

CURRICULUM VITÆ

PROF. DR. SEBASTIAN KUBE

MARCH 9, 2019

Institute for Applied Microeconomics
University of Bonn
Adenauerallee 24-42
53113 Bonn
Germany

☎ +49 228 73-9240

FAX +49 228 73-9239

✉ kube@uni-bonn.de

🌐 www.iame.uni-bonn.de

🌐 www.sebastiankuba.de

PERSONAL DETAILS

Date of birth: March, 1978
Place of birth: Bonn, Germany
Citizenship: German

POSITIONS IN RESEARCH

since 2009 **Professor for Behavioral and Experimental Economics**,
Department of Economics, University of Bonn, Germany

since 2009 **Vice Director of the BonnEconLab**,
Laboratory for Experimental Economics, University of Bonn, Germany

since 2008 **Affiliated Researcher**,
Institute for the Study of Labor (IZA), Bonn, Germany

since 2007 **Senior Research Fellow**,
Max Planck Institute for Research on Collective Goods, Bonn, Germany

2014 - 2015 **Visiting Researcher**,
Department of Economics, Florida State University, USA

2010 - 2016 **Affiliated Researcher**,
Center for Economics & Neuroscience (CENS), University of Bonn, Germany

2003 - 2006 **Affiliated Researcher**,
BonnEconLab, Laboratory for Experimental Economics, University of Bonn, Germany
“Experimental Investigation of a Currency Union”, project funded by the German
Research Foundation (DFG)
PIs: Prof. Dr. Reinhard Selten and Prof. Dr. Jürgen von Hagen

2002 - 2003 **Research Assistant**,
Center for European Integration Studies, Germany

2002 - 2003 **Research Assistant**,
University of Bonn, Germany
“SURVIVE”, a project about traffic control in North Rhine-Westphalia funded by the
German Federal Ministry of Education and Research (BMBF)

2000 - 2002 **Student Research Assistant**,
BonnEconLab, Laboratory for Experimental Economics, University of Bonn, Germany

EDUCATION

- 2002 - 2007 **Dr. rer. pol. *summa cum laude, with distinction***
University of Karlsruhe, Germany
Supervisors: Clemens Puppe, Reinhard Selten (Bonn), Christof Weinhardt
- 1997 - 2002 **Diplom-Volkswirt** (Diploma in Economics) *excellent, "Sehr Gut"*
University of Bonn, Germany
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RESEARCH INTERESTS

Behavioral & Experimental Economics, Psychology,
Cooperation Problems in Public, Labor and Political Economics,
Personnel Economics, Law & Economics, Social Choice

FORTHCOMING AND PUBLISHED PAPERS

REFEREED JOURNALS

- forthcoming **The effectiveness of incentive schemes in the presence of implicit effort cost.**
Management Science
joint work with Sebastian Goerg, and Jonas Radbruch
- 2018 **Cooperation and Norm Enforcement: The Individual-Level Perspective.**
Journal of Public Economics, Vol. 165, pp. 1-16.
joint work with Felix Albrecht, and Christian Traxler
- 2018 **Peer-Punishment in a Cooperation and a Coordination Game**
Games, Vol. 9 (3), 54.
joint work with Felix Albrecht
- 2018 **The joint benefits of observed and unobserved social sanctions.**
Journal of Behavioral and Experimental Economics, Vol. 75, pp. 105 - 116
joint work with Andreas Glöckner, and Andreas Nicklisch
- 2016 **Leadership Effectiveness and Institutional Frames.**
Experimental Economics, Vol. 19, pp. 842 - 863
joint work with Gerrit Frackenhohl, and Adrian Hillenbrand
- 2015 **Institution Formation and Cooperation with Heterogeneous Agents.**
European Economic Review, Vol. 78, pp. 248 - 268
joint work with Sebastian Schaube, Hannah Schildberg-Hörisch, and Elina Khachatryan
- 2015 **On Probation – An Experimental Analysis.**
Journal of Empirical Legal Studies, Vol. 12, No. 2, pp. 252 - 288
joint work with Christoph Engel, Heike Hennig-Schmidt, and Bernd Irlenbusch
- 2015 **Mitigating Extortive Corruption? Experimental Evidence.**
Journal of Economics and Statistics, Vol. 235, No. 2, pp. 228 - 241
joint work with Elina Khachatryan, and Björn Vollan
- 2014 **Can Higher Rewards Lead to Less Effort? Incentive Reversal in Teams.**
Journal of Economic Behavior and Organization., Vol. 97 , pp. 72 - 83
joint work with Esteban Klor, Eyal Winter, and Ro'i Zultan
- 2014 **Elections and Deceptions – An Experimental Study on the Behavioral Effects of Democracy.**
American Journal of Political Science, Vol. 58 , No. 3 , pp. 579 - 592
joint work with Luca Corazzini, Michel André Maréchal and Antonio Nicolò

- 2014 **First Impressions Are More Important than Early Intervention: Qualifying Broken Windows Theory in the Lab.**
International Review of Law and Economics, Vol. 37, pp. 126 - 136
joint work with Christoph Engel et al.
- 2013 **Choosing Your Object of Benevolence: A Field Experiment on Donation Options.**
Scandinavian Journal of Economics, Vol. 115, No. 1 , pp. 62 - 73
joint work with Bodo Aretz
- 2013 **Do Wage Cuts Damage Work Morale? Evidence from a Natural Field Experiment.**
Journal of the European Economic Association, Vol. 11, No. 4, pp. 853 - 870
joint work with Clemens Puppe, and Michel André Maréchal
- 2012 **The Currency of Reciprocity – Gift-Exchange in the Workplace.**
American Economic Review, Vol. 102 , No. 4, pp. 1644 - 1662
joint work with Clemens Puppe, and Michel André Maréchal
- 2011 **Equity and Efficiency in Multi-Worker Firms - Insights from Experimental Economics.**
Analyse und Kritik, Vol. 33, No. 1, pp. 325 - 347
joint work with Johannes Abeler, Steffen Altmann, Sebastian J. Goerg, and Matthias Wibral
- 2011 **Leading with(out) Sacrifice? A Public-Goods Experiment with a Privileged Player.**
Economic Inquiry, Vol. 49, No. 2, pp. 591 - 597
joint work with Andreas Glöckner, Bernd Irlenbusch, Andreas Nicklisch, and Hans-Theo Normann
- 2011 **The Interaction of Legal and Social Norm Enforcement.**
Journal of Public Economic Theory, Vol. 13, No. 5, pp. 639 - 660
joint work with Christian Traxler
- 2010 **Treating Equals Unequally - Incentives in Teams, Workers' Motivation, and Production Technology.**
Journal of Labor Economics, Vol. 28, pp. 747-772
joint work with Sebastian Goerg, and Ro'i Zultan
- 2010 **Gift Exchange and Workers' Fairness Concerns: When Equality is Unfair.**
Journal of the European Economic Association, Vol. 8, No. 6, pp. 1299 - 1324
joint work with Johannes Abeler, Steffen Altman, and Matthias Wibral
- 2009 **Two Are Better Than One! Individuals' Contributions to "Unpacked" Public Goods.**
Economics Letters, Vol. 104, No. 1, pp. 31 - 33
joint work with Michele Bernasconi, Luca Corazzini, and Michel André Maréchal
- 2009 **(When and How) Do Voters Try to Manipulate? Experimental Evidence from Borda Elections.**
Public Choice, Vol. 139, No. 1, pp. 39 - 52
joint work with Clemens Puppe
- 2009 **Behavioural Finance Meets Experimental Macroeconomics – On the Determinants of Currency Trade Decisions.**
Journal of Behavioral Finance, Vol. 10, No. 1, pp. 44 - 54
joint work with Johannes Kaiser
- 2008 **Experimental Evidence on the Benefits of Eliminating Exchange Rate Uncertainties.**
Indian Journal of Economics and Business, Vol. 7, No. 1, pp. 1 - 31
joint work with Reinhard Selten, Jürgen von Hagen, and Robin Pope

2007 **Commuters' Route Choice Behaviour.**
Games and Economic Behavior, Vol. 58, No. 2, pp. 394 - 406
joint work with Reinhard Selten, Michael Schreckenberg, Thomas Pitz, and Thorsten Chmura

2005 **Testing (Beliefs about) Social Preferences:
Evidence from an Experimental Coordination Game.**
Economics Letters, Vol. 88, No. 2, pp. 214 - 220
joint work with Clemens Puppe, Thomas Pitz, and Thorsten Chmura

CHAPTERS IN BOOKS

2010 **The Equity Principle in Employment Relationships.**
joint work with Sebastian Goerg
in *The Selten School of Behavioral Economics -
A Collection of Essays in Honor of Reinhard Selten*,
A. Ockenfels and A. Sadrieh (Eds.), Springer, Berlin Heidelberg New York.

2004 **Experimental Investigation of Day-to-Day Route-Choice Behaviour and
Network Simulations of Autobahn Traffic in North Rhine-Westphalia.**
joint work with Reinhard Selten, Michael Schreckenberg, et al.
in *Human Behaviour and Traffic Networks*, pp. 1 - 22
M.Schreckenberg, R.Selten (eds.), Springer, Berlin-Heidelberg-New York.

WORKING PAPERS

Cooperation and Redistribution: Does "Bundling" Foster Institution Formation?

joint work with Sebastian Schaub

Goals (th)at Work

joint work with Sebastian Goerg

Communication and Trust in Principal-Team Relationships: Experimental Evidence.

joint work with Marco Kleine

IZA Discussion Paper No. 8762, 2015

Can We Manage First Impressions in Cooperation Problems? An Experimental Study on "Broken (and Fixed) Windows"

joint work with Christoph Engel, and Michael Kurschilgen

Preprint of the Max Planck Institute for Research on Collective Goods 2011/05

AWARDS AND GRANTS

- 07-2014 - -06-2017 **DFG Research Grant:**
“Decentralized Peer Punishment in Social Dilemmas” (223,000 Euro)
- 2016, 2017 **Excellence in Teaching Award**
University of Bonn
- 2012, 2015 **Excellence in Teaching Award**
Department of Economics, University of Bonn
- 2012 **Excellence in Refereeing Award**
American Economic Review
- 2011 **IZA Young Labor Economist Award**
“Gift-Exchange and Workers’ Fairness Concerns”
(joint with Johannes Abeler, Steffen Altmann and Matthias Wibral)
- 2010 **Etienne-Laspeyres Prize for Economics**
University of Karlsruhe
- 2008 **Lindau Meeting of Noble Laureates in Economic Sciences**
Scholarship
- 2007 **Minerva Society**
Short-Term Research Grant, Duration: October 2007 - November 2007
- 2002/2003 **Gesellschaft für Experimentelle Wirtschaftsforschung**
Heinz Sauermann award for Experimental Economics
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TEACHING

Lectures

Introductory Microeconomics (WS 09/10, WS 10/11, WS 11/12, WS 12/13, WS 13/14, WS15/16, WS16/17, SS17, WS17/18, SS18)
Experimental Economics (SS 09, SS 10, SS 11, SS 12, SS 13, SS 14, SS 15, SS16, SS17, SS18)

PhD Topics Course

Behavioral and Experimental Economics (SS 09, WS09/10, SS10, WS10/11, SS12)

Seminars

Experimental Economics (project seminar for master students, WS16/17)
Consumer Financial Decision Making (project seminar for master students, SS13)
Experimetrics (project seminar for master students, WS12/13)
Cooperation (project seminar for master students, WS 11/12)

Human Resource Management (seminar, SS 11)
Management and Applied Microeconomics (seminar, WS 10/11)
Happiness and Economics (seminar, SS 10)
Experimental Economics (seminar, WS 09/10)
Behavioral Public Choice (seminar, SS09)
Reciprocity (seminar, WS 06/07)
Suggested Retail Price (seminar, SS 06)
Empirical relevance of selected Social Choice problems (seminar, WS 05/06)
Principal-Agent models: Theory and Experiments (seminar, SS 05)
Experimental Social Choice Theory (seminar, SS 04)
Fair Division and Collective Welfare (seminar, WS 03/04)

Supervision of diploma, bachelor, master and PhD theses

REFEREEING

Econometrica; Quarterly Journal of Economics; American Economic Review; Review of Economic Studies; Journal of the European Economic Association; American Political Science Review; Management Science; Nature Human Behaviour; Journal of Labor Economics; Journal of Public Economics; RAND Journal of Economics; Review of Economics and Statistics; Journal of Economic Behavior and Organization; Games and Economic Behavior; Economic Journal; European Economic Review; AEJ Microeconomics; Games; Scandinavian Journal of Economics; Social Choice and Welfare; Experimental Economics; Economic Inquiry; Journal of Economic Psychology; BuR Business Research; Labour Economics; Review of Managerial Science; Contemporary Economic Policy; The Social Science Journal; Journal of Behavioral and Experimental Economics; Oxford Bulletin of Economics and Statistics; International Economic Review; Journal of Economics and Management Strategy; Journal of Law and Economics; Complexity; IZA Journal of Labor Policy; Sustainability; Journal of Money, Credit and Banking; Journal of Behavioral and Experimental Finance; Journal of Institutional Economics

US National Science Foundation (NSF)

The Netherlands Organization for Scientific Research (NWO)

Israeli Science Foundation (ISF)

German Science Foundation (DFG)

Danish Council for Independent Research (DFF)

Austrian Science Fund (FWF)

Fritz Thyssen Stiftung

American Academy in Berlin

Canadian Social Sciences and Humanities Research Council (SSHRC)

Annual Conference of the Verein für Socialpolitik

MISCELLANEOUS

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|------------|---|
| since 2015 | Local Coordinator
European Doctoral Program in Quantitative Economics (EDP)
(joint with Silke Kinzig) |
| 2013-2014 | Editorial Board Member
Journal of Socio-Economics |
| since 2014 | Editorial Board Member
Journal of Behavioral and Experimental Economics |
| since 2012 | Departmental Supervisor
Early Studies Program for School Students (FFF-program), University of Bonn
(joint with Vera Häckel) |