

# Ernst Fehr

DEPARTMENT OF ECONOMICS  
UNIVERSITY OF ZURICH

UBS INTERNATIONAL CENTER OF ECONOMICS IN SOCIETY

LABORATORY FOR SOCIAL AND NEURAL SYSTEMS RESEARCH

Blümlisalpstr. 10  
CH-8006 Zürich

Tel. (41) (44) 634 37 01  
Fax (41) (44) 634 49 07

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

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# 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 01  
*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 (Vorarlberg, Austria)

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

## Professional Career

2012 –	Director of the UBS International Center of Economics in Society at the University of Zurich
2011 –	Global Distinguished Professor in Economics at New York University
2010 – 2015	Chairman of the Department of Economics at the University of Zurich
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 – 2012	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
1999 – 2010	Director of the Institute for Empirical Research in Economics at the University of Zurich
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:

- 2017            Awarded the ***Oskar-Morgenstern-Medaille***. The society for the promotion of economics at the University of Vienna awards this medal biannually for outstanding performance in the field of economics.
- 2013            Recipient of the ***Gottlieb Duttweiler Prize***. This award, granted at irregular intervals, is accorded to people who have made "outstanding contributions to the well-being of the wider community and to a cultural, social or economic environment in which everyone can realize their potential and play an independent part in its development".
- 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:

- 2017            Honorary doctorate in economics from the University of Antwerp (Belgium)
- 2016            Honorary doctorate in economics from Karl-Franzens-Universität Graz (Austria)
- 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 (Germany)
- 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 <i>Berlin-Brandenburgische Akademie der Wissenschaften</i>
2008	Fellow of the Econometric Society
2007 (Oct.)	Honorary Member of the American Academy of Arts and Sciences
2002 (Dec.)	Member of the <i>Deutsche Akademie der Naturforscher Leopoldina</i> [German Academy of Science]

## Special distinctions:

- 2014 (May) Awarded the Gutenberg Research Award, an award given annually to distinguished academics who have decisively shaped their fields of research.
- 2014 (Jan.) Presentation of the Sandmo Lecture on Public Policy at the Norwegian School of Economics, Bergen, Norway
- 2013 (Nov.) Named Distinguished CES Fellow for 2013, presenting the Munich Lectures in Economics. These lectures bring a recent topic in economic research topic to a broad audience.
- 2012 (June) Presentation of the Walras-Bowley Lecture at the North American summer meeting of the Econometric Society in Evanston, Illinois, USA
- 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 Neuroscience 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 "*The Nature of Human Altruism*"
- 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 <sup>th</sup> 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 <sup>th</sup> 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

- Member of the Advisory Board: *Experimental Economics*, 2017 - present
- Board of Reviewing Editors: *Science*
- Editorial Board: *Quarterly Journal of Economics*, 2006 - 2014
- Editorial Board: *Games and Economic Behavior*, 2006 – 2011
- Member of the Senior Editorial Board of *Science*, 2010 - 2014

## List of Publications

### Books

***Neuroeconomics: Decision Making and the Brain***, Elsevier, North Holland, 2014 (jointly edited with P. Glimcher)

***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 October 2017)

### Selected Publications on Core Economic Topics

A Theory of Fairness, Competition and Cooperation, *Quarterly Journal of Economics* 114 (1999), 817-868. (with K. Schmidt) (WS 2897; GS 9531)

Altruistic Punishment in Humans, *Nature* 415, 10 January 2002, 137-140. (with S. Gächter) (WS 1975; GS 4393)

Cooperation and Punishment in Public Goods Experiments, *American Economic Review* 90 (2000), 980-994 (with S. Gächter) (WS 1258; GS 3758)

Fairness and Retaliation – The Economics of Reciprocity, *Journal of Economic Perspectives* 14 (2000), 159-181. (with S. Gächter) (WS 947, GS 3270)

Testing Theories of Fairness – Intentions Matter, *Games and Economic Behavior* 62 (2008), 287-303. (with A. Falk and U. Fischbacher) (WS 214; GS 792)

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 780, GS 2460)

- 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 744, GS 2127)
- 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 462; GS 1539)
- Reciprocity as a Contract Enforcement Device, *Econometrica* 65 (1997), 833-860. (with S. Gächter and G. Kirchsteiger) (WS 387; GS 1326)
- Psychological Foundations of Incentives – Schumpeter Lecture at the European Economic Association Meeting 2001, *European Economic Review* 46 (2002), 687 – 724. (with A. Falk) (WS 349; GS 1372)
- Driving Forces Behind Informal Sanctions, *Econometrica* 73 (2005), 2017-2030 (with A. Falk and U. Fischbacher) (WS 177; GS 447)
- Wage Rigidity in a Competitive Incomplete Contract Market, *Journal of Political Economy* 107 (1999), 106-134. (with A. Falk) (WS 163, GS 597)
- Fairness and Contract Design, *Econometrica* 75 (2007), 121-154 (with K. Schmidt and A. Klein) (WS 145; GS 457)
- Relational Contracts and the Nature of Market Interactions, *Econometrica* 72 (2004), 747-780. (with M. Brown and A. Falk) (WS 141; GS 517)
- 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 120; GS 429)
- Does Money Illusion Matter? *American Economic Review* 91 (2001), 1239-1262. (with J. R. Tyran) (WS 93, GS 332)
- On the psychology of poverty, *Science* 344(6186), 862-867 (2014) (with J. Haushofer) (WS 91; GS 303)
- 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 82, GS 302)
- Business culture and dishonesty in the banking industry, *Nature* 2014, 516, 86-89, advanced online publication doi:10.1038/nature13977 (with A. Cohn and M. Maréchal) (WS 61; GS 182)
- 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 57, GS 227)
- Contracts as Reference Points – Experimental Evidence, *American Economic Review* 101(2) (2011), 493-525. (with O. Hart and C. Zehnder) (WS 44; GS 612)

- Limited Rationality and Strategic Interaction – The Impact of the Strategic Environment on Nominal Inertia, *Econometrica* 76 (2008), 353-394. (with J. R. Tyran) (WS 35; GS 103)
- The Lure of Authority: Motivation and Incentive Effects of Power, *American Economic Review* 103(4) (2013), 1325-1359. (with H. Herz and T. Wilkening) (WS 28; GS 147)
- Evidence for Countercyclical Risk Aversion: An Experiment with Financial Professionals, *American Economic Review*, 2015, 105(2), 860-885 (with A. Cohn, J. Engelmann, and M. Maréchal) (WS 26; GS 110)
- 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 24; GS 85)
- The Intrinsic Value of Decision Rights, *Econometrica*, 2014, 82(6), 2005-2039 (with B. Bartling and H. Herz) (WS 5; GS 60)

## **Selected Publications in Evolutionary Economics and Psychology**

- The Nature of Human Altruism, *Nature* 425, 23 October 2003, 785-791 (with Urs Fischbacher) (WS 1152; GS 2853)
- Third party punishment and social norms, *Evolution and Human Behavior* 25 (2004) 63-87 (with Urs Fischbacher) (WS 588; GS 1503)
- "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 544; GS 1468)
- Strong Reciprocity, Human Cooperation and the Enforcement of Social Norms. *Human Nature* 13 (2002), 1 – 25. (with U. Fischbacher and S. Gächter) (WS 404; GS 1029)
- Explaining altruistic behavior in humans, *Evolution and Human Behavior* 24 (2003) 153–172 (with Herbert Gintis, Samuel Bowles, Robert Boyd) (WS 391; GS 1105)
- Social Norms and Human Cooperation, *Trends in Cognitive Sciences* 8 (2004), 185-190. (with Urs Fischbacher) (WS 391; GS 1041)
- Egalitarianism in Young Children, *Nature* 454 (2008), 1079 - 1083 (with H. Bernhard and B. Rockenbach) (WS 384; GS 850)
- Detrimental Effects of Sanctions on Human Altruism, *Nature* 422, 13 March 2003, 137-140. (with B. Rockenbach) (WS 313; GS 761)
- When does "Economic Man" dominate Social Behavior? *Science* 311 (2006), 47-52 (with C. Camerer) (WS 265; GS 683)
- On the Nature of Fair Behavior. *Economic Enquiry* 41 (2003), 20 – 26 (with A. Falk and U. Fischbacher) (WS 255; GS 782)

- Parochial Altruism in Humans, *Nature* 442 (2006), 912-915 (with H. Bernhard and U. Fischbacher) (WS 223; GS 565)
- The Coevolution of Cultural Groups and Ingroup Favoritism, *Science* 321 (2009), 1844 – 1849 (with C. Efferson and R. Lalive) (WS 102; GS 271)
- Can we see inside? Predicting strategic behavior given limited information, *Evolution and Human Behavior* 34 (2013), 258-264 (with S. Vogt and C. Efferson) (WS 5; GS 12)
- Female genital cutting is not a social coordination norm, *Science* 349 (2015), 1446-1447 (with C. Efferson, S. Vogt, A. Elhadi, and H. El Fadil Ahmed) (WS 3; GS 18)
- Changing cultural attitudes towards female genital cutting, *Nature*, (2016), doi:10.1038/nature20100 (with S. Vogt, N.A.M. Zaid, H. El Fadil Ahmed, and C. Efferson) (WS 1; GS 11)

## Selected Publications in Neuroeconomics

- Oxytocin Increases Trust in Humans, *Nature* 435 (2005), 673-676 (with M. Kosfeld, M. Heinrichs, P. Zak and U. Fischbacher) (WS 1498; GS 3154)
- The Neural Basis of Altruistic Punishment, *Science* 305 (2004), 1254-1258 (with D. DeQuervain, U. Fischbacher, V. Treyer, M. Schellhammer, and A. Buck) (WS 689; GS 1780)
- 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 561; GS 1044)
- Diminishing Reciprocal Fairness by Disrupting Right Prefrontal Cortex, *Science* 314 (2006), 829-832 (with D. Knoch, A. Pascual-Leone, K. Meyer, V. Treyer) (WS 443; GS 858)
- Social Neuroeconomics – The Neural Circuitry of Social Preferences, *Trends in Cognitive Sciences* 11 (2007), 419-427 (with C. Camerer) (WS 297; GS 583)
- 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 236; GS 442)
- The Neural Signature of Social Norm Compliance, *Neuron* 56 (2007), 185-196 (with M. Spitzer, U. Fischbacher, B. Herrnberger und G. Groen) (WS 221; GS 416)
- 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 134; GS 291)
- 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 106; GS 167)
- The neurobiology of rewards and values in social decision making, *Nature Reviews Neuroscience*, Advanced online publication doi:10.1038/nrn3776, 2014 (with C.C. Ruff) (WS 96; GS 202)

- Dorsolateral and ventromedial prefrontal cortex orchestrate normative choice, *Nature Neuroscience* 14, 2011, 1468-1474 (with T. Baumgartner, D. Knoch, P. Hotz, and C. Eisenegger) (WS 93; GS 194)
- 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 77; GS 164)
- Changing Social Norm Compliance with Noninvasive Brain Stimulation, *Science* 342 (2013), 482-484 (with C.C. Ruff and G. Ugazio) (WS 73; GS 116)
- The Neuroeconomics of Mind-Reading and Empathy, *American Economic Review* 95 (2005), 340-345 (with T. Singer) (WS 65; GS 253)
- Neuroeconomic Foundations of Trust and Social Preferences, *American Economic Review*, 95 (2005), 346-351 (with U. Fischbacher and M. Kosfeld) (WS 63; GS 263)
- Linking Brain Structure and Activation in Temporoparietal Junction to Explain the Neurobiology of Human Altruism, *Neuron* 75, July 2012, 73-79 (with Y. Morishima, D. Schunk, A. Bruhin, and C.C. Ruff) (WS 59 GS 118)
- The Social Dimension of Stress Reactivity: Acute Stress Increases Prosocial Behavior in Humans, *Psychological Science*, 23(6), 2012, 651-660 (with B. von Dawans, U. Fischbacher, C. Kirschbaum, and M. Heinrichs) (WS 58; GS 133)
- 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 55; GS 99)
- The brain's functional network architecture reveals human motives, *Science*, 351(6277), 2016, 1074-1078 (with G. Hein, Y. Morishima, S. Leiberg, and S. Sul) (WS 14; GS 20)
- Surprise Beyond Prediction Error, *Human Brain Mapping*, 35, 2014, 4805-4814 (with J. Chumbley, C. Burke, K.E. Stephan, K. Friston, and P. Tobler) (WS 3; GS 3)
- Computational and neurobiological foundations of leadership decisions, *Science* 361, 2018, 1-8 (with J. M. Edelson, R. Polania, C.C. Ruff, and T. Hare) (WS 0; GS 0)

## Other Publications in economics and psychology

### Published Papers 2010 – present

- Normative foundations of human cooperation, *Nature Human Behaviour*, 2, 2018, 458-468 (with I. Schurtenberger)
- The role of bounded rationality and imperfect information in subgame perfect implementation – and empirical investigation. *Journal of the European Economic Association*, forthcoming (with P. Aghion, R. Holden, and T. Wilkening)

- Do professional norms in the banking industry favor risk-taking? *Review of Financial Studies* doi:10.1093/rfs/hhx003, 2017 (with A. Cohn and M.A. Maréchal)
- The risk of female genital cutting in Europe: Comparing immigrant attitudes toward uncut girls with attitudes in a practicing country, *SSM – Population Health*, 2017, doi.org/10.1016/g.ssmph.2017.02.002 (with S. Vogt and C. Efferson)
- Game human nature, *Nature* 530, 2016, 413 – 415, (with H. Fehr-Duda)
- From the lab to the real world, *Science*, 350(6260), 2015, 512-513 (with G. Charness)
- Eye spots do not increase altruism in children, *Evolution and Human Behavior*, 36(3), 2015, 224-231 (with S. Vogt, C. Efferson, and J. Berger)
- Decentralized matching and social segregation, *Games and Economic Behavior*, 90, 2015, 17-43 (with Y. Chen, U. Fischbacher, and P. Morgan)
- How Do Informal Agreements and Revision Shape Contractual Reference Points? *Journal of the European Economic Association*, 13(1), 2015, 1-28 (with O. Hart and C. Zehnder)
- Benefits of Neuroeconomic Modeling: New Policy Interventions and Predictors of Preference, *American Economic Review: Papers & Proceedings*, 104(5), 2014, 501 – 506 (with I. Krajbich and B. Oud)
- Does Money Illusion Matter? Reply, *American Economic Review* 104(3), 2014, 1063 – 1071 (with J.R. Tyran)
- Social Comparison and Effort Provision: Evidence from a Field Experiment, *Journal of the European Economic Association*, 12(4) (2014), 877 – 898 (with A. Cohn, B. Herrmann, and F. Schneider)
- Fair Wages and Effort: Combining Evidence from a Choice Experiment and a Field Experiment, *Management Science*, 2014, 1-18 (with A. Cohn and L. Goette)
- Do High Stakes and Competition undermine Fair Behaviour? Evidence from Russia, *Journal of Economic Behavior and Organization*, 108, 2014, 354-363 (with U. Fischbacher and E. Tougareva)
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- Die Wirtschaftskrise Jugoslawiens: Falsche Wirtschaftspolitik oder Systemfehler? *Quartalshefte der Girozentrale*, 18. Jahrgang, Nr. 4, 1983, 71-90. (mit I. Zloch)

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## **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. Ortmann (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 Exzess: 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, *Finnisk 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) The Foundations of Economic Preferences
- 2) KIDS WIN (with D. Schunk)
- 3) The Neuroeconomics of value-based decision making (with C. Ruff, P. Tobler, and L. Tremblay)
- 4) The Abandonment of Harmful Social Norms (with C. Efferson and S. Vogt)
- 5) Reputation, Competition and Job Design (with B. Bartling and K. Schmidt)
- 6) Endogenous Authority (with H. Herz and T. Wilkening)
- 7) Gift Exchange in Field Experiments (with A. Cohn, L. Goette, F. Schneider)
- 8) Neurobiological Foundations of Social Emotions and Economic Decision-Making (together with U. Fischbacher, M. Heinrichs, D. Knoch, M. Kosfeld, T. Baumgartner)
- 9) The Genetics of Time, Risk and Social Preferences (with U. Fischbacher, G. Hasler, A. Navarro, and D. Schunk)
- 10) The Evolution of Ethnic Markers (together with Ch. Efferson and R. Lalive)
- 11) 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 again 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

- *Die verhaltensökonomische Revolution in den Wirtschaftswissenschaften*, Symposium der Ernst Schmidheiny Stiftung, Luzern, Switzerland, November 19, 2015
- *Degustibus est disputandum - The Emerging Science of Preference Formation*, Lecture before the Oxford Economics Society, Oxford University, Oxford UK, November 11, 2015
- *Superadditive Altruism*, CESS Seminar, Oxford University, Oxford UK, November 11, 2015
- *Die Relevanz von Behavioral Economics für Gesellschaft und Genossenschaften*, Migros-Genossenschaftsbund, Zurich, November 7, 2015
- *Degustibus est disputandum - The Emerging Science of Preference Formation*, Rothschild Lecture, University of Linz, Linz, Austria, November 5, 2015
- *The Many Faces of Human Sociality*, CESifo Area Conference on Behavioral Economics, Munich, Germany, October 25, 2015
- *Degustibus est disputandum - The Emerging Science of Preference Formation*, Inaugural Talk, Universitat Pompeu Fabra, Barcelona, Spain, October 7, 2015
- *The Ambiguity Triangle: Uncovering the fundamental patterns of behavior under uncertainty*, Seminar presentation, Department of Economics Princeton University, Princeton NJ, USA, September 22, 2016
- *Brain connectivity predicts support for redistributive justice much better than behavioral measures of fairness preferences*, Seminar presentation, Department of Psychology, Princeton University, Princeton NJ, USA, September 21, 2015
- *Degustibus est disputandum - The Emerging Science of Preference Formation*, World congress of the International Health Economics Association, Milan, Italy, July 14, 2015
- *Does Female Genital Cutting show the Characteristics of a Coordination Norm?* Social Norms Workshop, Philadelphia PA, USA, June 29, 2016
- *Engineering Social Norms - Lessons from Experimental and Behavioral Economics*, Social Norms Workshop, Philadelphia PA, USA, June 29, 2015
- *Are there ways to cultivate altruism, trust and cooperation*, Foundations Forum on Social and Emotional Skills of the Jacobs Foundation, Zurich, May 27, 2015
- *The Endogenous Emergence of Norm-guided Institutions to Solve Social Dilemmas*, Social Dilemma Conference, Brown University, Providence RI, USA, May 16, 2015
- *Understanding the Mind by examining the Brain*, Keynote lecture of the "Tagung experimentell arbeitender Psychologen", Hildesheim, Germany, March 10, 2015
- *Brain connectivity predicts support for redistributive justice*, Cognition Conference, Toulouse, France, January 15, 2015
- *Where are we on social norms and behavior change?*, Saleema Regional Forum, Khartoum, Sudan, October 21, 2014
- *Geschäftskultur und Ehrlichkeit in der Finanzindustrie*, University of Graz, Graz, Austria, October 13, 2014
- *Neuroeconomics as a unifying approach towards understanding the human mind and individual behavior*, MBB (Mind Brain Behavior) Distinguished Lecture 2, Harvard University, Cambridge Massachusetts, USA, October 1, 2014
- *The Neurobiology of Human Altruism*, MBB (Mind Brain Behavior) Distinguished Lecture 1, Harvard University, Cambridge Massachusetts, USA, September 30, 2014
- *Functional Brain Connectivity Identifies Human Motives*, Annual Meeting of the Society for Neuroeconomics, Miami, Florida, USA, September 26, 2014



- *Countercyclical Risk Aversion*, UBS Center Lindau Meeting, Lindau, Germany, August 21, 2014
- *How does neuroeconomics help us understand the human mind?*, Kahneman Lecture, International Congress of Applied Psychology, Paris, France, July 11, 2014
- *The Engineering of Cooperative Social Norms*, DRUID Academy Conference, Copenhagen, Denmark, June 16, 2014
- *The Economics of High-Performance Firms*, Copenhagen Business School, Copenhagen, Denmark, June 15, 2014
- *A Culture of Cheating?*, Institute for Future Studies, Stockholm, Sweden, June 14, 2014
- *A Culture of Cheating?*, Stockholm School of Economics, Stockholm, Sweden, June 13, 2014
- *The Nature and Consequences of Human Altruism*, Presentation of the Johannes Gutenberg Prize, Mainz, Germany, May 26, 2014
- *What Can Computers and Economics Teach Us About Humanity?*, Zurich meets New York, New York, May 19, 2014
- *Brain activity predicts support for redistributive justice*, Annual Meeting of Leopoldina, Bonn Germany, April 4, 2014
- *The causal effects of trust*, Sandmo Lecture, Bergen, Norway, January 16, 2014
- *Social and Biological Foundations of Fairness*, Annual meeting of the Deutsche Gesellschaft für Psychiatrie und Psychotherapie, Psychosomatik und Nervenheilkunde (DGPPN), Berlin, Germany, November 29, 2013
- *Foundations of Economic Preferences: Evolutionary Foundations*, CESifo Munich Lectures in Economics, November 21, 2013
- *Foundations of Economic Preferences: Biological Foundations*, CESifo Munich Lectures in Economics, November 20, 2013
- *Foundations of Economic Preferences: Social Foundations*, CESifo Munich Lectures in Economics, November 19, 2013
- *Ethics, Incentives, and Corporate Culture*, CFO Meeting, Wolfsberg, Switzerland, November 7, 2013
- *KidsWin-Eine Interventionsstudie zur Erhöhung der Selbstregulierungsfähigkeit von Kindern*, Blickpunktveranstaltung der Stadt Winterthur, Winterthur, Switzerland, September 19, 2013
- *Neurobiologische Grundlagen des menschlichen Altruismus*, «cogito-Preisträger Symposium» zum Thema Grenzen, Zurich, September 7, 2013
- *The Neural Circuitry of Human Altruism and Norm Compliance - Insights from Brain Stimulation Studies*, 45th European Brain and Behaviour Society Meeting, Munich, Germany, September 6, 2013
- *The Nature and Consequences of Human Social Preferences*, European Congress of Psychology, Stockholm, Sweden, July 11, 2013
- *Group Selection and Reciprocal Altruism reinforce each other in the evolution of altruism*, Economics and Biology Conference, Toulouse, France, May 23, 2013
- *Markt, Moral und Eigennutz*, Acceptance speech for the Gottlieb Duttweiler Prize, Rüslikon, Switzerland, April 9, 2013
- *Zur Oekonomie und Biologie des Vertrauens*, Conference Mercator Switzerland, Zurich, January 17, 2013
- *The weave of social life, Seminar Social-Mechanism*, Institute for Future Studies, Stockholm, Sweden, December 7, 2012
- *The Nature and the Consequences of Human Altruism*, FBBVA lecture, Madrid, Spain, November 28, 2012

- *Behavioral limitations of subgame perfect implementation*, CESifo Meeting, Munich, Germany, November 2, 2012
- *Foundations of Human Cooperation*, Genossenschaftstagung Wien, Vienna, Austria, September 20, 2012
- *The Value of Authority*, Walras-Bowley Lecture at the North American Meeting of the Econometric Society, Evanston IL USA, July 29, 2012
- *The neural circuitry of social norm compliance*, Decision Making Conference, Ascona, Switzerland May 28, 2012
- *Optimale Leistungsanreize*, Pühringer Meeting, Vienna, Austria, May 18, 2012
- *Neuroeconomic Foundations of Economic Choice & (Ir)rationality*, Annual conference of the Swiss Society for Economics and Statistics, Zurich, Switzerland, April 12, 2012
- *Imaging and Economic Decision Making*, 44th IDKD Davos 2012, Davos, Switzerland, March 28, 2012
- *Transaction Costs, Power Abuse, and the Employment Relation – Economic Origins of Authority*, European Economic Association Lecture, ASSA Meeting, Chicago, January 6, 2012
- *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 8<sup>th</sup> 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

- ***The Abandonment of Harmful Social Norms: Improving children's rights with Evidence-Based Research***, 2013 – 2016, financed by UNICEF Switzerland, grant sum CHF 329'584.00.
- ***Neuroeconomics of value-based decision making***, 2013 – 2015, financed by the Swiss National Science Foundation, grant sum CHF 1'800'000.00. (Co-principal investigator with Prof. Léon Tremblay [CNRS Institut des Sciences Cognitives, F-69675 Bron], Prof. Philippe Tobler [UZH], and Prof. Christian Ruff [UZH])
- ***Foundations of Economic Preferences***, 2012 – 2017, Advanced Investigator Grant, financed by the European Research Council, grant sum € 2'494'758.40.
- ***Die Verteilung und die Determinanten von Sozialen Präferenzen [The distribution and determinants of social preferences]***, 2012 – 2015, financed by the Swiss National Science Foundation, grant sum CHF 546'493.00.
- ***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 568'601.00.
- ***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 Research Council, 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***, 2005-2013, 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.