

## Curriculum Vitae

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**Björn Bartling**

Department of Economics  
University of Zurich  
Blümlisalpstrasse 10  
CH-8006 Zurich

bjoern.bartling@econ.uzh.ch  
office phone: +41-44-634-3722  
<http://www.econ.uzh.ch/en/people/faculty/bartling.html>

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### **Current Positions**

2016–present Full Professor, Department of Economics, University of Zurich  
2014–present Part-time Associate Professor, Department of Economics, NHH Bergen

### **Prior Positions and Education**

2011–2016 Assistant Professor, Department of Economics, University of Zurich  
2007–2011 Oberassistent, Chair of Ernst Fehr, University of Zurich  
2005–2007 Wissenschaftlicher Assistent, Chair of Klaus Schmidt, University of Munich  
2004/05 Post-Doctoral Fellow, Department of Economics, Harvard University  
2000/01 Visiting Ph.D. student, Department of Economics, Cambridge University  
1998–2004 Ph.D. student, Chair of Klaus Schmidt, University of Munich  
1997/98 M.Sc. in Economics, London School of Economics and Political Science  
1994–1997 Undergraduate studies in Economics, University of Munich

### **Fields of Interest**

Behavioral Economics, Experimental Economics

### **Teaching**

Introduction to Microeconomics (Executive MBA); 2013, 2014, 2015, 2016, 2017  
Intermediate Microeconomics (BA); 1998/99, 1999, 1999/00, 2001/02, 2002/03, 2004, 2007, 2014, 2016  
Advanced Microeconomics (MA); 2003/04, 2005/06  
Game Theory (MA); 2002, 2006/07  
Management & Economics (BA); 2007, 2008  
Personnel & Organizational Economics (BA); 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017  
Organizational Economics (MA); 2013  
Behavioral Economics (BA), 2017

### **Publications**

[28] “Competitive Pricing Reduces Wasteful Counterproductive Behaviors,” *Journal of Public Economics*, forthcoming, with Manuel Grieder and Christian Zehnder  
[27] “The Scope of Externalities in Experimental Markets,” *Experimental Economics*, forthcoming, with Vanessa Valero and Roberto Weber  
[26] “Does the Absence of Human Sellers Bias Bidding Behavior in Auction Experiments?” *Journal of the Economic Science Association*, 2017, Vol. 3(1): 44-61, with Tobias Gesche and Nick Netzer

- [25] "An Externality Robust Auction: Theory and Experimental Evidence," *Games and Economic Behavior*, 2016, Vol. 97, 186-204, with Nick Netzer
- [24] "Do Markets Erode Social Responsibility?," *Quarterly Journal of Economics*, 2015, Vol. 130(1), 219-66, with Roberto Weber and Lan Yao
- [23] "Expectations as Reference Points: Field Evidence from Professional Soccer," *Management Science*, 2015, Vol. 61(11), 2646-61, with Leif Brandes and Daniel Schunk
- [22] "Reference Points, Social Norms, and Fairness in Contract Renegotiations," *Journal of the European Economic Association*, 2015, Vol. 13(1), 98-129, with Klaus M. Schmidt
- [21] "Pivotality and Responsibility Attribution in Sequential Voting," *Journal of Public Economics*, 2015, Vol. 128, 133-39, with Urs Fischbacher and Simeon Schudy
- [20] "Rethinking Fast and Slow based on a Critique of Reaction-Time Reverse Inference," *Nature Communications*, 2015, Vol. 6, Article number: 7455, with Ian Krajbich, Todd Hare, and Ernst Fehr
- [19] "A Common Mechanism Underlying Food Choice and Social Decisions," *PLOS Computational Biology*, 2015, 11(10): e1004371, with Ian Krajbich, Todd Hare, Yosuke Morishima, and Ernst Fehr
- [18] "Game Form Misconceptions are Not Necessary for a Willingness-to-Pay vs. Willingness-to-Accept Gap," *Journal of the Economic Science Association*, 2015, Vol. 1, 72-85, with Florian Engl and Roberto Weber
- [17] "The Intrinsic Value of Decision Rights," *Econometrica*, 2014, Vol. 82(6), 2005-39, with Ernst Fehr and Holger Herz
- [16] "Does Willful Ignorance Deflect Punishment? – An Experimental Study," *European Economic Review*, 2014, Vol. 70, 512-24, with Florian Engl and Roberto Weber
- [15] "Use and Abuse of Authority: A Behavioral Foundation of the Employment Relation," *Journal of the European Economic Association*, 2013, Vol. 11(4), 711-42, with Ernst Fehr and Klaus M. Schmidt
- [14] "Discretion, Productivity, and Work Satisfaction," *Journal of Institutional and Theoretical Economics*, 2013, Vol. 169(1), 4-22, with Ernst Fehr and Klaus M. Schmidt
- [13] "Screening, Competition, and Job Design: Economic Origins of Good Jobs," *American Economic Review*, 2012, Vol. 102(2), 834-64, with Ernst Fehr and Klaus M. Schmidt
- [12] "Shifting the Blame: On Delegation and Responsibility," *Review of Economic Studies*, 2012, Vol. 79(1), 67-87, with Urs Fischbacher
- [11] "Health Effects on Children's Willingness to Compete," *Experimental Economics*, 2012, Vol. 15(1), 58-70, with Ernst Fehr and Daniel Schunk
- [10] "Multi-Tasking and Inequity Aversion in the Linear-Exponential-Normal Moral Hazard Model," *Economics Letters*, 2012, Vol. 116(3), 523-25
- [9] "Endogenous Social Comparisons and the Internal Organization of Firms," *Managerial and Decision Economics*, 2012, Vol. 33(1), 11-17
- [8] "Relative Performance or Team Evaluation? Optimal Contracts for Other-Regarding Agents," *Journal of Economic Behavior and Organization*, 2011, Vol. 79(3), 183-93

- [7] "Wage Inequality and Team Production: An Experimental Analysis," *Journal of Economic Psychology*, 2011, Vol. 32(1), 1-16, with Ferdinand von Siemens
- [6] "The Intensity of Incentives in Firms and Markets: Moral Hazard with Envious Agents," *Labour Economics*, 2010, Vol. 17(3), 598-607, with Ferdinand von Siemens
- [5] "Equal Sharing Rules in Partnerships," *Journal of Institutional and Theoretical Economics*, 2010, Vol. 166(2), 299-320, with Ferdinand von Siemens
- [4] "Determinanten kindlicher Geduld – Ergebnisse einer Experimentalstudie im Haushaltskontext", *Schmollers Jahrbuch/Journal of Applied Social Science Studies*, 2010, Vol. 130(3), pp. 297-323, with Ernst Fehr, Barbara Fischer, Fabian Kosse, Michel Maréchal, Friedhelm Pfeiffer, Daniel Schunk, Jürgen Schupp, Katharina Spieß, and Gerd Wagner
- [3] "How Syndicate Short Sales Affect the Informational Efficiency of IPO Prices and Underpricing," *Journal of Financial and Quantitative Analysis*, 2010, Vol. 45(2), 441-71, with Andreas Park
- [2] "What Determines the Level of IPO Gross Spreads? Underwriter Profits and the Cost of Going Public," *International Review of Economics and Finance*, 2009, Vol. 18(1), 81-109, with Andreas Park
- [1] "Egalitarianism and Competitiveness," *American Economic Review (Papers & Proceedings)*, 2009, Vol. 99(2), 93-98, with Ernst Fehr, Michel Maréchal, and Daniel Schunk

#### **Working Papers and Work in Progress**

- "The Limits to Moral Erosion in Markets: Social Norms and the Replacement Excuse," with Yagiz Özdemir
- "The Causal Effect of Trust," with Ernst Fehr, David Huffman and Nick Netzer
- "Fairness in Winner-Takes-All Markets," with Alexander Cappelen, Mathias Ekström, Erik Sørensen and Bertil Tungodden
- "Public Discourse and Pro-Social Market Behavior," with Vanessa Valero, Roberto Weber and Lan Yao
- "Income Effects on Socially Responsible Market Behavior," with Vanessa Valero and Roberto Weber

#### **Grants and Awards**

- Research grant of CHF 25'900 from the Foundation for Research in Science and the Humanities at the University of Zurich, with Roberto Weber (duration: 01.04.2012-01.04.2015)
- RTN Marie Curie Experienced Researcher Fellowship, April-July 2006, University of Zürich
- BayernLB Science Award 2005 for an outstanding Ph.D. thesis granted by a Bavarian university
- Alumni Dissertation Prize for the best Ph.D. thesis in 2004 (shared), Economics Department, University of Munich
- Post-Doctoral Research Grant for the academic year 2004/05 at Harvard University, German National Science Foundation (DFG)
- "Josseph de la Vega Honorable Mention 2004" of the Federation of European Securities Exchanges for "How Syndicate Short Sales Affect the Informational Efficiency of IPO Prices and Underpricing," with Andreas Park
- TMR Marie Curie Fellowship, academic year 2000/01, University of Cambridge

### **Refereeing**

American Economic Journal: Microeconomics • American Economic Review • Analyse & Kritik • B.E. Journal of Theoretical Economics • B.E. Journal of Economic Analysis & Policy • Canadian Journal of Economics • Scientific Advisory Board of the German Federal Ministry of Labour and Social Affairs • German Science Association (DFG) • Die Betriebswirtschaft • Die Unternehmung • Economic Journal • Economics Bulletin • Economics Letters • Econometrica • European Economic Review • European Journal of Political Economy • Experimental Economics • FinanzArchiv/Public Finance Analysis • Games and Economic Behavior • International Economic Review • Japanese Economic Review • Journal of Comparative Economics • Journal of Conflict Resolution • Journal of Economic Behavior and Organization • Journal of Economic Psychology • Journal of Economics • Journal of Economics and Management Strategy • Journal of Finance • Journal of Institutional and Theoretical Economics • Journal of Law, Economics and Organization • Journal of Public Economics • Journal of the European Economic Association • Journal of the Japanese and International Economies • Management Science • Public Choice • Quarterly Journal of Economics • Review of Economic Studies • Review of Economics and Statistics • Social Choice and Welfare

### **Other Professional Activities**

CESifo Research Network Fellow, since 2012

Member of scientific program committees: Annual Meeting of the Society for Institutional and Organizational Economics, 2017; Swiss Society of Economics and Statistics, 2012; Spring Meeting of Young Economists, 2004, 2011, 2012; Annual Meeting of the German Economic Association (Verein für Socialpolitik), 2010, 2014

### **Research visits**

University of Chicago, Visiting Scholar, April 2016 (host: John List)

University of British Columbia, Vancouver, July 2014 (host: Yoram Halevy)

University of Auckland, July/August 2013 (host: Ananish Chaudhuri)

University of Munich, CES Visitor, June/July 2012 (host: Klaus M. Schmidt)

University of Zurich, Post-Doctoral Fellow, April–July 2006 (host: Ernst Fehr)

### **Invited Seminars, Workshops, and Conference Presentations (including scheduled)**

2018: Seminar, University of Düsseldorf (DICE) • Seminar, CEU Budapest • Seminar, University of Konstanz • Seminar, University of Innsbruck • Spring School in Behavioral Economics, San Diego

2017: Spring School in Behavioral Economics, San Diego • Workshop on Institutions and Cooperation, University of Exeter • Workshop on Experimental Advances in Organizational Behaviour, Burgundy School of Business, Dijon • 68° North Conference on Behavioral Economics, Lofoten Islands • SITE Session on Experimental Economics, Palo Alto • Berlin IO Day, DIW Berlin • Workshop on Moral Behavior and Social Norms, Amsterdam • CESifo Area Conference on Behavioural Economics, Munich

2016: Seminar, University of Edinburgh • Seminar, University of St Andrews • Seminar, University of Chicago • European Workshop in Experimental and Behavioral Economics, Cologne • Workshop on Behavioral Economics, University of Stavanger • Seminar, NHH Bergen • Invited session at the EEA Annual Meeting (organizer and presenter), Geneva • German Economic Association Annual Meeting, Augsburg • CESifo Area Conference on Behavioural Economics, Munich • Seminar, University of Potsdam • Seminar, University of Heidelberg

2015: Seminar, University of Mannheim • Seminar, University of Regensburg • Seminar, NYU Abu Dhabi • Morality, Incentives and Unethical Behavior Conference, Rady School of Management at UC San Diego • Seminar, University of Hamburg • Seminar, University of Copenhagen • Meeting of the Social Science Committee of the German Economic Association, Berlin • Workshop on Incentives and Motivation, University of Stavanger • Conference of the International Society of New Institutional Economics, Cambridge MA • Seminar, NHH Bergen • Seminar, Karlsruhe Institute of Technology • ESA World Meeting, Sydney • SITE Sessions on Psychology and Economics and on Experimental Economics, Palo Alto • Econometric Society World Congress, Montreal • Workshop on Endogenous

- Preferences and the Broader Effects of Competition, Amsterdam • Keynote lecture, 3rd Swiss young researcher workshop in behavioral economics and experimental research, Bern • Workshop on Social and Moral Norms, GATE Lyon • CESifo Area Conference on Behavioural Economics, Munich • Seminar, University of Vienna
- 2014: Workshop on Expectations and Markets, Berlin Social Science Center (WZB) • Seminar, University of Cologne • Seminar, NHH Bergen • Workshop on Behavioral Public Economics, University of Vienna • ESA World Meeting, Honolulu • Seminar, University of Frankfurt • Seminar, University of Oxford • Seminar, Bocconi University Milan
- 2013: ESA Asia-Pacific Meeting, Tokyo • International Meeting on Experimental and Behavioral Economics, Madrid • Thurgau Experimental Economics Meeting, Kreuzlingen • German Economic Association Annual Meeting, Düsseldorf • CESifo Area Conference on Behavioural Economics, Munich • Nordic Behavioral and Experimental Economics Conference, Stockholm • Seminar, University of Auckland • Workshop on Organizational Economics, University of Stavanger
- 2012: International Meeting on Experimental and Behavioral Economics, Castellon • Workshop on the Social Dimension of Organizations, CEU, Budapest • ESA World Meeting, New York • Seminar, University of Konstanz • Amsterdam Symposium on Behavioral and Experimental Economics • Nordic Behavioral and Experimental Economics Conference, Bergen • Seminar, University of Maastricht • CESifo Area Conference on Behavioural Economics, Munich
- 2011: International Meeting on Experimental and Behavioral Economics, Barcelona • Seminar, CERGE-EI Prague • Maastricht Behavioral and Experimental Economics Symposium • Seminar, University of Bern • Seminar, University of St. Gallen • ESA World Meeting, Chicago • Seminar University of Mainz • Seminar, University of Amsterdam • NBER Personnel Economics Working Group Meeting, Cambridge, MA • German Economic Association of Business Administration Meeting, Zurich
- 2010: Nordic Behavioral and Experimental Economics Conference, Helsinki • German Economic Association Annual Meeting, Kiel • Econometric Society World Congress, Shanghai • ESA World Meeting, Copenhagen
- 2009: NBER Organizational Economics Working Group Meeting, Cambridge, MA • Tinbergen Institute Workshop on Experiments in Organizations, Rotterdam • EEA Annual Meeting, Barcelona • Econometric Society European Meeting, Barcelona • ESA World Meeting, Washington • International Meeting on Experimental and Behavioral Economics, Granada • Seminar, University of Innsbruck
- 2008: European Symposium on Economics and Psychology, Amsterdam
- 2007: German Economic Association Annual Meeting, Munich • EEA Annual Meeting, Budapest • European Symposium on Economics and Psychology, Mannheim • ESA World Meeting, Rome • Tinbergen Institute Workshop on the Economics of the Workplace, Rotterdam • RES Annual Conference, Warwick • International Meeting on Experimental and Behavioral Economics, Malaga
- 2006: German Economic Association Annual Meeting, Bayreuth • European Symposium on Economics and Psychology, Munich • Seminar, University of Zurich
- 2005: International Meeting on Experimental and Behavioral Economics, Valencia • Organizational Economics Lunch, MIT
- 2004: EEA Annual Meeting, Madrid • Econometric Society European Meeting, Madrid • Spring Meeting of Young Economists, Warsaw • Seminar, University of Innsbruck
- 2003: EEA Annual Meeting, Stockholm • Spring Meeting of Young Economists, Leuven
- 2002: German Economic Association Annual Meeting, Innsbruck • RES Annual Conference, Warwick • Spring Meeting of Young Economists, Paris
- 2001: Econometric Society European Meeting, Lausanne