

Curriculum Vitae

Martin G. Kocher

CURRENT APPOINTMENTS:

Scientific Director, Institute for Advanced Studies, Vienna
Josefstaedter Str. 39, 1080 Vienna, Austria
kocher(at)ihs.ac.at, +43 1 59991 125

Full Professor, Department of Economics, University of Vienna
Oskar-Morgenstern-Platz 1, 1090 Vienna, Austria
martin.kocher(at)univie.ac.at

PROFESSIONAL EXPERIENCE AND APPOINTMENTS:

2017 – present	Full Professor, Behavioral Economics and Economic Policy, Department of Economics, <i>University of Vienna</i>
2017 – present	Co-Director, Vienna Center for Experimental Economics (VCEE), <i>University of Vienna</i>
2016 – present	Scientific Director, <i>Institute for Advanced Studies (IHS – Institut für Höhere Studien), Vienna</i>
2011 – present	Affiliate (Visiting) Professor, Department of Economics, <i>University of Gothenburg</i>
2011 – 2017	Chair Professor (W3), Seminar of Behavioral and Experimental Economics, Department of Economics, <i>University of Munich</i>
2011 – 2017	Director of the Munich Experimental Laboratory for Economic and Social Sciences (MELESSA)
2014 – 2016	Adjunct Professor, School of Economics and Finance, Queensland University of Technology, Brisbane
2012 – 2013	Head of Department (<i>Dean and Department Director</i>), Department of Economics, <i>University of Munich</i>
2010	Full Professor of Behavioral and Experimental Economics, School of Economics, <i>University of East Anglia</i>
2009 – 2010, 2011	Dean of Studies, Department of Economics, <i>University of Munich</i>
2007 – 2010	Substituting Professor (W3- <i>Vertretungsprofessor</i>), Department of Economics, <i>University of Munich</i>
2005 – 2007	Experienced Researcher, Marie Curie Research and Training Network ENABLE, at CREED, University of Amsterdam
2004 – 2010	Assistant (Associate) Professor, Institute of Public Finance and Center for Experimental Economics, University of Innsbruck (partly on unpaid leave)
1998 – 2004	Research and Teaching Assistant, Institute of Public Finance and Center for Experimental Economics, University of Innsbruck

GRANTS (WITH A FUNDED AMOUNT ≥ 100.000 € EACH):

2017 – present	Joint principal applicant, Scientist career path: An explorative analysis. (with Benno Torgler, Ali Önder, Jonathan Feinstein, Jana Gallus), ARC Discovery Grant [1 Post Doc funded]
2017 – present	Joint principal applicant, Infrastruktur für die Experimentalforschung zur Unterstützung evidenzgeleiteter Unternehmens- und Wirtschaftspolitik (with several applicants), Hochschulraum-Strukturmittel BMWFW, Vienna [laboratory and experiments funded]
2017 – present	Joint principal applicant, Using behavioral economic insights to overcome student procrastination (with Stephen Cheung, Lionel Page), ARC Discovery Grant [1 Post Doc and experiments funded]
2017 – present	Joint principal applicant, Consequences of cooperation. Consequences of cooperation: Linking cooperative behavior and outcomes in a large-scale experiment (with Christiane Schwieren), DFG [1 Post Doc and experiments funded]
2017 – present	Joint principal applicant: DFG Collaborative Research Center TRR 190 “Rationality and Competition: The Economic Performance of Individuals and Firms” [positions and experiments funded]
2013 – 2017	Joint principal applicant and coordinator: Investment Fund “Behavioral Risk and Insurance Group”, University of Munich [investment in lab infrastructure funded]
2013 – 2017	Joint principal applicant: International Graduate School “Evidence-based Economics” (with seven additional applicants), Universities in Bavaria [20 doctoral positions funded]
2013 – 2017	Joint principal applicant: DFG Graduate School “Microeconomic Determinants of Labor Productivity” (GRK 1928) (with seven additional applicants), University of Munich [15 doctoral positions funded]
2013 – 2014	Senior Research Fellowship, Time and economic decision making (funded by Center for Advanced Studies), University of Munich [1 Post Doc position funded]
2008 – 2010	Principal Investigator, The foundations of cooperation and endogenous institutions (LMU

2002 – 2008	excellent), University of Munich [1 Post-Doc, 1 doctoral position funded] Joint principal investigator, Center for Experimental Economics (Raiffeisen Landesbank Tirol AG; with M. Gantner and M. Sutter) [1 Post-Doc, 2 doctoral positions funded]
2003 – 2006	Principal investigator, An economic analysis of the decision-making process within groups (the Austrian National Bank) [1 doctoral position funded]

ACADEMIC EDUCATION:

2007	Habilitation (venia legendi) in Economics, University of Innsbruck
2002	Doctoral degree in Economics, University of Innsbruck (passed with distinction; supervisors: Manfred Gantner and Gottfried Tappeiner)
1998	Master degree in Economics, University of Innsbruck
1993 – 1998	Study of Economics and Political Sciences, University of Innsbruck

AWARDS, HONORS, MEMBERSHIPS:

2017	<i>Die Presse</i> -Ranking of most influential economists in Austria: rank 3
2017 – present	Member Executive Committee, <i>Nationalökonomische Gesellschaft, Austria</i>
2016 – present	Member, <i>Expert Council on Behavioral Economics, Federal Ministry for Families and Youth, Vienna</i>
2015 – present	Member Executive Committee, <i>International Association for Research in Economic Psychology</i>
2013	<i>Handelsblatt</i> -Ranking of German speaking economists around the world according to research strength, under the age of 40: rank 12
2013	<i>Frankfurter Allgemeine Zeitung</i> -Ranking of most influential economists in the German speaking world: rank 38
2013 – 2014	Senior Researcher in Residence, <i>Center for Advanced Studies, University of Munich</i>
2013 – present	Member Executive Board, <i>Munich Risk and Insurance Center</i>
2012 – present	Member Scientific Committee of the <i>Liechtenstein-Institute</i>
2012 – 2015	Member of the Board, <i>Volkswirte Alumni Club</i>
2012 – present	Member of the <i>Sozialwissenschaftlicher Ausschuss, Verein für Sozialpolitik</i>
2011 – present	<i>CESifo</i> Research Fellow, <i>Munich</i>
2013	Bavarian Teaching Excellence Award
2009 – present	Research Fellow, National Centre for Econometric Research, Australia
2007 – present	Member of the Scientific Advisory Board of the European Forum Alpbach (EFA) and the EFA Economic Symposium
2006 – 2007	Research Fellow, Tinbergen Institute (Netherlands)
2000 – 2006	Member of the Council of the European Forum Alpbach
2003	Prize of the City of Innsbruck for Scientific Research
2003	Prize of the Principality of Liechtenstein for Scientific Research

EDITOR:

Co-Editor-in-chief of the *Journal of Economic Psychology* (2015-present)
 Co-Editor-in-chief of *Homo Oeconomicus* (2016-present)
 Associate Editor of the *Journal of Behavioral and Experimental Economics* (2013-present)
 Associate Editor of the *Journal of Economic Psychology* (2008-2015)

ACADEMIC ADMINISTRATION AND MANAGEMENT:

- Member of the Senate of the University of Munich (2013-2015)
- Member of the Tuition Fee Allocation Committee (2013-2017)
- Deputy Chairman of the Economics Research Ethics Committee, University of Munich (2012-2017)
- Member of the University Research Ethics Committee and Chairman of the Economics Research Ethics Committee, University of East Anglia (2010)
- Deputy Research Director, School of Economics, University of East Anglia (2010)
- Member of the Department Directorate, Department of Economics, University of Munich (2009-2010, 2011-2014)
- Member of the (Academic) Senate of the University of Innsbruck (1998-2000)
- Member of the Board of the Munich Experimental Laboratory for Economic and Social Sciences (MELESSA) (2008-2010)
- Director of the research priority program “Experimental Economics and Applied Game Theory”, including the experimental laboratory, University of Innsbruck (2004-2007)

OTHER:

Language knowledge: German (native), English, Dutch (basic), French (basic), Russian (basic)
Date of birth: 13 September 1973 (Altenmarkt/Zauchensee, Salzburg)
Marital status: married
Nationality: Austrian

List of Publications and Professional Activities

Martin G. Kocher

OVERVIEW:

HIRSCH-INDEX SSCI: 19; HIRSCH-INDEX GOOGLE SCHOLAR: 33; NO. OF CITATIONS (GOOGLE SCHOLAR): > 4,900

PEER-REVIEWED PAPERS IN REFEREED JOURNALS

- [60] Alem, Y., Eggert, H., Kocher, M., Ruhinduka, R. (2018). Why (field) experiments on unethical behavior are important: Comparing stated and revealed behavior. **Journal of Economic Behavior and Organization**, forthcoming.
- [59] Kocher, M., Lucks, K., Schindler, D. (2018). Unleashing animal spirits – Self-control and overpricing in experimental asset markets. **Review of Financial Studies**, forthcoming.
- [58] Karagözoğlu, E., Kocher, M. (2018). Bargaining under time pressure from deadlines. **Experimental Economics**, forthcoming.
- [57] Kocher, M., Schindler, D., Trautmann, S., Xu, Y. (2018). Risk, time pressure, and selection effects. **Experimental Economics**, forthcoming.
- [56] Kocher, M., Schudy, S., Spantig, L. (2018). I lie? We lie! Why? Experimental evidence on a dishonesty shift in groups. **Management Science** 64(9): 3995-4008.
- [55] Aydogan, G., Jobst, A., Loy, F., Dehning, S., Zill, P., Müller, N., Kocher, M. (2018). The effect of oxytocin on group formation and strategic thinking in men. **Hormones and Behavior** 100: 100-106.
- [54] Sutter, M., Feri, F., Kocher, M., Martinsson, P., Nordblom, K., Glätzle-Rützler, D. (2018). Social preferences in childhood and adolescence. A large-scale experiment to estimate primary and secondary motivations. **Journal of Economic Behavior and Organization** 146: 16-30.
- [53] Kocher, M., Lahno, A. M., Trautmann, S. T. (2018). Ambiguity aversion is not universal. **European Economic Review** 101: 268-283.
- [52] Kocher, M., Tan, F., Yu, J. (2018). Providing global public goods: Electoral delegation and cooperation. **Economic Inquiry** 56(1): 381-397.
- [51] Aydogan, G., Furtner, N., Jobst, A., Kern, B., Müller, N., Kocher, M. (2017). Oxytocin promotes altruistic punishment. **Social Cognitive and Affective Neuroscience (SCAN)** 12(11): 1740-1747.
- [50] Aydogan, G., Jobst, A., D'Ardenne, K., Müller, N., Kocher, M. (2017). The detrimental effects of oxytocin-induced conformity on dishonesty in competition. **Psychological Science** 28(6): 751-759.
- [49] Kocher, M., Martinsson, P., Schindler, D. (2017). Overpricing and stake size: On the robustness of results from experimental asset markets. **Economics Letters** 154: 101-104.
- [48] Kocher, M., Martinsson, P., Myrseth, K., Wollbrant, C. (2017). Strong, bold and kind: Self-control and cooperation in social dilemmas. **Experimental Economics**, 20(1): 44-69.
- [47] Kocher, M., Poulsen, O., Zizzo, D. (2017). Social preferences, accountability, and wage bargaining. **Social Choice and Welfare** 48(3): 659-678.
- [46] Grolleau, G., Kocher, M., Sutan, A. (2016). Cheating and loss aversion: do people lie more to avoid a loss? **Management Science**, 62(12): 3428-3438.
- [45] Kocher, M., Martinsson, P., Wang, X. (2016). Is there a hidden cost of imposing a minimum contribution level for public good contributions? **Journal of Economic Psychology** 56: 74-84.
- [44] Kocher, M., Matzat, D. (2016). Preferences over punishment and reward mechanisms in social dilemmas. **Journal of Institutional and Theoretical Economics** 172(1): 163-194.
- [43] Kocher, M., Martinsson, P., Matzat, D., Wollbrant C. (2015). The role of beliefs, trust, and risk in contributions to a public good. **Journal of Economic Psychology** 51: 236-244.
- [42] Kocher, M., Pahlke, J., Trautmann, S. (2015). An experimental study of precautionary bidding. **European Economic Review** 78(1): 27-38.
- [41] Güth, W., Kocher, M. (2014). More than thirty years of ultimatum bargaining experiments: Motives, variations, and a survey of the recent literature. **Journal of Economic Behavior and Organization** 108: 396-409.
- [40] Balafoutas, L., Kerschbamer, R., Kocher, M., Sutter, M. (2014). Revealed distributional preferences: individuals vs. teams. **Journal of Economic Behavior and Organization** 108: 319-330.
- [39] Van Damme, E., Binmore, K., Roth, A. et al. (2014). How Werner Güth's ultimatum game shaped our understanding of social behavior. **Journal of Economic Behavior and Organization** 108: 292-318.
- [38] Kocher, M., Krawczyk, M., van Winden, F. (2014). Let me dream on! Anticipatory emotions and preferences for timing in lotteries. **Journal of Economic Behavior and Organization** 98: 29-40.
- [37] Kocher, M., Sutter, M., Wakolbinger, F. (2014). Social learning in beauty-contest games. **Southern Economic Journal** 80(3): 586-613.
- [36] Kocher, M., Pahlke, J., Trautmann, S. (2013). Tempus fugit: Time pressure in risky decisions. **Management Science** 59(10): 2380-2391.
- [35] Balafoutas, L., Kocher, M., Putterman, L., Sutter, M. (2013). Equality, equity, or incentives: an experiment. **European Economic Review** 60(1): 32-51.
- [34] Heinemann, F., Kocher, M. (2013). Tax compliance under tax regime changes. **International Tax and Public Finance** 20(2): 225-246.
- [33] Kocher, M., Pogrebná, G., Sutter, M. (2013). Other-regarding preferences and management styles. **Journal of Economic Behavior and Organization** 88(1): 109-132.
- [32] Sutter, M., Kocher, M., Glätzle-Rützler, D., Trautmann, S. (2013). Impatience and uncertainty: experimental

- decisions predict adolescents' field behavior. **American Economic Review** 103(1): 510-531.
- [31] Kocher, M., Trautmann, S. (2013). Selection in auctions for risky and ambiguous prospects. **Economic Inquiry** 51(1): 882-895.
- [30] Kocher, M., Lenz, V., Sutter, M. (2012). Psychological pressure in competitive environments: New evidence from randomized natural experiments. **Management Science** 58(8): 1585-1591.
- [29] Kugler, T., Kausel, E., Kocher, M. (2012). Are groups more rational than individuals? A review of interactive decision making in groups. **WIREs Cognitive Science** 3(4): 471-482.
- [28] Dittrich, D., Güth, W., Kocher, M., Pezaris-Christou, P. (2012). Loss aversion and learning to bid. **Economica** 79(314): 226-257.
- [27] Kocher, M., Martinsson, P., Visser, M. (2012). Social background, cooperative behavior, and norm enforcement. **Journal of Economic Behavior and Organization** 81(2): 341-354.
- [26] Angelova, V., Güth, W., Kocher, M. (2012). Co-employment of permanently and temporarily employed agents. **Labour Economics** 19(1): 48-58.
- [25] Sutter, M., Haigner, S., Kocher, M. (2010). Choosing the stick or the carrot? Endogenous institutional choice in social dilemma situations. **Review of Economic Studies** 77(4): 1540-1566. [among the 10 most cited papers in ReStud 2009-2012]
- [24] Sutter, M., Bosman, R., Kocher, M., van Winden, F. (2009). Gender pairing in bargaining. Beware the same sex! **Experimental Economics** 12(3): 318-331.
- [23] Sutter, M., Kocher, M., Strauß, S. (2009). Individuals and teams in UMTS-license auctions. **Oxford Economic Papers** 61(2): 380-394.
- [22] Luhan, W., Kocher, M., Sutter, M. (2009). Group polarization in the team dictator game reconsidered. **Experimental Economics** 12(1): 26-41.
- [21] Kocher, M., Cherry, T., Kroll, S., Netzer, R., Sutter, M. (2008). Conditional cooperation on three continents. **Economics Letters** 101(3): 175-178.
- [20] Kocher, M., Martinsson, P., Visser, M. (2008). Does stake size matter for cooperation and punishment? **Economics Letters** 99(3): 508-511.
- [19] Davies, J., Kocher, M., Sutter, M. (2008). Economics research in Canada: A long-run assessment of journal publications. **Canadian Journal of Economics** 41(1): 22-45.
- [18] Sutter, M., Kocher, M. (2007). Trust and trustworthiness across different age groups. **Games and Economic Behavior** 59(2): 364-382. [among the three most cited papers by Research Fellows of the Tinbergen Institute 2007-2012]
- [17] Kugler, T., Bornstein, G., Kocher, M., Sutter, M. (2007). Trust between individuals and groups: Groups are less trusting than individuals but just as trustworthy. **Journal of Economic Psychology** 28(6): 646-657.
- [16] Kocher, M., Sutter, M. (2007). Individual versus group behavior and the role of the decision making process in gift-exchange experiments. **Empirica** 34(1): 63-88.
- [15] Kocher, M., Strauß, S., Sutter, M. (2006). Individual or team decision-making – Causes and consequences of self-selection. **Games and Economic Behavior** 56(2): 259-270.
- [14] Kocher, M., Sutter, M. (2006). Time is money – Time pressure, incentives, and the quality of decision making. **Journal of Economic Behavior and Organization** 61(3): 375-392.
- [13] Kocher, M., Luptacik, M., Sutter, M. (2006). Measuring productivity of research in economics. A cross-country study using DEA. **Socio-Economic Planning Sciences** 40(4): 314-332.
- [12] Kocher, M., Sutter, M. (2005). The decision maker matters. Individual versus team behavior in experimental beauty-contest games. **Economic Journal** 115(1): 200-223.¹
- [11] Sutter, M., Kocher, M. (2004). Patterns of co-authorship among economics department in the U.S. **Applied Economics** 36(4): 327-334.
- [10] Haas, D., Kocher, M., Sutter, M. (2004). Measuring efficiency of German football teams by Data Envelopment Analysis. **Central European Journal of Operations Research** 12(3): 251-268.
- [9] Sutter, M., Kocher, M. (2004). Favoritism of agents – The case of referees' home bias. **Journal of Economic Psychology** 25(4): 461-469.
- [8] Huber, G., Kocher, M., Sutter, M. (2003). Government strength, power dispersion in governments and budget deficits in OECD-countries. A voting power approach. **Public Choice** 116(3-4): 333-350.
- [7] Sutter, M., Kocher, M., Strauß, S. (2003). Bargaining under time pressure in an experimental ultimatum game. **Economics Letters** 81(3): 341-347.
- [6] Kocher, M., Sutter, M. (2002). Lack of standardization in informetric research: Reply. **Scientometrics** 55(2): 329-331.
- [5] Sutter, M., Kocher, M., Mrcic, R. (2002). Representation and educational background of European economists in top journals of economics. **Empirica** 29(4): 275-288.
- [4] Güth, W., Kocher, M., Sutter, M. (2002). Experimental 'beauty contests' with homogeneous and heterogeneous players and with interior and boundary equilibria. **Economics Letters** 74(2): 219-228.
- [3] Kocher, M., Sutter, M. (2001). The institutional concentration of authors in top journals of economics during the last two decades. **Economic Journal** 111(2): F405-421.
- [2] Sutter, M., Kocher, M. (2001). Tools for evaluating research output: Are citation-based rankings of economics journals stable? **Evaluation Review** 25(5): 555-566.
- [1] Sutter, M., Kocher, M. (2001). Power laws of research output. Evidence for journals of economics. **Scientometrics** 51(2): 405-414.

¹ Reprinted in: Sadrieh, A., Weimann, J. (2008, eds.). *Experimental economics in Germany, Austria and Switzerland*, Metropolis Verlag, Marburg: 55-80.

REVISE AND RESUBMIT

- [1] Kocher, M., Krawczyk, M., Le Lec, F. (2015). Sharing or gambling? On risk attitudes in social contexts. **Experimental Economics**.

SUBMITTED

- [5] Guber, R., Kocher, M., Winter, J. (2018). Does having insurance change individuals' self-confidence?
[4] Felfe, C., Kocher, M., Rainer, H., Saurer, J., Siedler, T. (2018). More Opportunity, More Cooperation? The Behavioral Effects of Birthright Citizenship on Immigrant Youth. CESifo Working Paper No. 6991.
[3] Björk, L., Kocher, M., Martinsson, P., Nam Khanh, P. (2018). Cooperation under risk and ambiguity.
[2] Kocher, M., Lohan, W., Sutter, M. (2012). Testing a forgotten aspect of Akerlof's gift exchange hypothesis: Relational contracts with individual and uniform wages.
[1] Dittrich, D., Kocher, M. (2012). Monitoring and pay: An experiment on employee performance under endogenous supervision.

PAPERS IN NON-REFEREED JOURNALS, SERIES AND BOOK CHAPTERS

- [37] Kocher, M. (2018) Die Bedeutung von betrieblicher und privater Pensionsvorsorge für den Standort Österreich. **Gesellschaft und Politik** 54(1): 31-36.
[36] Bittschi, B., Fortin, I., Grozea-Helmenstein, D., Hlouskova, J., Hofer, H., Koch, S., Kocher, M., Kunst, R. M., Reiter, M., Skriner, E., Weyerstrass, K. (2018) Mittelfristige Prognose der österreichischen Wirtschaft 2018-2022: Wachstumskurs durch Strukturreformen stützen. *Wirtschaftsprognose / Economic Forecast* 103.
[35] Kocher, M., Weyerstrass, K. (2018) Zur wirtschaftlichen Entwicklung Österreichs. In: Karl, B., Mantl, W., Poier, K., Prisching, M., Ziegerhofer, A. (eds.). *Steirisches Jahrbuch für Politik 2017*. Böhlau, Wien: 45-50.
[34] Bittschi, B., Fortin, I., Grozea-Helmenstein, D., Hlouskova, J., Hofer, H., Koch, S., Kocher, M., Kunst, R. M., Reiter, M., Skriner, E., Weyerstrass, K. (2018) Prognose der österreichischen Wirtschaft 2018-2019: Konjunktur schwächt sich ab, außenwirtschaftliche Unsicherheit nimmt zu. *Wirtschaftsprognose / Economic Forecast* 102.
[33] Asatryan, Z., Debrun, X., Havlik, A., Heinemann, F., Kocher, M., Tamborini R. (2018) Which role for a European Minister of Economy and Finance in a European Fiscal Union?, *EconPol Policy Report* 6, May 2018.
[32] Bittschi, B., Fortin, I., Grozea-Helmenstein, D., Hlouskova, J., Hofer, H., Koch, S., Kocher, M., Kunst, R. M., Reiter, M., Skriner, E., Weyerstrass, K. (2018) Prognose der österreichischen Wirtschaft 2018-2019: Konjunktur auf dem Höhepunkt. *Wirtschaftsprognose / Economic Forecast* 101.
[31] Forstner, S., Fortin, I., Grozea-Helmenstein, D., Hlouskova, J., Hofer, H., Koch, S., Kocher, M., Kunst, R. M., Reiter, M., Skriner, E., Weyerstrass, K. (2017) Prognose der österreichischen Wirtschaft 2017-2019: Konjunkturhoch weiterhin breit abgestützt. *Wirtschaftsprognose / Economic Forecast* 100.
[30] Forstner, S., Fortin, I., Grozea-Helmenstein, D., Hlouskova, J., Hofer, H., Koch, S., Kocher, M., Kunst, R. M., Reiter, M., Skriner, E., Weyerstrass, K. (September 2017). Prognose der österreichischen Wirtschaft 2017-2018: Heimisches Konjunkturhoch gestützt von weltweitem Aufschwung. *Wirtschaftsprognose / Economic Forecast* 99.
[29] Fortin, I., Grozea-Helmenstein, D., Hlouskova, J., Hofer, H., Koch, S., Kocher, M., Kunst, R. M., Loretz, S., Reiter, M., Skriner, E., Weyerstrass, K. (July 2017). Mittelfristige Prognose der österreichischen Wirtschaft 2017-2021: Österreichische Wirtschaft auf Wachstumskurs. *Wirtschaftsprognose / Economic Forecast* 98.
[28] Fortin, I., Grozea-Helmenstein, D., Hlouskova, J., Hofer, H., Koch, S., Kocher, M., Kunst, R. M., Loretz, S., Reiter, M., Skriner, E., Weyerstrass, K. (June 2017). Prognose der österreichischen Wirtschaft 2017-2018: Kräftiger Wirtschaftsaufschwung in Österreich. *Wirtschaftsprognose / Economic Forecast* 97.
[27] Delatte, A.-L., Fuest, C., Gros, D., Heinemann, F., Kocher, M., Tamborini, R. (2017). The future of Eurozone fiscal governance. *EconPol Policy Report* 01/2017.
[26] Kocher, M. (2017). How trust in social dilemmas evolves with age. In: Van Lange, P. A. M., Rockenbach, B., Yamagishi, T. (eds.). *Social dilemmas: New perspectives on trust*, Oxford University Press, New York. 101-120.
[25] Kocher, M., Weyerstrass, K. (2017). Der Brexit, die Verhandlungen und die Folgen für Österreich. *ÖGfE Policy Brief*, 10/2017.
[24] Fortin, I., Grozea-Helmenstein, D., Hlouskova, J., Hofer, H., Koch, S., Kocher, M., Kunst, R. M., Loretz, S., Reiter, M., Skriner, E., Weyerstrass, K. (March 2017). Prognose der österreichischen Wirtschaft 2017-2018: Robuster Aufschwung in Österreich. *Wirtschaftsprognose / Economic Forecast* 96.
[23] Kocher, M. (2017). Vision für die österreichische Wirtschaft. In: Khol A., Ofner, G., Karner, S., Halper, D. (eds.). *Österreichische Jahrbuch für Politik 2016*. Böhlau, Wien: 333-346.
[22] Kocher, M., Reiter, M. (December 2016). Donald Trump und seine ökonomischen Wirkungen auf Österreich. *IHS Policy Brief* 15.
[21] Fortin, I., Grozea-Helmenstein, D., Hlouskova, J., Hofer, H., Koch, S., Kocher, M., Kunst, R. M., Loretz, S., Reiter, M., Skriner, E., Weyerstrass, K. (December 2016). Prognose der österreichischen Wirtschaft 2016-2018: Solide Konjunktur bei unsicherem Umfeld. *Wirtschaftsprognose / Economic Forecast* 95.
[20] Kocher, M. (2016). Investitionen und Standortvorteile – was wirklich wichtig ist. *Wirtschaftskalender Österreich*.
[19] Holler, M., Kocher, M., Sieberg, K. (2016). Welcome to the Future of *Homo Oeconomicus*. **Homo Oeconomicus** 33(1-2): 1-2.
[18] Kocher, M., Schulz-Hardt, S. (2016). The Journal of Economic Psychology: Challenges and opportunities for the next five years. **Journal of Economic Psychology** 52(1): A1-A4.
[17] Kocher, M. (2015). Verhaltensökonomik und Wirtschaftspolitik. **Ifo Schnelldienst** 68(24): 6-9.
[16] Güth, W., Kocher, M. (2015). Ultimatum game. In: Altman (ed.): *Real-world decision making: an encyclopedia of behavioral economics*, Quorum Books, Westport, CT. 451-452.
[15] Kocher, M. (2015). Treffen Frauen wirtschaftliche Entscheidungen anders als Männer? *Gender Studies* 2015,

- LMU Munich: 3-6.
- [14] Kocher, M. (2014). Richtig falsch. Verzerrungen, Abweichungen und Fehler bei der Entscheidungsfindung. **Kursbuch** 180: 157-172.
 - [13] Dall, S. R. X., Gosling, S. D., Brown, G. D. A., Dingemans, N. J., Erev, I., Kocher, M., Schulz, L., Todd, P. M., Weissing, F. J., Wolf, M. (2012). Variation in decision making. In: Hammerstein/Stevens (eds.). *Evolution and the mechanisms of decision making*, MIT Press, Cambridge, MA. 243-272.
 - [12] Kocher, M., Sutter, M. (2010). Introduction to special issue "The economics and psychology of football". **Journal of Economic Psychology** 31(1): 155-157.
 - [11] Kocher, M., Lenz, M., Sutter, M. (2008). Performance under pressure: the case of penalty shootouts in football. In: Andersson/Ayton/Schmidt (eds.): *Myths and facts about football: the economics and psychology of the world's greatest sport*, Cambridge Scholars Pub., Cambridge: 61-72.
 - [10] Kocher, M., Sutter, M. (2008). Shirt color and team performance in football. In: Andersson/Ayton/Schmidt (eds.): *Myths and facts about football: the economics and psychology of the world's greatest sport*, Cambridge Scholars Pub., Cambridge: 125-130.
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 - [7] Kocher, M., Sutter, M. (2005). Spieltheoretische Analyse von Konflikt und Kooperation. **Wirtschaftsdienst - Zeitschrift für Wirtschaftspolitik**, Heft 12: 802-808.
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 - [4] Kocher, M., Sutter, M. (2003). Zum Einfluss der Stärke und der Fragmentierung von Regierungen auf Defizite und Schulden. **Öffentliches Haushaltswesen**, Heft 3-4: 123-131.
 - [3] Mrcic, R., Kocher, M., Sutter, M. (2002). Publish or Perish - Der Anteil einzelner Staaten an der ökonomischen Forschung. **Wirtschaftspolitische Blätter**, Heft 1: 79-86.
 - [2] Kocher, M., Sutter, M. (2001). Lotkas Gesetz der wissenschaftlichen Produktivität. **WiSt - Wirtschaftswissenschaftliches Studium**, Heft 3: 157-159.
 - [1] Sutter, M., Kocher, M. (2001). Rankings von ökonomischen Zeitschriften. **WiSt - Wirtschaftswissenschaftliches Studium**, Heft 2: 117-120.

BOOKS AND CONSULTANCY REPORTS

- [8] Kocher, M., Scherrer, J., Bauer, C., Gatter, K., Sonntag, A., Czipionka, T. (2017). Rauchen bei Jugendlichen. Verhaltensökonomisch basierte Maßnahmenevaluation. Studie im Auftrag des Bundesministeriums für Jugend und Familie.
- [7] Kocher, M., Schnabl, A., Kluge, J., Lappöhn, S., Zenz, H. (2017). Auswirkungen von Förderungen von Eigenbeiträgen in die betriebliche Altersvorsorge Effekte für die Berechtigten, die Volkswirtschaft und den öffentlichen Finanzhaushalt. Studie im Auftrag des Fachverbands der Pensionskassen.
- [6] Heinemann, F., Hennighausen, T., Traut-Mattausch, E., Kocher, M., Jonas, E., Frey, D., (2011). Gerechtigkeitswahrnehmung von Steuer- und Sozialsystemen. Consultancy Report for Bundesministerium der Finanzen, Germany. Nomos: Baden-Baden.
- [5] Kocher (2004). Abschätzung der fiskalischen Effekte des geplanten Kongresszentrums Kitzbühel bzw. des damit verbundenen Kongresstourismus auf die Stadtgemeinde Kitzbühel. Consultancy Report for Kitzbühel-Tourismus.
- [4] Kocher (2003). Very small countries: Economic success against all odds. Liechtenstein - Politische Schriften, Band 35, Verlag der LAG, Schaan. (Dissertation)
- [3] Gantner, M., Boor, A., Kocher, M. (2000). Arbeitslosigkeit in Liechtenstein. Consultancy Report for the Government of Liechtenstein.
- [2] Gantner, M., Boor, A., Kocher, M. (2000). Einführung einer leistungsabhängigen Schwerverkehrsabgabe im Fürstentum Liechtenstein. Consultancy Report for the Government of Liechtenstein.
- [1] Kocher, M. (1998). Regionale Integration als Büchse der Pandora? Ein wohlfahrts- und politökonomischer Vergleich von Regionalismus und Multilateralismus auf dem Weg zum Freihandel. Master Thesis – University of Innsbruck.

PAPER-PRESENTATIONS AT CONFERENCES AND UNIVERSITIES

Keynotes:

Workshop "Perspectives from Behavioral and Experimental Economics on Child Development and Education" 2013 (Aarhus) | Economic Science Association Asia Pacific Meeting 2014 (Auckland) | Workshop "Taxation, Social Norms

and Compliance" 2014 (Nuremberg) | Behavioral Operations Management Conference 2017 (Shenyang) | Jahrestagung Gesellschaft für Experimentelle Wirtschaftsforschung GfEW 2018 (Paderborn)

Conferences:

American Economic Association 2010 (Atlanta) | American Risk and Insurance Association 2014 (Seattle) | Bildungsökonomischer Ausschuss - Verein für Socialpolitik 2002 (Jena), 2003 (Zürich) | Canadian Economic Association 2001 (Montreal) | EALE 2006 (Prag) | Econometric Society 2003 (Chicago), 2009 (Barcelona), 2010 (Atlanta), 2014 (Philadelphia) | Economic Science Association 2000 (Amsterdam), 2001 (Barcelona), 2002 (Boston), 2003 (Pittsburgh), 2003 (Erfurt), 2004 (Amsterdam), 2005 (Montreal), 2006 (Atlanta), 2006 (Nottingham), 2007 (Rome), 2010 (Copenhagen), 2011 (Luxembourg), 2012 (New York), 2012 (Cologne), 2013 (Tokyo), 2013 (Zurich), 2015 (Sydney), 2017 (Vienna), 2018 (Brisbane) | European Economic Association 2001 (Lausanne), 2004 (Madrid), 2005 (Amsterdam), 2009 (Barcelona), 2010 (Glasgow) | Game Theory Society 2004 (Marseille), 2008 (Chicago) | IAREP/SABE 2006 (Paris), 2010 (Cologne), 2015 (Sibiu), 2016 (Wageningen), 2017 (Tel Aviv), 2018 (London) | IIPF 2002 (Helsinki) | INEM 2015 (Cape Town) | Nationalökonomische Gesellschaft 2002 (Wien), 2003 (Klagenfurt), 2005 (Innsbruck) | Public Choice Society 2001 (Paris), 2002 (Belgirate), 2003 (Nashville), 2004 (Baltimore), 2004 (Berlin), 2005 (New Orleans), 2007 (Amsterdam), 2009 (Las Vegas) | Risk Theory Society 2015 (Cornell, Ithaca) | Royal Economic Society 2000 (St. Andrews), 2003 (Warwick), 2004 (Swansea), 2006 (Nottingham), 2007 (Warwick) | Social Dilemma Conference 2015 (Brown U, Providence) | Sozialwissenschaftlicher Ausschuss – Verein für Socialpolitik 2006 (Magdeburg), 2008 (Frankfurt) | SPUDM 2005 (Stockholm), 2007 (Warsaw) | Verein für Socialpolitik 2002 (Innsbruck), 2003 (Zürich), 2006 (Bayreuth), 2007 (Munich), 2013 (Düsseldorf) | Western Economic Association 2002 (Seattle).

Symposia, workshops, seminar presentations at universities:

68° North Conference on Behavioral Economics 2017 (Svolvær) | Arne Ryde Symposium on Experimental Economics 2000 (Lund) | BEGG Workshop, Gothenburg 2016 | Bilkent University, Ankara 2014 | California State University at Sacramento 2005 | CATIE (Turrialba) 2014 | Center for Small State Studies 2004 (Reykjavik) | CERGE-EI Prague 2017 | CESifo Research Area Conference in Behavioral Economics 2012, 2015, 2017 (Munich) | Colorado State University 2008 (Fort Collins) | DIW Berlin (2012) | EEG Inaugural Conference 2018 (Bonn) | ENABLE Symposium 2006 (Amsterdam), 2007 (Zurich) | ENABLE Workshop 2007 (Mannheim) | Ernst Strüngmann Forum 2011 (Frankfurt) | ESI Spring Workshop 2007, 2008 (Jena) | ETH Zurich 2015 | EWEBE 2008 (Innsbruck), 2009 (Barcelona), 2011 (Munich), 2013 (Frankfurt), 2014 (London), 2016 (Cologne), 2017 (Bologna), 2018 (Tilburg) | Fachreferententagung Wirtschaftswissenschaften 2010 (Vienna) | FAIR Choice Lab 2017 (Bergen) | Florence Workshop on Behavioral and Experimental Economics 2013 (Florence) | Frankfurt School of Finance and Management 2014 | GATE, CNRS, Lyon 2009, 2015 | Georgetown University, Campus Doha 2013 | IMEBE 2008 (Alicante), 2009 (Granada), 2011 (Barcelona) | JITE Workshop "Beyond Privacy" 2015 (Edinburgh) | Kleinststaaten-Symposium 2003 (St. Gallen) | Liechtenstein-Institut 2001, 2003 | Max-Planck-Institute for Economics Jena 2002, 2004, 2011 | M-BEES 2009 (Maastricht) | Monash University 2012, 2016 | Morality, Incentives and Unethical Behavior Conference, UCSD 2015 | Psychoeconomics, Zeppelin University, Friedrichshafen 2013 | Queensland University of Technology, Brisbane 2012, 2013, 2014, 2015, 2016 | Royal Melbourne Institute of Technology 2015 | Science of Philanthropy Conference, University of Chicago 2013 | SFB Workshop Berlin 2017 | Sino-German Workshop on Experimental and Behavioral Economics 2010 (Chengdu) | Sommerhochschule Universität Wien 2018 (Strobl) | Start-Preis 2007 (Vienna) | Technical University of Munich 2016 | TEPSA Pre-Presidency Conference 2018 (Vienna) | Tilburg University 2012, 2015 | University of Adelaide 2016 | University of Amsterdam 2006, 2007, 2011 (20 years CREED) | University of Arizona at Tucson 2005, 2006, 2012, 2014 | University of Auckland 2012, 2015 | University of Augsburg 2012 | University of Bamberg 2014 | University of Bayreuth 2008 | University of Brussels 2011 | University of California, San Diego 2010 | University of Canterbury, Christchurch 2012 | University of Chicago 2016 | University of Cergy-Pontoise 2009 | University of Cologne 2006, 2009, 2016 | University of Copenhagen 2014 | University of Duisburg-Essen 2012 | University of East Anglia 2010, 2011, 2018 | University of Edinburgh 2007 | University of Erlangen-Nürnberg 2009, 2010 | University of Gothenburg 2005, 2006, 2009, 2011, 2012, 2013 | University of Göttingen 2007, 2011, 2012, 2016 | University of Granada 2011 | University of Hamburg 2006, 2006, 2014, 2018 | University of Hannover 2006 | University of Hawai'i 2012 | University of Heidelberg 2009, 2014 | University of Innsbruck 2000, 2002, 2004, 2008, 2014 | University of Lausanne 2009 | University of Leicester 2017 | University of Linz 2010 | University of London, Royal Holloway 2010 | University of Maastricht 2010 | University of Magdeburg 2015 | University of Mannheim 2011, 2015 | University of Melbourne 2012, 2016 | University of Michigan, Ann Arbor 2013 | University of Munich 2006, 2007, 2008, 2010 | University of New South Wales 2012 | University of Nottingham 2010 | University of Otago, Dunedin 2012 | University of Paderborn 2009, 2017 | University of Paris I 2017 | University of Passau 2013 | University of Queensland, Brisbane 2015 | University of Regensburg 2012 | University of Rostock 2012 | University of Rotterdam 2006 | University of Salzburg 2014 | University of Sydney 2014, 2017 | University of Ulm 2009 | University of Vienna 2008, 2012, 2017, 2018 | University of Zurich 2007 | Victoria University Wellington 2012 | Workshop on Bargaining Theory and Experiments 2016 (Ankara) | Workshop on Behavioral Public Economics 2013 (Vienna) | Workshop on Competition and Gender 2011 (Innsbruck) | Workshop on Experimental Advances in Organizational Behavior 2017 (Dijon) | Workshop on Experimental Economics 2002 (Jena) | Workshop on Incentives, Motivation and Cooperation 2013, 2015 (Stavanger) | Workshop on Policy Experiments 2014 (Helsinki) | Workshop on Prosocial Behavior 2011 (Southampton) | Workshop on Public Finance 2006 (Innsbruck) | Workshop on Reciprocity 2007 (Milan) | Workshop Theorien der Sozialpolitik auf dem Prüfstand 2015 (Darmstadt) | WU Vienna 2018 (Vienna) | Zeuthen Workshop on Behavioral Economics 2002 (Copenhagen) | ZEW 2005, 2008 (Mannheim).

For a non-scientific audience/consultancy work:

Austrian Government 2015 (Vienna) | „Austria's place in the Europe of tomorrow“ Austrian Central Bank Centenary Symposium 2018 (Wien) | Biologicum Almtal 2017 (Grünau) | BKS Bank 2018 (Graz, Klagenfurt, Wien) | Bundesministerium für Arbeit, Soziales und Konsumentenschutz 2017 (Vienna) | Bundesministerium für Familien und Jugend 2015 (Vienna) | Bundesministerium für Wissenschaft, Forschung und Wirtschaft 2016 (Vienna) | Commerzbank 2011 (Frankfurt) | Denkwerkstatt St. Lambrecht 2018 (St. Lambrecht) | Diversity Day 2016 (Munich) | Dolomitenbank 2017 (Gmünd, Koetschach, Lienz) | Eliteakademie Bayern Alumnus 2013 (Munich) | Erste Group 2017 (Vienna) | European Forum Alpbach 2005 (Innsbruck), 2012 (Alpbach), 2016 (Alpbach), 2017 (Vienna), 2017 (Alpbach) | Familie 3.0 2017 (Vienna) | Freiheit als Beschäftigter - unter welchen Mechanismen 2014 (Heidelberg) | Future Talks 2016 (Salzburg) | Hochschule für Agrar- und Umweltpädagogik 2017 (Vienna) | Hypo Oberösterreich 2017 (Linz) | Hypo Vereinsbank Corporate Treasury Sales Forum 2011 (Munich) | Hypo Vorarlberg 2016 (Vienna) | Industriellenvereinigung 2016 (Vienna) | Interim Management Symposium 2017 (Vienna) | Investment Seminar, Spängler IQAM Research Center 2016 (Vienna) | Leadership Meets University 2013 (Munich) | Millstätter Wirtschaftsgespräche 2018 (Millstatt) | Mind Symposium 2009 (Munich) | Nazarbayev University 2017 (Astana) | Nestlé-Preis 2003 (Innsbruck) | Parlamentsenquete “Digitale Revolution” 2016 (Vienna) | Perspektiven der VWL 2017 (Vienna) | (Vienna) Public Management Impulse – FH Oberösterreich 2011 (Linz) | Raiffeisenbank Attersee 2018 (Nußdorf) | Rechnungshof 2017 (Vienna) | Schloss Hofen 2017 (Lochau) | Tiroler Adler Forum 2018 (Innsbruck) | Unternehmen für Familien 2016 (Vienna) | Volvo Finance Council 2013 (Göteborg) | Wirtschaftskammer Salzburg 2017 (Salzburg) | Wirtschaftskammer Tirol 2017 (Innsbruck) | Valida 15-Jahres-Jubiläum 2018 (Vienna) | Vienna Behavioral Economics Network 2018 (Vienna) | Volkswirtschaftliche Gesellschaft Kärnten 2018 (Klagenfurt) | Wirtschaftsmuseum 2017 (Wien) | Workshop on on Experiments and Interventions in Schools 2018 (Sydney)

REFEREEING

Journals: American Economic Review (Excellence in Refereeing Award) | Behavioral Processes | B.E. Journal of Economic Analysis & Policy | Biology Letters | CEJOR | CESifo Economic Studies | Constitutional Political Economy | Development Policy Review | Eastern Economic Journal | Ecological Economics | Econometrica | Economica | Economic Journal | Economic Theory | Econ Journal Watch | Economic Inquiry | Economics of Governance | Economics Letters | Education Economics Journal | Empirica | Empirical Economics | European Economic Review | Experimental Economics | FinanzArchiv | Games and Economic Behavior | German Economic Review | Homo Oeconomicus | IJMDM | International Game Theory Review | International Journal of the Economics of Business International | Journal of Behavioral Decisions Making | Journal of Conflict Resolution | Journal of Econometrics | Journal of Economic Behavior and Organization (Excellence in Refereeing Award) | Journal of Economic Dynamics and Control | Journal of Economic Surveys | Journal of the European Economic Association | Journal of Economic Psychology | Journal of Environmental Economics and Management | Journal of Experimental Political Science | Journal of Experimental Psychology | Journal of Experimental Social Psychology | Journal of General Psychology | Journal of Industrial Organization | Journal of Institutional and Theoretical Economics | Journal of Law, Economics, and Organization | Journal of Peace Research | Journal of Political Economy | Journal of Psychology | Journal of Public Economics | Journal of Risk and Insurance | Journal of Risk and Uncertainty | Journal of Sports Economics | Journal of Socio-Economics | Kyklos | Leadership Quarterly | Management Science | Nature Human Behavior | Organizational Behavior and Human Decision Processes | PNAS | Political Behavior | Psychology and Aging | Public Choice | Quantitative Economics | Rand Journal of Economics | Rationality, Markets and Morals | Resource and Energy Economics | Review of Behavioral Economics | Review of Economic Studies | Review of Economics and Statistics | Review of Industrial Organization | Review of Managerial Science | Scandinavian Journal of Economics | Schmalenbach Business Review | Small Group Research | Social Choice and Welfare | Social Science Journal | Social Science Research | Socio-Economic Planning Sciences | Southern Economic Journal | Sport and Society.

Organizations: Agence Nationale de la Recherche | American Risk and Insurance Association, Annual Meeting 2014, 2017 | Austrian Economic Association NOeG, Annual Meeting 2013 | AXA | Behavioral Insurance Workshop, Munich 2014 | British Academy | Cambridge University Press | Czech Science Foundation | DAAD | Danish Council for Independent Research | Deutsche Forschungsgemeinschaft | ESA European Meeting | 2017 ESRC | European Commission | European Economic Association Annual Meeting 2016 | European Science Foundation | Fritz Thyssen Stiftung | German-Israeli Foundation for Scientific Research and Development | IAREP/SABE Annual Meeting 2016 | International Congress of Applied Psychology 2014 | Israeli Science Foundation | Joachim-Herz-Wirtschaftspreis Jury | Max-Planck Society | National Science Foundation | Nederlandse Organisatie voor Wetenschappelijk Onderzoek (NWO) | Oesterreichische Nationalbank | Österreichische Akademie der Wissenschaft (Austrian Academy of Science) | Oxford University Press | Palgrave Macmillan | Research Council of Norway | Research Promotion Foundation Cyprus | Social Sciences and Humanities Research Council of Canada | Studienstiftung | Swiss National Science Foundation | Tiroler Wissenschaftsfonds | University of Zurich | Verein für Socialpolitik, Annual Meeting 2009, 2014 | Verlag der LAG | Volkswagenstiftung | Wellcome Trust | Witt Award Committee, ARIA | Zentrum für Europäische Wirtschaftsforschung.

ORGANIZATION OF SCIENTIFIC EVENTS

- Scientific Committee, ESA European Meeting, Vienna 2017
- Scientific Committee, IAREP Conference, Tel Aviv 2017
- Scientific Committee, ARIA Meeting, Toronto 2017
- Scientific Committee, IAREP Conference, Wageningen 2016
- Bavarian Micro Day, University of Munich 2016
- CAS Workshop on "Moral Behavior: Children and Adults", Center for Advanced Studies, University of Munich 2015
- CAS Workshop on "Time in Economic Decision Making", Center for Advanced Studies, University of Munich 2014
- Scientific Review Committee, CEAR/MRIC Behavioral Insurance Workshop, University of Munich 2014
- Organizer Hans-Möller-Seminar, Department of Economics, University of Munich (2011-2013)
- 6th European Workshop on Experimental and Behavioral Economics (EWEBE), University of Munich 2011
- Economic Science Association (ESA) European Meeting, University of Innsbruck 2009
- 3rd European Workshop on Experimental and Behavioral Economics (EWEBE), University of Innsbruck 2008
- European Science Foundation Exploratory Workshop on Individual and Team Decisions in Economics 2008
- Organizer of several research seminars (Innsbruck and Munich), workshops and public understanding of science events (Science Days etc.).

SELECTED MEDIA COVERAGE OF RESEARCH RESULTS AND OWN CONTRIBUTIONS TO THE MEDIA

Selected Portraits:

- Diese Ökonomen prägen Österreich. Die Presse, 2. September 2017
- Neuer IHS-Chef Martin Kocher: Ökonom mit Freude am Experimentieren. **Der Standard**, 1. July 2016
- Männer des Monats. **Trend**, September 2016
- „Der perfekte Professor.“ **ARD alpha**, 12. November 2015
- Martin Kocher – Der Vertrauensmann. **Handelsblatt**, 11. January 2009.

Own Contributions:

- Konflikt und Kooperation: auf die richtige Dosis kommt es an. **Trend**, 30. June 2017
- Österreich profitiert als kleines Land ganz klar von der Globalisierung. **Kronen Zeitung** Experten Forum, 29. April 2017
- Reinen griechischen Wein einschenken. **Der Standard**, 07. July 2015
- Ökonomie 2.0 – Evidenzbasierte Wirtschaftspolitik. **science.orf.at**, 06. August 2013
- EU-Prognosenstreit: Euro behalten oder nicht. **Der Standard**, 01. August 2012.
- Cognitive skills, self-control, and life outcomes: The early detection of at-risk youth. **VOX-EU**, 16. April 2012.
- Games young people play: experimental evidence of children's attitudes to risk, time and trust. **VOX-EU**, 6. May 2011 (discussed on Freakonomics Blog 13. May 2011)
- Spieltheoretische Analyse von Konflikt und Kooperation. **ORF ON Science**, 9. December 2005.
- Disruptive Technologien und Arbeitsmarkt. (mit Gerlinde Titelbach) **Spectrum Onkologie**, 1/2018.

Coverage of Research – Radio: Bayern 2, Deutschlandfunk, Deutschland Radio, Ö1, Bayern 3, mdr-info, BBC

Coverage of Research – TV: Deutsche Welle-TV, ZDF, 3-sat, ORF, BR (ARD) alpha, Arte, BR, VOX, n-tv, CNN

Coverage of Research – Daily Newspapers: Der Standard, Presse, Krone, Kurier, FAS, Hannoversche Allgemeine Zeitung, Märkische Allgemeine Zeitung, FAZ, Süddeutsche Zeitung, taz, New York Times, Le Monde, L'Equipe, Handelsblatt, The Independent, NZZ, Die Welt, Dagens industri, London Times, Guardian, Hürriyet, Die Zeit, Oberösterreichische Nachrichten, Salzburger Nachrichten, TT, Wiener Zeitung

Coverage of Research – Magazines, Weeklies: Trend, Gewinn, News, Profil, Einsichten, El Economista, Focus, Bild der Wissenschaft, Wirtschaftswoche, Spiegel, Furche, Business Week, Harvard Business Manager, Public Management

SUPERVISOR OF DOCTORAL THESIS (COMPLETED)

Supervision as first supervisor: Jan Schikora (now at HVB), Julius Pahlke (Deutsche Bahn), Sebastian Strasser (Swiss Re), Dominik Matzat (Bundesnetzagentur), Gerhard Riewe, Amrei Marie Lahno (Allianz), Bianca Kern, Gökhan Aydogan (Arizona State University), Jing Yu, Konstantin Lucks (McKinsey), David Schindler (U Tilburg), Nadja Furtner, Felix Klimm, Stefan Grimm, Lisa Spantig

Joint supervision: Sabine Strauß (now at BTV), Verena Waldner (Finanzmarktaufsicht Austria), Florian Wakolbinger (Gesellschaft für angewandte Wirtschaftsforschung), Stefan Haigler (Gesellschaft für angewandte Wirtschaftsforschung), Wolfgang Luhan (U Portsmouth), Michael Trausnitz (BMW)

External committee member: Fangfang Tan, at U Tilburg (now at Facebook), Joris Gillet, at U Amsterdam (Middlesex U), Simone Quercia, at U Nottingham (U Bonn), Miguel Luzuriaga, at U Stavanger (U Stavanger), Emre Koç, at U Tilburg, Manuela Oberauer at U Innsbruck, Lina Maria Restrepo Plaza, at U East Anglia (Universidad del Valle), Siv-Elisabeth Skjelbred, at U Oslo, Despoina Alempaki at U Nottingham (U Warwick)

POSTDOCS AND ASSISTANT PROFESSORS IN MY TEAM (AT LMU MUNICH)

Marta Serra-Garcia (now at UCSD), Ferdinand Vieider (U Reading), Eva van den Broek (U Wageningen), Simeon Schudy, Vojtech Bartos

Teaching: Martin G. Kocher

No.	Term	Course	Hours	Evaluation ^a	SA ^b
[1]	1999	Politische Ökonomie III [<i>Political Economics</i>]	2x30	1.2, 1.3	1
[2]	1999/00	Finanzwissenschaft [<i>Public Finance</i>]	2x30	1.4, 1.5	2
[3]	2000	Politische Ökonomie III	3x30	1.5, 1.7, 1.5	1
[4]	2000/01	Finanzwissenschaft	2x30	1.2, 1.3	2
[5]	2001	Politische Ökonomie III	2x30	1.5, 1.6	1
[6]	2001/02	VWL I [<i>Economics I</i>]	3x30	1.6, 1.9, 2.0	1
[7]	2002	VWL III	45	1.4	1
[8]	2002/03	VWL I	30	1.7	1
[9]	2002/03	VWL III	30	1.3	1
[10]	2003	VWL III	30	1.6	1
[11]	2003/04	VWL I	30	1.5	1
[12]	2003/04	VWL III	30	1.7	1
[13]	2004	VWL III	75	2.2, 1.3	1
[14]	2004	Vertiefung Empirische u. Experimentelle Finanzwissenschaft [<i>Empir. a. Experim. Public Finance</i>]	75	2.0, 1.9	2
[15]	2004/05	VWL III	30	1.6	1
[16]	2004/05	Aufbau Empirische Finanzwissenschaft	75	1.4, 1.7	2
[17]	2005	VWL III	75	n.a.	1
[18]	2005	Vertiefung Empirische Finanzwissenschaft	75	n.a.	2
[19]	2005/06	Public Economics ^c	45	n.a.	2
[20]	2007	Vertiefung Empirische Finanzwissenschaft	30	n.a.	2
[21]	2007/08	Behavioral and Experimental Economics ^c	75	1.1, 1.3	Ph.D.
[22]	2007/08	Research Strategy Seminar ^c	30	n.a.	Ph.D.
[23]	2007/08	Cooperation ^c	30	n.a.	Ph.D.
[24]	2008	AVWL I [<i>Intermediate Microeconomics</i>]	45	1.2	1
[25]	2008	Experimentelle Wirtschaftsforschung [<i>Experimental Econ.</i>]	30	1.3	2
[26]	2008	Experimentelle Wirtschaftsforschung	30	1.4	2
[27]	2008	Research Strategy Seminar ^c	30	n.a.	Ph.D.
[28]	2008/09	Behavioral and Experimental Economics ^c	75	1.1 & 1.1	Ph.D.
[29]	2008/09	Schwerpunktseminar Neuroökonomie [<i>Neuroeconomics</i>]	45	1.2	2
[30]	2009	Mikroökonomie I [<i>Microeconomics I</i>]	60	1.4	1
[31]	2009	Experimentelle Wirtschaftsforschung	45	1.2	2
[32]	2009/10	Managerial Economics ^c	60	n.a.	2
[33]	2010/11	Economic Theory ^c	30	4 out of 5 ^d	2
[34]	2010/11	Introductory Economic Psychology ^c	10	n.a.	1
[35]	2011	Behavioral and Experimental Economics ^c	45	1.8	Ph.D.
[36]	2011	Schlüsselqualifikationen [<i>Key qualifications</i>]	15	n.a.	1
[37]	2012	Mikroökonomie I [<i>Microeconomics I</i>]	60	1.5	1
[38]	2012/13	Advanced Microeconomics	30	1.6	2
[39]	2012/13	Behavioral Economics	30	1.4	Ph.D.
[40]	2013	Mikroökonomie I [<i>Microeconomics I</i>]	60	1.5	1
[41]	2013	Advanced Seminar: Bounded rationality	60	1.1	2
[42]	2013/14	Schwerpunktseminar Verhaltensökonomik [<i>Behavioral economics</i>]	60	1.1	1
[43]	2013/14	Behavioral Theory	10	n.a.	2
[44]	2014	Contest Theory and Experiments	30	1.3	2
[45]	2014	Individual Determinants of Labor Productivity	15	n.a.	2/PhD
[46]	2014/15	Mikroökonomie I [<i>Microeconomics I</i>]	60	1.3	1
[47]	2014/15	Empirical Gender Studies in Economics – Lecture	30	1.1	2/PhD
[48]	2014/15	Empirical Gender Studies in Economics – Tutorial	30	1.4	2/PhD
[49]	2015	Schwerpunktseminar Solving Social Dilemmas	60	1.4	1
[50]	2015	Behavioral and Experimental Economics	60	1.1	2/PhD
[51]	2015	Research Workshop Graduate School	30	n.a.	Ph.D.
[52]	2015	Individual Determinants of Labor Productivity	15	n.a.	Ph.D.
[53]	2015/16	Behavioral Economics: Bargaining Theory – Lecture and Tutorial	60	2.0	2/PhD
[54]	2016/17	Behavioral and Experimental Economics	60	1.1	2/PhD
[55]	2017	Bachelor Thesis Colloquium	15	n.a.	1
[56]	2017	Behavioral Economics: Risk and time preferences	30	1.0	2/PhD
[57]	2017/18	Schwerpunktseminar Moral Behavior	60	1.2	1
[58]	2017/18	Applied Behavioral Economics	30	n.a.	2

^a Teaching evaluations on a scale from 'Very Good (1)' to 'Insufficient (5)' [or (6)]. Rounded to one decimal.

^b SA = Studienabschnitt (1 = Grundstudium (1. Studienabschnitt, Bachelor); 2 = Hauptstudium (2. Studienabschnitt, Master); Ph.D. = Ph.D./Doctorate).

^c Taught in English.

^d Coded in reverse. "5" is best.

Courses [1] – [18] and [20] have been taught at the University of Innsbruck, course [19] at the University of Amsterdam, courses [21] – [32] as well as [35] – [57] at the University of Munich (partly at the Munich Graduate School of Economics), courses [33] and [34] at the University of East Anglia, course [58] at the University of Vienna.

Additional teaching: Bayerische Eliteakademie ("Vertrauensdozent LMU"), European Forum Alpbach, Management Center Innsbruck, Studienstiftung, University of Aarhus, University of Gothenburg, Queensland University of Technology, IMPRS Adapting Behavior in a Fundamentally Uncertain World, Executive Master PPW at LMU.