

CURRICULUM VITAE

Dorothea Kübler

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General

WZB Berlin Social Science Center
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Born 10th January 1966 in Tübingen, Germany
Two children born in 2000 and 2005

Research Interests

Behavioral and Experimental Economics, Game Theory, Market Design, Matching Markets, Labor and Organization Economics, Economics of Education

Current Academic Positions

since 2009 Director of the Research Unit "Market Behavior" at the WZB Berlin Social Science Center

since 2004 Full Professor of Economics at the Technische Universität Berlin

Education

2003 Habilitation and venia legendi in Economics, Humboldt-Universität zu Berlin

1997 Dr.rer.pol., Humboldt-Universität zu Berlin and RTG in Applied Microeconomics

1992 Diplomvolkswirt, Freie Universität Berlin

1989 Vordiplom in Economics and Philosophy, University of Konstanz

1985 – 1986 College of Arts and Sciences, University of Pennsylvania, Philadelphia
(Economics, Philosophy, Social Anthropology, Russian)

Previous Academic Positions and Extended Research Visits

- Aug. 2016. – Feb. 2017 Visiting Professor, Economics Department, Stanford University
- Sep. 2008 – Feb. 2009 Visiting Fellow at ELSE, University College London
- 2004 Associate Professor, Faculty of Economics and Management,
Technische Universität Berlin
- Sep. 2001 – May 2002 Visiting Scholar, Harvard Business School
- April 2000 – Dec. 2003 Post-doctoral Fellow at Humboldt-Universität zu Berlin
- Sep. 1999 – March 2000 Visiting Scholar at KSG, Harvard University, Cambridge
- Sep. 1997 – Aug. 1998 Research Fellow, University of California, Berkeley
- 1992 – 1997 Assistant, Humboldt-Universität zu Berlin, Institute for Economic Theory I
(Prof. Elmar Wolfstetter)
- May 1989 – Sep. 1989 Internship in the Ministry of Finance in Kigali, Ruanda, and in the Ministry
of Planning in Bujumbura, Burundi (economic advisors funded by the
GTZ – German development organization)

Research Grants and Scholarships

- since 2019 Principal investigator of the Excellence Cluster “Contestations of the
Liberal Script (SCRIPTS)”
- since 2018 Principal investigator of the research project “Market Design by Public
Authorities” with Vitali Gretschko, ZEW Mannheim (SAW project, Leibniz
Association)
- since 2017 Principal investigator of the research project “Education Decisions,
Market Design, and Student Outcomes” (CRC TRR 190 “Rationality and
Competition”), DFG (German Research Foundation)
- since 2015 Principal investigator of the research project “The Further-Deferred
Acceptance: Preference Formation and Peer Effects in University
Admissions” with Yinghua He (Toulouse School of Economics), DFG
(German Research Foundation) and ANR (Agence Nationale de
Recherche)
- 2012 - 2015 Principal investigator of the research project “Strategic interaction and
incentives for sustainable economic activity” (SFB 1026 “Sustainable
Manufacturing – Shaping Global Value Creation”), DFG (German
Research Foundation)
- 2011 - 2016 Principal investigator of the RTG 1659 "Interdependencies in the
regulation of markets", DFG (German Research Foundation)
- 2005 - 2016 Principal investigator of the research project “Strategic uncertainty in
experimental games” (SFB 649 “Economic Risk”), DFG (German
Research Foundation)
- May 1999 Research scholarship, Norwegian Research Council (NFR-Ruhrgas)
- Sep. 1998 – March 2000 Research scholarship (Habilitationstipendium),
Humboldt-Universität zu Berlin
- Sep. 1997 – Aug. 1998 Post-doc scholarship of the DAAD (Federal German Academic Exchange
Program)
- Summer 1993, 1994, 1996 Scholarship of the DFG (German Science Foundation) for the
International Summer Schools in Wallerfangen and Oberwesel
- March 1995 Research scholarship, Norwegian Research Council (NFR-Ruhrgas)

1985 – 1992 Stipend holder of the Studienstiftung des deutschen Volkes
(German Academic Scholarship Foundation)

Knowledge Transfer

- 2018 Presentation at the Federal Ministry of Labour and Social Affairs on “Behavioural Economics: Advances and Applications”
- Exkurs - Public Lecture organized by the German Science Foundation (DFG), “Studienplätze, Spendernieren, Lebenspartner: Wie funktionieren nicht-kommerzielle Märkte?”, Bavarian State Library Munich
- Comment on “Data-Driven Services, Online Advertisement, and Privacy” at the E.CA Competition Law & Economics Expert Forum
- Presentation at the art exhibition and conference “Watch your Bubble”, Berlin School of Mind and Brain and Einstein Stiftung Berlin
- 2017 Panel discussant at the conference “Paradoxes of consumer behaviour”, German Ministry of Justice
- 2014 Consultant for re-design of the online system for allocating time slots at German consulates, German Foreign Ministry
- 2014 Presentation at the CPDP Conference (invited by the JRC_IPTS of the European Commission), Panel on “Nudging internet citizens: Lessons from behavioral studies on online privacy”
- 2013 World Bank Workshop in preparation of the World Development Report 2015 “Mind and Culture” on Behavioral Economics
- since 2012 Cooperation with Stiftung für Hochschulzulassung (German centralized clearinghouse for university admissions)
- 2012 Invited lecture for members of workers’ councils, Bamberg
- 2012 “Nobel prize lecture” on Al Roth and Lloyd Shapley at Humboldt-Universität zu Berlin for the general public

Academic Service

- since 2017 Member of the Senate of the DFG (German Research Foundation)
- since 2017 Diversity Officer, Verein für Socialpolitik
- since 2015 Vice Chair of the Executive Board of the Einstein Stiftung Berlin
- 2014 External Rapporteur for the Max Planck Society (Evaluation of the Human Sciences Section, Research Field 3)
- since 2014 Member of the Prize Committee of the A.SK Social Science Award (chair since 2017)
- 2013 - 2017 Vice Chair of the Scientific Advisory Board of PIK (Potsdam Institut für Klimafolgenforschung)
- 2013 – 2016 Member of the Executive Board of ESA (Economic Science Association)
- 2011 - 2016 Member of the Review Board for Economics (Fachkollegium 112), DFG (German Research Foundation)
- 2011 - 2014 Member of the Board (Erweiterter Vorstand) of the Verein für Socialpolitik (German Economic Association)
- 2003 - 2014 Member of the Board and Co-founder of the BDPEMS (Berlin Doctoral Program in Economics and Management Science)

- 2007 – 2009 Member of the Advisory Board, WZB Berlin Social Science Center
- 2006 – 2009 Member of the Board of Trustees, DIW Berlin
- 2006 – 2011 Member of the Selection Committee of the Heinrich-Böll-Stiftung
- 2006 - 2010 Member of the Selection Committee of the Studienstiftung des deutschen Volkes

Editorial Services

- since 2018 Associate editor of *Management Science*
- since 2017 Member of the Editorial Board of *Social Sciences*
- since 2014 Associate editor of the *Journal of Economic Behavior and Organization*
- since 2010 Member of the Advisory Board and since 2014 of the Editorial Board of the Berlin Journal for Sociology *Leviathan*
- 2000 – 2007 Book review editor of the *Journal of Institutional and Theoretical Economics*

Other Academic Duties

- 2018 Member of the Program Committee of the ESA World Meeting, Berlin
Member of the Program Committee of the EEA (European Economic Association)
- since 2017 Liaison professor (Vertrauensdozentin) of the German Academic Scholarship Foundation (Studienstiftung des deutschen Volkes)
- 2017 Member of the Program Committee for ESEM (Econometric Society European Meeting)
- 2016 Member of the Program Committee for the ACM Conference on Economics and Computation EC'16
Member of the Program Committee for ESEM (Econometric Society European Meeting)
- since 2014 Mentor in the ESA Mentoring Program for Women, Leibniz Mentoring (since 2016), Mentoring Plus (2014-15), ProfIL Program
- 2014 Member of the Program Committee for ESEM (Econometric Society European Meeting)
- 2013 Member of the Organizing Committee of the Annual Conference of the Verein für Socialpolitik

Organization of Conferences and Workshops

- 2018 Gender Economics Workshop, DIW Berlin; ESA International Meeting, Berlin; ZEW Workshop on Market Design
- 2016 Matching Markets: Combining Theory and Applications (funded by DFG)
- 2015 Interdisciplinary Perspectives on Decision Making
Behavioural Foundations of Corruption and Unethical Behavior (funded by DFG)
- 2014 Designing Matching Markets (funded by DFG)
Expectations and Markets (with CIRPÉE)
Matching-in-Practice Workshop
- 2013 Ambiguity and Experimental Markets (with CIRPÉE)
- 2012 Formation and Elicitation of Beliefs in Experiments (with CIRPÉE)
- 2011 Econometric Methods using Experimental Data (with CIRPÉE)
- 2010 Biases in Markets (funded by VolkswagenStiftung)

PhD Students

- 2018 Pascal Baltes: Investment Banks and Underpricing: The Influence of Profit Sharing Agreements in a Two-Stage IPO Signalling Model
Lucien Frys: Three Essays in Market Design
Amma Serwaah-Panin: Experiments in Risk, Insurance, and Development
- 2017 André Schmelzer: Essays on Market Design and Regulation under Bounded Rationality
Johannes Leutgeb: Experiments in Competition, Cooperation, and Learning
- 2016 Rustamdjan Hakimov: Three Essays on Behavioral Market Design (main advisor)
Alexander Nesterov: Essays on Design and Regulation of Markets (main advisor)
Christian-Philipp Heller: Applications of Mechanism Design
- 2015 Min Zhu: Three Essays on Matching Mechanisms (GATE, Université de Lyon)
Marco Bade: Informationsbeschaffung bei Feedback aus Kursen und Underpricing
- 2014 Lieselotte Wagner: Three Essays on Communication in Signalling Games
- 2013 David Danz: Three Essays on Irrational Beliefs (main advisor)
René Knöchel: Investitionsentscheidung bei Externalitäten: Zur Beurteilung von Herdenverhalten
- 2012 Florian Artinger: Psychological mechanisms in strategic interaction under uncertainty
- 2010 Julia Schmid: Envy, Regret, and Reciprocity in Strategic Multiple-Agent Settings (main advisor)
Dietmar Fehr: Essays on Coordination, Trust, and Beliefs (main advisor)
Christoph March: A New Perspective on Social Learning
Christine Binzel: Three Essays in Development Microeconomics
- 2009 Martin Winter: Essays in Transport Modeling – Methodology and Case Studies
- 2008 Vanessa von Schlippenbach: Three Essays on Vertical Relations: One-Stop Shopping, Below-Cost Pricing, and Slotting Allowances
- 2007 Astrid Matthey: Essays in Risk (main advisor)
Lydia Mechtenberg: Three Essays in Public and Political Economics (main advisor)
Achim Czerny: Regulating Air Transport Markets
Andrea Gallice: Three Essays on Behavioral and Applied Game Theory, EUI Florence
- 2006 Veikko Thiele: Essays on Incongruent Preferences for Effort Allocations in Multi-Task Agency Relations
Reno Basner: Dividendensignalisierung und Kapitalstruktur

Invited Talks in Research Seminars

- 2018 University of Technology Sydney, University of Melbourne, NYU Abu Dhabi, Max Planck Institute for Collective Goods Bonn
- 2017 UC San Diego, UC Berkeley, UC Santa Barbara, University of Konstanz, University of Regensburg, University of Maastricht
- 2016 Stanford University, University of Michigan, University of Innsbruck, University of Southampton
- 2015 Max-Planck-Institute for Tax Law and Public Finance Munich, IfW Kiel, University of Cologne, NYU (New York University); GATE Lyon, Pompeu Fabra Barcelona
- 2014 University of Zurich

- 2013 University of Pittsburgh, University of Frankfurt, University of Freiburg, University of Göttingen, University of Hamburg, University of Birmingham, University of Cologne
- 2012 Università degli Studi di Milano-Bicocca
- 2011 LMU Munich, University of Konstanz, University of East Anglia, University of Heidelberg, Aarhus University, University of Düsseldorf DICE
- 2010 University of Innsbruck, Max Planck Institute for Human Development Berlin, European School of Management and Technology (ESMT) Berlin, Max Planck Institute for Economics Jena
- 2009 University of Cologne, Royal Holloway University of London
- 2008 University College London, WHU Vallendar, Max-Planck-Institute for Economics Jena
- 2007 University of Frankfurt, European University Institute Florence
- 2006 Max Planck Institute for Collective Goods Bonn, University of Heidelberg, Erasmus University Rotterdam
- 2004 CERGE-EI Prag, University of Zurich
- 2003 Max Planck Institute for Economics Jena
- 2002 University of Munich
- 2001 Harvard University, University of Magdeburg
- 2000 Free University Berlin
- 1999 Viadrina University of Frankfurt/Oder, University of Bergen
- 1998 University of Bielefeld, University of Bern
- 1997 University of Trier, WZB Berlin
- 1995 University of Bergen

Invited Talks at Conferences and Workshops

- 2018 Behavioral Decision-Making Workshop, Konstanz; Reinhard Selten Workshop Cologne; German Society for Operations Research Conference, Berlin (keynote)
- 2017 European Behavioral Economics Meeting (EBEM), CEU Budapest; WESSI NYU Workshop, Florence
- 2016 Stanford Institute for Theoretical Economics Summer Workshop (SITE) – Psychology and Economics
- 2015 Workshop in honour of Alvin Roth at the University of Exeter (UK)
- 2014 Stanford Institute for Theoretical Economics Summer Workshop (SITE) – Psychology and Economics
- 2013 Workshop on Incentives, Motivation and Cooperation, Stavanger; Singapore Economic Review Conference, Singapore
- 2012 ESEI Market Design Conference at CERGE-EI, Prag; Workshop “Experimental Research”, Abu Dhabi
- 2011 Workshop “Matching in Practice”, Budapest; Workshop “New Directions in Applied Microeconomics” (CalTech, NYU and Wash U), Florence; Workshop “Positive and Normative Aspects of Distributive Justice”, Bremen
- 2009 Spuren der Avantgarde: Theatrum Oeconomicum, Berlin
- 2008 Workshop on Behavioral Public Economics, Copenhagen
- 2007 European Summer Symposium in Economic Theory, Gerzensee
- 2005 First Annual IZA Workshop on Behavioral and Experimental Economics, Bonn

- 2004 Discussions Franco-allemandes dans la théorie économique du droit, Berlin;
Workshop on Social Economics, Edinburgh; CLEF Meeting, Zurich
- 2002 CESifo Venice Summer Institute "The Changing Organization of Labor", Venice
- 2000 VII. Travemünder Symposium zur ökonomischen Analyse des Rechts, Travemünde
- 1999 Workshop "Economics and Social Norms", Stockholm
- 1998 ESRC Conference "Decision Making in Theory and Practice", Oxford

Publications, Working Papers, and Current Projects

Articles in refereed journals

- 2018 Gender Discrimination in Hiring Across Occupations: A Nationally-Representative Vignette Study (with Julia Schmid and Robert Stüber), *Labour Economics*, 55, 215-229.
- Flipping a Coin: Evidence from University Applications (with Nadja Dwenger and Georg Weizsäcker), *Journal of Public Economics*, 167, 240-250.
- Self-Confidence and Unraveling in Matching Markets (with Marie Pierre-Dagnies and Rustamdjan Hakimov), *Management Science* (forthcoming).
- College Admissions with Entrance Exams: Centralized versus Decentralized (with Isa E. Hafalir, Rustamdjan Hakimov, and Morimitsu Kurino), *Journal of Economic Theory*, 176, 886-934.
- 2017 Clean Up Your Own Mess: An Experimental Study of Moral Responsibility and Efficiency (with Michael Jakob, Jan Christoph Steckel and Roel van Veldhuizen), *Journal of Public Economics*: 155, 138-146.
- Depth of Reasoning and Information Revelation: An Experiment on the Distribution of k-Levels (with Volker Benndorf and Hans-Theo Normann), *International Game Theory Review*, 19(4).
- 2015 The Willingness to Pay-Willingness to accept Gap: A Failed Replication of Plott and Zeiler (with Dietmar Fehr and Rustamdjan Hakimov), *European Economic Review*: 78, 120–128.
- Privacy Concerns, Voluntary Disclosure of Information, and Unraveling: An Experiment (with Volker Benndorf and Hans-Theo Normann), *European Economic Review*: 75: 43–59.
- On the Failure of Hindsight-biased Principals to Delegate Optimally (with David Danz, Lydia Mechtenberg, and Julia Schmid), *Management Science* 61(8): 1938-1958.
- 2014 Implementing Quotas in University Admissions: An Experimental Analysis (with Sebastian Braun, Nadja Dwenger, and Alexander Westkamp), *Games and Economic Behavior* 85: 232-251.
- Why Votes have Value: Instrumental Voting with Overconfidence and Overestimation of Others' Errors (with Ingolf Dittmann, Ernst Maug, and Lydia Mechtenberg), *Games and Economic Behavior* 84: 17-38.
- 2013 Price versus Privacy: An Experiment into the Competitive Advantage of Collecting Less Personal Information (with Sören Preibusch and Alastair R. Beresford), *Electronic Commerce Research* 13(4): 423-455.
- 2012 Social Norms and Economic Incentives in Firms (with Steffen Huck and Jörgen Weibull), *Journal of Economic Behavior and Organization* 83(2): 173-185.
- Unwillingness to Pay for Privacy: A Field Experiment (with Alastair R. Beresford and Sören Preibusch), *Economics Letters* 117: 25-27, 2012.
- Information and Beliefs in a Repeated Normal-form Game (with David Danz and Dietmar Fehr), *Experimental Economics* 15(4): 622-640, 2012.
- 2011 Gender Differences in Team Work and Team Competition (with Radosveta Ivanova-Stenzel), *Journal of Economic Psychology* 32: 797-808, 2011.

- 2010 Telling the Truth May Not Pay Off: An Empirical Study of Centralized University Admissions in Germany (with Sebastian Braun and Nadja Dwenger), *The B.E. Journal of Economic Analysis & Policy (Advances)* 10(1): Article 22, 2010.
- 2008 Job Market Signaling and Screening: An Experimental Comparison (with Wieland Müller and Hans-Theo Normann), *Games and Economic Behavior* 64: 219-236, 2008.
- 2005 Are Longer Cascades More Stable? (with Georg Weizsäcker), *Journal of the European Economic Association* 3: 330-339, 2005.
- Compensating the Cooperators: Is Sorting in the Prisoner's Dilemma Possible? (with Iris Bohnet), *Journal of Economic Behaviour and Organization* 56: 61-76, 2005.
- 2004 Limited Depth of Reasoning and Failure of Cascade Formation in the Laboratory (with Georg Weizsäcker), *Review of Economic Studies* 71: 425-442, 2004.
Reprinted in: Enrica Carbone and Chris Starmer (eds.), *New Developments in Experimental Economics – The International Library of Critical Writings*, Edward Elgar: Cheltenham, 2007.
Also reprinted in: Abdolkarim Sadrieh and Joachim Weimann (eds.), *Experimental Economics in Germany, Austria and Switzerland – A Collection of Papers in Honor of Reinhard Tietz*, Metropolis: Marburg, 2008.
- 2003 Long-Term Work Contracts versus Sequential Spot Markets: Experimental Evidence on Firm-Specific Investment (with Vital Anderhub and Manfred Königstein), *Labour Economics* 10: 407-425, 2003.
- Information Cascades in the Labor Market (with Georg Weizsäcker), *Journal of Economics* 80: 211-229, 2003.
- 2002 Simultaneous and Sequential Price Competition on Heterogeneous Duopoly Markets: Experimental Evidence (with Wieland Müller), *International Journal of Industrial Organization* 20: 1437-1460, 2002.
- General Training and Information Costs: Who Benefits from Flexible Workers? *Metroeconomica* 53: 290-314, 2002.
- 2001 On the Regulation of Social Norms, *Journal of Law, Economics, and Organization* 17: 449-476, 2001.
- 2000 Social Pressure, Uncertainty and Cooperation (with Steffen Huck), *Economics of Governance* 1: 199-212, 2000.
- Rationales Herdenverhalten und Stigma der Arbeitslosigkeit: Soziales Lernen bei Einstellungsentscheidungen, *Industrielle Beziehungen (Industrial Relations)* 7: 368-384, 2000.
- 1999 Coexistence of Public and Private Job Agencies: Screening with Heterogeneous Institutions? *Public Choice* 101: 85-107, 1999.
- 1997 Auctioning Off Labor Contracts: Legal Restrictions Reconsidered, *International Review of Law and Economics* 17: 63-74, 1997.

Other publications

- 2016 Sustainable Urban Mobility through the Perspective of Overcompliance (with Mehmet Çağrı Köse, Jón Garðar Steingrímsson, Julia Schmid, Roel van Veldhuizen, and Günther Seliger). *Procedia CIRP*, Vol. 40, Special Issue "13th Global Conference on Sustainable Manufacturing. Decoupling Growth from Resource Use", edited by Günther Seliger/Holger Kohl/Jürgen Mallon, S. 312-317.

- 2012 Stabile Allokationen und Matching-Märkte. Zum Nobelpreis an Lloyd S. Shapley und Alvin E. Roth, *Wirtschaftsdienst* 2012/12, 843-847, 2012.
- 2011 Hochschulzulassungen in Deutschland: Wem hilft die Reform durch das "Dialogorientierte Serviceverfahren?" (with Frank Hüber), *Perspektiven der Wirtschaftspolitik* 12(4): 430-444, 2011.
- 2008 Marktliberalismus, in: Stefan Gosepath, Wilfried Hinsch, and Beate Rössler (eds.), *Handbuch der Politischen Philosophie und Sozialphilosophie*, de Gruyter: Berlin/New York, 2008.
- 2007 Zur Einführung: Recht und Sozialwissenschaften – Herausforderungen und Chancen der Verhaltensökonomie (with Friedrich Kübler), *Kritische Vierteljahresschrift für Gesetzgebung und Rechtswissenschaft* 90(1/2): 94-103, 2007.
- 2001 Investitionsanreize bei kurzfristigen Verträgen: Karrieresorgen und firmenspezifisches Humankapital, in: Claus Ott and Hans-Bernd Schäfer (eds.), *Ökonomische Analyse des Arbeitsrechts*, Mohr Siebeck: Tübingen, 244-271, 2001.
- 1997 *Three Essays on Adverse Selection and Labor Contracts*, Shaker Verlag: Aachen, 1997.
- 1990 Moralökonomie versus Mikroökonomie: Zwei Erklärungsansätze bäuerlichen Wirtschaftens im Vergleich, in: Marin Trenk and Dieter Weiss (eds.), *Das Arabische Buch*, Verlagsgesellschaft: Berlin, 1990.

Working papers

- 2018 How Lotteries in School Choice Help to Level the Playing Field (with Christian Basteck and Bettina Klaus), Discussion Paper SP II 2018, WZB Berlin Social Science Center
- 2015 Take Your Time to Grow. A Field Experiment on the Hiring of Youths in Germany (with Julia Schmid), Discussion Paper SP II 2015-205, WZB Berlin Social Science Center.
- 2012 Do Legal Standards Affect Ethical Concerns of Consumers? An Experiment on Minimum Wages (with David Danz and Dirk Engelmann), Working Paper 12-3, University of Mannheim, 2012.
- 2010 Experimental Practices in Economics: Performativity and the Creation of Phenomena, Discussion Paper SP II 2010-201, WZB Berlin Social Science Center, 2010, forthcoming in: *Traces of the Avant-Garde: Theatrum oeconomicum*, de Gruyter.