

## Curriculum Vitae (1 January 2016)

Prof. Dr. **Matthias Sutter**

University of Cologne  
Chair in Economics: Design and Behavior  
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University of Innsbruck (part-time)  
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**Date / Place of Birth:** 7. October 1968 in Hard, Austria  
**Nationality:** Austrian  
**Marital Status:** married, two daughters

### Education at the University of Innsbruck

05/2002	Economics, Habilitation (Venia legendi)
03/1996 – 03/1999	Economics, Doctorate (Dr. rer. soc. oec.; with distinction)
10/1992 – 01/1996	Economics, Master (Mag. rer. soc. oec.; with distinction)
09/1991 – 07/1993	Minor in Human Communication and Psychology
03/1988 – 01/1993	Roman Catholic Theology, Master (Mag. theol.; with distinction)

### Employment and Affiliations

Since 01/2015	Full Professor (Excellence Chair in Economics: Design and Behavior), University of Cologne
Since 10/2006	Full Professor of Experimental Economics, University of Innsbruck (from 09/2013 – 12/2014 on leave; from 01/2015 part-time)
09/2013 – 12/2014	Full Professor of Applied Economics, European University Institute EUI, Florence
07/2013 – 12/2014	Member of the International Faculty (part-time position), Department of Economics, University of Cologne
Since 10/2011	Research Fellow. CESifo Munich.
07/2007 – 06/2013	Part-time Professor, Department of Economics, University of Gothenburg
Since 07/2007	Research Fellow. Institute for the Study of Labor – IZA Bonn.
10/2005 – 09/2006	Full Professor (substitute), Department of Economics, University of Cologne
10/2003 – 09/2005	Research Group Leader (C3-Professor), Max Planck Institute of Economics Jena
10/2002 – 09/2003	Associate Professor, Institute of Public Economics, University of Innsbruck
02/1999 – 09/2002	Assistant Professor, Institute of Public Economics, University of Innsbruck
02/1998 – 01/1999	Research and Teaching Assistant, Institute of Public Economics, University of Innsbruck
01/1997 – 01/1998	Research and Teaching Assistant, Institute of Public Economics, Vienna University of Economics and Business Administration
05/1995 – 03/1996	Student Assistant, Institute of Public Economics, University of Innsbruck

## Research Visits

04/2005	University of Zurich, Institute for Empirical Research in Economics (Prof. Dr. Ernst Fehr)
11/2000 – 01/2001	Humboldt-University Berlin, Institute of Economic Theory III (Prof. Dr. Werner Güth)

## Distinctions

2015	Ranked 6 <sup>th</sup> among 3,600 German-speaking economists in the Handelsblatt-Ranking of “Most productive economists 2011-2015”.
2015	Shortlisted for “Communicator-Preis” of the German Science Foundation
2013	Ranked 2 <sup>nd</sup> among 2,400 German-speaking economists in the Handelsblatt-Ranking of “Most productive economists 2009-2013”.
Since 07/2013	Honorary Visiting Professor, School of Business, Economics and Law, University of Gothenburg
Since 07/2013	Member of the International Academic Advisory Council of the School of Business, Economics and Law, University of Gothenburg
Since 02/2013	Member of the International Advisory Board of the graduate program “Evidence-based economics” of the University of Munich
Since 11/2012	Member of the Advisory Board of the Science of Philanthropy Initiative at University of Chicago ( <a href="http://www.spihub.org/">http://www.spihub.org/</a> )
2012	Nominated by the Austrian daily newspaper “Die Presse” as one of five candidates for “Austrian of the Year” in the category “Science”
2008 and 2009	Program committee member. Annual Meeting of European Economic Association
10/2007 – 06/2009	Member of the Scientific advisory board of the Courant Research Center “Evolution of Social Behaviour”. University of Göttingen
01/2005 – 12/2006	General secretary of the Austrian Economic Association
Since 2004	Board member of Austrian Economic Association

## Awards

2015	Exeter Prize for Research in Experimental Economics, Decision Theory and Behavioral Economics.
2009	Science Prize of the State of Tyrol
2009	Honorary Prize of Stiftung Südtiroler Sparkasse (South Tyrolean Savings and Loan Bank)
2008	Honorary Prize of the State of Vorarlberg
2004	Oberbank-Science-Prize Linz
2004	Prize of the Duchy of Liechtenstein for scientific research at the University of Innsbruck
2003	Prize of the City of Innsbruck for scientific research at the University of Innsbruck
2001	Dr. Otto Seibert Honorary Prize for Scientific Publications
2000	Franz-Weninger-Award, Austrian National Bank
1999	Science Prize of the Tiroler Sparkasse (Tyrolean Savings and Loan Bank)
1998 and 2000	NÖG-Award for best paper of young economist at the annual meeting of the Austrian Economic Association
1996	Prize of the Ministry of Science for outstanding Master-degree

## Grants (in total over 2 Million Euro)

2012 – 2015	Austrian Central Bank (Jubiläumsfonds): Project “Rock, scissors, paper – Economic experiments on strategic behavior in kindergarten and primary school”
2010 – 2015	Austrian Science Foundation (FWF): Project „Competition and gender”
2011 – 2015	Australian Research Council (ARC): Project “Honesty and efficiency in the provision of expert services: Doctors and other experts as participants in economic experiments” (with Uwe Dulleck and Rudolf Kerschbamer)
2010 – 2013	South Tyrolean Science Foundation: Project “Cooperation, coordination and competition”
2009 – 2012	Sparkling Science Project (Austrian Federal Ministry of Science): Project “Gender and competition”
2008 – 2013	Austrian Science Foundation (FWF): Project „Credence goods markets – Theory and experiments” (with Rudolf Kerschbamer and Uwe Dulleck)
2007 – 2010	Austrian Central Bank (Jubiläumsfonds): Project „Studying homo oeconomicus in his youth “
2004 – 2005	German Science Foundation (DFG) – Special Research Area SFB580: Subproject B7 „Strategic interaction on labor markets“ (with Werner Güth)
2003 – 2006	Austrian Science Foundation (FWF): Project „Experimental Studies on Group versus Individual Decision Making – The Economics of the Decision Maker”
2002 – 2007	Center of Experimental Economics at the University of Innsbruck
2000 – 2004	Austrian Central Bank (Jubiläumsfonds): Project „Endogenous Institutional Choice in Social Dilemma Situations“

## Teaching

### University of Cologne

PhD-level	- Advanced Experimental Economics
Master level	- Experimental Economics
Graduate level	- Game Theory
	- Competition and Markets
	- Seminar on Team Decision Making
	- Experimental Economics
Undergraduate level	- Introductory Microeconomics

### European University Institute

PhD-level	- Experimental Economics
	- Behavioral Economics
	- Game Theory

### Norwegian School of Business NHH Bergen

PhD-level	- Experimental Economics (Fall 2015)
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### University of Göteborg

PhD-level	- Behavioral and Experimental Economics
Master level	- Public Economics (parts of the course)
	- Health Economics (small part of the course)

## University of Innsbruck

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|---------------------|---------------------------------|
| PhD-level           | - Experimental Economics        |
| Graduate level      | - Public Economics              |
|                     | - Competition policy and theory |
|                     | - Managerial economics          |
|                     | - Experimental economics        |
| Undergraduate level | - Ethics in Business            |
|                     | - Introductory Microeconomics   |
|                     | - Introductory Macroeconomics   |
|                     | - Introductory Public Economics |

## Vienna University of Economics and Teaching Administration

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|----------------|---|
| Graduate level | - Fiscal federalism in Germany, Austria and Switzerland |
|                | - European Integration and the Public Sector            |

## PhD-supervisor or Committee member for defence

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|-----------------------|--|
| ongoing               | Claudia Zoller, Matthias Praxmarer, Anna Untertrifaller, Patrick Bernau (all University of Cologne)  |
| 2015                  | Manuela Oberauer (1 <sup>st</sup> supervisor; University of Innsbruck), Tanja Hörtnagl and Matthias Stefan (both University of Innsbruck – committee member), Manuel Grieder (University of Lausanne – committee member) |
| 2014                  | Silvia Angerer, Philipp Lergetporer (both University of Innsbruck), Julian Conrads (University of Cologne – Committee member)  |
| 2013                  | Christoph Haselmaier, Florian Lindner, Jeroen Nieboer (University of Nottingham – Committee member)  |
| 2012                  | Michael Trausnitz  |
| 2011                  | Adrian Beck, Sigbjörn Birkeland (NHH Bergen – committee member)  |
| 2010                  | Daniela Rützler, Kristoffer Eriksen (University of Stavanger – Committee member)   |
| 2009                  | Simon Czermak, Nadja Trhal (University of Cologne – Committee member), Jean-Pierre Dargnies (University of Paris I Pantheon/Sorbonne – Committee member)   |
| 2007                  | Florian Wakolbinger, Ganna Pogrebna, Robert Jiro Netzer, Wolfgang Höchtel  |
| 2006                  | Stefan Haigner, Wolfgang Luhan   |
| 2004                  | Sabine Strauß, Verena Waldner  |
| Postdocs (since 2007) | Stefania Bortolotti, Felix Kölle, Stephan Kroll, Francesco Feri, Jianying Qiu, Glenn Dutcher, Loukas Balafoutas, Fernanda Rivas, Marcela Ibanez, Levent Yilmaz, Simon Czermak  |

## Administration

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|--------------|--|
| EUI Florence | - Member of the Appeals Committee (2014) |
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- University of Innsbruck
- Head of Department of Public Finance at the University of Innsbruck (2011-2013)
  - Speaker of Research Platform “Empirical and Experimental Economics” at the University of Innsbruck (2010-2013)
  - Speaker of the Research Center “Experimental Economics and Applied Game Theory” at the University of Innsbruck (2008-2013)
  - Member of the Ethics Committee of the University of Innsbruck (2010-2013)
  - Dean of Studies at the Faculty of Economics (2008-2009)
  - Member (substitute) of the Senate of the University of Innsbruck (2009-2013)
  - Organizer of research seminar in economics (1999-2003)
  - Member of hiring committees: Chair in Empirical Finance (2008); Chair in Experimental Economics (2008); Chair in Microeconometrics (2008); Chair in Institutional Economics (2008), Chair in Public Finance (2011).
  - External reviewer for Chair on Microeconomics (University of Munich; January 2012)
  - Reviewer for the German Science Foundation’s Excellence Initiative, Panel G14 for Social Sciences (December 2011).

### **Organization of conferences**

- European Workshop on Experimental and Behavioral Economics – Cologne 3.-4.6.2016
- Workshop “Gender and Competition” – Innsbruck 18.-20.5.2011
- Economic Science Association – Regional Meeting Europe – Innsbruck 17.-20.9.2009
- European Science Foundation Exploratory Workshop on Team Decision Making in Economics – Innsbruck 4.-6.12.2008
- European Workshop on Experimental and Behavioral Economics – Innsbruck 3.-4.12.2008
- International Conference on Economics and Psychology of Football. Meeting 2008 (29-30 May)
- Austrian Economic Association (Nationalökonomische Gesellschaft) – Annual Meeting 2005
- German Economic Association (Verein für Socialpolitik) – Annual Meeting 2002

## Publications

### What I consider my top 10 publications

- [1] Charness, G., Feri, F., Melendez-Jimenez, M., Sutter, M. (2014), Experimental Games on Networks: Underpinnings of Behavior and Equilibrium Selection. *Econometrica* 82(5): 1615-1670.
- [2] Balafoutas, L., Beck, A., Kerschbamer, R., Sutter, M. (2013), What drives taxi drivers? A field experiment on fraud in a market for credence goods. *Review of Economic Studies* 80(3): 876-891.
- [3] Sutter, M., Kocher, M., Rützler, D., Trautmann, S. (2013), Impatience and uncertainty: Experimental decisions predict adolescents' field behavior. *American Economic Review* 103(1): 510-531.
- [4] Balafoutas, L., Sutter, M. (2012), Affirmative action policies promote women and do not harm efficiency in the lab. *Science* 335(6068): 579-582.
- [5] Dulleck, U., Kerschbamer, R., Sutter, M. (2011), The economics of credence goods: On the role of liability, verifiability, reputation and competition. *American Economic Review* 101(2): 526-555.
- [6] 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.
- [7] Feri, F., Irlenbusch, B., Sutter, M. (2010), Efficiency gains from team-based coordination – Large-scale experimental evidence. *American Economic Review* 100(4): 1892-1912.
- [8] Sutter, M. (2009), Individual behavior and group membership: Comment. *American Economic Review* 99(5): 2247-2257.
- [9] Sutter, M., Kocher, M. (2007), Trust and trustworthiness across different age groups. *Games and Economic Behavior* 59(2): 364-382.
- [10] Kocher, M., Sutter, M. (2005), The decision maker matters. Individual versus team behavior in experimental beauty-contest games. *The Economic Journal* 115: 200-223.

### Publications in refereed journals (other than top 10)

- [11] Kirchler, M., Huber, J., Stefan, M., Sutter, M. (2015), Market design and moral behavior. *Management Science*, forthcoming.
- [12] Kerschbamer, R., Sutter, M., Dulleck, U. (2015), How social preferences shape incentives in (experimental) markets for credence goods. *Economic Journal*, forthcoming.
- [13] Huber, J., Kirchler, M., Kleinlercher, D., Sutter, M. (2015), Market vs. Residence Principle: Experimental Evidence on the Effects of a Financial Transaction Tax. *Economic Journal*, forthcoming.
- [14] Balafoutas, L., Kerschbamer, R., Sutter, M. (2015), Second degree moral hazard in a credence goods market. *Economic Journal*, forthcoming.
- [15] Sutter, M., Glätzle-Rützler, Balafoutas, L., Czermak, S. (2015), Canceling out early age gender differences in competition - an analysis of policy interventions. *Experimental Economics*, forthcoming.
- [16] Angerer, S., Lergetporer, P., Glätzle-Rützler, Sutter, M. (2015), How to measure time preferences in children – A comparison of two methods. *Journal of the Economic Science Association* 1: 158-169.
- [17] Dutcher, G., Balafoutas, L., Lindner, F., Ryvkin, D., Sutter, M. (2015), Strive to be first or avoid being last: An experiment on relative performance incentives. *Games and Economic Behavior* 94: 39-56.

- [18] Sutter, M., Yilmaz, L., Oberauer, M. (2015), Delay of gratification and the role of defaults - An experiment with kindergarten children. *Economics Letters* 137: 21-24.
- [19] Balafoutas, L., Beck, A., Kerschbamer, R., Sutter, M. (2015), The hidden costs of tax evasion – Collaborative tax evasion in markets for expert services. *Journal of Public Economics* 129: 14-25.
- [20] Sutter, M., Glätzle-Rützler, D. (2015), Gender differences in the willingness to compete emerge early in life and persist. *Management Science* 61(10): 2339-2354.
- [21] Angerer, S., Glätzle-Rützler, D., Lergetporer, P., Sutter, M. (2015), Donations, risk attitudes and time preferences: A study on altruism in primary school children. *Journal of Economic Behavior and Organization* 115: 67-74.
- [22] Volz, K., Vogeley, K., Tittgemeyer, M., von Cramon, Y., Sutter, M. (2015), The neural basis of deception in strategic interactions. *Frontiers in Behavioral Neuroscience* 9, Article 27 (February 2015).
- [23] Glätzle-Rützler, D., Sutter, M., Zeileis, A. (2015), No myopic loss aversion in adolescents? An experimental note. *Journal of Economic Behavior and Organization* 111: 169-176.
- [24] Beck, A., Kerschbamer, R., Qiu, J., Sutter, M. (2014), Car mechanics in the lab – Investigating the behavior of real experts on experimental markets for credence goods. *Journal of Economic Behavior and Organization* 108: 166-173.
- [25] Lergetporer, P., Angerer, S., Glätzle-Rützler, D., Sutter, M. (2014), Third party punishment increases cooperation in children through (misaligned) expectations and conditional cooperation. *PNAS – Proceedings of the National Academy of Sciences* 111(19): 6916-6921.
- [26] Eric van Damme, E., Binmore, K. G., Roth, A. E., Samuelson, L., Winter, E., Bolton, G. E., Ockenfels, A., Dufwenberg, M., Kirchsteiger, G., Gneezy, U., Kocher, M. G., Sutter, M., Sanfey, A. G., Kliemt, H., Selten, R., Nagel, R., Azar, O. H. (2014), How Werner Güth's ultimatum game shaped our understanding of social behavior. *Journal of Economic Behavior and Organization* 108: 292-318.
- [27] Balafoutas, L., Kerschbamer, R., Kocher, M., Sutter, M. (2014), Revealed distributional preferences: Individuals vs. teams. *Journal of Economic Behavior and Organization*, 108: 319-330.
- [28] Kocher, M., Sutter, M., Wakolbinger, F. (2014), Social learning in beauty-contest games. *Southern Economic Journal* 80(1): 586-613.
- [29] Sutter, M., Czermak, S., Feri, F. (2013), Strategic sophistication of individuals and teams. Experimental evidence. *European Economic Review* 64: 395-410.
- [30] Fehr, E., Glätzle-Rützler, D., Sutter, M. (2013), The development of egalitarianism, altruism, spite and parochialism in childhood and adolescence. *European Economic Review* 64: 369-383.
- [31] Albrecht, K., Volz, K., Sutter, M., von Cramon, Y. (2013), What do I want and when do I want it: Brain correlates of decisions made for self and other. *PLoS ONE* 8(8): e73531. doi:10.1371/journal.pone.0073531.
- [32] Lindner, F., Sutter, M. (2013), Level-k reasoning and time pressure in the 11-20 money request game. *Economics Letters* 120(3): 542-545.
- [33] Beck, A., Kerschbamer, R., Qiu, J., Sutter, M. (2013), Shaping beliefs in experimental markets for expert services: Guilt aversion and the impact of promises and money-burning options. *Games and Economic Behavior* 81: 145-164.
- [34] Balafoutas, L., Kocher, M., Putterman, L., Sutter, M. (2013), Equality, equity and incentives: An experiment. *European Economic Review* 60: 32-51.
- [35] Kocher, M., Pogrebna, G., Sutter, M. (2013), Other-regarding preferences and leadership styles. *Journal of Economic Behavior and Organization* 88: 109-132. <http://dx.doi.org/10.1016/j.jebo.2013.01.004>.

- [36] Carlsson, F., Martinsson, P., Qin, P., Sutter, M. (2013), The influence of spouses on household decision making under risk: An experiment in rural China. *Experimental Economics* 16(3): 383-403.
- [37] Maciejovsky, B., Sutter, M., Budescu, D., Bernau, P. (2013), Teams make you smarter: How exposure to teams improves individual decisions in probability and reasoning tasks. *Management Science* 59(6): 1255-1270.
- [38] Carlsson, F., He, H., Martinsson, P., Qin, P., Sutter, M. (2012), Household decision making in rural China: Using experiments to estimate the influences of spouses. *Journal of Economic Behavior and Organization* 84(2): 525-536.
- [39] Charness, G., Sutter, M. (2012), Groups make better self-interested decisions. *Journal of Economic Perspectives* 26(3): 157-176.
- [40] Balafoutas, L., Lindner, F., Sutter, M. (2012), Sabotage in tournaments: Evidence from a natural experiment. *Kyklos* 65(4): 425-441.
- [41] He, H., Martinsson, P., Sutter, M. (2012), Group decision making under risk. An experiment with student couples. *Economics Letters* 117(3): 691-693.
- [42] Kocher, M., Lenz, M. V., Sutter, M. (2012), Psychological pressure in competitive environments: New evidence from randomized natural experiments. *Management Science* 58(8): 1585-1591.
- [43] Goette, L., Huffman, D., Meier, S., Sutter, M. (2012), Competition between organizational groups: Its impact on altruistic and anti-social motivations. *Management Science* 58(5): 948-960.
- [44] Sutter, M., Huber, J., Kirchler, M. (2012), Bubbles and information. An experiment. *Management Science* 58(2): 384-393.
- [45] Balafoutas, L., Kerschbamer, R., Sutter, M. (2012), Distributional preferences and competitive behavior. *Journal of Economic Behavior and Organization* 83(1): 125-135.
- [46] Rivas, M. F., Sutter, M. (2011), The benefits of voluntary leadership in experimental public goods games. *Economics Letters* 112(2): 176-178.
- [47] Martinsson, P., Nordblom, K., Rützler, D., Sutter, M. (2011), Social preferences during childhood and the role of gender and age – An experiment in Austria and Sweden. *Economics Letters* 110(3): 248-251.
- [48] Albrecht, K., Volz, K., Sutter, M., Laibson, D., von Cramon, Y. (2011), What is for me is not for you: Brain correlates of intertemporal choice for self and other. *SCAN – Social Cognitive and Affective Neuroscience* 6(2): 218-225.
- [49] Hanke, M., Huber, J., Kirchler, M., Sutter, M. (2010), The economic consequences of a Tobin tax – An experimental analysis. *Journal of Economic Behavior and Organization* 74(1): 58-71.
- [50] Sutter, M., Bosman, R., Kocher, M., van Winden, F. (2009), Gender pairing and bargaining – Beware the same sex!. *Experimental Economics* 12: 318-331.
- [51] Bayer, R., Sutter, M. (2009), The excess burden of tax evasion – An experimental detection-concealment contest. *European Economic Review* 53: 527-543.
- [52] Sutter, M., Kocher, M., Strauß, S. (2009), Individuals and teams in auctions. *Oxford Economic Papers* 61(2): 380-394.
- [53] Fellner, G., Sutter, M. (2009), Causes, consequences and cures of myopic loss aversion – An experimental investigation. *The Economic Journal* 119: 900-916.
- [54] Sutter, M., Strassmair, C. (2009), Communication, cooperation and collusion in team tournaments – An experimental study. *Games and Economic Behavior* 66(1): 506-525.
- [55] Luhan, W., Kocher, M., Sutter, M. (2009), Group polarization in the team dictator game reconsidered. *Experimental Economics* 12: 26-41.
- [56] Ibanez, M., Czermak, S., Sutter, M. (2009), Searching for a better deal – On the influence of team decision making, time pressure and gender. *Journal of Economic Psychology* 30(1): 1-10.



- [57] Sutter, M. (2009), Deception through telling the truth?! Experimental evidence from individuals and teams. *The Economic Journal* 119: 47-60.
- [58] Kocher, M., Cherry, T., Kroll, S., Netzer, J., Sutter, M. (2008), Conditional cooperation on three continents. *Economics Letters* 101: 175-178.
- [59] Bahrs, E., Kroll, S., Sutter, M. (2008), Trading agricultural payment entitlements: An experimental investigation of bilateral negotiations. *American Journal of Agricultural Economics* 90: 1201-1207.
- [60] Schwierien, C., Sutter, M. (2008), Trust in cooperation or ability? An experimental study on gender differences. *Economics Letters* 99: 494-497.
- [61] Davies, J., Kocher, M., Sutter, M. (2008), Economics research in Canada: A long-run assessment of journal publications. *Canadian Journal of Economics* 41: 22-45.
- [62] Huber, J., Kirchler, M., Sutter, M. (2008), Is more information always better? Experimental financial markets with cumulative information. *Journal of Economic Behavior and Organization* 65: 86-104.
- [63] Güth, W., Levati, M. V., Sutter, M., van der Heijden, E. (2007), Leading by example with and without exclusion power in voluntary contribution experiments. *Journal of Public Economics* 91: 1023-1042.
- [64] Güth, W., Schmidt, C., Sutter, M. (2007), Bargaining outside the lab – A newspaper experiment of a three-person ultimatum game. *The Economic Journal* 117(518): 449-469.
- [65] Levati, M. V., Sutter, M., van der Heijden, E. (2007), Leading by example in public goods experiments with heterogeneity and incomplete information. *Journal of Conflict Resolution* 51: 793-818.
- [66] 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: 646-657.
- [67] Sutter, M. (2007), Are teams prone to myopic loss aversion? An experimental study on individual versus team investment behavior. *Economics Letters* 97: 128-132.
- [68] Sutter, M. (2007), Outcomes versus intentions. On the nature of fair behavior and its development with age. *Journal of Economic Psychology* 28: 69-78.
- [69] Kocher, M., Sutter, M. (2007), Individual versus group behavior and the role of the decision making procedure in gift-exchange experiments. *Empirica* 34: 63-88.
- [70] 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.
- [71] Irlenbusch, B., Sutter, M. (2006), An experimental analysis of voting in the stability and growth pact in EMU. *Public Choice* 129: 417-434.
- [72] Sutter, M. (2006), Endogenous versus exogenous allocation of prizes in teams – Theory and experimental evidence. *Labour Economics* 13: 519-549.
- [73] Kocher, M., Sutter, M. (2006), Time is money – Time pressure, incentives, and the quality of decision making. *Journal of Economic Behavior and Organization* 61: 375-392.
- [74] Güth, W., Sutter, M., Verbon, H. (2006), Voluntary versus compulsory solidarity – Theory and experiment. *JITE – Journal of Institutional and Theoretical Economics* 162: 347-363.
- [75] Kocher, M., Luptacik, M., Sutter, M. (2006), Measuring productivity of research in economics. A cross-country study using DEA. *Socio-Economic Planning Sciences* 40: 314-332.
- [76] Huber, J., Kirchler, M., Sutter, M. (2006), Vom Nutzen zusätzlicher Information auf Märkten mit unterschiedlich informierten Händlern – Eine experimentelle Studie. *zfbf – Zeitschrift für betriebswirtschaftliche Forschung* 58: 188-211.
- [77] Margreiter, M., Sutter, M., Dittrich, D. (2005), Individual and collective choice and voting in common pool resource problem with heterogeneous actors. *Environmental and Resource Economics* 32: 241-271.

- [78] Sutter, M. (2005), Are four heads better than two? An experimental beauty-contest game with teams of different size. *Economics Letters* 88: 41-46.
- [79] Bosman, R., Sutter, M., van Winden, F. (2005), The impact of real effort and emotions in power-to-take experiments. *Journal of Economic Psychology* 26: 407-429.
- [80] Güth, W., Strauß, S., Sutter, M. (2005), Tax evasion and state productivity – An experimental study. *Metroeconomica* 56: 85-100.
- [81] Sutter, M., Weck-Hannemann, H. (2004), An experimental test of the public-goods crowding-out hypothesis when taxation is endogenous. *Finanzarchiv* 60: 94-110.
- [82] Haas, D., Kocher, M., Sutter, M. (2004), Measuring efficiency of German football teams by Data Envelopment Analysis. *Central European Journal of Operations Research* 12: 251-268.
- [83] Sutter, M., Kocher, M. (2004), Favoritism of agents – The case of referees' home bias. *Journal of Economic Psychology* 25: 461-469.
- [84] Sutter, M., Kocher, M. (2004), Patterns of co-authorship among economics departments in the U.S.. *Applied Economics* 36: 327-333.
- [85] Sutter, M., Kocher, M., Strauß, S. (2003), Bargaining under time pressure in an experimental ultimatum game. *Economics Letters* 81: 341-347.
- [86] Irlenbusch, B., Leopold-Wildburger, U., Schütze, J., Sutter, M. (2003), Voting in EMU - An experimental study on institutional innovation and the role of communication in the Stability and Growth Pact. *Journal of Common Market Studies* 41: 645-664.
- [87] Sutter, M. (2003), The political economy of fiscal policy - An experimental study on the strategic use of deficits. *Public Choice* 116: 313-332.
- [88] 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: 333-350.
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### Presentation of papers

**Keynote and plenary speaker:** • CESifo area conference on Employment and Social Protection, Munich, 14.-15.5.2015 • 20th Coalition Theory Network Workshop. Venice, 19.-20.3.2015 • German Association of Experimental Economists (Gesellschaft für Experimentelle Wirtschaftsforschung), Annual Meeting Passau, 22.-14.9.2014 • Behavioral Operations Confernece, Young Scholars Workshop, University of Cologne, 12.-14.6.2014 • 46. FIW-Symposium: Herausforderungen für die Wettbewerbsordnung – Kartellrecht zwischen Industriepolitik und Verbraucherschutz. Innsbruck, 13.-15.2.2013 • Latsis Symposium Economics on the Move. ETH Zürich 12.9.2012 • Swiss New Marketing Forum 2012. Zürcher Hochschule für Angewandte Wissenschaften 12.9.2012 • Gendermarathon at the University of Graz, 13.6.2012 • 22. Peter Kaiser Vortrag – Liechtenstein-Institut BERN 21.10.2011 • ESA European Meeting Luxemburg 14.-17.9.2011 • Workshop on Behavioral and Experimental Economics, University of Florence 29.-30.4.2011 • THE Winterschool, University of Hohenheim 10.-11.12.2010 • TIBER Symposium on Economics and Psychology Tilburg University 27.8.2010 • Decision and Time. Catholic University of Milano. 30.6.2009 • Klagenfurter Stadtgespräche, Karl-Popper Foundation. Klagenfurt, 25.6.2009 • The Economic Child – Behavioral Economics and Game Theory with Children. University of Milano-Bicocca. 20.1.2009 • European Forum Alpbach – Tyrol Day. 17.8.2008 • International Conference on Economics and Psychology of Football. University of Mannheim. 2.6.2006.

**Conferences:** • American Economic Association 2010 • CESifo Meeting in Behavioural Economics 2011, 2012, 2013, 2014, 2015 • Arne Ryde Symposium (U Lund) 2000, 2007 • Econometric Society, European Meeting 2002 • Economic Science Association, European Meeting 1999, 2000, 2003 World Meeting 2001, 2004, 2007 ASSA-Sessions 2010 North American Meeting 2011 • European Economic Association 2002 • European Public Choice Society 1998, 1999, 2000 • European Science Foundation Exploratory Workshop on Team decision making 2008 (Innsbruck) • European Workshop in Experimental and Behavioral Economics (EWEBE) 2007 (Lyon), 2008 (Innsbruck), 2009 (Barcelona), 2014 (London) • Game Theory Society World Meeting 2004 • Gesellschaft für Experimentelle Wirtschaftsforschung 1999, 2000 • International Atlantic Economic Society 1999 • International Institute for Public Finance 2001 • Jahrestagung für Neue Politische Ökonomie 2000, 2001 • Nationalökonomische Gesellschaft 1998, 1999, 2000, 2002, 2004 • Royal Economic Society 2001, 2004 • Symposium on Psychology and Economics (U Tilburg) 2003, 2005 • Verein für Socialpolitik 1998, 1999, 2002, 2004, 2006 • Verein für Socialpolitik, Bildungsökonomischer Ausschuss 2002, 2003 • Verein für Socialpolitik, Sozialwissenschaftlicher Ausschuss 2002, 2004 • Zeuthen Workshop on Behavioural Economics (U Copenhagen) 2002

**Universities and research institutions:** • EIEF Rome 2014 • Harvard University 2011, 2013 • Helsinki School of Economics 2015 • Humboldt-U Berlin 2000 • INSEAD/Fontainebleau 2012 • IZA Bonn 2007, 2013 • London School of Economics (LSE) 2009 • Max Planck Institute of Economics Jena 2002, 2003, 2007, 2008, 2010, 2014 • Max Planck Institute of Tax Law Munich 2013 • Medical University Innsbruck 2015 • NHH Bergen 2010, 2015 • Oxford University 2015 • U Amsterdam 2000, 2006 • U Antwerp (UFSIA) 1999 • U Bicocca Milan 2014 • U Bielefeld 2000 • U Bocconi Milan 2014 • U Bologna 2014 • U Bonn 2015 • U

California San Diego 2010 • U California Santa Barbara 2010 • U Chicago 2011 • U Copenhagen (Business School) 2012 • U Erfurt 2005, 2010 • U Frankfurt/Main 2003 • U Gothenburg 2012 • U Göttingen 2009 • U Graz 2014 • U Halle/Saale 2003 • U Hamburg 2015 • U Hannover 2006 • U Heidelberg 2005, 2015 • U Innsbruck 2005 • Medical U Innsbruck 2008 • U Köln 2005, 2011 • U Konstanz 2011 • U Lausanne 2014 • U Linz 2003 • U London Royal Holloway 2015 • U Lund 2008 • U Lyon 2011 • U Maastricht 2006 • U Magdeburg 2004 • U Mainz 2015 • U Munich 1999, 2008, 2015 • U Newcastle 2015 • U Paderborn 2009 • U Paris I Pantheon/Sorbonne 2009 • U Pittsburgh 2011 • U Prague (CERGE-EI) 2007 • U Siena 2014 • U St. Gallen 2003 • U Stavanger 2009 • U Tilburg 2001 • U Trier 2015 • U Tucson (Arizona) 2010 • U Vienna 2008 • Bauhaus-U Weimar 2005 • U York 2011 • U Zürich 2004, 2005 • Vienna U of Economics and Business Administration 2008 • Warwick Business School (U Warwick) 2015 • Wissenschaftszentrum (WZB) Berlin 2004, 2012 • Yale University 2013 • Österreichische Nationalbank 2000, 2003 • Liechtenstein-Institut 2004

**Transfer:** • Vorarlberger Landesregierung Bregenz 2015 • Daimler Financial Services Stuttgart 2015 • Ringvorlesung Universität Heidelberg 2015 • Alpenbank Bozen 2015 • Zürcher Kantonalbank 2015 • Frontier Economics Düsseldorf 2015 • Service Space Wien 2015 • Faros Consulting Wien 2015 • Wirtschaftskammer Oberösterreich 2015 • Bergbahnen Mayerhofen 2015 • ISKA Nürnberg 2015 • SMP Consultancy 2015 in Köln, Frankfurt, Hamburg, Stuttgart, Munich • Behavioral Economics Academy. Gottlieb Duttweiler Institut Rüschlikon/Zürich 2014, 2015, 2016 • European Parliament. Policy Department C. Citizens' rights and constitutional affairs. Bruxelles. 2013 • Mediengipfel am Arlberg. Lech am Arlberg 2013, 2015 • 5. Security & Risk-Management Kongress. Waidhofen an der Ybbs 2013 • Gottlieb Duttweiler Institute. Food for Thought. Rüschlikon/Zürich 2013 • Treffpunkt Martini 2012. Einladung des Vorarlberger Landeshauptmanns Wallner. Bregenz 2012 • Tiroler Wirtschaftskammer Vortragsreihe 2012 • Capvis Campus Zürich 2011 • Erste Bank 2010 • SEB Bank Frankfurt 2009 • Raiffeisen Capital Management Vortragsreihe 2008

### **Editor**

- Management Science – Associate Editor (since 07/2011)
- European Economic Review – Associate Editor (since 10/2012)
- Economics Letters – Associate Editor (since 09/2014)
- Journal of Economic Psychology (2006-2010)
- Management Science – Associate Editor for the Special Issue on Behavioral Economics and Finance (2010/2011)

### **Guest Editor for a journal**

- Guest editor in the Journal of Economic Psychology for a special issue on “The Economics and Psychology of Football” (Volume 31, Issue 2, April 2010)

### **Member of Editorial Board**

- Experimental Economics (since 07/2009)
- Journal of the Economic Science Association (since 07/2014)

### **Refereeing**

American Economic Journal: Microeconomics • American Economic Review (22) • American Journal of Political Science • American Political Science Review • Annales d'Economie et des Statistiques • AXA Research Fund • B.E. Journal of Economic Analysis and Policy • British Journal of Cancer • Central European Journal of Operations Research • Cognition (2) •

Computers and Operations Research • Developmental Science • Econometrica (3) • Economic Inquiry (5) • Economic Journal (20) • Economica (5) • Economics Letters (20) • Empirica • Empirical Economics • European Economic Review (2) • European Integration Online Papers • European Journal of Developmental Psychology (2) • European Journal of Political Economy (2) • European Journal of Social Psychology • European Psychologist • Evolution and Human Behavior (4) • Experimental Economics (42) • Finanzarchiv • Games and Economic Behavior (27) • German Economic Review • Infant and Child Development • International Journal of Industrial Organization • International Tax and Public Finance • Journal of Conflict Resolution (3) • Journal of Economic Behavior and Organization (19) • Journal of Economic Psychology (14) • Journal of Economics and Management Strategy (3) • Journal of Empirical Legal Studies • Journal of Experimental Child Psychology (5) • Journal of Human Resources • Journal of Institutional and Theoretical Economics (2) • Journal of Law, Economics, and Organization • Journal of Politics • Journal of Population Economics (2) • Journal of Public Economic Theory (2) • Journal of Public Economics (13) • Journal of Sports Economics (2) • Journal of Sports Sciences • Journal of Theoretical Politics (2) • Journal of the European Economic Association (5) • Labour Economics (3) • Management Science (9) • Managerial and Decision Economics (3) • Max Planck Society – ARCHES award • National Tax Journal • Nature (11) • Organizational Behavior and Human Decision Processes (4) • Perspektiven der Wirtschaftspolitik • PLoS ONE – Public Library of Science (4) • PNAS – Proceedings of the National Academy of Sciences (10) • Psychological Science (3) • Psychology and Aging (2) • Public Choice (13) • Quarterly Journal of Economics (8) • Quarterly Journal of Experimental Psychology • Review of Economic Studies (28) • Review of Economics and Statistics (4) • SCAN – Social Cognitive and Affective Neuroscience • Scandinavian Journal of Economics (3) • Science • Scientific Reports • Scottish Journal of Political Economy • Social Choice and Welfare (2) • Southern Economic Journal • Austrian National Bank (Jubiläumsfonds) (3) • AXA Research Fund • British Academy • Dutch Science Foundation • European Economic Association (Annual Meeting, 2) • European Science Foundation (ESF – permanent referee) • German Science Foundation (DFG) • National Science Foundation (NSF) (7) • Nationalökonomische Gesellschaft (NÖG) • Österreichische Akademie der Wissenschaften • Union der Deutschen Akademien der Wissenschaften • Verband Deutscher Rentenversicherungsträger • Verein für Socialpolitik (Annual Meeting, 4)

#### Scientific program committee member

- The Economic Child – Behavioral Economics and Game Theory with Children. University of Milano-Bicocca. 19-20 January 2009.
- Economic Science Association – Regional Meeting Europe 2009.
- European Economic Association – Annual Meeting 2009.
- European Economic Association – Annual Meeting 2008.
- Economics and Psychology of Football – International Conference in Innsbruck 2008 (chairman).
- Nationalökonomische Gesellschaft – Annual Meeting 2005.

#### Contributions to newspapers and electronic media

- Der junge Homo Oeconomicus. Geduldige Kinder sind als Erwachsene erfolgreicher. *Neue Zürcher Zeitung*. 19. November 2014.
- Gut gegen Finanzblasen: Insiderhandel statt Transparenz. *Tagesanzeiger*, 12. March 2012. <http://blog.tagesanzeiger.ch/publiblog/index.php/135/gut-gegen-finanzblasen-insiderhandel-statt-transparenz/>
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- Diskriminierung: Warum Schiedsrichter oft ungerecht sind (mit Martin Kocher). *ORF On Science*, 27. May 2003. (<http://science.orf.at/science/news/77006>)
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