

AGNE KAJACKAITE

CONTACT INFORMATION

Berlin Social Science Center (WZB)
Reichpietschufer 50
D-10785 Berlin
Germany

Fon: +49-30-25491-412

Email: agne.kajackaite@wzb.eu

Private Homepage: <https://sites.google.com/site/agnekajackaite/>

ACADEMIC POSITIONS

Since 08/2017 Head of Research Group “Ethics and Behavioral Economics”, WZB, Berlin
07/2016 – 06/2017 Postdoctoral Researcher, University of Southern California, Department of Economics

RESEARCH INTERESTS

Behavioral Economics, Experimental Economics, Unethical Behavior, Incentives in Organizations

EDUCATION

10/2012-05/2016 PhD in Economics (summa cum laude), University of Cologne
10/2009-06/2012 Master of Science in Economics (with distinction), University of Cologne
09/2005-07/2009 Bachelor of Science in Economics, University of Vilnius

ACADEMIC VISITS

04-05/2019 University of Southern California; Rady School of Management, UCSD
08-09/2018 University of Southern California
04/2018 University of Southern California; Rady School of Management, UCSD
11/2015 Rady School of Management, UCSD
09/2014-03/2015 Rady School of Management, UCSD

PUBLICATIONS

Kajackaite, A. (2018). Lying about Luck versus Lying about Performance. *Journal of Economic Behavior & Organization*, 153, 194-199

Gneezy, U., Kajackaite, A., Sobel, J. (2018). Lying Aversion and the Size of the Lie. *American Economic Review*, 108(2), 419-453

Charness, G., Eckel, C. C., Gneezy, U., Kajackaite, A. (2018). Complexity in Risk Elicitation May Affect the Conclusions: A Demonstration Using Gender Differences. *Journal of Risk and Uncertainty*, 56(11), 1-17

Andersen, S., Gneezy, U., Marx, J., Kajackaite, A. (2018). Allowing for reflection time does not change behavior in Dictator and Cheating Games. *Journal of Economic Behavior & Organization*, 145, 24-33

Kajackaite, A. Sliwka, D. (2017). Social responsibility and incentives in the lab: Why do agents exert more effort when principals donate? *Journal of Economic Behavior & Organization*, 142, 482-493

Kajackaite, A., Gneezy, U. (2017). Incentives and cheating. *Games and Economic Behavior*, 102, 433-444

Kajackaite, A. (2015). If I close my eyes, nobody will get hurt. The effect of ignorance on performance in a real effort experiment. *Journal of Economic Behavior & Organization*, 116, 518-524

Kajackaite, A., Werner, P. (2015). The incentive effects of performance requirements – A real effort experiment. *Journal of Economic Psychology*, 49, 84-94

WORKING PAPERS

Poverty negates the impact of social norms on cheating (with Suparee Boonmanunt and Stephan Meier), *R&R at Psychological Science*

Battle for the Thermostat: Gender and the Effect of Temperature on Cognitive Performance (with Tom Chang), *R&R at Plos One*

Prosocial Managers, Employee Motivation, and Creation of Shareholder Value (with Dirk Sliwka), *submitted*

Lying Costs and Incentives (with Uri Gneezy), *previous job market paper, used for “Lying Aversion and the Size of the Lie” and “Incentives and Cheating”*

WORK IN PROGRESS

Lying to show off (with Kai Barron and Silvia Saccardo)

Lying in cheating games (with Uri Gneezy)

Incentive-based interventions (with Uri Gneezy and Stephan Meier)

INVITED TALKS AND TALKS AT CONFERENCES

2019: ESA Asia-Pacific Meeting, NYU Abu Dhabi, UAE; Luxembourg Institute of Socio-Economic Research, Luxembourg; Innsbruck Winter Summit - Un(Ethical) Behavior in Markets, Kühtai, Austria; Economic Science Institute, Chapman University, CA (scheduled); Workshop on Behavioral Taxation, Berlin, Germany (keynote, scheduled), University of Innsbruck, Austria (scheduled)

2018: Experiments in the Social Sciences (a video-conference seminar with audiences in EHESS Marseille, France; GREDEG, Université de Nice Sophia Antipolis, France; Institut Jean Nicod in Paris, France; and Università di Genova, Italy); The International Symposium in Experimental Economics, NYU Abu Dhabi, UAE; Masaryk University, Brno, Check Republic; GATE-LAB Lyon, France; University of Nottingham, UK; Max Planck Institute for Human Development, Berlin, Germany; Inaugural Baltic Economic Conference, Vilnius, Lithuania; ESA World Meeting, Berlin, Germany; GATE-LAB Lyon, France; Burgundy School of Business, Dijon, France; North-American

ESA Conference, Antigua, Guatemala, Max Planck Institute for Research on Collective Goods, Bonn, Germany, Martin Luther University of Halle-Wittenberg, Germany

2017: WZB, Berlin, Germany; UC Davis, CA; University of Copenhagen, Denmark

2016: ESA North American Meetings, Tucson, AZ; Claremont Graduate University, CA; University of Arizona, AZ; Walter Eucken Institute, Freiburg, Germany; University of Southern California, CA; University of Amsterdam, Netherlands; University of Essex, UK

2015: Caltech, CA; Rady School of Management, UC San Diego, CA; Maastricht University, Netherlands; ESA European Meetings, Heidelberg, Germany; PhD Workshop at NHH, Bergen, Norway; Rady visitors conference on Incentives and Behavior Change, Modica, Italy; CREED, University of Amsterdam, Netherlands

2014: UC Santa Barbara, CA; Rady School of Management, UC San Diego, CA; IMEBESS conference at Nuffield College, Oxford, UK

2013: AEW Workshop at LUISS, Rome, Italy

TEACHING

Fall 2018: Lecturer Business Ethics (Masters), Burgundy School of Business, Lyon

Spring 2018: Opening lecture in the course Introduction to Experimental and Behavioral Economics (Bachelor and Master), Masaryk University, Brno

Spring 2017: Lecturer Experimental Economics (Bachelor), University of Southern California, Los Angeles

Spring 2016, 2015, 2014, and 2013: TA Economics of Incentives in Organizations (Master and PhD), University of Cologne

Fall 2015: TA Strategic Human Resource Management (Master), University of Cologne

Fall 2013: TA Seminar on Corporate Development (Bachelor), University of Cologne

Summer 2013 - Summer 2016: Supervision of various Bachelor and Master Theses, University of Cologne

PHD STUDENTS

Main advisor for: Tilman Fries, Daniel Parra

Committee member for: Julien Benistant

AWARDS AND SCHOLARSHIPS

02/2018 Vldas Jurgutis Award granted by the Bank of Lithuania and Lithuanian Academy of Sciences

02/2016 Behavioral Economics Research Spearhead, University of Amsterdam; Funding for experimental research

11/2015 C-SEB Visitor Program Scholarship

05/2015 Behavioral Economics Research Spearhead, University of Amsterdam;

	Funding for experimental research
10/2012-09/2015	Full Scholarship for Ph.D. Studies granted by the Federal State NRW
11/2010	Dean's Award for outstanding academic achievement, University of Cologne
10/2009-04/2012	Mummert Scholarship for the Executives of Tomorrow from Central and South Eastern Europe: Full Scholarship for Master Studies (Robert Bosch Foundation)
09/2007-08/2008	DAAD ERP Scholarship for a year abroad

REFEREEING

American Economic Review, AEJ: Microeconomics, Econometrica, Economic Inquiry, Ethics & Behavior, European Economic Review, Experimental Economics, Games and Economic Behavior, International Review of Economics, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Economic Science Association, Journal of Economics & Business, Journal of Economics & Management Strategy, Journal of Public Economics, Judgment and Decision Making, Management Science, Psychological Science, Social Choice and Welfare