





CURRICULUM VITÆ



PROF. DR. SEBASTIAN J. GOERG

19th January 2024

Professorship for Economics
TUMCS for Biotechnology and Sustainability
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POSITIONS IN RESEARCH

since 05/2018 **Associate Professor for 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 2018 Affiliated Member, TUM School of Management, TUM
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, Bioeconomy

PUBLICATIONS

REFEREED RESEARCH ARTICLES

- forth. Christoph Drobner and Sebastian J. Goerg (forth) Motivated Belief Updating and Rationalization of Information. **Management Science**.
- Allister Loder, Fabienne Cantner, Lennart Adenaw, Nico Nachtigall, David Ziegler, Felix Gotzler, Markus Siewert, Stefan Wurster, Sebastian Goerg, Markus Lienkamp, and Klaus Bogenberger (forth) Observing Germany's nationwide public transport fare policy experiment "9-Euro-Ticket" - Empirical findings from a panel study. **Case Studies in Transport Policy**
- 2022 Christoph Engel, Sebastian J. Goerg, and Christian Traxler (2022) Intensified Support for Juvenile Offenders on Probation: Evidence from Germany, **Journal of Empirical Legal Studies**, Vol. 19, No. 2.
- 2020 Luke Boosey and Sebastian J. Goerg (2020) The Timing of Discretionary Bonuses: Effort, Signals, and Reciprocity, **Games and Economic Behavior**, Vol. 124, 254–280.
- Sebastian J. Goerg, David Rand, and Gari Walkowitz (2020) Framing effects in the Prisoner's Dilemma but not the Dictator Game, **Journal of the Economic Science Association**, Vol. 6, No. 1, 1–12.
- Ilan Fischer, Shacked Avrashi, Tomer Oz, Rabab Fadul, Koral Gutman, Daniel Rubenstein, Gregory Kroliczak, Sebastian Goerg, and Andreas Glöckner (2020) The behavioural challenge of the COVID-19 pandemic: indirect measurements and personalized attitude changing treatments (IMPACT), **Royal Society Open Science**, Vol. 7, No. 8, 201131.
- Michael Babington, Sebastian J. Goerg, and Carl Kitchens (2020) How Robust is the Superstar Effect in Tournaments, **Journal of Sports Economics** Vol. 21, No. 1, 44–63.
- 2019 Sebastian J. Goerg, Sebastian Kube, and Jonas Radbruch (2019) The effectiveness of incentive schemes in the presence of implicit effort costs, **Management Science** Vol. 65, No 9, 3949–4450.
- 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

- forth. Fišar, M., Greiner, B., Huber, C., Katok, E., Ozkes, A., and the Management Science Reproducibility Collaboration (forthcoming). Reproducibility in Management Science. **Management Science Note**: Member of the Management Science Reproducibility Collaboration.
- 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.

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.

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

- 2023 Sebastian J. Goerg and Niels Petersen, *Empirische Methoden*, in **Ökonomische Methoden im Recht - Eine Einführung für Juristen**, E.V. Towfigh and N. Petersen (Eds.), 3. Auflage, Mohr Siebeck, Tübingen.
- 2017 Sebastian J. Goerg and Niels Petersen, *Empirische Methoden*, 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, *Empirical Research Methods*, **Economic Methods for Lawyers**, E.V. Towfigh and N. Petersen (Eds.), Edward Elgar International Academic Publisher, Cheltenham and Northampton.

PAPERS IN SUBMISSION/REFEREEING PROCESS

Kim Böhm, Sebastian J. Goerg, and Lilia Wasserka-Zhurakhovska (2022) How Does Unethical Behavior Spread? Gender Matters! **R&R at Experimental Economics**

Sebastian J. Goerg, Oliver Himmler, and Tobias König (2023) Norm violations and behavioral spillovers – Evidence from the lab and the field. **R&R at European Economic Review**

Monika Leszczyńska, Erich Cromwell, and Sebastian J. Goerg (2018) More than the Money: Payoff-Irrelevant Terms in Relational Contracts, **R&R American Law and Economics Review**

Sebastian J. Goerg, Andreas Pondorfer, and Valentina Stöhr (2022) Public support for more ambitious climate policies. **submitted**

Sebastian J. Goerg, Andreas Pondorfer, and Valentina Stöhr (2024) Regional variation in social norm nudges. **submitted**

Orestis Kopsacheilis and Sebastian J. Goerg (2023) Order Effects in Eliciting Preferences, **IZA Discussion Paper No. 16343**

Fabienne Cantner, Christoph Drobner, and Sebastian J. Goerg (2023) Greenwashing your personality, **Munich Papers in Political Economy No. 29**

AWARDS AND GRANTS

- 2023 Diligentia Stiftung für empirische Forschung
PIs: Christoph Drobner, Sebastian J. Goerg, and Michael Kurschilgen, Budget €33,650
 - 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 Sauermann 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 work has been covered by newspapers and websites (Alltagsforschung.de, Berliner Morgenpost, Frankfurter Allgemeine Zeitung, Mittelbayrische Zeitung, Straubinger Tagblatt, 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 radio interviews on the Wells Fargo scandal (1320 WILS), goal setting in general (detektor.fm), and truck toll with carbon price (BR24).

PROFESSIONAL SERVICES

EDITORIAL

since 2021 Economics, The Open-Access, Open-Assessment Journal,
Co-Editor

2016 Research in Experimental Economics Vol. 19: Experiments in Organizational Economics,
Guest editor jointly with John Hamman

REFEREEING

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

American Economic Journal: Applied, Applied Economics Letters,
British Journal of Political Science, Conflict Management and Peace Science,
Die Betriebswirtschaft, Economic Inquiry, Economic Journal, European Economic Review,
Experimental Economics, Games, Games and Economic Behavior,
International Economic Review, 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,
Journal of Sport Economics, Labour Economics, Management Science,
Oxford Economic Papers, PLOS ONE, Review of Law & Economics,
The Review of Economic Design, The Review of Economic Studies

UNIVERSITY

Technical University of Munich (since 2018):

Member Faculty Council TUMCS (2021-)

Speaker for the Economics & Policy Department, TUM SoM (2019-2021)

Coordinator for the campus marketing TUM Campus Straubing

Academic Program Director Professional Profile Bioeconomy (2022-)

Academic Program Director B.Sc. Bioökonomie (2018-)

Academic Program Director M.Sc. Bioeconomy (2020-)

Deputy Academic Program Director B.Sc. Sustainable Management & Technology (2021-)

Search committees for tenure track Assistant Professorships (1x)

Search committees for open-rank Professorships (5x)

Tenure Evaluation Committee (2x head, 4x member)

Selection Committee, Research Excellence Program at TUM SoM (2020)

Florida State University (2012-2018):

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

Department Liaison for Library Acquisitions (2014-2018)

Search committees for tenure track Assistant Professors (3x)

Search committee for Chaired Full Professor of Economics (1x)

WORKSHOPS

2022 TUMCS Workshop on Behavioral and Applied Economics

2019 TUMCS Workshop on Behavioral and Experimental Economics

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