

# Georg Kirchsteiger

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## Current Position

2004 – today Professor of Microeconomics at the European Center for Advanced Research in Economics and Statistics (ECARES), Université libre de Bruxelles

## Other Affiliations

2014 – today Affiliate Faculty of the Vienna Center for Experimental Economics  
2005 – today Research Fellow of the Centre for Economic Policy Research (CEPR)  
2004 – today Research Fellow of the CESifo Research Network

## Past Positions

2002 – 2004 Professor of Public Economics at the University of Maastricht  
1997 – 2002 Associate Professor at the University of Vienna  
1997 – 1999 TMR Fellow at the CentER for Economic Research, Tilburg University  
1993 – 1997 Assistant Professor at the University of Vienna

## Education

1997 Habilitation in Economics, University of Vienna  
1993 PhD in Economics, University of Vienna  
1990 Master in Economics, University of Vienna

## Fields of Research

Behavioral Economics  
Experimental Economics  
Game Theory  
Industrial Economics

## Publications

Repeated interaction and its impact on cooperation and surplus allocation - an experimental analysis (with S. di Guida, T. Han, T. Lenaerts, and I. Zisis), forthcoming in *Games*

Timing uncertainty in collective risk dilemmas encourages group reciprocation and polarization (with E. Domingos, J. Grujić, J. Burguillo, F. Santos, and Tom Lenaerts), *iScience*, Vol. 23/12, December 2020; DOI: 10.1016/j.isci.2020.101752

Modelling Kindness (with M. Dufwenberg), *Journal of Economic Behavior & Organization*, Vol. 167, November 2019, 228-234; DOI: 10.1016/j.jebo.2018.07.014

Assignment procedure biases in randomized policy experiments (with G. Aldashev and A. Sebald), *Economic Journal*, Vol.127, June 2017, 873–895; DOI: 10.1111/ecoj.12321

Market selection by boundedly-rational traders under constant returns to scale (with C. Alós-Ferrer), *Economic Letters*, Vol. 153, 2017, 51-53; DOI: 10.1016/j.econlet.2017.02.008

Suspiciously timed trade disputes (with P. Conconi, D. DeRemer, L. Trimarchi, and M. Zanardi), *Journal of International Economics*, Vol. 105, March 2017, 57-75; DOI: 10.1016/j.jinteco.2016.12.001

Limited farsightedness in network formation (with M. Mantovani, A. Mauleon, and Vincent Vannetelbosch), *Journal of Economic Behavior & Organization*, Vol. 128, August 2016, 97-120; DOI: 10.1016/j.jebo.2016.05.016

Generosity motivated by acceptance - evolutionary analysis of an anticipation game (with I. Zisis, S. Di Guida, The Anh Han, and T. Lenaerts), *Scientific Reports*, Vol. 5, December 2015, article number 18076; DOI: 10.1038/srep18076

Learning and market clearing: Theory and experiments (with C. Alós-Ferrer), *Economic Theory*, Vol. 60(2), October 2015, 203-241; DOI: 10.1007/s00199-015-0885-8

Loss aversion and consumption choice: Theory and experimental evidence (with H. Karle and M. Peitz), *American Economic Journal: Microeconomics*, Vol. 7(2), May 2015, 101–120; DOI: 10.1257/mic.20130104

Reciprocity and the ultimatum game (with M. Dufwenberg), in: How Werner Güth's ultimatum game shaped our understanding of social behavior (E. van Damme et al.), *Journal of Economic Behavior & Organization*, Vol 108, December 2014, 292-314; DOI: 10.1016/j.jebo.2014.10.014

Other-regarding preferences in general equilibrium (with M. Dufwenberg, P. Heidhues, F. Riedel, and J. Sobel), *Review of Economic Studies*, Vol. 78(2), April 2011, 613-639; DOI: 10.1093/restud/rdq026

General equilibrium and the emergence of (non)market clearing trading institutions (with C. Alós-Ferrer), *Economic Theory*, Vol. 44(3), September 2010, 339-360; DOI: 10.1007/s00199-009-0466-9

Investments into education - Doing as the parents did (with A. Sebald), *European Economic Review*, Vol. 54(4), May 2010, 501–516; DOI: 10.1016/j.euroecorev.2009.09.004

On the evolution of market institutions: The platform design paradox (with C. Alós-Ferrer and M. Walzl), *Economic Journal*, Vol. 120(543), March 2010, 215-243; DOI: 10.1111/j.1468-0297.2009.02297.x

Your morals might be your moods (with L. Rigotti and A. Rustichini), *Journal of Economic Behavior & Organization*, Vol. 59(2), February 2006, 155-172; DOI: 10.1016/j.jebo.2004.07.004

Endogenizing market institutions: An experimental approach (with M. Niederle and J. Potters), *European Economic Review*, Vol. 49(7), October 2005, 1827-1853; DOI: 10.1016/j.euroecorev.2004.05.006

Learning to like what you have - Explaining the endowment effect (with S. Huck and J. Oechssler), *Economic Journal*, Vol. 115, July 2005, 689-702; DOI: 10.1111/j.1468-0297.2005.01015.x

Employment duration and resistance to wage reductions: Experimental evidence (with M. Burda, W. Güth, and H. Uhlig), *Homo Oeconomicus*, Vol 22(2), April 2005, 169-189

A theory of sequential reciprocity (with M. Dufwenberg), *Games and Economic Behavior*, Vol. 47(6), May 2004, 268-298; DOI: 10.1016/j.geb.2003.06.003

Inefficient equilibria in lobbying (with A. Prat), *Journal of Public Economics*, Vol. 82(3), December 2001, 349-375; DOI: 10.1016/S0047-2727(00)00134-1

Theoretically robust but empirically invalid? An experimental investigation into tax equivalence (with R. Kerschbamer), *Economic Theory*, Vol. 16(3), November 2000, 719-734;

Reciprocity and wage undercutting (with M. Dufwenberg), *European Economic Review*, Vol. 44(4-6), May 2000, 1069-1078; DOI: 10.1016/S0014-2921(99)00047-1

Imperfectly observable commitments in n-player games (with W. Güth and K. Ritzberger), *Games and Economic Behavior*, Vol. 23(1), April 1998, 54-74; DOI: 10.1006/game.1997.0602

Gift exchange and reciprocity in competitive experimental markets (with E. Fehr and A. Riedl), *European Economic Review*, Vol. 42(1), January 1998, 1-34; DOI: 10.1016/S0014-2921(96)00051-7

On the possibility of efficient private provision of public goods through government subsidies (with C. Puppe), *Journal of Public Economics*, Vol. 66(3), December 1997, 489-504; DOI: 10.1016/S0047-2727(97)00029-7

Reciprocity as a contract enforcement device: Experimental evidence (with E. Fehr and S. Gächter), *Econometrica*, Vol. 65(4), July 1997, 833-860; DOI: 10.2307/2171941

On the formation of political coalitions (with C. Puppe), *Journal of Institutional and Theoretical Economics*, Vol. 153(2), June 1997, 293-319

Reciprocal fairness and noncompensating wage differentials (with E. Fehr and S. Gächter), *Journal of Institutional and Theoretical Economics*, Vol. 152(4), December 1996, 608-640

Intransitive choices based on transitive preferences: The case of menu-dependent information (with C. Puppe), *Theory and Decision*, Vol. 41(1), June 1996, 37-58; DOI: 10.1007/BF00134115

Involuntary unemployment and non-compensating wage differentials in an experimental labour market (with E. Fehr and A. Riedl), *Economic Journal*, Vol. 106, January 1996, 106-121; DOI: 10.2307/2234934

The role of envy in ultimatum games, *Journal of Economic Behavior & Organization*, Vol. 25(3), December 1994, 373-389; DOI: 10.1016/0167-2681(94)90106-6

Insider power, wage discrimination and fairness (with E. Fehr), *Economic Journal*, Vol. 104, May 1994, 571-583; Reprinted in: Behavioral Macroeconomics, Ian McDonald (ed.), Edward Elgar Publishing, 2012; DOI: 10.2307/2234632

Does fairness prevent market clearing? An experimental investigation (with E. Fehr and A. Riedl), *Quarterly Journal of Economics*, Vol. 108(2), May 1993, 437-459; DOI: 10.2307/2118338

## **Working Papers**

Cheap talk is not cheap: Free versus costly communication (with H. Aghadashli and P. Legros), CEPR Discussion Paper DP 15843, February 2021

Do traders learn to select efficient market institutions? (with C Alós-Ferrer and Johannes Buckenmaier), ECARES working paper 2020-40, September 2020

Good rankings are bad: Why reliable rankings can hurt consumers (with L. Bouton), NBER Working Paper 21083, April 2015

## **Teaching**

Undergraduate Courses: Cooperative Game Theory, Cost-Benefit Analysis, Experimental Economics, Game Theory, Introduction into Economics, Intermediate Microeconomics, Intermediate Macroeconomics, Intermediate Public Economics, Pension Systems, Public Economics, Public Expenditures, Public Goods, Regulation and Incentives, Social Choice Theory, Tax Incidence, Theories of Justice

Graduate Courses: Behavioral Economics, Experimental Economics, Game Theory, Graduate Microeconomics

## **Other Professional Activities**

Regional consultant (2008-2013) and Chairperson (2009-2013) of the European Winter Meeting of the Econometric Society

Member of the European Standing Committee of the Econometric Society (2009-2013)

Co-Editor of the *Journal of Economic Behavior and Organization* (2007-2011)

Associate Editor of the *Journal of Economic Behavior and Organization* (2005-2007)

Editorial Board Member of *Games* (2009-2012)

## **Award**

Hicks-Tinbergen Award 2000 (with Ernst Fehr and Arno Riedl), awarded by the European Economic Association