

CURRICULUM VITAE

Professor Dr. Bettina Rockenbach

Place of birth Cologne
Citizenship German
Marital status married, two children

CONTACT INFORMATION

Experimental and Behavioral Economics
Department of Economics
University of Cologne
Albertus-Magnus-Platz
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CURRENT POSITIONS

Professor for Experimental and Behavioral Economics at the University of Cologne

Vice Dean for Research and Young Academics

Member of the Senate of the German Science Foundation (DFG)

Member of the German National Academy of Sciences Leopoldina

Affiliated member of the Max-Planck-Institute for Research on Collective Goods Bonn

EDUCATION

1999 Habilitation in Economics at the University of Bonn

1993 Ph.D. in Economics at the University of Bonn (advisor Prof. Dr. Reinhard Selten)

1988 Diploma in Mathematics (with minors in Economics and Computer Sciences) at the University of Bonn

PROFESSIONAL DEVELOPMENT

since 2011 Full professor of Experimental and Behavioral Economics at the University of Cologne

2000 - 2011 Full professor of Microeconomics at the University of Erfurt

1994 - 1999 Research assistant with Prof. Dr. Reinhard Selten, University of Bonn

1994 - 1995 Management consultant, Munich (one-year leave)

1988 - 1993 Research assistant with Prof. Dr. Reinhard Selten, University of Bonn

Managing Director of the Bonn Laboratory for Experimental Economics

1985 - 1988 Student research assistant with Prof. Dr. Dieter Sondermann, University of Bonn

POSITIONS ABROAD

2012 Visiting Professor at UC San Diego, USA

1999 - 2000 Visiting Professor at the CentER for Economic Research at Tilburg University, NL

1992 Visiting Associate at the California Institute of Technology (Caltech), Pasadena, USA

1993 Visiting Associate at the California Institute of Technology (Caltech), Pasadena, USA

SCIENTIFIC AWARDS

1999 Hendrik-Casimir-Karl-Ziegler-Award of the Nordrhein-Westfälischen Akademie der Wissenschaften and the Königliche Niederländischen Akademie der Wissenschaften

1995 Heinz-Sauermann-Award for the best dissertation of the years 1993/1994 by the Gesellschaft für experimentelle Wirtschaftsforschung (GEW)

SELECTED PUBLICATIONS

- On Cooperation in Open Communities, *Journal of Public Economics*, forthcoming (Özgür Güererk, Bernd Irlenbusch, Bettina Rockenbach),
- Direct and indirect punishment among strangers in the field, *Proceedings of the National Academy of Sciences of the United States of America (PNAS)*, 2014, 111/45, 15924-15927 (Loukas Balafoutas, Nikos Nikiforakis, Bettina Rockenbach).
- Measuring Lying Aversion, *Journal of Economic Behavior and Organization*, 2013, Vol. 93, 293-300 (Uri Gneezy, Bettina Rockenbach, Marta Serra-Garcia).
- To qualify as a social partner humans hide severe punishment though their observed cooperativeness is decisive, *Proceedings of the National Academy of Sciences of the United States of America (PNAS)*, 2011, 105/45, 18307-18312 (Bettina Rockenbach & Manfred Milinski).
- Monitoring in Teams: Using Laboratory Experiments to Study a Theory of the Firm, *Journal of the European Economic Association*, 2011, 9, 785-816 (Stefan Große, Louis Putterman, Bettina Rockenbach).
- In Search of Workers' Real Effort Reciprocity – A Field and a Laboratory Experiment, *Journal of the European Economic Association*, 2010, 8, 817-837 (Heike Hennig-Schmidt, Abdolkarim Sadrieh, Bettina Rockenbach).
- Egalitarianism in Young Children, *Nature*, 2008, 454, 1079-1084 (Ernst Fehr, Helen Bernhard, Bettina Rockenbach).
- The efficient interaction of indirect reciprocity and costly punishment, *Nature*, 2006, 444, 718-723 (Bettina Rockenbach & Manfred Milinski).
- The Competitive Advantage of Sanctioning Institutions, *Science*, 2006, 312/5770, 108-111 (Özgür Güererk, Bernd Irlenbusch, Bettina Rockenbach).
- Collusion under Yardstick Competition: An Experimental Study. *International Journal of Industrial Organization*, 2004, 22, 1017-1038 (Jan Potters, Bettina Rockenbach, Abdolkarim Sadrieh, Eric van Damme).
- Detrimental Effects of Sanctions on Human Altruism, *Nature*, 2003, 422, 137-140 (Ernst Fehr & Bettina Rockenbach).

FURTHER PUBLICATIONS IN REFEREED JOURNALS

- The Royal Lie, *Journal of Economic Behavior and Organization*, 2013, Vol. 93, 305-313 (Mareike Hoffmann, Thomas Lauer, Bettina Rockenbach).
- The Inter-Group Comparison – Intra-Group Cooperation Hypothesis: Social Comparisons Between Groups Increase Efficiency in Public Goods Provision, *PLOS ONE* 2013 8(2): e56152. doi:10.1371/journal.pone.0056152 (Robert Böhm & Bettina Rockenbach).
- On the interaction of the stick and the carrot in social dilemmas, *Journal of Theoretical Biology*, 2012, 299, 139-143 (Manfred Milinski & Bettina Rockenbach).
- Sharing Information, *Journal of Economic Behavior and Organization*, 2012, 81, 689-698 (Bettina Rockenbach & Abdolkarim Sadrieh).

- How to treat those of ill-repute, *Nature*, 2009, 457, 39-40 (Bettina Rockenbach & Manfred Milinski).
- Motivating Teammates: The Leader's Choice of Positive and Negative Incentives, *Journal of Economic Psychology*, 2009, 30/ 4, 591-607 (Özgür Gürerk, Bernd Irlenbusch, Bettina Rockenbach).
- Punisher pays, *Nature*, 2008, 452, 297-298 (Manfred Milinski & Bettina Rockenbach).
- Not just hot air: Normative codes of conduct induce cooperative behaviour, *Review of Managerial Science*, 2008, 2/3, 183-197 (Thomas Lauer, Bettina Rockenbach, Peter Walgenbach).
- Fairness Crowded Out by Law: An Experimental Study on Withdrawal Rights: Comment (Bettina Rockenbach), *Journal of Institutional and Theoretical Economics*, 2007, 163/1, 106-108.
- Spying on Others Evolves, *Science*, 2007, 317/5837, 464-465 (Manfred Milinski & Bettina Rockenbach).
- Teams Take the Better Risk, *Journal of Economic Behavior and Organization*, 2007, 63, 412-422 (Bettina Rockenbach, Abdolkarim Sadrieh, Barbara Mathauschek).
- Option Pricing by Students and Professional Traders: A Behavioural Investigation, *Managerial and Decision Economics*, 2006, 27/6, 497-510 (Klaus Abbink & Bettina Rockenbach).
- An Experimental Test of Design Alternatives for the British 3G / UMTS Auction, *European Economic Review*, 2005, 49, 503-530 (Klaus Abbink, Bernd Irlenbusch, Paul Pezanis-Christou, Bettina Rockenbach, Abdolkarim Sadrieh, Reinhard Selten).
- A Strategic Analysis of Speculative Trade in a two-sided Asset Market with Information Diversity, *International Game Theory Review*, 2005, 7/2, 151-170 (Bettina Rockenbach).
- Human Altruism: Economic, Neural, and Evolutionary Perspectives, *Current Opinion in Neurobiology*, 2004, 14, 784-790 (Ernst Fehr & Bettina Rockenbach).
- The Behavioral Relevance of Mental Accounting for the Pricing of Financial Options, *Journal of Economic Behavior and Organization*, 2004, 53, 513-527 (Bettina Rockenbach).
- The Fisherman's Problem: Exploring the tension between cooperative and non-cooperative concepts in a simple game, *Journal of Economic Psychology*, 2003, 24/4, 425-445 (Klaus Abbink, Ron Darziv, Zohar Gilula, Harel Goren, Bernd Irlenbusch, Arnon Keren, Bettina Rockenbach, Abdolkarim Sadrieh, Reinhard Selten, Shmuel Zamir).
- The behavioural approach to the strategic analysis of spectrum auctions: The case of the German DCS-1800 auction, *ifo Studien - Zeitschrift für empirische Wirtschaftsforschung*, 2002, 3, 457-480 (Klaus Abbink, Bernd Irlenbusch, Bettina Rockenbach, Abdolkarim Sadrieh, Reinhard Selten). Reprinted in: Illing, Gerhard and Ulrich Klüh (Eds.): *Spectrum Auctions and Competition in Telecommunications*, MIT Press 2003.
- Information, Aggregation, Speculation and Arbitrage in an Option Market Experiment, *Revue d'Economie Politique*, 2001, 111/1, 41-65 (Bettina Rockenbach).
- Der Fluch der Erfahrung: Professionelle Trader versus Studenten in einem Optionsbewertungsexperiment, in: Elisabeth Hehn (Hrsg.): *Innovative Anlagekonzepte*, 2000, Gabler Verlag, Wiesbaden (Klaus Abbink & Bettina Rockenbach).
- Two-Person Bargaining Experiments with Incomplete Information, *Springer Lecture Notes in Economics and Mathematical Systems*, 1994, 412, Springer Verlag (Bettina Kuon).
- Measuring the Typicalness of Behavior, *Mathematical Social Sciences*, 1993, 26/1, 35-49 (Bettina Kuon).

Demand Commitment Bargaining in Three-Person Quota Game Experiments, *International Journal of Game Theory*, 1993, 22, 261-277 (Reinhard Selten & Bettina Kuon).

The Negotiation Agreement Area: An Experimental Analysis of Two-Person Characteristic Function Games, *Group Decision and Negotiation*, 1993, 2, 323-345 (Bettina Kuon & Gerald R. Uhlich).

BOOKS AND ARTICLES IN BOOKS

Reward and Punishment in Social Dilemmas, Oxford University Press, 2014 (Paul A. M. van Lange, Bettina Rockenbach, Toshio Yamagishi)

Institutions fostering public goods provision, in Axel Ockenfels und Abdolkarim Sadrieh (eds.): *The Selten School of Behavioral Economics: A Collection of Essays in Honor of Reinhard Selten*, Springer Verlag Berlin Heidelberg, 2010 (with Ernst Fehr, Simon Gächter and Manfred Milinski)

Institutional Design Capitalizing on the Intuitive Nature of Decision Making, in Christoph Engel and Wolf Singer (eds.): *Better Than Conscious? Decision Making, the Human Mind, and Implications For Institutions*, MIT Press, Cambridge, MA, 2008 (with M. Lubell (rapporteur), C. Engel, P.W. Glimcher, R. Hastie, J.J. Rchlinisky, R. Selten, T. Singer, E. Weber).

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

BOOK REVIEWS

Review on Bruno S. Frey and A. Stutzer, "Economics and Psychology: A Promising New Cross-Disciplinary Field", *Journal of Economics and Statistics*, 229, 1, 2009, 110.

Review on Herber Gintis, Samuel Bowles, Robert Boyd and Ernst Fehr, „Moral Sentiments and Material Interests: The Foundations of Cooperation in Economic Life“, *Journal of Economics*, 90, 2, 2007, 215-218.

Review on Richard J. Herrnstein, "The Matching Law: Papers in Psychology and Economics", *Journal of Economics*, 66, 3, 1997, 315-318.

RESEARCH PROJECTS FUNDED BY THIRD PARTIES

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| Since 2015 | Leader of TP 8 of the DFG-Research Unit FOR2150: „Relativity in Social Cognition: Antecedents and Consequences of Comparative Thinking“ |
| 2006 - 2010 | DFG-Project RO3071: „Endogenous Institutional Choice in Social Dilemmas“ |
| 1998 - 2002 | EU-TMR Project ENDEAR; European Network for the Development of Experimental Economics and its Application to Research on Institutions and Individual Decision Making |
| 1999 - 2000 | Kasimir-Ziegler-Project; research on regulatory mechanisms on energy markets |
| 1998 - 2000 | Collaboration in four scientific research studies on the influence of different market designs on bidding behaviour in frequency auctions; each study commissioned by one of |

- the active bidders of the market (DCS-1800 frequency auctions in the Netherlands and in Germany as well as UMTS-frequency auctions in Great Britain and in Germany)
- 1998 - 2000 German American Frontiers of the Social Sciences (GAFOSS); interdisciplinary group for the development of the international collaboration in the field of socio-economic research
- 1993 - 1997 The German Israeli Foundation for Scientific Research and Development (GIF); Studies comparing cultural differences in bargaining- and cooperation situations
- 1988 – 1999 SFB 303 „Information and coordination of economic activities“, University of Bonn

SUPERVISION OF JUNIOR RESEARCHERS

Advisor of the Ph.D. students:

Suparee Bounamount, Karen Heuermann, Mark Pigors, Anne Schielke, Marcin Waligora, Christopher Zeppenfeld

Advisor of the post docs:

Dr. Thomas Lauer, Dr. Arne Weiss

Advisor of completed dissertations and habilitations:

Prof. Dr. Bernd Irlenbusch (habilitation 2004)	Full professor <i>University of Cologne</i>
Prof. Dr. Elke Renner (dissertation 2005)	Associate Professor at the <i>University of Nottingham</i>
Prof. Dr. Özgür Gülerk (dissertation 2007)	Professor at the <i>University of Aachen</i>
Dr. Arne Weiss (dissertation 2009)	PostDoc <i>University of Cologne</i>
Dr. Irenaeus Wolff (dissertation 2010)	PostDoc <i>University of Konstanz</i>
Dr. Mareike Hoffmann (dissertation 2011)	Consultant
Dr. Thomas Lauer (dissertation 2011)	PostDoc <i>University of Cologne</i>
Dr. Stefan Große (dissertation 2011)	Bank analyst

TEACHING

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

Interdisciplinary courses with educational science, philosophy, psychology, law, sociology and theology at the University of Erfurt

Teaching evaluations:

University of Bonn: Rank 1 and 2 in the ranking of all economic courses

University of Erfurt: above average evaluation results (there is no global ranking)

Award for excellent teaching in the winter term WS07/08 for the lecture „Microeconomics 1“

SCIENTIFIC REVIEWING

American Economic Review

Econometrica

Economic Journal	Journal of the European Economic Association
European Economic Review	Journal of Public Economics
Evolution and Human Behavior	Labour Economics
Games and Economic Behavior	Management Science
German Economic Review	Nature
Group Decision and Negotiation	PNAS
International Journal of Game Theory	Proceedings of the Royal Society B
Journal of Economic Behavior and Organization	Review of Economic Studies
Journal of Economic Psychology	Science
Journal of Economics/Zeitsch. für Nat.ökonomie	Zeitschrift für Wirtschafts- und Sozialwissenschaften
Journal of Evolutionary Economics	
Deutsche Forschungsgemeinschaft	Verein für Socialpolitik
Israel Science Foundation	Cusanus Werk
Max-Planck-Gesellschaft	Studienstiftung
National Science Foundation USA	Konrad-Adenauer-Stiftung
Österreichischer Nationalfonds	Stiftung der deutschen Wirtschaft
Schweizerischer Nationalfonds	

INVITED LECTURES IN RESEARCH SEMINARS

Stockholm School of Economics, Tinbergen Institute Amsterdam, CREED Amsterdam, Tilburg University/CentER, Universität Basel, HU Berlin, University of Bielefeld, MPI Bonn, MPI Pön, University of Bonn, CalTech, University of Erlangen-Nürnberg, University of Frankfurt a.M., University of Freiburg, University of Giessen, University of Göttingen, University of Hannover, University of Innsbruck, MPI Jena, Hebrew University Jerusalem, University of Karlsruhe, University of Magdeburg, University of Mainz, University of Mannheim, University of München, University of Prag, University of Saarbrücken, WHU Koblenz, wzb Berlin, ETH Zürich, University of Zürich

INVITED TALKS ON CONGRESSES

2010	Keynote lecture at ESF-EUROCORES TECT (The Evolution of Cooperation and Trading), Budapest
2009	Keynote lecture at the joint annual meeting of the German Society for Social Medicine and Prevention and the German Society for Medical Sociology, Hamburg
2005	Congress „Cooperation and Deception in Relationships“, Göttingen
1999	Dahlem Conference “Bounded Rationality: The Adaptive Toolbox”, Berlin
1998	Implementation of Price Stability, CFS, Frankfurt a.M.
1997	European Summer Symposium in Economic Theory, Gerzensee, Schweiz
1996	Meeting of the Theoretic Committee of the Society for Social Policy, Günzburg
1994	Summer School on Cooperation, Stony Brook, USA
1990	Summer School for Economic Theory, Hebrew University, Jerusalem, Israel

TALKS ON CONFERENCES

Allied Social Sciences Meeting, Boston (2000)
 Econometric Society European Meeting (1994)

European Economic Association (1994)

European Finance Association (1997)

Annual Meeting of Verein für Socialpolitik (1997, 1998, 1999, 2005, 2007, 2010)

Annual Meeting of the Council for social sciences of the Verein für Socialpolitik (1998, 1999, 2001, 2003, 2007, 2010)

Economic Science Association (ESA) Meeting, USA (1992, 1993, 1996, 1998, 2005, 2014)

Economic Science Association (ESA) Meeting, Europa (1998, 1999, 2001, 2005, 2007, 2008, 2010)

ENDEAR Meeting, Bari (1999)

Annual Meeting of the Society for Experimental Economics (Gesellschaft für Experimentelle Wirtschaftsforschung GEW) (1989, 1990, 1992, 1995)

German American Frontiers of the Social Sciences (GAFOSS) Meeting, Berlin (1999)

IAREP Conference on Economic Psychology and Experimental Economics (1992, 1996)

Bonn Workshop in Mathematical Economics (1991)

CONFERENCE ORGANISATION

2011	Annual Meeting of the Council for social sciences of the Verein für Socialpolitik
2010	Annual Meeting of the Council for social sciences of the Verein für Socialpolitik
2007	Member of the commission for the preparation of the annual meeting of the Verein für Socialpolitik
2005	Co-Organisation „Kluges Entscheiden“, Erfurt
2003	Organisation of the ESA European Meeting 2003 in Erfurt
1997	Organisation of the workshop <i>Theories of Bounded Rationality</i> in Bonn

SCIENTIFIC CONSULTING FOR INDUSTRIAL BUSINESSES

1998 - 2000	Collaboration in four scientific research studies on the influence of different market designs on bidding behaviour in frequency auctions, each study commissioned by one of the active bidders of the market (DCS-1800 frequency auctions in the Netherlands and in Germany as well as UMTS-frequency auctions in Great Britain and in Germany)
1994 - 1995	Management consulting Prof. Dr. Feilmeier & Junker, Munich

PROFESSIONAL ACTIVITIES, COMMITTEES AND COUNCILS

since 2014	Member of the Senate of the German Science Foundation (DFG)
since 2013	Member of the German National Academy of Sciences Leopoldina
since 2012	Member of the Scientific Advisory Council of the Kiel Institute for the World Economy
since 2012	Vice-Dean for Research and Young Academics of the WiSo Faculty, University of Cologne
since 2009	Affiliated member of the Max-Planck-Institute for Research on Collective Goods Bonn
2010 - 2011	Leader of the Council for social sciences and member of the Executive Committee of the Verein für Socialpolitik
2008 - 2011	Vice President for research at the University of Erfurt

- 2006 - 2008 Dean of the Faculty of Economics, Law, and Social Sciences, University of Erfurt
- 2000 - 2007 Founding director of the Laboratory for Experimental Research in Economics Erfurt (elab)
- 2000 - 2008 Co-Founder and first elected director of the *Center for Empirical Research in Economics and Behavioral Sciences* (CEREB); since 2008 member of the Management Board
- 2004 - 2008 European Vice-President of the Economic Science Association (ESA)
- 2006 - 2008 Dean of the Faculty of Economics, Law and Social Sciences at the University of Erfurt
- 2005 - 2008 elected member of the Senate of the University of Erfurt
- 2003 - 2008 “Vertrauensdozent” of the DFG at the University of Erfurt
- 2003 - 2005 Designee of Economic Disciplines at the University of Erfurt
- 2001 - 2005 Head of the extended Senate of the University of Erfurt
- 2000 - 2006 Member of the Faculty Council at the Faculty of Economics, Law and Social Sciences at the University of Erfurt
- 1997 - 1999 Member of the Faculty Council at the Faculty of Law and Economics at the University of Bonn
- 1996 - 1999 Board member of the special research area 303 (SFB 303) at the University of Bonn

MEMBERSHIPS

- since 2001 Council for Social Sciences of the Verein für Socialpolitik
- since 1997 Verein für Socialpolitik
- since 1996 Society for Experimental Economics (Gesellschaft für experimentelle Wirtschaftsforschung, GfEW)
- since 1992 Economic Science Association (ESA)
- 1988 - 1999 SFB 303 *Information und Coordination of Economic Activities*, University of Bonn

Cologne, November, 2014

Bettina Rockenbach