

Ernst Fehr

Chairman of the

**DEPARTMENT OF ECONOMICS
UNIVERSITY OF ZÜRICH**

LABORATORY FOR SOCIAL AND NEURAL SYSTEMS RESEARCH

Blümlisalpstr. 10
CH-8006 Zürich

Tel. (41) (44) 634 37 09

Fax (41) (44) 634 49 07

ernst [dot] fehr [at] econ [dot] uzh [dot] ch

Curriculum Vitae	2
Awards and Distinctions	4
Editorial Commitments and Duties.....	7
List of Publications	8
<i>Books</i>	<i>8</i>
<i>Top Publications on Core Economic Topics</i>	<i>8</i>
<i>Top Publications in Evolutionary Economics and Psychology</i>	<i>10</i>
<i>Top Publications in Neuroeconomics</i>	<i>11</i>
<i>Economics and other behavioral sciences (2005 – present)</i>	<i>12</i>
<i>Publications in Neuroeconomics (2005 – present).....</i>	<i>14</i>
<i>Publications in all fields before 2005</i>	<i>15</i>
<i>Republications</i>	<i>19</i>
<i>Papers in German Journals.....</i>	<i>20</i>
Current Research Projects	22
Teaching Activities	23
Refereeing Activities	25
Book Reviews.....	25
Presentations at International Conferences	26
Presentations in Research Seminars.....	29
Membership in Scientific Organizations	31
Research Grants.....	32

Curriculum Vitae

Personal Information

Name: Ernst Fehr

Address: Private: Scheuchzerstrasse 71, CH - 8006 Zurich, Switzerland
Office: Department of Economics
University of Zurich, Blümlisalpstrasse 10,
CH – 8006 Zurich, Switzerland
Tel. +41 (0)44 634 37 09
ernst [dot] fehr [at] econ [dot] uzh [dot] ch

Date of Birth: June 21, 1956

Place of Birth: Hard (Vorarlberg, Austria)

Marital status, family: Married since 1986, two children

Citizenship: Austrian

Education

June 1991 Habilitation in Economics

1988 – 1989 Research Fellow at the London School of Economics and Political Science

1982 – 1988 Assistant Professor at the Dept. of Economics and Economic Policy at the University of Technology in Vienna (Chair: Prof. DDr. H. Frisch).

1980 – 1982 Post Graduate Education in Economics at the Institute for Advanced Studies in Vienna

1980 – 1982 Research Assistant at the Institute for Public Finance and Economic Policy (Chair: Prof. A. van der Bellen).

1980 – 1986 Doctorate in Economics at the University of Vienna

1975 – 1980 University Education in Economics at the University of Vienna (Masters Degree)

1970 – 1975 Business College in Bregenz (Austria)

1962 – 1970 Primary and secondary school in Hörbranz (Austria)

Professional Career

2011 –	Global Distinguished Professor in Economics at New York University
2008	Offer for the Drummond Professorship at the University of Oxford (UK); previous holders of this chair include Francis Edgeworth, Sir John Hicks, Joseph Stiglitz, and Amartya Sen
2005 – present	Director of the Priority Research Program on the “Foundations of Human Social Behavior” at the University of Zurich
Dec. 2004	Offer for the Professorship of Political Economy 1863 at the University of Cambridge (UK); previous holders of this chair include Alfred Marshall, Arthur C. Pigou, James Meade and Jim Mirrlees
2004 – 2009	Fellow at the Collegium Helveticum
2003 – 2011	Affiliated Faculty Member of the Department of Economics at MIT
2002 – 2006	External Faculty Member of the Santa Fe Institute
Nov. 2002	Offer to become Global Distinguished Professor in Economics at New York University
Oct. 2002	Offer for a Full Professorship at the University of California at Berkeley
April 2002	Offer for a Full Professorship at Princeton University and the Woodrow Wilson School
Jan. 1999	Offer for a Professorship in Economics at the European University Institute in Florence (Italy)
April 1998	Offer for a Full Professorship in Economics at the University of Mannheim (Germany)
Dec. 1997	Offer for a Full Professorship in Economics at the University of Bonn (previously held chair by Reinhard Selten)
1995 – 2003	Core Member of the Research Initiative of the MacArthur Foundation (Chicago) on “Evolution of Preferences and Social Norms”
August 1994	Offer for a Full Professorship in Economic Theory at the Technical Univ. of Darmstadt (Germany)
1994 – present	Chair for Microeconomics and Experimental Economic Research at the Faculty of Economics and Computer Science at the University of Zurich
1993 – 2006	Director of the Ludwig Boltzmann Institute for Research in Economic Growth, Vienna
Dec. 1992	Offer for a Full Professorship in Economic Theory at the Univ. of Linz (Austria)
1991 – 1994	Associate Professor at the Dept. of Economics and Economic Policy at the University of Technology in Vienna
1989 – 1991	Assistant Professor at the Dept. of Economics and Economic Policy at the University of Technology in Vienna

Awards and Distinctions

Major awards:

- 2008 Awarded the **Marcel Benoist Prize**. This prize is the oldest scientific award in Switzerland and represents the Swiss Confederation's highest recognition for outstanding achievements in the sciences and the humanities.
- 2004 Accorded the **Cogito Prize** for the deepening of our insights into the origins and economic consequences of human altruism.
- 2000 Recipient of the **Hicks-Tinbergen Medal** for the outstanding paper in the European Economic Review during 1998-2000, EEA-Meeting (Bolzano). The prize was awarded for the paper "Gift Exchange and Reciprocity in Competitive Experimental Markets", European Economic Review 42(1998), 1-34, (with G. Kirchsteiger and A. Riedl).
- 1999 Awarded the **Gossen Prize** of the German Economic Association [*Verein für Socialpolitik*]. The Gossen Prize is awarded every year to an economist under the age of 45 who has achieved international recognition and reputation.

Honorary degrees:

- 2009 Honorary doctorate in economics from the University of Lugano
- 2009 Honorary doctorate in economics from the University of Lausanne
- 2008 Honorary doctorate in economics from the University of Munich
- 2004 Honorary doctorate in economics from the University of St. Gallen

Presidencies of major associations:

- 2008 European Economic Association
- 2005 Economic Science Association

Honorary fellowships and memberships:

- 2011 (Nov.) Elected member of the Council of the Econometric Society for the period 2012-2014
- 2009 (May) Fellow of the Association for Psychological Science
- 2009 (May) Member of the Academia Europaea
- 2008 (May) John Kenneth Galbraith Fellow of the American Academy of Political and Social Sciences
- 2008 (Dec.) Member of the *Berlin-Brandenburgische Akademie der Wissenschaften*
- 2008 Fellow of the Econometric Society
- 2007 (Oct.) Honorary Member of the American Academy of Arts and Sciences
- 2002 (Dec.) Member of the *Deutsche Akademie der Naturforscher Leopoldina* [German Academy of Science]

Special distinctions:

- 2012 (April) Recipient of the *Österreichisches Ehrenzeichen für Wissenschaft und Kunst* [Austrian Cross of Honor for Science and Arts]
- 2012 (Jan.) Presentation of the European Economic Association Lecture at the Annual Meeting of the American Economic Association, Chicago, IL, U.S.A.
- 2011 (Nov.) OLB Foundation Fellowship 2011 at the *Hanse-Wissenschaftskolleg* [Institute for Advanced Study], Delmenhorst, Germany
- 2011 (Nov.) Invited to present the Tanner Lecture on Human Values, Clare Hall, Cambridge
- 2011 (July) Plenary lecture at the World Congress of the International Economic Association, Beijing, China
- 2011 (June) Plenary lecture at the World Congress of the Organization for Human Brain Mapping in Quebec City, Canada
- 2011 (April) Recipient of the *Vorarlberger Wissenschaftspreis* [Science Prize of the State of Vorarlberg, Austria]
- 2011 (Feb.) Presentation of the Coase Lecture at the London School of Economics
- 2010 (Nov.) Presentation of the Lindahl Lectures at Uppsala University in Uppsala, Sweden
- 2010 (Oct.) Awarded the *Deutsche Fairness-Preis* [German Fairness Prize] by the *Deutsche Fairness-Stiftung*. This prize honors the work of persons from various stations in the economy, society, politics, or culture who actively and credibly promote a fair management and organizational culture.
- 2010 (Oct.) Recipient of the *Ehrenkreuz für Wissenschaft und Kunst der Republik Österreich* [Austrian Cross of Honor for Science and Art (I. Class)]
- 2010 (Sept.) Awarded the Gustav-Stolper-Preis from the *Verein für Socialpolitik*. The association members accord this prize annually in a popular vote to an excellent scientist who has influenced public discussion and provided internationally relevant solutions to important economic problems.
- 2010 (Feb.) Presentation of the 2010 Clarendon Lectures in Economics at the University of Oxford, with the series entitled, "The Social and Biological Foundations of Economic Behavior"
- 2009 (Nov.) Presentation of the Gaston Eyskens 2009 lecture series, "Human Motivation and Economic Outcomes" at the Katholieke Universiteit Leuven, Leuven, Belgium
- 2009 (Sept.) Named a Thomson Reuters Citation Laureate in economics
<http://science.thomsonreuters.com/nobel/>
- 2008 (Sept.) Keynote Lecture at the annual meeting of the *Verein für Socialpolitik* [Society for Social Policy], Graz, Austria
- 2008 (August) Presidential address at the annual congress of the European Economic Association
- 2008 (March) Sargan lecture at the annual meeting of the Royal Economic Society
- 2006 (June) Invited to present the Walter-Adolf-Jöhr Lecture at the University of St. Gallen
- 2006 (June) Invited lecture at the annual meeting of the Federation of European Neurosci-

	ence Societies, Vienna
2006 (April)	Keynote lecture at the annual meeting of the Austrian Psychological Society
2006 (August)	Keynote lecture at the annual meeting of the European Association in Industrial Economics (EARIE), Amsterdam
2006 (January)	Special invited lecture at the annual meeting of the American Economic Association on reciprocity, reputation, and market performance.
2005 (November)	Keynote lecture at the annual meeting of the Southern Economic Association
2005 (September)	Keynote lecture at the annual meeting of the International Society for New Institutional Economics (ISNIE)
2005 (June)	Lecture at the Royal Swedish Academy of Sciences in Stockholm on <i>"The Nature of Human Altruism"</i>
2005 (June)	Invited Lecture at the Nobel Symposium on Neuroscience and Emotions, Stockholm
2005 (March)	Keynote lecture at the annual meeting of the Scottish Economic Association
2005 (March)	Snyder Lecture at the University of California at Santa Barbara
2003 (August)	Keynote Lecture at the tenth international conference on social dilemmas, Stockholm
2003 (June)	Keynote Lecture at the annual meeting of the German Association of Business Administration, Zurich
2003 (June)	Keynote Lecture at the annual meeting of the Evolution and Human Behavior Society, Omaha, Nebraska
2003 (June)	Keynote Lecture at the annual meeting of the Society for the Advancement of Socio-Economics, Aix-en-Provence
2002 (Dec.)	Zeuthen Lectures at the University of Copenhagen
2002 (September)	Keynote Lecture at the World Congress of the International Economic Association in Lisbon
2001 – 2002	Member of the Hicks-Tinbergen Committee to select the best paper in the European Economic Review (together with Philippe Aghion and Guiseppe Bertola).
2001 (December)	Invited Lecture at the Nobel Symposium on Experimental and Behavioral Economics, Stockholm
2001 (Aug.)	Schumpeter Lecture at the European Economic Association Meeting
2001 (April)	Frank Hahn Lecture at annual conference of the Royal Economic Society
2000 (August)	Lecture in the invited paper session on Behavioral Economics at the 8 th world congress of the Econometric Society, Seattle (with K. Schmidt)
2000 (May)	Keynote address at the Congress of the International Association for Research in Economic Psychology and Society for the Advancement of Socio-Economics
1999 (June)	Keynote address at the 16 th Conference on Applied Micro-Economics, Lyon

- 1999 (May) Keynote address at the world meeting of the Economic Science Association, Lake Tahoe, California
- 1999 (Sept.) Keynote address at the Congress of the European Association for Labor Economics

Editorial Commitments and Duties

- Board of Reviewing Editors: *Science*
- Member of the Senior Editorial Board of *Science*
- Editorial Board: *Quarterly Journal of Economics*
- Editorial Board: *Games and Economic Behavior*, 2006 - 2011
- Editorial Board: *Journal of Socio-Economics*
- Editorial Board: *Letters on Evolutionary Behavioral Science*

List of Publications

Books

Handbook of Neuroeconomics, Elsevier, North Holland, 2008 (jointly edited with P. Glimcher, C. Camerer, and R. Poldrack).

Moral Sentiments and Material Interests, MIT Press, Cambridge Massachusetts 2005 (with Robert Boyd, Samuel Bowles and Herbert Gintis).

Foundations of Human Sociality – Economic Experiments and Ethnographic Evidence from Fifteen Small Scale Societies, Oxford University Press, Oxford 2004 (with Joe Henrich, Robert Boyd, Samuel Bowles, Colin Camerer, and Herbert Gintis).

Economic Theory of Self-Management and Profit-Sharing, Campus Verlag, Frankfurt – New York 1988, 250 pages (in German).

Contributions in Refereed Journals

(WS = number of citations in the *Web of Science*; GS = number of citations in *Google Scholar*, Situation May 2012)

Top Publications on Core Economic Topics

A Theory of Fairness, Competition and Cooperation, *Quarterly Journal of Economics* 114 (1999), 817-868. (with K. Schmidt) (WS 1241; GS 4818)

Altruistic Punishment in Humans. *Nature* 415, 10 January 2002, 137-140. (with S. Gächter) (WS 908; GS 2037)

Cooperation and Punishment in Public Goods Experiments, *American Economic Review* 90 (2000), 980-994. (with S. Gächter) (WS 580; GS 1818)

Fairness and Retaliation – The Economics of Reciprocity, *Journal of Economic Perspectives* 14 (2000), 159-181. (with S. Gächter) (WS 516, GS 1801)

In Search of Homo Economicus – Behavioral Experiments in 15 Small Scale Societies. *American Economic Review* 91 (2001), 73-78. (with J. Henrich, R. Boyd, S. Bowles, H. Gintis, C. Camerer and R. McElreath) (WS 387, GS 1107)

- Does Fairness prevent Market Clearing? - An Experimental Investigation; *Quarterly Journal of Economics*, Vol. 108, No. 2, 1993, 437-460. (with G. Kirchsteiger und A. Riedl) (WS 275; GS 1000)
- Are people conditionally cooperative? Evidence from a public goods experiment, *Economic Letters*, Volume 71, Issue 3, June 2001, Pages 397-404. (with U. Fischbacher and S. Gächter) (WS 286, GS 910)
- Reciprocity as a Contract Enforcement Device, *Econometrica* 65 (1997), 833-860. (with S. Gächter and G. Kirchsteiger) (WS 242; GS 840)
- Psychological Foundations of Incentives. Schumpeter Lecture at the European Economic Association Meeting 2001. *European Economic Review* 46 (2002), 687 – 724. (with A. Falk) (WS 174; GS 788)
- Wage Rigidity in a Competitive Incomplete Contract Market, *Journal of Political Economy* 107 (1999), 106-134. (with A. Falk) (WS 103, GS 414)
- Driving Forces Behind Informal Sanctions, *Econometrica* 73 (2005), 2017-2030 (with A. Falk and U. Fischbacher) (WS 79; GS 232)
- Does Money Illusion Matter? *American Economic Review* 91 (2001), 1239-1262. (with J. R. Tyran) (WS 53, GS 200)
- Relational Contracts and the Nature of Market Interactions, *Econometrica* 72 (2004), 747-780. (with M. Brown and A. Falk) (WS 63; GS 299)
- Fairness and Contract Design, *Econometrica* 75 (2007), 121-154 (with K. Schmidt and A. Klein) (WS 53; GS 236)
- A Simple Mechanism for the Efficient Provision of Public Goods - Experimental Evidence, *American Economic Review* 90 (2000), 247-264. (with J. Falkinger, S. Gächter und R. Winter-Ebmer) (WS 40, GS 164)
- Do Workers work more if Wages are high? – Evidence from a Randomized Field Experiment, *American Economic Review* 97 (2007), 298-317 (with L. Goette) (WS 34; GS 225)
- Fairness Perceptions and Reservation Wages: The Behavioral Effects of Minimum Wage Laws, *Quarterly Journal of Economics* 121 (2006), 1347-1381 (with A. Falk and C. Zehnder) (WS 21, GS 113)
- Limited Rationality and Strategic Interaction – The Impact of the Strategic Environment on Nominal Inertia, *Econometrica* 76 (2008), 353-394. (with J. R. Tyran) (WS 15; GS 40)
- Contracts as Reference Points – Experimental Evidence, *American Economic Review* 101(2) (2011), 493-525. (with O. Hart and C. Zehnder) (WS 2; GS 57)
- Screening, Competition, and Job Design: Economic Origins of Good Jobs, *American Economic Review* 102(2) (2012), 834-864. (with B. Bartling and K.M. Schmidt) (WS 0; GS 11)

Top Publications in Evolutionary Economics and Psychology

The Nature of Human Altruism, *Nature* 425, 23 October 2003, 785-791. (with Urs Fischbacher) (WS 546; GS 1269)

Third Party punishment and social norms, *Evolution and Human Behavior* 25 (2004) 63-87. (with Urs Fischbacher) (WS 209; GS 527)

Explaining altruistic behavior in humans, *Evolution and Human Behavior* 24 (2003) 153–172 (with Herbert Gintis, Samuel Bowles, Robert Boyd) (WS 208; GS 532)

"Economic Man" in Cross-Cultural Perspective – Behavioral Experiments in 15 Small-Scale Societies, *Behavioral and Brain Sciences* 28 (2005), 795–855 (with J. Henrich, R. Boyd, S. Bowles, C. Camerer, H. Gintis, R. McElreath, M. Alvard, A. Barr, J. Ensminger, N. Smith, K. Hill, F. Gil-White, M. Gurven, F. Marlowe, J. Patton and D. Tracer) (WS 183; GS 532)

Strong Reciprocity, Human Cooperation and the Enforcement of Social Norms. *Human Nature* 13 (2002), 1 – 25. (with U. Fischbacher and S. Gächter) (WS 179; GS 457)

Detrimental Effects of Sanctions on Human Altruism, *Nature* 422, 13 March 2003, 137-140. (with B. Rockenbach) (WS 163; GS 454)

Social Norms and Human Cooperation, *Trends in Cognitive Sciences* 8 (2004), 185-190. (with Urs Fischbacher) (WS 141; GS 405)

On the Nature of Fair Behavior. *Economic Enquiry* 41 (2003), 20 – 26. (with A. Falk and U. Fischbacher) (WS 125; GS 470)

When does "Economic Man" dominate Social Behavior?, *Science* 311 (2006), 47-52 (with C. Camerer) (WS 122; GS 337)

Egalitarianism in Young Children, *Nature* 454 (2008), 1079 - 1083 (with H. Bernhard and B. Rockenbach) (WS 82; GS 146)

Parochial Altruism in Humans, *Nature* 442 (2006), 912-915 (with H. Bernhard and U. Fischbacher) (WS 69; GS 170)

The Coevolution of Cultural Groups and Ingroup Favoritism, *Science* 321 (2009), 1844 – 1849 (with C. Efferson and R. Lalive) (WS 22; GS 75)

Top Publications in Neuroeconomics

- Oxytocin Increases Trust in Humans, *Nature* 435 (2005), 673-676 (with M. Kosfeld, M. Heinrichs, P. Zak and U. Fischbacher) ([WS 624](#); [GS 1164](#))
- The Neural Basis of Altruistic Punishment, *Science* 305 (2004), 1254-1258 (with D. DeQuervain, U. Fischbacher, V. Treyer, M. Schellhammer, and A. Buck) ([WS 354](#); [GS 892](#))
- Diminishing Reciprocal Fairness by Disrupting Right Prefrontal Cortex, *Science* 314 (2006), 829-832 (with D. Knoch, A. Pascual-Leone, K. Meyer, V. Treyer) ([WS 182](#); [GS 354](#))
- Oxytocin Shapes the Neural Circuitry of Trust and Trust Adaptation in Humans, *Neuron* 58(4) (2008), 639-650 (with T. Baumgartner, M. Heinrichs, A. Vonlanthen, U. Fischbacher) ([WS 185](#); [GS 289](#))
- Social Neuroeconomics – The Neural Circuitry of Social Preferences, *Trends in Cognitive Sciences* 11 (2007), 419-427 (with C. Camerer) ([WS 105](#); [GS 212](#))
- The Neural Signature of Social Norm Compliance, *Neuron* 56 (2007), 185-196 (with M. Spitzer, U. Fischbacher, B. Herrnberger und G. Groen) ([WS 69](#); [GS 137](#))
- Neuroeconomic Foundations of Trust and Social Preferences, *American Economic Review*, 95 (2005), 346-351 (with U. Fischbacher and M. Kosfeld) ([WS 38](#); [GS 155](#))
- The Neuroeconomics of Mind-Reading and Empathy, *American Economic Review* 95(2005), 340-345 (with T. Singer) ([WS 32](#); [GS 137](#))
- Prejudice and truth about the effect of testosterone on human bargaining behaviour, *Nature* 463(7279), 2010, 356-359 (with C. Eisenegger, M. Naef, R. Snozzi, and M. Heinrichs) ([WS 27](#); [GS 54](#))
- Studying the Neurobiology of Social Interaction with Transcranial Direct Current Stimulation—The Example of Punishing Unfairness, *Cerebral Cortex* 18 (2008) 1987-1990 (with D. Knoch, M. Nitsche, U. Fischbacher, C. Eisenegger und A. Pascual-Leone) ([WS 26](#); [GS 41](#))
- Lateral prefrontal cortex and self-control in intertemporal choice, *Nature Neuroscience* 13(5), 2010, 538 - 539 (with B. Figner, D. Knoch, E.J. Johnson, A.R. Krosch, S.H. Lisanby, and E.U. Weber) ([WS 29](#); [GS 50](#))
- Disrupting the prefrontal cortex diminishes the human ability to build a good reputation, *Proceedings of the National Academy of Sciences* 106 (49), 2009, 20895-99 (with D. Knoch, F. Schneider, D. Schunk, and M. Hohmann) ([WS 17](#); [GS 20](#))
- The Neural Circuitry of a Broken Promise, *Neuron* 64(5), Dec 2009, 756-770 (with T. Baumgartner, U. Fischbacher, A. Feierabend, and K. Lutz) ([WS 14](#); [GS 22](#))

Economics and other behavioral sciences (2005 – present)

- Health effects on children's willingness to compete, *Experimental Economics* 15(1), 2012, 58 – 70 (with B. Bartling and D. Schunk)
- Neuroeconomic Foundations of Economic Choices – Recent Advances, *Journal of Economic Perspectives* 25(4), 2011, 3 – 30 (with A. Rangel)
- Big Experimenter is watching you! Anonymity and prosocial behavior in the laboratory, *Games and Economic Behavior*, Forthcoming (with F. Barmettler and C. Zehnder)
- Tastes, Castes, and Culture: The Influence of Society on Preferences, *Economic Journal*, 121 (November), 2011, F396-F412 Doi:10.1111/j.1468-0297.2011.02478x (with K. Hoff)
- Caste and Punishment: The Legacy of Caste Culture in Norm Enforcement, *Economic Journal*, 121 (November), 2011, F3449-F475 Doi:10.1111/j.1468-0297.2011.02476x (with K. Hoff and M. Kshetramade)
- Health Effects on Children's Willingness to Compete, *Experimental Economics*, advance online publication, doi 10.1007/s10683-011-9288-2 (with B. Bartling and D. Schunk)
- A Field Study on Cooperativeness and Impatience in the Tragedy of the Commons, *Journal of Public Economics*, 95, 2011, 1144 – 1155 (with A. Leibbrandt)
- Competition and Relational Contracts: The Role of Unemployment as a Disciplinary Device, *Journal of the European Economic Association*, Forthcoming (with M. Brown and A. Falk)
- The Lure of Authority, Max Weber Lecture Series, European University Institute, San Domenico di Fiesoli, Italy, 2009
- Wrath of God: religious primes and punishment, *Proceedings of the Royal Society B: Biological Sciences*, advanced online publication doi:10.1098/rsbp.2010.2125 (with R. McKay, C. Efferson, and H. Whitehouse)
- Eyes are on us, but nobody cares: are eye cues relevant for strong reciprocity? *Proceedings of the Royal Society B: Biological Sciences*, 277 (1686): 1315-1323 (with F. Schneider)
- Fairness, errors and the power of competition, *Journal of Economic Behavior & Organization* 72 (1), 2009, 527-545 (with U. Fischbacher and C.M. Fong)
- Self-reinforcing Market Dominance, *Games and Economic Behavior* 67, 2009, 481-502 (with D. Halbheer, L. Goette, and A. Schmutzler)
- Altruism: economics perspective (with C. Zehnder), in *The Oxford Companion to Emotion and the Affective Sciences*, D. Sander and K. Scherer (eds.), 2009, 24-26
- Trust (with C. Zehnder), in *The Oxford Companion to Emotion and the Affective Sciences*, D. Sander and K. Scherer (Eds.), 2009, 392-393

- A Behavioral Approach to the Labor Market: The Role of Fairness Concerns, *Annual Review of Economics* 1 (2009), 355-84 (with C. Zehnder and L. Goette)
- Egalitarianism and Competitiveness, *American Economic Review* 99:2 (2009), 93 – 98 (with B. Bartling, M.A. Maréchal, and D. Schunk)
- Contracts, reference points, and competition – Behavioral effects of the fundamental transformation, *Journal of the European Economic Association* (2009), 7(2-3), 561-572 (with O. Hart and C. Zehnder)
- On the Economics and Biology of Trust, *Journal of the European Economic Association* (2009), 7(2-3), 235-266
- On Reputation – A Microfoundation of Contract Efficiency and Wage Rigidity, *Economic Journal* 119 (March), 333 – 353, 2009 (with M. Brown and C. Zehnder)
- Spite and Development, *American Economic Review* 98:2 (2008), 494 - 499 (with K. Hoff and M. Kshetramade)
- Fairness and the Optimal Allocation of Ownership Rights, *Economic Journal*, 118 (2008), 1262 – 1284 (with S. Kremhelmer and K. Schmidt)
- Reciprocity in Experimental Markets. *Handbook of Experimental Economic Results*, Volume 1, Amsterdam, North Holland (with A. Falk)
- Intertemporal Choice under Habit Formation, *Handbook of Experimental Economic Results*, Volume 1, Amsterdam, North Holland (with P. Zych)
- Wage Differentials in Experimental Efficiency Wage Markets, *Handbook of Experimental Economic Results*, Volume 1, Amsterdam, North Holland (with S. Gächter)
- Reciprocity and Contract Enforcement. *Handbook of Experimental Economic Results*, Volume 1, Amsterdam, North Holland (with S. Gächter)
- Testing Theories of Fairness – Intentions Matter, *Games and Economic Behavior* 62 (2008), 287-303. (with A. Falk and U. Fischbacher)
- Strong reciprocity and the roots of human morality, *Social Justice Research* 21(2), 241 – 253, 2008 (with H. Gintis, J. Henrich, and S. Bowles)
- Explaining altruistic behaviour in humans, in *The Oxford Handbook of Evolutionary Psychology*, R.I.M. Dunbar and L. Barrett, eds., Oxford University Press: Oxford, 2007, 605-619 (with H. Gintis, S. Bowles, and R. Boyd)
- Other-regarding preferences in a non-human primate: Common marmosets provision food altruistically, *Proceedings of the National Academy of Sciences* 104 (2007), 19762-19766. (with J. Burkart, C. Efferson, and C. van Schaik)
- Adding a Stick to a Carrot? The Interaction of Bonuses and Fines, *American Economic Review* 97 (2007), 177-181. (with K. M. Schmidt)

- Human Motivation and Social Cooperation, *Annual Review of Sociology* 33 (2007), 43-64. (with H. Gintis)
- Money Illusion and Coordination Failure, *Games and Economic Behavior*.58 (2007), 246-268 (with J. R. Tyran)
- Inequality Aversion, Efficiency, and Maximin Preferences in simple distribution experiments: Comment, *American Economic Review* 96(5), 2006, 1912-1917 (with M. Naef and K.M. Schmidt)
- Group Affiliation and Altruistic Norm Enforcement, *American Economic Review*, 96 (2006), 217-221 (with H. Bernhard and U. Fischbacher)
- The Economics of Fairness, Reciprocity and Altruism, *Handbook of Altruism, Gift Giving and Reciprocity*, Amsterdam, North Holland (with K. Schmidt)
- Individual Irrationality and Aggregate Outcomes, *Journal of Economic Perspectives* 19 (2005), 43-66 (with J.R. Tyran)
- Human Altruism – Proximate Pattern and Evolutionary Origins, *Analyse & Kritik* 27 (2005), 6-47 (with U. Fischbacher)
- Altruists with Green Beards, *Analyse & Kritik* 27 (2005), 73-84 (with U. Fischbacher)
- Robustness and Real Consequences of Nominal Wage Rigidity, *Journal of Monetary Economics* 52 (2005), 779-804 (with L. Götte)
- Human Altruism: Economic, Neural and Evolutionary Perspectives, *Current Opinions in Neurobiology* 14 (2004), 784-790 (with B. Rockenbach)
- Egalitarian Motive and Altruistic Punishment, *Nature* 433, E1-E2, January 2005. (with S. Gächter)

Publications in Neuroeconomics (2005 – present)

- Learning and Generalization under Ambiguity: An fMRI Study, *PLoS Computational Biology* 8(1), 2012, 1-11 (with J.R. Chumbley, G. Flandin, D.R. Bach, J. Daunizeau, R.J. Dolan, and K.J. Friston)
- Dorsolateral and ventromedial prefrontal cortex orchestrate normative choice, *Nature Neuroscience* advanced online publication, doi:10.1038/nn.2933, 2011 (with T. Baumgartner, D. Knoch, P. Hotz, and C. Eisenegger)
- The Mentalizing Network Orchestrates the Impact of Parochial Altruism on Social Norm Enforcement, *Human Brain Mapping*, Forthcoming (with T. Baumgartner, L. Götte, and R. Gügler)
- The role of testosterone in social interaction, *Trends in Cognitive Sciences* 15(6), 2011, 263-271 (with C. Eisenegger and J. Haushofer)

- Dopamine Receptor D4 Polymorphism Predicts the Effect of L-DOPA on Gambling Behavior, *Biological Psychiatry* 67(8), 2010, 702 - 706 (with C. Eisenegger, D. Knoch, R. Ebstein, L.R.R. Gianotti, and P. Sándor)
- A Neural Marker of Costly Punishment Behavior, *Psychological Science* 21(3), 2010, 337-342 (with D. Knoch, L.R.R. Gianotti, and T. Baumgartner)
- Tonic activity level in the right prefrontal cortex predicts individuals' risk taking, *Psychological Science* 20(1), 33 – 38, 2009 (with L.R.R. Gianotti and D. Knoch)
- You shouldn't have: Your brain on others' crimes, *Neuron* 60(5) 738 – 740, 2008 (with J. Haushofer)
- Time-course of "off-line" prefrontal rTMS effects – a PET study, *Neuroimage* 42:1 (2008), 379 – 384 (with C. Eisenegger, D. Knoch, and V. Treyer)
- Social Preferences and the Brain, in *Neuroeconomics: Decision Making and the Brain*, Glimcher, P., Camerer, C., Fehr, E., and Poldrack, R., (eds.) Academic Press, Amsterdam, 2008
- The effect of neuropeptides on human trust and altruism: A neuroeconomic perspective, in *Hormones and Social Behavior*, D. Pfaff, C. Kordon, P. Chanson, and Y. Christen, (eds.), 2008, 47-56
- Resisting the Power of Temptations: The Right Prefrontal Cortex and Self-Control, *Annals of the New York Academy of Sciences* 1104 (2007), 123-134. (with D. Knoch)

Publications in all fields before 2005

Published Papers 2001 – 2004

- Don't lose your Reputation, *Nature* 432, 25 November 2004, 449-450
- The Hidden Costs and Rewards of Incentives – Trust and Trustworthiness among CEOs, *Journal of the European Economic Association* 2 (2004), 741-771. (with J. List)
- Fairness and Incentives in a Multi-task Principal-Agent Model, *Scandinavian Journal of Economics* 106 (2004), 453-474. (with K.M. Schmidt)
- Loss Aversion and Labour Supply, *Journal of the European Economic Association* 2-3 (2004), 216-228. (with L. Goette and D. Huffman)
- Is Strong Reciprocity a Maladaptation – On the Evolutionary Foundations of Human Altruism. in: P. Hammerstein (Ed.), *The Genetic and Cultural Evolution of Cooperation*. MIT Press, Cambridge, Mass. 2003. (with J. Henrich)
- Measuring Social Norms and Preferences Using Experimental Games: A Guide for Social Scientists. in: J. Henrich, R. Boyd, S. Bowles, C. Camerer, E. Fehr, H. Gintis, R. McElreath (Eds.): *Foundations of Human Sociality*, Oxford University Press, Oxford 2004. (with C. Camerer)

- The Puzzle of Human Cooperation, *Nature* 421, 27 February 2003, 912. (with S. Gächter)
- What Causes Nominal Inertia – Insights from Experimental Economics. In: Juan Carillo and Isabelle Brocas (Eds.), *Collected Essays in Psychology and Economics*, Oxford University Press 2003. (with J.R. Tyran)
- Theories of Fairness and Reciprocity – Evidence and Economic Applications. Invited Lecture at the 8th World Congress of the Econometric Society. In: M. Dewatripont, L. Hansen and St. Turnovsky (Eds.), *Advances in Economics and Econometrics – 8th World Congress*, Econometric Society Monographs, Cambridge, Cambridge University Press 2003. (with K. Schmidt)
- A Nation-Wide Laboratory - Examining Trust and Trustworthiness by Integrating Experiments in Representative Surveys, *Schmollers Jahrbuch* 122 (2002), 519 – 542. (with U. Fischbacher, B.v. Rosenblatt, J. Schupp and G. Wagner)
- Reasons for Conflicts – Lessons from Bargaining Experiments. *Journal of Institutional and Theoretical Economics* 159 (2003), 171 – 187 (with A. Falk and U. Fischbacher)
- Why Labour Market Experiments. *Labour Economics* 10 (2003), 399 – 406 (with A. Falk)
- Why Social Preferences Matter – The Impact of Non-selfish Motives on Competition, Cooperation and Incentives. Frank Hahn Lecture at the annual meeting of the Royal Economic Society 2001. *Economic Journal* 112 (2002), C1 – C33. (with U. Fischbacher)
- The Economics of Impatience, *Nature* 415, 17 January 2002, 269-270
- Appropriating the Commons – A Theoretical Explanation. in: E. Ostrom, Th. Dietz, N. Dolšak, P. Stern, S. Stonich, E. Weber (Eds.), *The Drama of the Commons*. National Academy Press, February 2002. (with A. Falk and U. Fischbacher)

Published Papers 1996 – 2000

- Fairness, Incentives and Contractual Choices, *European Economic Review* 44 (2000), 1057-1068. (with K.M. Schmidt)
- Collective Action as a Social Exchange, *Journal of Economic Behavior and Organization* 39 (1999), 341-369. (with S. Gächter)
- Gift Exchange and Reciprocity in Competitive Experimental Markets, *European Economic Review* 42 (1998), 1-34 (with G. Kirchsteiger und A. Riedl)
- When Social Norms Overpower Competition - Gift Exchange in Labor Markets, *Journal of Labor Economics* 16 (1998), 324-351 (with E. Kirchler, A. Weichbold, S. Gächter)
- How Effective are Trust- and Reciprocity-Based Incentives?, in: A. Ben-Ner and L. Putterman (eds.): *Economics, Values and Organizations*, Cambridge University Press, Cambridge, England 1998. (with S. Gächter)

- Do Addicts Behave Rationally, *Scandinavian Journal of Economics*, Vol. 100, 1998, 643-662. (with P. K. Zych)
- Reciprocity and Economics - The Economic Implications of Homo Reciprocans, *European Economic Review* 42 (1998), 845-859. (with S. Gächter)
- Social Norms as a Social Exchange, *Swiss Journal of Economics and Statistics* 133 (1997), 275-292. (with S. Gächter)
- Institutions and Reciprocal Fairness, *Nordic Journal of Political Economy*, Vol. 23, No.2, 1996, 133-144. (with J. R. Tyran)
- Involuntary Unemployment and Noncompensating Wage Differentials in an Experimental Efficiency Wage Market, *Economic Journal*, Vol. 106, No. 434, 1996, 106-121. (with G. Kirchsteiger und A. Riedl)
- Social Exchange in the Labor Market, *Journal of Economic Psychology*, Vol. 17, 1996, 313-341. (with E. Kirchler and R. Evans)
- Does Social Exchange Increase Voluntary Cooperation?, *Kyklos*, Vol. 49, No. 4, 1996, 541-554. (with S. Gächter)
- How Do Institutions and Fairness Interact?, *Central European Journal of Operations Research*, Vol. 4, 1996, No. 1, 69-84. (with J. R. Tyran)
- Reciprocal Fairness and Noncompensating Wage Differentials, *Journal of Institutional and Theoretical Economics*, Vol. 152, 1996, 608-640. (with S. Gächter und G. Kirchsteiger)
- Labour-Management, in: E. Dülfer (ed.): *International Handbook of Co-operative Organizations*. Vandenhoeck & Ruprecht, Göttingen 1996

Published Papers 1991 – 1995

- Die Macht der Versuchung: Irrationaler Ueberkonsum in einem Sucht Experiment, *Zeitschrift für Wirtschafts- und Sozialwissenschaften*, Vo. 115, No. 4, 1995, 569-604. (with P. K. Zych)
- Insider Power, Wage Discrimination, and Fairness, *Economic Journal*, Vol. 104, No. 424, 1994, 571-583. (with G. Kirchsteiger)
- Wage Bargaining and Shock Sensitivity of a Small Open Economy, *Journal of Economics*, Vol. 59, No. 3, 1994, 259-286. (with F. X. Hof)
- The Simple Analytics of a Membership Market in a Labour-Managed Economy. In: S. Bowles, H. Gintis and B. Gustafson (eds.): *Democracy and Markets – Participation, Accountability and Efficiency*, Cambridge University Press, Cambridge 1993
- The Labour-Capital Partnership: Reconciling Workers' Rights with Efficiency. In: T. Atkinson (ed.): *The Economics of Partnership – A Third Way? Essays in Honour of James Meade*, Macmillan, London 1993

Two Forms of Workers' Enterprises Facing Imperfect Labour Markets. *Economic Letters*, Vol. 41, 1993, 121-127. (with M. Sertel)

Fiscal Incentives in a Model of Equilibrium Unemployment: Reply. *Journal of Institutional and Theoretical Economics*, Vol. 148, No. 2, 1992, 353-354

Wages and Labour Demand: A Note. *Journal of Institutional and Theoretical Economics*, Vol. 147, No. 3, 1991, 539-546

Published Papers 1984 – 1990

Cooperation, Harassment and Involuntary Unemployment? *American Economic Review*, Vol. 80, No. 3, 1990, 624-630 and Vol. 81, No. 1, 1991, 384

Fiscal and Monetary Policies in a Bargaining Economy. *Economic Notes*, No. 2, 1990, 178-202

Fiscal Incentives in a Model of Equilibrium Unemployment. *Journal of Institutional and Theoretical Economics*, Vol. 146, No. 4, 1990, 617-639

Union Power and (Un)employment. *Labour – Review of Labour Economics and Industrial Relations*, Vol. 4, No. 2, 1990, 77-104

Full-Employment through Profit-Sharing? - Critical Remarks on Weitzman's Proposal. *Jahrbücher für Nationalökonomie und Statistik*, Band 206, Heft 3, 1989, 225-242

A Theory of Short- and Long-Run Equilibrium Unemployment. *Journal of Economics*, Vol. 50, No. 3, 1989, 201-222

Are Efficiency Wages too high for Full-Employment? - A comment. *Jahrbücher für Nationalökonomie und Statistik*, Vol. 205, No. 1, 1988, 65-72

Power, Efficiency, and Profitability. *Economic Analysis and Workers' Management*, Vol. 21, No.1, 1987, 1-26. (mit H. Duda)

A Theory of Involuntary Equilibrium Unemployment. *Journal of Institutional and Theoretical Economics*, Vol. 142, No. 2, 1986, 405-430

Workers' Management and Capitalism in a Nutshell. *Economic Analysis and Workers' Management*, Vol. 18, No. 4, 1984, 319-331

Republications

“Economic Man” in cross-cultural perspective: Behavioral experiments from 15 small-scale societies. Republished in *Data Collection*, edited by W. Paul Vogt as part of the SAGE Benchmarks in Social Research Methods series, forthcoming (with J. Henrich, R. Boyd, S. Bowles, H. Gintis, C. Camerer, R. McElreath, M. Gurven, K. Hill, A. Barr, J. Ensminger, D. Tracer, F. Marlow, J. Patton, M. Alvard, F. Gil-White and N. Smith; previously published in *Behavioral and Brain Sciences*, 28: 795-815).

In search of Homo economicus: Experiments in 15 Small-Scale Societies, in *Darwinism and Economics*, edited by G. M. Hodgson, The International Library of Critical Writings in Economics, 2009 (with J. Henrich, R. Boyd, S. Bowles, C. Camerer, H. Gintis, and R. McElreath; previously published in *American Economic Review*, 91(2), 73-79).

“Economic Man” in cross-cultural perspective: Behavioral experiments from 15 small-scale societies. *Judgment and Decision-making*, edited by Nick Chater. Sage Publications, 2009. (with J. Henrich, R. Boyd, S. Bowles, H. Gintis, C. Camerer, R. McElreath, M. Gurven, K. Hill, A. Barr, J. Ensminger, D. Tracer, F. Marlow, J. Patton, M. Alvard, F. Gil-White and N. Smith; previously published in *Behavioral and Brain Sciences*, 28: 795-815).

“Economic Man” in cross-cultural perspective: Behavioral experiments from 15 small-scale societies, *Recent Developments in Behavioral Economics*, Edited by Shlomo Maital, International Library of Writings in Economics, 2007 (with J. Henrich, R. Boyd, S. Bowles, H. Gintis, C. Camerer, R. McElreath, M. Gurven, K. Hill, A. Barr, J. Ensminger, D. Tracer, F. Marlow, J. Patton, M. Alvard, F. Gil-White and N. Smith; previously published in *Behavioral and Brain Sciences*, 28: 795-815).

In search of Homo economicus: Experiments in 15 Small-Scale Societies. *New Developments in Experimental Economics*, edited by Enrica Carbone and Chris Starmer, *The International Library of Critical Writings in Economics*, 2007, Edward Elgar Publishers. (with J. Henrich, R. Boyd, S. Bowles, C. Camerer, H. Gintis, and R. McElreath; previously published in *American Economic Review*, 91(2), 73-79).

In search of Homo economicus: Experiments in 15 Small-Scale Societies, *Selecting Research Methods*, Sage Publications, 2008. (with J. Henrich, R. Boyd, S. Bowles, C. Camerer, H. Gintis, and R. McElreath; previously published in *American Economic Review*, 91(2), 73-79).

Papers in German Journals

- Determinanten kindlicher Geduld – Ergebnisse einer Experimentalstudie im Haushaltskontext. *Schmollers Jahrbuch* 130, 2010, 297 – 323. (mit B. Bartling, B. Fischer, F. Kosse, M. Maréchal, F. Pfeiffer, D. Schunk, J. Schupp, C. Spiess, G. Wagner)
- Neid, Status und Markt. *Agogik*, 1/2009, 16 – 23.
- Wie wirken Anreizverträge. Zeitschrift für Betriebswirtschaft, Ergänzungsheft 4, 2001, 145-173. (mit S. Gächter)
- Unfreiwillige Arbeitslosigkeit als Gleichgewichtsphänomen. *Kurswechsel*, Heft 2, 1994, 44-54
- Die Auswirkungen von Nachfrage- und Angebotschocks auf den österreichischen Arbeitsmarkt. *Wirtschaft und Gesellschaft*, 17. Jahrgang, No. 3, 1991, 285-308. (mit W. Alzinger, K. Althaler, M. Marterbauer, Th. Grandner)
- Die Auswirkungen der Gewerkschaften auf die Allokationseffizienz im Lichte einiger Besonderheiten des Arbeitsmarktes. *WSI-Mitteilungen*, 43. Jahrgang, Nr. 6, 1990, 385-392
- Gewinnbeteiligung versus Lohnsubventionen als Mittel der Beschäftigungspolitik. *Wirtschaftspolitische Blätter*, 36. Jahrgang, Nr. 5/6, 1989, 557-575
- Sind Konkurrenzmärkte machtfrei? - Anmerkungen zum Verhältnis von Macht und Ökonomie. *Wirtschaft und Gesellschaft*, 14. Jahrgang, Nr. 3, 1988, 359-380 (mit H. Fehr-Duda)
- Selbstverwaltung - Argumente für staatliche Interventionen, *Wirtschaft und Gesellschaft*, 13. Jahrgang, Nr. 4, 1987, 507-528
- Macht, Effizienz und Profitabilität - Eine Radikale Theorie der Unternehmung. *LEVIATHAN - Zeitschrift für Sozialwissenschaft*, 14. Jahrgang, Nr. 4, 1986, 546-568 (mit H. Duda)
- Die kurzfristige Nachfrage- und Beschäftigungswirksamkeit der Fiskalpolitik in einer geschlossenen Volkswirtschaft. *Quartalshefte der Girozentrale*, 21. Jahrgang, Nr. 3, 1986, 19-39
- Entwicklung und Ursachen der Staatsverschuldung. *Wirtschaft und Gesellschaft*, 12 Jahrgang, Nr. 2, 1986, 87-105
- Die selbstverwaltete Unternehmung - eine effiziente Alternative zum Kapitalismus? *Ökonomie und Gesellschaft*, Jahrbuch 3, 1985, 276-332
- Unfreiwillige Arbeitslosigkeit, Macht und asymmetrische Mobilitätskosten. *Quartalshefte der Girozentrale*, 19. Jahrgang, Nr. 1, 1984, 67-82
- Die Wirtschaftskrise Jugoslawiens: Falsche Wirtschaftspolitik oder Systemfehler? *Quartalshefte der Girozentrale*, 18. Jahrgang, Nr. 4, 1983, 71-90. (mit I. Zloch)

Aufsichtsräte in öffentlichen Unternehmen, Skizzen zur politischen Ökonomie Österreichs. *Zeitschrift für öffentliche und gemeinwirtschaftliche Unternehmen*, Band 5, Heft 2, 1982, 123-150. (mit A. van der Bellen)

Contributions to German Books

Individueller Arbeitseinsatz in Selbstverwaltungs-, Gewinnbeteiligungs- und kapitalistischen Unternehmen. in: F. R. Fitzroy und K. Kraft (Hrsg.): *Mitarbeiterbeteiligung und Mitbestimmung im Unternehmen*, De Gruyter, Berlin-New York 1987, 271-294

Macht und Ökonomie: Das Beispiel atomistischer Arbeitsmärkte. in: W. Küpper und G. Ortman (Hrsg.): *Mikropolitik - Rationalität, Macht und Spiele in Organisationen*, Westdeutscher Verlag, Opladen 1988, 131-154. (mit H. Fehr-Duda)

Selbstverwaltung - wünschenswert und effizient? in: A. Heise (Hrsg.): *Arbeiterselbstverwaltung*, AG-SPAK, Berlin-Wien 1989, 51-70

Unfreiwillige Arbeitslosigkeit durch Effizienzlöhne? - Eine Gegenkritik. in: K. Gerlach und O. Hübler (Hrsg.): *Effizienzlohntheorie, Individualeinkommen und Arbeitsplatzwechsel*. Campus Verlag, Frankfurt – New York 1989, 27-48

Arbeitslosigkeit in Europa – Theorie und Empirische Befunde. In: Thomas Geiser, Hans Schmid und Emil Walter-Busch (Hrsg.): *Arbeit in der Schweiz des 20. Jahrhunderts – Wirtschaftliche, rechtliche und soziale Perspektiven*. Verlag Paul Haupt, Bern – Stuttgart – Wien 1998, 217-250. (mit S. Gächter)

Unfreiwillige Arbeitslosigkeit und die institutionellen Bedingungen des Arbeitsmarktes, in: Max Haller und Peter Schachner-Blazizek (Hrsg.): *Beschäftigung in Europa*. Graz: Leykam 1999 (mit S. Gächter)

Ursachen Nominaler Rigiditäten. In: G. Chaloupek, A. Guger, E. Nowotny and G. Schwödiauer (Hrsg.), *Oekonomie in Theorie und Praxis – Festschrift für Helmut Frisch*, Springer Verlag, New York – Hamburg, 2001

Contributions to the popular press in German and English

Variable Vergütungssysteme zwischen Effizienz und Excess: Managerlöhne im Spannungsfeld zwischen Wettbewerbs-Lohn und Leistungsanreizen ohne unerwünschte Nebenwirkungen, *NZZ* 234, 2010

Was ist gerecht? *Die Zeit Magazine* 31, 2009

Mit Neuroökonomik das menschliche Wesen ergründen, *NZZ* 146, 2005

Auch die Rachelust zählt, *NZZ* 221, 2004

The Reductionist – Interview with Ernst Fehr, *Finrisk Newsletter* 2, 2004

Teilen und Helfen – Ursprünge sozialen Verhaltens, *Spektrum der Wissenschaft*, 2002 (with Karl Sigmund und Martin A. Nowak)

The Economics of Fair Play, *Scientific American*, 2002 (with Karl Sigmund und Martin A. Nowak)

Über Vernunft, Will und Eigennutz hinaus – Ansätze zu einer neuen Synthese von Psychologie und Ökonomie, *NZZ* 2001

Unvollständige Arbeitsverträge schaffen Arbeitslosigkeit – Die Folgen von fairem Verhalten auf dem Arbeitsmarkt, *NZZ* 2001 (with Suzann-Viola Renninger)

Neid, Status und Markt – Ökonomische Betrachtungen zu machtvollen Emotionen, *NZZ* 1999

Die Psychologische Wende in der Ökonomik, Vortrag zum Dies Academicus der Universität St. Gallen, 2002

Current Research Projects

- 1) Reputation, Competition and Job Design (with B. Bartling and K. Schmidt)
- 2) Endogenous Authority (with H. Herz and T. Wilkening)
- 3) Gift Exchange in Field Experiments (with A. Cohn, L. Goette, F. Schneider)
- 4) The Development of Social Preferences in Children (with T. Singer, N. Steinbeis)
- 5) Neurobiological Foundations of Social Emotions and Economic Decision-Making (together with U. Fischbacher, M. Heinrichs, D. Knoch, M. Kosfeld, T. Baumgartner)
- 6) The Genetics of Time, Risk and Social Preferences (with U. Fischbacher, G. Hasler, A. Navarro, and D. Schunk)
- 7) The Evolution of Ethnic Markers (together with Ch. Efferson and R. Lalive)
- 8) Explaining Religion (together with R. McKay)
- 9) The Foundations of Human Prosociality: Social preferences in marmosets, chimpanzees, and humans (together with C. Efferson, C. van Schaik, and J. Burkart)
- 10) Individual heterogeneity and social interaction

Teaching Activities

Special award

The students in the economics department at the University of Zurich accorded **Ernst Fehr** the **best teaching award** for the economics department for fall semester 2010 and for fall semester 2012.

Graduate level courses appropriate for advanced Master Students and Ph.D. Students.

(FS = fall semester, SS = spring semester, WS = Winter Semester, SS = Summer Semester)

Lectures

Advanced Microeconomics, undergraduate lecture, every WS or FS since WS 2006/2007, with the exception of sabbatical leave

Introduction to Microeconomics, undergraduate lecture, WS 2005/2006

Experimental and Behavioral Economics, graduate level course at MIT, since 2003

Experimental Economics, graduate level, 2-hour course every second year at the Univ. of Zürich since 1995

Personnel and Organizational Economics, graduate Level, 2-hour course at the Univ. of Zürich in each year from 1995 to 2007

Applied Game Theory, Graduate level, Institute for Advanced Studies Vienna and Univ. of Zürich: WT 1991/92 SS 1995, SS 1999, WS 2000/01

Labor Economics, 2-hour course, graduate level, Univ. of Linz and Univ. of Zürich: SS 1993, WS 1994/95, WS 1995/96, WS 97/98, SS 2000.

Advanced Microeconomic Theory, 2-hour course, graduate level, Univ. of Linz and Univ. of Zürich: WS 1994/95, WS 1995/96, WS 2000/01, FS 2008.

Distribution Theory, 2-hour course, graduate level, Univ. of Linz: SS 1992

Microeconomic Theory, 3-hour course, undergraduate level, Univ. of Technology, Vienna: WT 1991/92 and a 4-hour course in the WS 1998/99 at the Univ. of Zürich.

Bargaining Theory, 2-hour course, graduate level, Institute for Advanced Studies in Vienna and University of Technology in Vienna: WS 1990/91, WS 1991/92

Introduction to Economics and Public Finance, 3-hour course, undergraduate level, University of Technology, Vienna: SS 1990, ST 1991

Seminars

Frontiers in Social Neuroscience and Neuroeconomics, graduate level seminar, every HS since 2008, with the faculty of the Department of Economics

Research seminar on behavioral and experimental economics, masters and graduate level seminar, every FS since 2007

Foundations of human social behavior, graduate level seminar, every semester since WS 2006/2007

Economic Research Seminar, graduate level seminar, every semester since 2002, with the entire faculty of the economics department.

Management and Economics, graduate level seminar, every semester since 2002

Behavioral Economics, undergraduate and graduate level, several seminars at the Univ. of Zürich since 1995.

Personnel and Organizational Economics, graduate level, at the Univ. of Zürich in each year since 1995.

Advanced Microeconomic Theory, graduate level, at the Univ. of Linz and Zurich: WT 1994/95, WS 1995/96.

Distribution Theory, graduate level, Univ. of Linz: SS 1992.

Labor Economics, graduate level, Univ. of Linz and Zürich: SS 1992, ST 1995, WS 1995/96.

Profit-Sharing and Labor Management, undergraduate level, at the Univ. of Technology, Vienna: SS 1987, SS 1988, SS 1990, SS 1991.

Microeconomic Theory, undergraduate level, at the University of Technology in Vienna: SS 1984, SS 1985, SS 1986.

Public Finance, graduate level, at the Univ. of Vienna: WS 1980/81, SS 1981, WS 1981/82 (together with Prof. A. van der Bellen) .

Refereeing Activities

Ernst Fehr serves as referee for the following journals:

Nature, Science, American Economic Review, Econometrica, Journal of Political Economy, Quarterly Journal of Economics, Review of Economic Studies, Games and Economic Behavior, Journal of Public Economics, Journal of Labor Economics, Economic Journal, European Economic Review, Journal of Economic Behavior and Organization, Scandinavian Journal of Economics, Kyklos, Journal of Comparative Economics, Rationality and Society, Labour Economics, Journal of Institutional and Theoretical Economics (Zeitschrift für die gesamte Staatswissenschaft), Journal of Economics (Zeitschrift für Nationalökonomie), European Journal of Political Economy, Economic Systems (vormals: Jahrbuch der Wirtschaft Osteuropas), Empirica - Austrian Journal of Economics.

Book Reviews

Nutzinger H. G. and Backhaus J. (eds.): *Codetermination - A Discussion of Different Approaches*. Springer Verlag 1989, Berlin - Heidelberg, in: Journal of Economics, Vol. 54, No. 2, 190 ff.

Schneider J.: *Market Failure and Unemployment*. Transfer Verlag 1987, Regensburg, in: Kyklos, No. 1, 1988, 150 ff.

Buchanan J. A. and Rowley Ch. K. and Tollison R. D. (Eds.): *Deficits*. Basil Blackwell 1987, Oxford, in: Kyklos, No. 4, 1988, 667 ff.

Lindbeck A. and Snower D. J.: *The Insider-Outsider Theory of Employment and Unemployment*. MIT Press 1988, Cambridge, in: Journal of Economics, Vol. 51, No. 3, 312 ff.

Hermann A. und Ulram P. A.: *Vermögensbildung in Arbeitnehmerhand*. Forschungsprojekt des Jubiläumsfonds der Österr. Nationalbank, Jänner 1987, in: Sozialwissenschaftliche Studiengesellschaft (SWS) – Rundschau, No. 1, 1987, 49 ff.

Kück M.: *Neue Finanzierungsstrategien für selbstverwaltete Betriebe*. Campus Verlag 1985, Frankfurt – New York, in: Wirtschaft und Gesellschaft, No. 2, 1986, 285 ff.

Laske St. und Schneider U.: *Selbstverwaltung kann man lernen*. Herausgeber und Verleger: Bundesministerium für Soziale Verwaltung, Wien 1985, in: Wirtschaft und Gesellschaft, No. 4, 1986, 583 ff.

Lüftl W. und Martin P. C.: *Die Formeln für den Staatsbankrott – Am Beispiel des finanziellen Endes der Republik Österreich*. Wirtschaftsverlag Langen-Müller/Herbig 1984, München, in: Wirtschaft und Gesellschaft, No. 2, 1985, 278 ff.

Presentations at International Conferences

- *Neurobiological Foundations of Human Motivation*, NCCR Graduate Seminar, University of Geneva, Geneva, December 12, 2011
- *Social Preferences – A Foundation for Cooperation, Competition and Incentives*, SFI Annual Meeting, Zurich, November 30, 2011
- *Vertrauen, Fairness und Grosszügigkeit – Der Einfluss von Sexual- und Neurohormonen auf das menschliche Sozialverhalten*, Hanse Wissenschaftskolleg (Institute for Advanced Studies), Delmenhorst, Deutschland, November 22, 2011
- *The Lure of Authority*, The Tanner Lectures, Cambridge University, Cambridge, November 8, 2011
- *Neuroeconomic Foundations of Choice*, Thünen Vorlesung, Jahrestagung des Vereins für Socialpolitik, Frankfurt am Main, Deutschland, September 5, 2011
- *The Lure of Authority - Motivation and Incentive Effects of Power*, Klein Lecture, University of Osaka, Osaka, Japan, July 7, 2011
- *The Lure of Authority – Motivation and Incentive Effects of Power*, World Congress of the IEA, Tsinghua University, Peking, China, July 5, 2011
- *The Psychology and Economics of Authority*, Renmin University, Peking, China, July 4, 2011
- *The Neurobiology of Social Norm Compliance*, Keynote lecture at the Organization for Human Brain Mapping, Québec City, Canada, June 29, 2011
- *The Value of Authority*, Plenary Session of the Econometric Society, Washington University St. Louis, June 10, 2011
- *The Lure of Authority – Motivation and Incentive Effects of Power*, Purvis Lecture, Canadian Economic Association, Ottawa, Canada, June 4, 2011
- *Vertrauen, Fairness und Grosszügigkeit: Wie beeinflussen Sexual- und Neurohormone unser Sozialverhalten?*, ZIHP Careum Zurich, May 23, 2011
- *Wieviel Rendite bringt ein Kind?*, Jacobs Foundation Podium, Zurich, May 12, 2011
- *Die Oekonomie und Biologie produktiver Fähigkeiten*, Statistisch-Volkswirtschaftliche Gesellschaft Basel, May 9, 2011
- *Eigennutz und Gemeinnutz*, Bernoulli Lecture for the behavioral sciences, Basel, April 14, 2011
- *The neural circuitry of social norm compliance*, Workshop on the Social Brain, Cambridge MRC Cognition and Brain Sciences, Cambridge MRC Cognition and Brain Sciences, Cambridge MRC Cognition and Brain Sciences, Cambridge MRC Cognition and Brain Sciences, Cambridge, April 13, 2011
- *The Economics and Psychology of Authority*, International Meeting in Experimental and Behavioral Economics, Barcelona, April 8, 2011
- *The Neurobiology of Social Norm Compliance*, New York University, New York, March 21, 2011
- *The Lure of Authority*, Coase Lecture, London School of Economics, London, February 24, 2011
- Presentation at the Second Annual Behavioral Economics Conference, Ithaca NY, May 2010
- Presentation at the Compassion and Neuroeconomics Conference, Zurich, April 2010
- Presentation at the European Human Behavior and Evolution Association, Wroclaw, Poland, March 2010
- Presentation at the Canadian Institute for Advanced Research Meeting, Paris, France, March 2010
- Presentation at the Conference on Compassion and Neuroeconomics, Zurich, December 2009
- Presentation at the ESA Conference, Innsbruck, September 2009

- Presentation at the Conference on Human Nature and Incentives, Stockholm, September 2009
- Presentation at the World Congress of Nephrology, Milan, May 2009
- Presentation on Building Bridges, University of Chicago, May 2009
- Presentation at the Sustainability Forum Zurich, March 2009
- Presentation at the ASSA Annual Meeting, San Francisco, January 2009
- Presentation at the Conference on Human Nature and Economic Incentives, Stockholm, September 2009
- Presentations at the Collegium Helveticum, Zurich, November and December 2008
- Presentation at the Conference on Human Evolution, Stockholm, November 2008
- Keynote lecture, Nordic Conference on Experimental Economics, Copenhagen, November 2008
- Keynote Lecture at the annual meeting of the *Verein für Socialpolitik* [Society for Social Policy], Graz, Austria, September 2008
- Presidential Address, European Economic Association, Milan, August 2008
- Presentation at the Society of Zurich Economists, April 2008
- Keynote lecture, Royal Economics Society, University of Warwick, March 2008
- Presentation at the Conference on Neuroeconomics, New York University, January 2008
- Presentation at the international symposium of the Ipsen Foundation, December 2007
- Keynote lecture at the annual conference of the Society for Neuroeconomics, Sept. 2007
- Presentation at the international symposium at the Swiss Consulate in Cambridge MA, March 2007
- Presentation at the Conference "Biology of Prosocial Behavior", Cambridge MA, March 2007
- Presentation at the Neurological Society of Switzerland, March 2007
- Keynote lecture at the annual meeting of the European Association for Research in Industrial Economics (EARIE), Amsterdam, August 2006
- Keynote lecture at the annual meeting of the European Economic Association, Vienna, August 2006
- Keynote lecture at the Symposium on Behavioral Economics, Munich, June 2006
- Presentation at the Federation of European Neuroscience Societies, Vienna, June 2006
- Keynote lecture at the Austrian Society for Psychology, Klagenfurt, Austria, April 2006
- Presentation at the Swiss Internist Congress, Basle, 2006
- Presentation at the Royal Swedish Academy of Sciences, Stockholm, 2006
- Presentation at the Nobel Conference on the Neuroscience of Emotions, Karolinska Institute, Stockholm, 2006
- Invited to present the Luigi Solar Lecture at the University of Geneva, Geneva, Switzerland, 2006
- Keynote lecture at the annual meeting of the Southern Economic Association, Washington DC, October 2005
- Keynote lecture annual meeting of the Society for New Economics, Barcelona, Sept. 2005
- Keynote lecture at the annual meeting of the Austrian Economic Association, Innsbruck, Austria, May 2005
- Keynote lecture at the annual meeting of the Scottish Economic Association, Perth, Scotland, March 2005
- Invited to present the Carl Snyder Memorial Lecture, University of California at Santa Barbara, March 2005
- Keynote lecture at the annual meeting of the International Society for Transportation Research, Lucerne, Switzerland, August 2003

- Keynote lecture at the Biannual Conference on Social Dilemmas, Marstrand (Sweden), August 2003
- Keynote lecture at the Tilburg Workshop on Economics and Psychology, Tilburg (NL), August 2003
- Invited presentation at the annual meeting of the European Economic Association, Stockholm, August 2003
- Keynote lecture at the annual meeting of the Evolution and Human Behavior Society, University of Nebraska, June 2003
- Keynote lecture at the annual meeting of the *Deutschen Betriebswirtschaftlichen Hochschullehrer* [German Society of Economics Teachers], June 2003
- Keynote lecture at the annual meeting of the Society for Socio-Economics, Aix-en-Provence, June 2003
- Keynote lecture at Conference on Motivation Science, New York, May 2003
- Keynote lecture at the European Network for Sociobiology, Laufen, Switzerland, March 2003
- Two presentations at the Annual Meeting of the American Economic Association, Washington DC, January 2003
- Invited presentation, Conference on Behavioral Macroeconomics, at the Study Center in Gerzensee, Switzerland, Oct. 2002
- Invited lecture at the Conference on Contract Law and Economics, University of Virginia, Sept. 2002
- Keynote lecture at the annual meeting of the International Economic Association, Lisbon, Sept. 2002
- Keynote lecture at the Conference on Personnel Economics, University of Stockholm, May 2002
- Invited Lecture at the Nobel Symposium on Experimental and Behavioral Economics, Stockholm, December 2001
- Keynote speaker at the European Network on Industrial Policy, Vienna, November 2001.
- Schumpeter Lecture at the annual conference of the European Economic Association, Lausanne, August 2001.
- Conference on the Social and Psychological Foundations of Economic Life, European Science Days in Styria, Austria, July 2001.
- Frank Hahn Lecture at the annual conference of the Royal Economic Society, Durham, April 2001.
- Invited Lecture at the 8th World Congress of the Econometric Society, Seattle, August 2000.
- European Economic Association, Invited Paper Session, Santiago de Compostella, Sept. 1999.
- Conference on Economics and Psychology, Toulouse, June 1999
- Economic Science Association, Mannheim, June 1998.
- Economic Science Association, Mannheim, June 1998.
- Economic Science Association, Mannheim, June 1998.
- Workshop on Theories of Bounded Rationality, Bonn, May 1997.
- International Workshop on Preference Formation and Economics, Stanford, July 1996.
- International Workshop in Experimental Economics, Amsterdam, Sept. 1996.
- American Economic Association Meeting in San Francisco, January 1996.
- Economic Science Association/Public Choice Society Meeting in Houston, March 1996
- Conference on Ethics and Economics, University of Oslo, Dec. 1995.
- International Workshop in Experimental Economics, Amsterdam, Sept. 1995.
- Economic Science Association/Public Choice Society Meeting in Long Beach, March 1995.

- International Workshop in Experimental Economics, Amsterdam, Sept. 1994.
- Summer school on Economic Psychology, University of Linz, July 1993
- Economic Science Association/Public Choice Society Meeting in New Orleans, March 1993.
- Meeting of the International Association for Research in Economic Psychology und the Association for Experimental Economics, August 1992.
- Meeting of the International Economic Association on "The Economics of Partnership" in Honor of Nobel Laureate James Meade, Sept. 1991 in Windsor.
- European Economic Association Meeting in Lisbon, September 1990.
- Conference on "Microeconomics of Political Economy - Problems of Participation, Democracy and Efficiency" in Uppsala (Sweden), June 1990.
- European Meeting of the Econometric Society in Munich, September 1989.
- European Economic Association Meeting in Augsburg, August 1989.
- Meeting of the Social Science Labor Market Research Group at the University of Hannover, April 1987.
- Conference on "Profit-Sharing and Codetermination" at the Wissenschaftszentrum Berlin, January 1985.
- Conference on "Industrial Democracy" at Bogazici University in Istanbul, July 1983.

Presentations in Research Seminars

- "Fairness and Effort", MIT, October 2008
- "Reputation and Contract Design", MIT, October 2008
- "Neuroeconomics of Norm Compliance", Humboldt University Berlin, September 2008
- "Caste Punishment - the Legacy of Inequality", Princeton University, May 2008
- "Limited Rationality and Strategic Interaction", Oxford University, April 2008
- "Egalitarianism in Young Children", Max Planck Institute, Leipzig, January 2008
- "The Weave of Social Life", University of Nuremberg, November 2007
- "Loss Aversion and Labor Supply", Harvard University, March 2007
- "Norm Enforcement under Social Discrimination", Harvard University, March 2007
- "Decomposing Trust - Explaining National and Ethnic Differences in Trust", Harvard University, March 2007
- "Limited Rationality and Strategic Interaction", University of Michigan, Ann Arbor, March 2007
- "Reciprocity and Reputation", Katz School of Business, University of Pittsburgh, March 2007
- "Neurobiology of human altruism and norm enforcement", University of Wisconsin at Madison, 2006
- "Neurobiology of human altruism and norm enforcement", Columbia University, 2006
- "Parochial Altruism in Humans", University of Lausanne, 2006
- "Neurobiology of Economic Behavior", Harvard University, 2006
- "Neurobiology of human altruism and norm enforcement", New York University, 2006
- "Local Politics and Global Public Goods", University of Bonn, 2006
- "When does Economic Man dominate Social Behavior?", University of Wisconsin at Madison, 2006
- "Limited Rationality and Strategic Interaction", Harvard University, September 2003.
- "Limited Rationality and Strategic Interaction", Princeton University, September 2003.
- "Psychological Foundations of Incentives and Global Public Goods", Harvard Business School, September 2003.
- "Fairness, Errors, and the Power of Competition", University of Chicago, October 2003.

- "Fairness, Errors, and the Power of Competition", Northwestern University, October 2003.
- "Relational Contracts and the Nature of Market Interactions", Organizational Economics Seminar, MIT, September 2002
- "Fairness and the Power of Competition", University of Mannheim, February 2003.
- "Contractual Incompleteness and the Nature of Market Interactions" Bocconi University, Milan, March 2002.
- Zeuthen Lectures on Behavioral Economics, University of Copenhagen, December 2002.
- Lectures on Behavioral Economics, Jerusalem University, June 2002.
- "Altruism and Social Interaction", University of Cologne, February 2002.
- "Contractual Incompleteness and the Nature of Market Interactions", University of Kiel, January 2002.
- New York University, November 2001
- Princeton University, November 2001
- University of California at Berkeley, March 2001
- MIT, March 2001
- Santa Fe Institute, March 2001
- Carnegie Mellon, March 2001
- Univ. of Chicago, May 1999
- Brookings Institution, May 1999
- European University Institute, May 1999
- Cambridge Univ., England, Nov. 1998
- Univ. of Southampton, Nov. 1998
- Tilburg Univ., CentER, Nov. 1998
- Univ. of Mass. at Amherst, Oct. 1998
- Univ. of Indiana at Bloomington, Oct. 1998
- Univ. of Michigan at Ann Arbor, Oct. 1998
- Univ. of Chicago, GSB, Oct. 1998
- Princeton University, Nov. 1997
- Yale, Cowles Foundation, Nov. 1997,
- Harvard University, Nov. 1997
- National Bureau of Economic Research, Nov. 1997
- Univ. of Bonn, Oct. 1997
- Institute for Advanced Studies, Vienna, March 1997
- Univ. of Mannheim, Feb. 1997
- Univ. of Dortmund, January 1997
- Stanford University, 1996
- California Institute of Technology, Pasadena, 1996
- Carnegie Mellon, Pittsburgh, 1996
- University of Chicago, 1996
- University of Wisconsin at Madison, 1996
- University of Bonn, 1996
- Harvard University, 1995
- University of Arizona at Tucson, 1995
- University of Pittsburgh, 1995
- Princeton University, 1995
- University of California at Berkeley, 1993
- California Institute of Technology, Pasadena, 1993

- University of Arizona at Tucson, 1993
- New York University, 1993
- University of Massachusetts at Amherst, 1993
- Virginia Polytechnic Institute, 1993

Membership in Scientific Organizations

American Economic Association
European Economic Association
Austrian Economic Association
Swiss Society for Economics and Statistics
Royal Economic Society
Verein für Socialpolitik

CEPR Fellow (since 1999)
Fellow of the Center for Economic Studies (CESifo) in Munich, Germany
Fellow of the Institute for the Study of Labor in Bonn, Germany (IZA)

Research Grants

- ***Foundations of Economic Preferences***, 2012 – 2017, Advanced Investigator Grant, financed by the European Research Council, grant sum € 2'494'758.40.
- ***The Social Dynamics of Normative Behavior: Population Fragmentation and Divergent Cultural Evolution***, 2010 – 2013, financed by the Swiss National Science Foundation, grant sum CHF 366'700.00. (Co-principal investigator with Dr. Charles Efferson)
- ***Individual heterogeneity and social interaction***, 2009 – 2012, financed by the Swiss National Science Foundation, grant sum CHF 469'535.00.
- ***SystemsX, Neural Correlates of collective decision making: from molecules to minds***, 2008 – 2012, financed by the Swiss National Science Foundation and the University of Zurich, grant sum CHF 764'000.00.
- ***Explaining Religion***, 2007 – 2010, financed by the European Community, grant sum GBP 217'992.00.
- ***The Foundations of Human Prosociality – Social Preferences in Marmosets, Chimpanzees and Children***, 2006-2009, financed by the Swiss National Science Foundation, grant sum CHF 547'543.00.
- ***NCCR Affective Sciences***, 2005-2009, financed by the Swiss National Science Foundation, grant sum CHF 864'758.00
- ***The Impact of Loss Aversion and Social Preferences on Economic Incentives***, 2004-2006, financed by the Swiss National Science Foundation, grant sum CHF 385'458.00.
- ***European Wages and Employment under Low Inflation: A Consortium Research Proposal***, 2004-2006, financed by the Swiss National Science Foundation, grant sum CHF 21'000.00.
- ***European Network for the Advancement of Behavioral Economics***, 2004-2007, financed by the European Union, grant sum CHF 450'000.00.
- ***European Network for the Development of Experimental Economics***, 1998-2001, financed by the European Union.
- ***Causes and Consequences of Nominal Inertia***, 1998 - 2001, financed by the Swiss National Science Foundation.
- ***Network on Economic Environments and the Evolution of Individual Preferences and Social Norms***, 1995 – 2005, MacArthur Foundation, Chicago.
- ***Social Norms and Wage Formation***, 1995-1998, financed by the Swiss National Science Foundation.
- ***Involuntary Unemployment as an Equilibrium Phenomenon***, 1993 - 1996, financed by the Austrian Science Foundation.