selten (eds.): **Bounded Rationality. The Adaptive Toolbox**, MIT Press, Cambridge, MA, 2001 (mit A. Sadrieh (rapporteur), W. Güth, P. Hammerstein, S. Harnad, U. Hoffrage, B.R. Munier, P.M. Todd, M. Warglien, M. Weber).

Cologne, July 13, 2018

Prof. Dr. Bettina Rockenbach