

# Prof. Dr. Sebastian Kube

## Personal

### Information

- Date of Birth: March 6<sup>th</sup>, 1978
- Place of Birth: Bonn, Germany

## Education

2002-2007 University of Karlsruhe Karlsruhe

### **Dr. rer. pol. (Doctorate in Economics)**

- Final Grade: ‚Mit Auszeichnung‘ (summa cum laude)
- Thesis ‚Homo Oeconomicus vs. Homo Aequus – Experimental Investigations of Social Preferences‘, supervised by Prof. Dr. Clemens Puppe, Prof. Dr. Reinhard Selten, and Prof. Dr. Christof Weinhardt

1997-2002 University of Bonn Bonn

### **Diplom-Volkswirt (diploma in Economics)**

- Final Grade: ‚Sehr Gut‘ (excellent, A)
- Diploma Thesis ‚Experimental Investigation of a Currency Union‘ supervised by Prof. Dr. Reinhard Selten

## Professional Experience

since 2009 University of Bonn Bonn

### **Professor for Behavioral Economics**

- Vice Director of the BonnEconLab

since 2007 Max Planck Institute Bonn

### **Senior Research Fellow**

- Research group of Prof. Engel at the Max Planck Institute for Research on Collective Goods

since 2010 Center for Economics & Neuroscience Bonn

### **Affiliated researcher**

2003-2007 Department of Economics Karlsruhe

### **Research and Teaching Assistant**

- PhD - Studies

2003-2006 Project funded by the DFG Bonn

### **Affiliated Researcher**

- “Experimental Investigation of a Currency Union”, project funded by the DFG (German Research Association) under the direction of Prof. Dr. Reinhard Selten and Prof. Dr. Jürgen von Hagen

2002-2003 Centre for European Integration Studies Bonn

### **Research Assistant**

- continued working on the Currency Union – project
- application for this project

2002-2003

Project funded by the BMBF

Bonn

### Research Assistant

- “SURVIVE”, a project about traffic control in North Rhine-Westphalia funded by the German Federal Ministry of Education and Research (BMBF)

## Publications

**The interaction of legal and social norm enforcement.** (with Christian Traxler)  
(forthcoming) *Journal of Public Economic Theory*

**Treating Equals Unequally – Incentives, Motivation and Production Technology in Teams.** (with Sebastian Goerg and Ro'i Zultan)  
(forthcoming) *Journal of Labor Economics*

**When Equality is Unfair – Reciprocity and Payment Modes in a Principal-Multi-Agent Experiment.** (with Johannes Abeler, Steffen Altman and Matthias Wibral).  
(forthcoming) *Journal of the European Economic Association*

**Leading with(out) sacrifice? A Public-Goods Experiment with a Privileged Player.** (with Andreas Glöckner, Bernd Irlenbusch, Andreas Nicklisch and Hans-Theo Normann)  
(forthcoming) *Economic Inquiry*

**Two are better than One! Individuals' Contributions to “Unpacked” Public Goods.** (with Michele Bernasconi, Luca Corazzini and Michel André Maréchal).  
(2009) *Economics Letters*, Vol. 104(1), 31-33.

**(When and How) Do Voters Try to Manipulate? Experimental Evidence from Borda Elections** (with Clemens Puppe).  
(2009) *Public Choice*, Vol. 139 (1), 39-52

**Behavioural Finance meets Experimental Macroeconomics – On the Determinants of Currency Trade Decisions** (with Johannes Kaiser).  
(2009) *Journal of Behavioral Finance*, Vol. 10 (1), 44-54.

**Experimental Evidence on the Benefits of Eliminating Exchange Rate Uncertainties** (with Reinhard Selten, Jürgen von Hagen and Robin Pope).  
(2008) *Indian Journal of Economics and Business*, Vol. 7 (1), 1-31.

**Experiments and Simulations on Day-to-Day Route Choice-Behaviour** (with Reinhard Selten, Michael Schreckenberg, Thomas Pitz and Thorsten Chmura).  
(2007) *Games and Economic Behavior*, Vol. 58 (2), 394-406.

**Testing (Beliefs about) Social Preferences : Evidence from an Experimental Coordination Game** (with Clemens Puppe, Thomas Pitz and Thorsten Chmura).  
(2005) *Economics Letters*, Vol. 88 (2), 214-220.

Selten, Reinhard, Michael Schreckenberg, Sebastian Kube et al. (2004):  
**Experimental Investigation of Day-to-Day Route-Choice Behaviour and Network Simulations of Autobahn Traffic in North Rhine-Westphalia**,  
in: *Human Behaviour and Traffic Networks*, M.Schreckenberg, R.Selten (eds.),  
Berlin-Heidelberg-New York : Springer Verlag.

## Working Papers

**Choosing Your Object of Benevolence: A Field Experiment on Donation Options**  
(with Bodo Aretz)

**The benefits of latent payback in social dilemmas**  
(with Andreas Glöckner and Andreas Nicklisch)

**On Probation – An experimental analysis**

(with Christoph Engel, Heike Hennig-Schmidt and Bernd Irlenbusch)

**Elections and Deceptions**

(with Luca Corazzini and Michel André Maréchal)

**Do Wage Cuts Damage Work Morale? Evidence from a Natural Field Experiment**

(with Clemens Puppe and Michel André Maréchal)

**The Currency of Reciprocity– Cash, Perks and Workers’ Motivation in the Field.**

(with Clemens Puppe and Michel André Maréchal)

**Current Projects**

- What triggers conditional cooperation? (with Luca Corazzini and Ro'i Zultan)
- Unpacked Public Goods (with Luca Corazzini, Kirsten Häger, Bodo Aretz and Georg von Heusinger)
- Legal Sanctions vs Self Governance (with Christian Traxler)
- Communication under incomplete contracts (with Marco Kleine)
- Incentive Reversal (with Eyal Winter, Ro'i Zultan, and Esteban Khor)
- Broken (and fixed) windows in the lab (with Christoph Engel and Michael Kurschilgen)
- Endogenous work goals (with Sebastian Goerg)

**Teaching**

WS 03/04 Seminar: Fair Division and Collective Welfare

SS 04 Seminar: Experimental Social Choice Theory

WS 04/05 teaching assistant: Undergraduate Microeconomics

SS 05 Seminar: Principal-Agent models: Theory and Experiments

WS 05/06 Seminar: Empirical relevance of selected Social Choice problems

WS 05/06 teaching assistant: Undergraduate Microeconomics

SS 06 Seminar: Suggested Retail Price

WS 06/07 Seminar: Reciprocity

SS 09 Seminar: Behavioral Public Choice

SS 09 lecture: Experimental Economics

SS 09 PhD topics course: Experimental Economics

WS 09/10 lecture: Introductory Microeconomics

WS 09/10 Seminar: Experimental Economics

WS 09/10 PhD topics course: Empirical Economics

SS 10 Seminar: Happiness and Economics

SS 10 lecture: Experimental Economics

SS 10 PhD topics course: Management and Applied Microeconomics

Supervision of diploma, bachelor, master and PhD theses

## Miscellaneous

Referee for *American Economic Review*, *Journal of Economic Behavior and Organization*, *Games and Economic Behavior*, *Scandinavian Journal of Economics*, *Social Choice and Welfare*, *Experimental Economics*, *Journal of Economic Psychology*, *BuR Business Research*;

- Awarded the Heinz-Sauermann Price for Experimental Economics 2002/03
- Short-Term Research Grant of the Minerva Society 2007
- Center for Economics and Neuroscience Research Fellow since 2010
- IZA Research Fellow since 2008
- Listed in the 24<sup>th</sup> edition of Marquis' *Who's Who in the World*
- Mannheim Empirical Research Summer School,  
in Mannheim 2004
- Jena Summer School on Bounded Rationality in Economics and Psychology,  
in Jena 2005
- Presentation at the World Congress of the Econometric Society,  
in London 2005
- Workshop on Behavioral Public Economics,  
in Copenhagen 2005
- Presentation at Asia-Pacific Meeting of the Economic Science Association,  
in Hong Kong 2006
- Workshop on Organizational Incentives and Experimental Economics,  
in Melbourne 2006
- Presentation at the European Meeting of the Econometric Society,  
in Vienna 2006
- Presentation at the ESA European Regional Meeting,  
in Nottingham 2006
- Presentation at the Max-Planck-Institute,  
in Bonn 2006
- Reciprocity: Theories and Facts,  
in Milan – Bicocca 2007
- Presentation at the 1<sup>st</sup> World Meeting of the Public Choice Society,  
in Amsterdam 2007

- Presentation at the Economic Research Seminar, University of Karlsruhe,  
in Karlsruhe 2007
- Presentation at the World Meeting of the Economic Science Association,  
in Rome 2007
- Presentation at the European Meeting of the Econometric Society,  
in Budapest 2007
- Presentation at the Economic Brown Bag Seminar, University of Innsbruck,  
in Innsbruck 2007
- Presentation at the School of Education at the Hebrew University,  
in Jerusalem 2007
- Presentation at the Frey/Frey/Engel research seminar,  
in Zurich 2007
- Presentation at Asia-Pacific Meeting of the Economic Science Association,  
in Singapore 2008
- Presentation at the Experimental Research Seminar,  
in Bonn 2008
- Presentation at the Public Economic Theory Meeting,  
in Seoul 2008
- Attendance to the Nobel Laureate Meeting in Economics,  
in Lindau 2008
- Workshop “When incentives Backfire – Theory meets Practice”  
in London 2009
- Workshop on Experimental Economics at the 71. Economists’ Meeting  
in Nürnberg 2009
- Workshop “Genes, Brains and the Labor Market” at the IZA  
in Bonn 2009

## References

- Prof. Christoph Engel, Max-Planck-Institute for Research on Collective Goods  
(email: engel@coll.mpg.de)
- Prof. Armin Falk, University of Bonn  
(email: armin.falk@uni-bonn.de)
- Prof. Clemens Puppe, University of Karlsruhe  
(email: puppe@wior.uka.de)
- Prof. Reinhard Selten, University of Bonn  
(email: rselten@uni-bonn.de)