

## Curriculum Vitae – Dr. Peter Werner

### Personal Details:

Date of birth: 10 May 1977

Marital status: married, two daughters

### Contact Details:

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### Current and Previous Positions:

10/2011- today Post-Doctoral Researcher and Managing Director, DFG Research Unit “Design and Behavior – Economic Engineering of Firms and Markets” (FOR 1371)  
10/2010- 03/2011 Visiting Researcher, Smeal College of Business, Pennsylvania State University (Prof. G. Bolton)  
03/2010- 09/2011 Senior Researcher, Department of Economics, University of Cologne, Chair Prof. A. Ockenfels  
10/2005- 02/2010 Research Associate, Department of Economics, University of Cologne, Chair Prof. A. Ockenfels

### Education:

10/2005- 12/2009 Ph.D. student in Economics, University of Cologne, thesis “Behavioral Economics and Agency Problems: Empirical Studies”  
10/1999- 08/2005 Studies in Economics (degree: Diplom-Volkswirt), University of Cologne and Stockholm School of Economics

### Fields of Interest:

- Behavioral and Experimental Economics
- Economic Design of Organizations and Markets
- Personnel Economics

## **Publications:**

- Bonus Payments and Reference Point Violations, *Management Science*, forthcoming (with Axel Ockenfels and Dirk Sliwka).
- Surprising Gifts: Theory and Laboratory Evidence, *Journal of Economic Theory*, forthcoming (with Kiryl Khalmetski and Axel Ockenfels).
- The Influence of Potential on Wages and Effort, *Experimental Economics*, forthcoming (with Gary Bolton).
- The Incentive Effects of Performance Requirements - A Real Effort Experiment, *Journal of Economic Psychology*, 2015, 49, 84-94 (with Agne Kajackaite).
- Timing of Kindness - Evidence from a Field Experiment, *Journal of Economic Behavior & Organization*, 2015, 111, 79-87 (with Axel Ockenfels and Dirk Sliwka).
- Beliefs and Ingroup Favoritism, *Journal of Economic Behavior & Organization*, 2014, 108, 453-462 (with Axel Ockenfels).
- Scale Manipulation in Dictator Games, *Journal of Economic Behavior & Organization*, 2014, 97, 138-142 (with Axel Ockenfels).
- 'Hiding Behind a Small Cake' in a Newspaper Dictator Game. *Journal of Economic Behavior & Organization*, 2012, 82, 82-85 (with Axel Ockenfels).
- The Dynamic Interplay of Inequality and Trust - An Experimental Study. *Journal of Economic Behavior & Organization*, 2012, 81, 355-365 (with Ben Greiner and Axel Ockenfels).
- Wages, Inequity and Questions about Incentive Schemes. *The Oxford Handbook of Economic Conflict Resolution*, edited by Gary Bolton and Rachel Croson (Oxford University Press), 2012, 108-119.
- Wage Transparency and Performance: A Real-Effort Experiment, *Economics Letters*, 2011, 111, 236-238 (with Ben Greiner and Axel Ockenfels).

## **Working papers:**

- Bid Pooling in Multi-Unit Dutch Auctions - An Experimental Investigation, 2014 (with Alexander Rasch, Achim Wambach and Philippe Gillen).
- How To Distribute Wage Increases Over Time? An Experimental Study, 2014 (with Dirk Sliwka).
- Leveraging Social Relationships and Wage Transparency in a Profit Sharing Game, 2014 (with Gary Bolton and Axel Ockenfels).
- The Dynamics of Cooperation in Group Lending - A Microfinance Experiment, 2011.

## **Presentations:**

- 2015: Düsseldorf (Seminar)
- 2014: Hamburg (Verein für Socialpolitik), Köln (Colloquium on Personnel Economics), Rotterdam (Tinbergen Institute, Seminar), Toulouse (EEA)
- 2013: Düsseldorf (Verein für Socialpolitik), Maastricht (MBEES), Paderborn (Seminar), Zürich (ESA)
- 2012: Göttingen (Verein für Socialpolitik), Karlsruhe (GfW), Köln (ESA), Maastricht (MBEES), New York (ESA)
- 2011: Frankfurt (Verein für Socialpolitik), Maastricht (MBEES)
- 2010: Kiel (Verein für Socialpolitik), Luxemburg (GfW), Mannheim (ZEW Seminar), Venice (CESifo Summer Institute 'Behavioral Welfare Economics')

- 2009: Bonn (Seminar), Dortmund (Seminar), Edinburgh (ESA Conference on Relativity, Inequality and Public Policy), Essen (GfeW), Granada (5th International Meeting on Behavioral and Experimental Economics), Magdeburg (Verein für Socialpolitik)
- 2008: Copenhagen (3rd Nordic Conference on Behavioral and Experimental Economics), Göttingen (6th EUDN PhD Seminar), Lille (XIII Spring Meeting of Young Economists)
- 2007: Rome (ESA World Meeting)

**Referee activities:**

Economica, Economics Letters, Games, Industrial and Labor Relations Review, International Review of Economics, Jahrbücher für Nationalökonomie und Statistik (Journal of Economics and Statistics), Journal of Behavioral and Experimental Economics, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Law, Economics, & Organization, Journal of the European Economic Association, Management Science

**Teaching experience:**

- Lecture courses in Experimental Economics and Game Theory
- Tutorials for lecture courses in Competition Theory and Policy, Experimental Economics, Industrial Economics, Introductory Microeconomics, and Managerial Economics
- Seminar courses: Project Seminar Experimental Economics, Seminar ‘Negotiation Theory and Research’, Seminar ‘How to Price’, Seminar ‘Markets with Imperfect Competition’, Seminar ‘Time, Self-Control and Patience in Behavioral Economics’