

CURRICULUM VITAE

GERHARD RIENER

Date of birth: 15th July 1979
Place of birth: Linz, Austria
Citizenship: Austrian
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APPOINTMENTS

- since 04/2012 Junior Professor, Düsseldorf Institute for Competition Economics, *Heinrich-Heine-University, Düsseldorf*
- since 2012 Affiliated researcher Research Center Poverty, Equity and Growth in Developing Countries: Statistical Methods and Empirical Analysis, *Georg-August-University, Göttingen*
- 09/2014-07/2016 Acting Chair, Department of Economics, *University of Mannheim*
- 04/2010-03/2012 Post Doctoral Fellow, DFG Graduate College "Economics of Innovative Change", *University of Jena* and *Max Planck Institute of Economics, Jena*
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EDUCATION

- 10/2005-5/2010 PhD in Economics, *University of Essex*, United Kingdom
- 10/2006-10/2007 Certificate of Higher Education Practice Module 1, *University of Essex*
- 10/2003-9/2005 Scholar, Institute for Advanced Studies, *IHS*, Department of Economics and Finance, Vienna, Austria
- 10/2000-10/2003 Economics degree, *University of Vienna*, Austria
Graduation (Mag. rer.soc.oec.) with honors (1.0/1.0) Thesis title: "Privatization in Austria: The impact on wages and employment"
- 02/2002-07/2002 Exchange Student, *University of Alicante*, Spain
- 10/1998-06/2000 Economics *University of Linz*, Austria
- 1989 - 1997 High School, BRG Auhof, Linz, Austria. Final exams with distinction
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PUBLICATIONS AND FORTHCOMING PAPERS

Social Incentives in Schools: A large scale field experiment with Valentin Wagner, forthcoming *Education Economics*

- Christian Kellner, David Reinstein, and Gerhard Riener (2019). “Ex-ante commitments to “Give if you win” Exceed Donations after a Win”. In: *Journal of Public Economics* 169, pp. 109–127
- Marcela Ibanez and Gerhard Riener (2018). “Sorting through affirmative action: Three field experiments in Colombia”. In: *Journal of Labor Economics* 36.2, pp. 437–478
- Gerhard Riener and Valentin Wagner (Mar. 2018). “Gender differences in willingness to compete and answering multiple-choice questionsThe role of age”. In: *Economics Letters* 164, pp. 86–89
- Gerhard Riener and Valentin Wagner (2017). “Shying away from demanding tasks? Experimental evidence on gender differences in answering multiple-choice questions”. In: *Economics of Education Review* 59, pp. 43–62
- Alexia Gaudeul, Paolo Crosetto, and Gerhard Riener (2017). “Better stuck together or free to go? Of the stability of cooperation when individuals have outside options”. In: *Journal of Economic Psychology* 59, pp. 99–112
- Tobias Regner and Gerhard Riener (2017). “Privacy Is Precious: On the Attempt to Lift Anonymity on the Internet to Increase Revenue”. In: *Journal of Economics & Management Strategy* 26.2, pp. 318–336
- Gerhard Riener and Simon Wiederhold (2016). “Team building and hidden costs of control”. In: *Journal of Economic Behavior & Organization* 123, pp. 1–18
- Fatima Lambarraa and Gerhard Riener (2015). “On the norms of charitable giving in Islam: Two field experiments in Morocco”. In: *Journal of Economic Behavior & Organization* 118, pp. 69–84
- Kristian Ove R. Myrseth, Gerhard Riener, and Conny E. Wollbrant (2015). “Tangible temptation in the social dilemma: Cash, cooperation, and self-control.” In: *Journal of Neuroscience, Psychology, and Economics* 8.2, pp. 61–77
- Stephan Heblich, Alfred Lameli, and Gerhard Riener (2015). “The effect of perceived regional accents on individual economic behavior: a lab experiment on linguistic performance, cognitive ratings and economic decisions.” In: *PloS one* 10.2, e0113475
- Christian Kellner and Gerhard Riener (2014). “The effect of ambiguity aversion on reward scheme choice”. In: *Economics Letters* 125.1, pp. 134–137
- Gerhard Riener and Simon Wiederhold (2013). “Heterogeneous treatment effects in groups”. In: *Economics Letters* 120.3, pp. 408–412
- A. Gneezy, U. Gneezy, G. Riener, and L. D. Nelson (May 2012). “Pay-what-you-want, identity, and self-signaling in markets”. In: *Proceedings of the National Academy of Sciences* 109.19, pp. 7236–7240. Reprinted in: *The Economics of Philanthropy and Fundraising*, James Andreoni ed. (2015), Edward Elgar Publishing

Gerhard Riener and Christian Traxler (Aug. 2012). “Norms, moods, and free lunch: Longitudinal evidence on payments from a Pay-What-You-Want restaurant”. In: *Journal of Socio-Economics* 41.4, pp. 476–483

David Hugh-Jones, Alexia Katsanidou, and Gerhard Riener (2011). “Intergroup Conflict and the Media: An Experimental Study of Greek Students after the 2008 Riots”. In: *International Journal of Conflict and Violence* 5.2, pp. 325–344

Gerhard Riener (2012). “Inequality and mobility of household incomes in Europe: evidence from the ECHP”. in: *Applied Economics* 44.3, pp. 279–288

David Reinstein and Gerhard Riener (2011a). “Decomposing desert and tangibility effects in a charitable giving experiment”. In: *Experimental Economics* 15.1, pp. 229–240

David Reinstein and Gerhard Riener (2011b). “Reputation and influence in charitable giving: an experiment”. In: *Theory and Decision* 72.2, pp. 221–243

FINISHED PROJECTS

Concentration bias in inter-temporal choice with Markus Dertwinkel, Holger Gerhardt, Frederick Schwerter and Louis Strang, revise and resubmit (second round) *Review of Economic Studies*

Gender and Leadership: Experiments in Matrilineal and Patriarchic Societies in India with Debosree Banerjee, Marcela Ibanez and Meike Wollni, revise and resubmit *European Economic Review*

Incentive Selection in School: To Whom do Pupils want to Signal their Academic Improvements? with Valentin Wagner

Investment and Opportunity Costs in Bargaining with Thomas de Haan

Social Context and Moral Decisions: The limits of setting examples with Tobias Regner, DICE Discussion Papers 63,

Explaining Gender Differences in Competitiveness: Gender-Task Stereotypes and their consequences with Markus Dertwinkel-Kalt and Niels Grosse

On Spies, liars and saboteurs: An experimental assessment of procedural preferences, with Nadine Chlass (Jena)

Discrimination in Small Markets with Alexander Schacht

CURRENT COLLECTED AND UNPUBLISHED DATA

Motivating teachers Randomized controlled trial and lab in the field experiment on motivations of teachers in Indonesia. 2100 teachers. Joint with Jan Priebe, Marcela Ibanez, Dewi Susanti. Funded by the World Bank

Substitution between Charities Evidence from several experiments on how people substitute between charities and whether we multiple charitable appeals create crowding in or crowding out of charitable contributions between charities. With David Reinstein (Exeter) and Danielle Vance-McMullen (Memphis)

Radicalism and Social Cohesion: Evidence from Greece here we observe how group cooperation can break down when the collaborative effort has positive externalities on a commonly unloved state—in our case the German state from the viewpoint of Greek students. 450 observations of Greek students. Joint with Alexia Katsanidou (Cologne) and Roula Nezi (GESIS)

Behavioral Insights into Pension Savings: Surveys and Lab-in-the-field experiments in Bogot, Colombia. Survey on financial issues, well being and cognitive ability (1200 subjects). Matched with 600 answers from a lab-in-the-field experiment on higher order risk preferences. Joint with Marcela Ibanez (Gottingen) and Sebastian Schneider (MPI Bonn).

Household Bargaining over Prosocial Decisions: Evidence from Egypt. Representative sample of Cairo population of married women. 600 observations of household survey data and bargaining experiments over charitable donations. Joint with Marcela Ibanez and Ghida Karbala.

Payment Method Change at a Large University Mensa. Administrative data from consumption at a large German Mensa, combined with a survey and a field experiment. Joint with Paul Schaefer (Bonn).

Sorting into risky jobs. Field experiment on the degree of life risk in the job in Colombia. 1900 observations. Joint with Marcela Ibanez and Kerstin Grosch (IHS Vienna)

Lying and Sabotaging in Markets. Lab-in-the-field experiment on consequences of lying or sabotaging on social capital among vanilla farmers in Madagascar. (200 observations).

Sorting into Field Experiments We investigate how gatekeepers in Schools, like headmasters, influence participation into field experimental investigations. This is of crucial importance to assess the external validity of RCTs with non-representative samples. This experiment was conducted with *all* public schools in North Rhine Westphalia. (3500 observations). Joint with Valentin Wagner (Mainz) and Sebastian Schneider (MPI Bonn).

Ambiguous Communication. This tries to answer the question how and why ambiguous statements in politics or national bank jargon (Fed speak) can influence behavior. With Christian Kellner (Southampton) and Mark LeQuement (East Anglia)

INVITED SEMINARS AND CONFERENCE PRESENTATIONS

2020: Innsbruck

2019: Bergen, Konstanz, CORE curriculum conference Warwick (invited speaker), Gttingen Workshop in Conflict and Violence

2018: Geneva, Grenoble, Southampton, Leeds; WZB Berlin, IMEBESS
EUI Florence, INFER Gttingen, Decision Science Konstanz

2017: Milano, Belfast, Paderborn; ESA Vienna

2016: Business University of Prague; Nordic Conference on Behavioral
and Experimental Economics, Oslo; University of Mannheim

2015: University of Konstanz

2014: World Congress International Economic Association, Jordan. Copen-
hagen Workshop on Consumer Behaviour

2013: Conference of Society for Economics and Religion, Washington (in-
vited), Florence Workshop in Behavioural and Experimental Economics

2012: ESA European Meeting, Cologne, ESA North American Meeting,
Tucson

2011 Universidad de los Andes, Bogota; Stirling

2010: ESA 2010 Copenhagen

2009: University of Tilburg; LSE

2008: University of Bonn; University of Linz

2007: Gothenburg University; Arne Ryde Symposium, Lund; ESA 2007,
Rome

MEDIA EXPERIENCE

Radio (Deutschlandfunk, BBC)

Research discussed in “The Economist”, The Times, and business blogs,
interviews given to several German and Austrian Newspapers and the
BBC

REFEREEING

Quantitative Economics, Management Science, Economic Journal, Jour-
nal of Public Economics, Economic Theory, Labour Economics, Jour-
nal of Economic Psychology, Journal of Economic Behavior and Orga-
nization, Ensayos Economicos, European Economic Review, Journal of
Evolutionary Economics, Theory and Decision, German Economic Re-
view, Journal of Public Economic Theory, BE Journal of Theoretical
Economics

LACEEP, SSHRC Social Sciences and Humanities Research Council Canada,
Czech Science Foundation

TEACHING

- WT 2018 Introductory Microeconomics and Game Theory for new Bachelor in Philosophy, Politics and Economics, *Heinrich Heine University Düsseldorf*
- WT 2018 Experimental Economics for Master and PhD, *Heinrich Heine University Düsseldorf*
- ST 2017 Health Economics, *Heinrich Heine University Düsseldorf*
- 06/2017 Doctoral course Experimental Economics, *Catholic University Eichsttt Ingolstadt*
- 12/2016 – 01/2017 Advanced Microeconomics: Game Theory , *University of Göttingen*
- 09/2014 – 08/2016 Econometric Methods for Experimental Research, *University of Mannheim*
- 09/2014 – 08/2016 Undergraduate and master courses in Field Experiments and Economic Psychology, *University of Mannheim*
- 10/2012 – ongoing Undergraduate course in Game theory and Experimental Economics, *University of Düsseldorf*,
second and third year undergraduate course (in English)
- 09/2012 PhD level short course on Field Experiments, *University of Göttingen*
- 04/2012 – 07/2012 Undergraduate course in Personnel and Labor Economics, *University of Düsseldorf*,
second and third year undergraduate course (in German)
- 11/2011 PhD level short course on Field Experiments, *University of Göttingen*
- 01/2008 – 02/2008 Lecturer Economics for Environmental Studies, *University of Essex*,
Delivering a five week lecture on Introductory Public Economics.
- 06/2006 Lecturer Summer Course in Game Theory, *University of Essex*
Planning and development of an undergraduate course in Game Theory.
Handling administrative work like class room allocations and coordinate with a teaching assistant.
- 10/2007 – 12/2007 GTA for Master Students in Mathematical Methods in Economics, *University of Essex*
- 10/2006 – 12/2006 GTA for Master Students in Mathematical Methods in Economics, *University of Essex*
Delivering classes for Master Students, marking examinations
- 10/2005 – 06/2008 Graduate Teaching Assistant, *University of Essex*
Giving Classes in Introductory Economics and Microeconomics. Coordinating with other GTAs in marking assignments and end term exams.
- 02/2005–06/2005 Course on Monetary Economics for Mathematicians, *Technical University of Vienna*
Planning the lecture and coordinating student's presentations

DOCTORAL STUDENTS

2013-2017	Valentin Wagner (University of Dsseldorf, first placement Postdoc University of Mainz, Prof. Schunk) Field experiments in schools
ongoing	Daniel Celis (University of Gttingen), second supervisor , Economic Behavior in Developing Countries

WORK EXPERIENCE

01/2008 – 02/2008	Research Assistance Experimental Economics, <i>University of Essex</i> , Building subject database, programming experimental software.
11/2004–12/2004	RA on research Project on Unemployment Benefits, <i>University of Zuerich</i> , Switzerland
10/2004–12/2004	Graduate Microeconomics, TA and some Lectures <i>Institute for Advanced Studies, Vienna, Austria</i>
03/2004–06/2004	Teaching Assistant for Applied Econometrics, <i>University of Vienna, Austria</i>
10/2003–01/2004	Teaching Assistant for Introductory Economics, <i>Technical University of Vienna, Austria</i>
08/2003–10/2003	Collaboration on a Research Project on sport-events, <i>Austrian Institute of Economic Research (WIFO)</i>
02/2003–06/2003	Teaching Assistant for Applied Econometrics, <i>University of Vienna, Austria</i>
10/2002–11/2002	Collaboration on a Research Project about Effects of Special Unemployment Benefits in Austria, <i>University of Zuerich</i> , Switzerland
08/2002–09/2002	Internship at the <i>Austrian Chamber of Commerce</i> , Bureau Buenos Aires, Argentina
08/2001	Member of the organizational team at the <i>European Forum Alpbach</i> , Tyrol, Austria
10/1997–06/1998	Military Service, Pioneer Unit, Linz/Ebelsberg, Austria

HONORS AND GRANTS

E-Learning Fund University of Dsseldorf: Didactic use of experiments in undergraduate education (9.500 Euro)

EU Thales grant on Radicalism in Greece (grant part 50.000 Euro)

British Academy, small grant for studying social riots in Greece (Mentor: Rebecca Morton, NYU)

DFG Post Doctoral scholarship, University of Jena and Max Planck Institute for Economics, Jena

Full Scholarship (Maintenance and fees), University of Essex

Scholarship Institute for Advance Studies Vienna

Prize of the Theodor Koerner Fonds, Vienna, 2006, for work on wage mobility

University of Vienna Prize for Academic Excellence, 2003

LANGUAGES

German: Mother tongue

English: fluent (written and spoken)

Spanish: fluent (spoken), advanced (written)

French: basic knowledge

FURTHER SKILLS

statistical and mathematical software packages including knowledge of programming language (Stata, R)

experimental software: ztree, oTree

CITI training for XLab in Berkeley

Göttingen, November 12, 2019