



CURRICULUM VITÆ



PROF. DR. SEBASTIAN J. GOERG

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Chair of Economics
TUMCS for Biotechnology and Sustainability
Technical University of Munich
Schulgasse 22
94315 Straubing
Germany

 00.025
 +49 9421 187170
 +49 9421 187130
 s.goerg@tum.de
 www.cs.tum.de
 www.s-goerg.de

POSITIONS IN RESEARCH

- since 05/2018 **Associate Professor of Economics (W3)**,
TUMCS for Biotechnology and Sustainability
Technical University Munich, Germany
- 2012-2018 **Assistant Professor of Economics**, tenure granted in 2018,
Department of Economics, Florida State University, Tallahassee, USA
- 2009 - 2012 **Senior Research Fellow**,
Max Planck Institute for Research on Collective Goods, Bonn, Germany
- 2005 - 2009 **Research Associate**,
BonnEconLab, Laboratory for Experimental Economics, University of Bonn, Germany

RESEARCH AFFILIATIONS AND VISITS:

- since 2017 Research Fellow, IZA – Institute of Labor Economics
- since 2012 Research Affiliate, Max Planck Institute for Research on Collective Goods
- 2011 - 2012 Visiting Research Scholar, School of Information, University of Michigan
- 2007 - 2008 Visiting Researcher, Antai College, Shanghai Jiao Tong University

EDUCATION

- 2005 - 2010 **Dr. rer. pol. *summa cum laude***
University of Bonn, Germany — Supervisors: Reinhard Selten, Armin Falk
- 2001 - 2005 **Diplom-Volkswirt**
University of Bonn, Germany

RESEARCH INTERESTS

Behavioral & Experimental Economics
Organizational Economics, Personnel Economics, Law and Economics

PUBLICATIONS

BOOKS AND EDITED VOLUMES

- 2016 **Experiments in Organizational Economics**, Sebastian J. Goerg and John Hamman (Eds.), Research in Experimental Economics Volume 19, Emerald Group Publishing.

REFEREED RESEARCH ARTICLES

- forth. Sebastian J. Goerg, Sebastian Kube, and Jonas Radbruch (forthcoming) The effectiveness of incentive schemes in the presence of implicit effort costs, **Management Science**
- 2018 Christoph Engel and Sebastian J. Goerg (2018) If the Worst Comes to the Worst: Dictator Giving When Recipient's Endowments are Risky, **European Economic Review**, Vol. 105, 51–70.
- 2017 Sebastian J. Goerg, David B. Johnson, and Jonathan D. Rogers (2017) Endowments, Perceived Similarity and Dictator Giving, **Economic Inquiry**, Vol. 55, No. 2, 1130–1144.
- 2016 Thorsten Chmura, Sebastian J. Goerg, and Pia Weiss (2016) Natural Groups and Economic Characteristics as Driving Forces of Wage Discrimination, **European Economic Review**, Vol. 90, 178–200.
- Christoph Engel, Sebastian J. Goerg, and Gaoneng Yu (2016) Symmetric vs. Asymmetric Punishment Regimes for Collusive Bribery, **American Law and Economics Review**, Vol.18, No.2, 506–556.
- Sebastian J. Goerg, Tibor Neugebauer and Abdolkarim Sadrieh (2016) Impulse response dynamics in weakest link games, **German Economic Review**, Vol. 17, No. 3, 284–297.
- Emanuel Towfigh, Sebastian J. Goerg, Andreas Glöckner, Philip Leifeld, Carlos Kurschilgen, Aniol Llorente-Saguer, and Sophie Bade (2016) Do Direct-Democratic Procedures Lead To Higher Acceptance Than Political Representation? Experimental Survey Evidence from Germany, **Public Choice**, Vol. 167, No. 1, 47–65.
- Sebastian J. Goerg, Heike Hennig-Schmidt, Gari Walkowitz, and Eyal Winter (2016) In wrong anticipation - Miscalibrated beliefs on trust between Germans, Israelis, and Palestinians, **PLOS ONE**, June 16th.
- Sebastian J. Goerg, John Lightle and Dmitry Ryvkin (2016) Priming the charitable pump: An experimental investigation of two-stage raffles, **Economic Inquiry**, Vol. 54, No. 1, 508–519.
- 2015 Sven Fischer, Sebastian J. Goerg, and Hanjo Hamann (2015) Cui Bono, Benefit Corporation? An Experiment Inspired by Social Enterprise Legislation in Germany and the US, **Review of Law & Economics**, Vol. 11, No. 1, 79–110.
- 2014 Thorsten Chmura, Sebastian J. Goerg, and Reinhard Selten (2014) Generalized Impulse Balance: An experimental test for a class of 3×3 games, **Review of Behavioral Economics**, Vol. 1, No. 1-2, 27–53.
- 2013 Ilan Fischer, Alex Frid, Sebastian J. Goerg, Simon Levin, Daniel Rubenstein, and Reinhard Selten (2013) Fusing Enacted and Expected Mimicry Generates a Winning Strategy that Promotes the Evolution of Cooperation, **Proceedings of the National Academy of Sciences**, Vol. 110, No. 25, 10229–10233.
- 2012 Thorsten Chmura, Sebastian J. Goerg, and Reinhard Selten (2012) Learning in repeated 2x2 games, **Games and Economic Behavior**, Vol. 76, 44–73.
- 2011 Reinhard Selten, Thorsten Chmura, and Sebastian J. Goerg (2011) Stationary Concepts for Experimental 2x2 Games: A Reply, **The American Economic Review**, Vol. 101, No. 2, 1041–44.
- 2010 Sebastian J. Goerg, Sebastian Kube and Ro'i Zultan (2010) Treating Equals Unequally - Incentives, Motivation and Production Technology in Teams, **Journal of Labor Economics**, Vol. 28, 747–72.
- Sebastian J. Goerg, and Gari Walkowitz (2010) On the Prevalence of Framing Effects Across Subject-Pools in a Two-Person Cooperation Game, **Journal of Economic Psychology**, Vol. 31, 849–859.
- 2009 Sebastian J. Goerg, and Reinhard Selten (2009) Experimental Investigation of a Cyclic Duopoly Game, **Experimental Economics**, Vol. 12, No. 3, 253–271.

Sebastian J. Goerg, and Johannes Kaiser (2009) Non-Parametric Testing of Distributions - the Epps-Singleton two-sample test using the Empirical Characteristic Function, **The Stata Journal**, Vol. 9, No. 3, 454–465.

REFEREED REVIEW ARTICLES AND ARTICLES TO A WIDER AUDIENCE

- 2015 Sebastian J. Goerg (2015) Goal setting and worker motivation, **IZA World of Labor** 2015: 178
- 2011 Johannes Abeler, Steffen Altmann, Sebastian J. Goerg, Sebastian Kube, and Matthias Wibral (2011) Equity and Efficiency in Multi-Worker Firms: Insights from Experimental Economics, **Analyse & Kritik**, Vol. 33, No. 1, 325–347.

CHAPTERS IN BOOKS

- 2016 Sebastian J. Goerg, Sebastian Kube, Jonas Radbruch, and Philipp Weinschenk (2016) Do teams procrastinate? Strategic procrastination in a dynamic environment, **Experiments in Organizational Economics**, Research In Experimental Economics Vol. 19, S.J. Goerg and J. Hamman (Eds.), Emerald Group Publishing
- 2010 Sebastian J. Goerg, and Sebastian Kube (2010) The equity principle in employment relationships, **The Selten School of Behavioral Economics - A Collection of Essays in Honor of Reinhard Selten**, A. Ockenfels and A. Sadrieh (Eds.), Springer, Berlin Heidelberg New York.

CHAPTERS IN TEXT BOOKS

- 2017 Sebastian J. Goerg (2017) Deskriptive Statistik und Statistische Testverfahren, in **Ökonomische Methoden im Recht - Eine Einführung für Juristen**, E.V. Towfigh and N. Petersen (Eds.), 2. Auflage, Mohr Siebeck, Tübingen.
- 2015 Sebastian J. Goerg, and Niels Petersen (2015) Empirical Research Methods, **Economic Methods for Lawyers**, E.V. Towfigh and N. Petersen (Eds.), Edward Elgar International Academic Publisher, Cheltenham and Northampton.

WORKING PAPERS

- Erich Cromwell, Sebastian J. Goerg, and Monika Leszczyńska (2018) More than the Money: Payoff-Irrelevant Terms in Relational Contracts, *IZA DP No. 11712*
- Luke Boosey and Sebastian J. Goerg (2018) The Timing of Discretionary Bonuses: Effort, Signals, and Reciprocity, *IZA DP No. 11580*
- Michael Babington, Sebastian J. Goerg, and Carl Kitchens (2017) How Robust is the Superstar Effect in Tournaments, *IZA DP No. 10755*, **Revision at Journal of Sports Economics**
- Sebastian J. Goerg, David Rand and Gari Walkowitz (2017) Framing effects in the Prisoner's Dilemma but not the Dictator Game, *Working Paper*
- Phil Brookins, Sebastian J. Goerg, and Sebastian Kube (2017) Self-chosen goals, incentives, and effort *mimeo*

ONGOING PROJECTS

- S.J. Goerg and J. Hamman: Team Productivity – Experiments in an Agile Environment
- P. Brookins, S.J. Goerg, and D. Ryvkin: Leadership and intertemporal choice in team production
- S.J. Goerg, O. Himmler, and T. König: Spillovers of Unethical Behavior

SELECTED PRESENTATIONS

- 2018 University of Pennsylvania
 - 2017 Uni Bielefeld, Uni Paderborn, TU Munich
 - 2016 Uni Duisburg, ESA Tucson
 - 2015 ESCR Seminar, University of Düsseldorf; SNI, ETH Zürich; SEA New Orleans; Tampa Entrepreneur Workshop
 - 2014 UC San Diego; E*Trade Directions; University of Cologne; ESA Fort Lauderdale; SEA Atlanta; NASPP Silicon Valley
 - 2013 IZA Workshop, Bonn; MPI Bonn; University of Magdeburg
 - 2012 Florida State University; MPI Bonn; ESA Tucson
 - 2011 ESA Tucson; STIET Seminar, University of Michigan; Hebrew University of Jerusalem; ESA Chicago: Evangelische Akademie Tutzing; University Duisburg-Essen; IZA Workshop, Bonn
 - 2010 University of Zürich; GfEW Université du Luxembourg; University of Bonn; Sichuan University
 - 2009 University of Bonn; University of Cologne
 - 2008 ESA Singapore
 - 2007 ESA Shanghai; IZA Workshop, Bonn
 - 2006 ESA Hong Kong
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AWARDS AND GRANTS

- 2015 Nominated for University Teaching Award, FSU
 - 2014 CRC Planning Grant, PIs: Luke Boosey and Sebastian J. Goerg, FSU, Budget: \$13,000
 - 2013 FYAP Research Grant, FSU, Budget: \$20,000
 - 2012 Robert B. Bradley Library Research Grant, FSU, Budget: \$1,000
 - 2011 German-Israeli Foundation for Scientific Research and Development (GIF), PIs: Andreas Glöckner, Ilan Fischer, Sebastian J. Goerg and Reinhard Selten, Duration: January 2012 - December 2014, Budget: €199,900
 - 2010 Heinz Saueremann Award, award of the Gesellschaft für Experimentelle Wirtschaftsforschung for the best dissertation in Experimental Economics in 2010
 - 2008 Lindau Meeting of Noble Laureates in Economic Sciences, Scholarship
 - 2007 German Academic Exchange Service (DAAD), Ph.D. short-term scholarship, Duration: October 2007 - February 2008, Budget: €≈ 10,000
 - 2005 Sponsorship award of the NUK business plan competition
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MEDIA COVERAGE

My research has been covered by newspapers and websites (Alltagsforschung.de, Berliner Morgenpost, SZ.de, N24.de, Yahoo, Focus, FNP.de, Fehr Advice, web.de, MAZ online, Rhein Zeitung und Wirtschaftspsychologie aktuell), magazines (WirtschaftsWoche, MaxPlanckResearch), and radio stations (BR Bayern 2, DRadio Wissen). I also gave live radio interviews on the Wells Fargo scandal (1320 WILS) and goal setting in general (detektor.fm).

PROFESSIONAL SERVICES

REFEREEING

German-Israeli Foundation for Scientific Research, National Science Foundation,
The British Academy

American Economic Journal: Applied, British Journal of Political Science,
Conflict Management and Peace Science, Die Betriebswirtschaft, Economic Inquiry,
European Economic Review, Experimental Economics, Games,
Games and Economic Behavior, Journal of Behavioral and Experimental Economics,
Journal of Economic Behavior & Organization, Journal of Economics and Statistics,
Journal of Economic Interaction and Coordination, Journal of Economic Psychology,
Journal of the Economic Science Association, Journal of Public Economics,
Journal of Public Economic Theory, Journal of Socio-Economics, Labour Economics,
Management Science, PLOS ONE, Review of Law & Economics,
The Review of Economic Studies

UNIVERSITY

Florida State University (2012-2018):

Member of Executive Committee of the Economics Department (2016-2017)

Department Liaison for Library Acquisitions (2014-2018)

Search committee for Assistant Professor of Economics (2016)

Search committee for Chaired Full Professor of Economics (2014-2015)

Search committee for Assistant Professor of Political Sciences (2015)

Search committee for Assistant Professor of Economics (2013)

WORKSHOPS

2014 FSU Workshop on Behavioral and Experimental Economics

PROFESSIONAL AFFILIATIONS

American Economic Association, Economic Science Association, Gesellschaft für Experimentelle
Wirtschaftsforschung, Southern Economic Association, Verein für Socialpolitik