

# Prof. Dr. Gerlinde Fellner-Röhling

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## PERSONAL INFORMATION

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Year and place of birth: 1977 in Neunkirchen, Austria  
Nationality: Austrian  
Languages: German (native), English (fluent), French (basic)

## ACADEMIC POSITIONS

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since 04.2014 Full professor for Behavioral and Experimental Economics (W3, tenured), Ulm University  
04.2012 - 03.2014 Full professor for Behavioral Economics (W3, non-tenured), Ulm University  
10.2011 - 03.2012 Assistant professor, Institute of Economic Policy and Industrial Economics, WU Vienna  
10.2010 - 09.2011 Deputy professor in Economics (W3), University of Cologne (for Prof. Dr. Axel Ockenfels)  
01.2008 - 12.2010 Member of SFB International Tax Coordination, project: "International Taxation and Business Finance", WU Vienna  
12.2005 - 09.2010 Assistant professor, Institute of Economic Policy and Industrial Economics, WU Vienna  
08.2004 - 11.2005 Post-doc researcher, SFB TR 15 (Governance and the efficiency of economic systems) Project C7: Market microstructure, University of Bonn  
09.2001 - 07.2004 Research associate, Max-Planck Institute of Economics, Strategic Interaction Group

## EDUCATION

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11.2011 Habilitation (venia docendi) in Economics, WU Vienna  
10.2001 - 07.2004 Doctoral degree in Economics (Dr. rer. pol.), summa cum laude, University Jena  
10.1995 - 03.2002 Diploma (Master degree) in Psychology (Mag. rer. nat.), University of Vienna  
10.1995 - 07.2001 Diploma (Master degree) in Economics (Mag. rer. soc. oec.), University of Vienna

## AWARDS

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Ulm University Award for Innovative Teaching, 2017  
Excellent Teaching Award 2010, WU Vienna  
Top 30 Austrian researchers around 30, Falter 2007  
Heinz Saueremann Award for Experimental Economics 2004/2005  
Otto Hahn Medal awarded by the Max Planck Society 2004

## JOURNAL ARTICLES

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1. Fellner-Röhling, G., Kröger, S. & Seki, E. 2020. Public good production in heterogeneous groups: An experimental analysis on the relation between external return and information. *Journal of Behavioral and Experimental Economics*, 84.
2. Ludwig, S., Fellner-Röhling, G. & Thoma C. 2017. Do women have more shame than men? An experiment on self-assessment and the shame of overestimating oneself. *European Economic Review*, 92, 31-46.

3. Berger, U., De Silva, H. & Fellner-Röhling, G. 2016. Cognitive hierarchies in the minimizer game. *Journal of Economic Behavior and Organization*, 130, 337-348.
4. Berger, M., Fellner-Röhling, G., Sausgruber, R. & Traxler, C. 2016. Higher taxes, more evasion? Evidence from border differentials in TV license fees. *Journal of Public Economics*, 135, 74-86.
5. Eberhartinger, E. & Fellner-Röhling, G. 2016. Why don't they minimize their tax? An experimental approach to uncertainty and complexity. *Die Betriebswirtschaft (Business Administration Review)*, 76 (2), 169-186.
6. Fellner-Röhling, G. & Krügel, S. 2014. Judgmental overconfidence and trading activity. *Journal of Economic Behavior and Organization*, 107 (B), 827-42.
7. Fellner, G. & Lünser, G. 2014. Cooperation in local and global groups. *Journal of Economic Behavior and Organization*, 108, 364-73.
8. Fellner, G. & Theissen, E. 2014. Short sale constraints, divergence of opinion and asset prices: Evidence from the laboratory. *Journal of Economic Behavior and Organization*, 101, 113-127.
9. Fellner, G., Sausgruber, R. & Traxler, C. 2013. Testing enforcement strategies in the field: Threat, moral appeal and social information. *Journal of the European Economic Association*, 11 (3), 634-660.
10. Fellner, G. & Krügel, S. 2012. Judgmental overconfidence: Three different measures, one bias? *Journal of Economic Psychology*, 33, 142-154.
11. Fellner, G. & Sutter, M. 2009. Causes, consequences and cures of myopic loss aversion - An experimental examination. *Economic Journal*, 119, 900-916.
12. Fellner, G., Güth, W. & Maciejovsky, B. 2009. Satisficing in financial decision making - A theoretical and experimental approach to bounded rationality. *Journal of Mathematical Psychology*, 53, 26-33.
13. Fellner, G. 2009. Illusion of control as a source of poor diversification: Experimental evidence. *Journal of Behavioral Finance*, 10, 55-67.
14. Fellner, G. & Maciejovsky, B. 2007. Risk attitude and market behavior: Evidence from experimental asset markets. *Journal of Economic Psychology*, 28, 338-350.
15. Fellner, G., Güth, W. & Maciejovsky, B. 2004. Illusion of expertise in portfolio decisions: An experimental approach. *Journal of Economic Behavior and Organization*, 55, 355-376.
16. Coricelli, G., Fehr, D. & Fellner, G. 2004. Partner selection in public goods experiments. *Journal of Conflict Resolution*, 48, 356-378.
17. Fellner, G. & Güth, W. 2003. What limits escalation? Varying threat power in an ultimatum experiment. *Economics Letters*, 80, 54-60.

#### BOOK

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Fellner, G. 2008. Investor behaviour - Experimental studies on cognitive and social factors of influence. Saarbrücken: VDM Verlag Dr. Müller.

#### BOOK REVIEWS

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- The psychology of economic decisions: Rationality and Well-being. I. Brocas and J. Carrillo (Eds.), *Journal of Economic Psychology*, 2005, 26, 151-154.
- Heuristics and Biases: The Psychology of Intuitive Judgment, T. Gilovich, D. Griffin and D. Kahneman (Eds.), *The Journal of Socio-Economics*, 2004, 33, 811-814.

#### WORKING PAPERS, PROCEEDINGS, COMMENTS

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- Fellner-Röhling, G., Hromek, K., Kleinknecht, J. & Ludwig, S. 2020. The influence of transparent task assignment on reciprocity: an experimental investigation. Mimeo.
- Fellner-Röhling, G., Hromek, K., Kleinknecht, J. & Ludwig, S. 2019. How to counteract biased self-assessments? An experimental investigation of reactions to social information (soon to be submitted)
- Ebeling, F. & Fellner-Röhling, G. 2018. The dark side of peer pressure: Incomplete peer monitoring and performance crowding-out. University of Ulm, Mimeo.

- Fellner, G., Güth, W. & Martin, E. 2006. Satisficing or optimizing? An experimental study. Discussion Paper 11-2006. Papers on Strategic Interaction. Max-Planck Institut für Ökonomie, Jena.
- Fellner, G., Güth, W. & Martin, E. 2006. Task transcending satisficing – An experimental study. Discussion Paper 09-2006. Papers on Strategic Interaction. Max-Planck Institut für Ökonomie, Jena.
- Fellner, G. 2003. Comment on ‘Modeling Bilateral Bargaining: From Perfect to Bounded Rationality’ by Stefan Napel. Jahrbuch für Neue Politische Ökonomie, 21, Tübingen: Mohr Siebeck, 207-211.
- Fellner, G., Margreiter, M. & Oses Eraso, N. 2003. When the past is present: The ratchet effect in the local commons. Discussion Paper 23-2003. Papers on Strategic Interaction. Max-Planck Institut für Ökonomie, Jena.
- Fellner, G. & Maciejovsky, B. 2003. The equity home bias: Contrasting an institutional with a behavioral explanation. Discussion Paper 3-2003. Papers on Strategic Interaction. Max-Planck Institut für Ökonomie, Jena.
- Broskwa, S., El-Sehity, T., Fellner, G., Firnthrat, S., Hofmann, E., Kirchler, E. & Maciejovsky, B. 2000. Exploring Strategies in an Ultimatum Game. Fairness & Co- operation. IAREP/SABE 2000, Vienna/Austria. Conference Proceedings.

#### WORK IN PROGRESS

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- Identifying behavioral channels of peer effects in multidimensional work tasks (with F. Ebeling, J. Kleinknecht and D. Würtenberger)
- Intergenerational trust and cooperation in the wake of Brexit (with S. Fischer, W. Luhan, A. Nicklisch)
- The dark side of affirmative action (with S. Ludwig and M. Ott)
- Affirmative action – why highly qualified women might avoid equal opportunity employers (with J. Kleinknecht, S. Ludwig, V. Utikal)
- Clinical depression and economic decision making (with S. Ludwig and M. Noll-Hussong)
- Winner’s curse in bidding (with W. Güth and D. Würtenberger)
- The importance of self-image and social-image in dictator generosity and its implications for market environments: an experimental study (with W. Güth and S. Krügel)

#### TEACHING

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- Introduction to Game Theory, IMPRS Summer School Uncertainty (PhD): Max-Planck-Institute of Economics, Jena
- Behavioral Economics (MA, PhD): University Erlangen-Nürnberg, Ulm University
- Experimental Economics (BA, MA, PhD): Ulm University, University of Cologne
- Industrial Economics (BA): WU Wien, Ulm University
- Introduction to Economics (BA): Ulm University
- Microeconomics (BA): Ulm University
- Managerial Economics (BA): University of Cologne
- Game Theory (BA): University of Cologne
- Modern Concepts of Institutions and Markets – Market Design (MA): University of Cologne
- Introduction to Economics (BA): WU Vienna, Ulm University
- Applied Microeconomics (BA): WU Vienna
- Behavioral Economics and Heterodox Economics (MA): WU Vienna
- Economic Psychology (MA Psychology): University of Vienna
- Seminar Behavioral Economics (BA, MA): Ulm University
- Seminar Institutions and Markets (MA): University of Cologne
- Seminar in Economic Theory - Information Economics (BA): University of Cologne
- Seminar Experimental Economics (MA): University of Jena

## PH.D. SUPERVISION

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Main supervisor of Hannah Stockinger (2015), Kathrin Dengler-Roscher (2018), Daniel Würtenberger (2019, scl), Janina Kleinknecht (2019, scl)

Co-supervisor of Felix Ebeling (2012, scl), Matthias Böhm (2016), Kristijan Hromek (2017), Thomas Roscher (2019), Steffen Schechinger (2019), Maxim Ott (exp. 2021)

Opponent in Ph.D. defense of Verena Kurz (2017), University of Gothenborg, Sweden

## RESEARCH INTERESTS

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Behavioral and Experimental Economics, Psychology and Economics, Strategic Interaction, Gender Economics, Institutional and Market design, Health Economics, Market microstructure, Behavioral Finance, Industrial Organization, Law and Economics

## EDITORIAL SERVICES

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since 07.2020 Associate Editor of the Journal of Behavioral and Experimental Economics

10.2010 – 12.2018 Associate Editor of the Journal of Economic Psychology

2003 - 2010 Member of the Editorial Board of the Journal of Economic Psychology

## REFEREEING

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American Economic Journal: Economic Policy, Applied Psychology, Economic Journal, European Economic Review, European Journal of Social Psychology, European Review of Agricultural Economics, Experimental Economics, Games, Games and Economic Behavior, International Economic Review, Journal of Conflict Resolution, Journal of Behavioral Finance, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of Neuroscience, Psychology, and Economics, Journal of Occupational and Organizational Psychology, Management Science, Metroeconomica, Public Choice, Quarterly Review of Economics and Finance, Scandinavian Journal of Economics

DFG, European Winter Finance Summit, CERGE-EI (Prague), Czech Science Foundation, FWF, International Graduate School of Business (University of South Australia), Research Grants Council (Hongkong), Spring Meeting of Young Economists Leuven, Thyssen Stiftung, Tiroler Wissenschaftsfond, Verband der Hochschullehrer für Betriebswirtschaft, Verein für Socialpolitik, 6th World Congress of Environmental and Resource Economists (WCERE)

## SELECTED CONFERENCE TALKS

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LABSI Workshop on Experimental and Behavioral Economics (Florence 2013), World meeting of the Economic Science Association (Copenhagen 2010, Rome 2007), Annual Meeting of the German Academic Association for Business Research VHB (Bremen 2010), Annual meeting of the European Accounting Association (Istanbul 2010), 4th Nordic conference on behavioral and experimental economics (Oslo 2009), European meeting of the Economic Science Association (Innsbruck 2009, Amsterdam 2004, Erfurt 2003, Strassburg 2002), Annual Meeting 'Verein für Socialpolitik' (Magdeburg, 2009), Meeting of the socio-economic committee of the 'Vereins für Socialpolitik' (Koblenz 2009, Frankfurt 2008), 4th Workshop on Applied Industrial Organization (Vienna 2009), European Winter Finance Summit (Saalbach/Hinterglemm 2009), International Meeting on Behavioral and Experimental Economics (Malaga 2007), Annual Meeting of the German Society of Experimental Economics GfeW (Magdeburg 2006, Cologne 2005), LABSI Workshop on Behavioral Finance (Siena 2006), 12th annual workshop on Industrial Organization, WZB (Berlin, 2003), 7th workshop on Experimental Economics of the Computable and Experimental Economics Laboratory (Trento 2003), Spring Meeting of Young Economists (Paris 2002), Annual Meeting of the Public Choice Society and Economic Science Association (San Diego, 2002)

## INVITED ACADEMIC TALKS

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University of Vienna (2018), University of Giessen (2016), University of Essex (2014), University Innsbruck (2014, 2006), Max Planck Institute Jena (2014), University Klagenfurt (2014), University of Cologne (2013, 2010), University Erlangen-Nürnberg (2013), University Regensburg (2012), University Passau (2012), University Bonn (2011, 2004), Frankfurt School of Business and Finance (2011), University Heidelberg (2011), University Ulm (2011), University Paderborn (2011), University Utrecht (2010), Institute of Advanced Studies (IHS) Vienna (2009), University Erfurt (2005), Friedrich Schiller University Jena (2003, 2004, 2016), Humboldt University Berlin (2001, 2005)

## INVITED GENERAL TALKS

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Sparkasse Ulm, Zentrum für Allgemeine Wissenschaftliche Weiterbildung (ZaWiW) Ulm, Industrie- und Handelskammer (IHK) Ulm, Networking Lunch WU Wien, Stiftung Wirtschaftsmathematik Ulm

## MEMBERSHIPS

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Verein für Socialpolitik (member of the socio-economic panel), Economic Science Association, European Economic Association, Gesellschaft für Experimentelle Wirtschaftsforschung, DHV

## ACADEMIC SELF GOVERNANCE

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- Equal opportunities commissioner of the Faculty of Mathematics and Economics, Ulm University
- Elected member of the Faculty Board, Ulm University (2<sup>nd</sup> term)
- Elected member of Senate committee “Scientific Responsibility“, Ulm University
- Member of Faculty Ph.D. Committee and Habilitation Committee, Ulm University
- Founder and director of ULESS (Ulm Laboratory for Economics and Social Sciences)

Ulm, July 2020