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# Vienna Center for Experimental Economics

## Annual Report 2018



# Foreword

Let me inform you about some key points regarding developments and achievements at the Vienna Center for Experimental Economics (VCEE) during the year 2018. Again, it was quite a busy year with lots of things happening regarding personnel, research, teaching and administration.

Last fall we bade farewell to our colleague Natalia Shestakova who was with the VCEE since 2011. We also welcomed several new colleagues. Christian Koch joined us from NYU Abu Dhabi as an assistant professor and Geoffrey Castillo joined us from the University of Nuremberg as a senior scientist, working, among other things, together with Philipp Külpmann to run lab. Moreover, Sigma Samhita and Dominik Stelzeneder are PhD students at the Vienna Graduate School of Economics (VGSE) who show a strong interest in Behavioral and Experimental Economics so that we hope they will find another inspiring home at the VCEE.

In terms of publications, we have had a very good year with papers co-authored by VCEE members published in, among other outlets, American Economic Journal: Applied Economics, Management Science, European Economic Review and Games and Economic Behavior.

Well over 30 internationally known researchers visited the VCEE in 2018, presenting their research results in our seminar series, the Annual Workshop on Public Economics organized by VCEE, and the Vienna Network for Behavioral Economics (VBEN)—a joint initiative of VCEE and the consulting company FehrAdvice & Partners.

VCEE members successfully applied for research money at the Heinrich Graf Hardegg'sche Stiftung and the Österreichische Forschungsförderungsgesellschaft (FFG).

The operations of our state-of-the-art laboratory at the University Campus run very well thanks to the now joined and very

able efforts of Geoffrey Castillo and Philipp Külpmann. We have had 3,591 subjects participating in experiments over the last year on which we have spent a total of more than 84,000 Euros in terms of subject payments.

Members of VCEE will be responsible for teaching the newly established specialization area “Behavioral and Experimental Economics” which will be part of the MA program of the Department of Economics at the University of Vienna. The general idea of the specialization area “Behavioral and Experimental Economics” is to permanently offer two basic method courses in Summer Semesters and two applied seminar courses in Winter Semesters that will vary over the years due to the expertise and the special research interests of VCEE members teaching these courses. This is an exciting and challenging opportunity to thoroughly introduce even more students to the methods of behavioral and experimental economics. Students who take the courses offered in this specialization area will be prepared for postgraduate work and will have good chances of employment in financial, insurance and consulting companies, public institutions, and applied research institutes.

Last but not least, I point out that thanks to the efforts of Geoffrey Castillo and Philipp Külpmann the layout of the VCEE webpages has been revamped. Have a look at [vcee.univie.ac.at](http://vcee.univie.ac.at)! Also, recurrent readers of our annual report will notice that also the layout of our report has been given a makeover.

*Wieland Müller,  
Managing Director*



# VCEE in 2018

A few numbers

9

Faculty

193

sessions

run in the VCEE Lab

35

talks

given by VCEE members to researchers

11

publications

published in international journals

6

grants

received by VCEE members

24

talks

given by VCEE members to the public

84,256€

paid out

to subjects in the lab

3,591

subjects

participated in experiments

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# Executive Summary

## Purpose of the Center

The Vienna Center of Experimental Economics (VCEE) provides the infrastructure for conducting experimental research at the University of Vienna and is a forum for the discussion and the exchange of ideas.

The primary focus of the VCEE is to investigate the relevance of bounded rationality and social preferences in the economy, society and the state. In addition, the VCEE contributes to research and teaching in other branches of experimental economics and to the development of experimental methods and behavioral economic theory.

Laboratory experiments are an important tool of research in economics. To be able to use this method effectively, we operate a 150 m<sup>2</sup> state-of-the-art experimental laboratory located on the premises of the University Campus. The lab includes 28 workstations and a control room. Operations began in the autumn of 2011. Today, we can draw on a pool of several thousand subjects for recruiting and ran close to 3,600 subjects through the lab in 2018.

VCEE primarily serves the research needs of its own members and provides infrastructure for research in experimental economics at the University of Vienna more generally. However, experienced experimentalists from other institutions and universities are welcome to submit applications for using our laboratory facilities. We try to accommodate all suitable applications. In case of capacity constraints, internal applications (by VCEE members; members of the faculty of Business, Economics and Statistics; researchers at other faculties of the University of Vienna) are prioritized over external ones (researchers from other institutions in Austria and abroad). Applicants are requested to consult our guidelines for users which can be obtained from the lab manager.

The VCEE is more than just an experimental lab. We aim at engaging in debate and intellectual exchange in all aspects of experimental economics. Since experiments can be used to investigate almost all joined issues in economics and the social sciences, we are open to a broad range of issues and research questions as long as the investigations are methodologically sound and ethically unproblematic. We particularly welcome

interaction with researchers from management, political science, psychology or sociology.

To promote intellectual exchange and to provide a platform for debate, we organize workshops, run an active seminar series for internal and external presenters and maintain our network of experienced academics as affiliates.

VCEE is also a hub for education in behavioral and experimental economics at the University of Vienna. We offer a broad range of courses on experimental methods and its applications at the Master level and educate about half a dozen of PhD students.

## Research and Publications

Research at the VCEE resulted in 11 publications in 2018. Members of the VCEE have presented on-going research at various conferences. Specific research topics studied include:

- » Reduction of loss aversion
- » Social preferences
- » Preference reversals
- » Cooperation and trust
- » Fairness and intuition
- » Price competition for experience goods
- » Expressive voting
- » Influence of poverty and social status on individual decision-making
- » Gambler's fallacy and the hot-hand fallacy
- » Information sharing and extortionary corruption
- » Money illusion
- » Experimental methodology
- » Motivation of voters and the quality of democratic choice
- » Risk aversion related to cognitive ability
- » Consistency and structure of time preferences
- » Strategies for the establishment of trust
- » Belief formation

## Workshops, visitors and international networking

In order to strengthen its international research network and visibility, the VCEE maintains an active visitor program. In 2018, we have hosted 30 short-term visitors from institutions such as Tilburg University, the Norwegian School of Economics Bergen, the University of Munich, University College London, the University of Warwick, the University of Wisconsin-Madison, the Toulouse School of Economics, and many more. In addition to continuing its successful seminar series and its annual Away-day, the VCEE has organized workshops, talks and seminars in 2018 such as the Workshop in Behavioral Public Economics and seminars of the Vienna Behavioral Economics Network.

## Teaching

Our faculty continues to offer a large number of courses on Experimental and Behavioral Economics:

- » Victor González Jimenez taught the courses “The challenge of Poverty” and “Introduction to Behavioral Economics”;
- » Christian Koch taught the course “Behavioral and Experimental Economics”;
- » Martin Kocher taught the course “Applied Behavioural Economics”;
- » Wieland Müller taught the courses “Decision and Game Theory” and “Designing and Implementing an Economic Experiment”;
- » Axel Sonntag taught the course “Applied Behavioural Economics”;
- » Alexander K. Wagner taught the courses “Principles of Public Economics” and “Topics in Evidence-Based Decision Making”.

# People at the VCEE

## Faculty



**Wieland Müller** is the current managing director of VCEE. He also holds a professorship at Tilburg University



**Martin Kocher** is co-director of VCEE. He is also the Director of the Institute for Higher Studies and holds a visiting professorship at the University of Gothenburg.



**Jean-Robert Tyran** is co-director of VCEE. He is currently the Vice-Rector for Research and International Affairs of the University of Vienna. He also holds a professorship at the University of Copenhagen.



**Geoffrey Castillo** joined us in September 2018. He is senior scientist and co-lab manager.



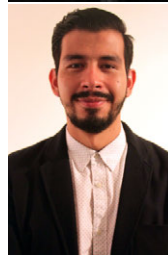
**Philipp Külpmann** is senior scientist and co-lab manager.



**Axel Sonntag** is assistant professor at VCEE. He is also senior researcher at Insight Austria - Competence Center for Behavioral Economics, Institute for Advanced Studies



**Alexander K. Wagner** is assistant professor at VCEE.



**Victor González Jimenez** is assistant professor at the Department of Economics.



**Christian Koch** is assistant professor the Department of Economics. He joined us in September 2018.

## Affiliate Faculty

Affiliate faculty members are experts in experimental economics who frequently contribute to the activities of the VCEE (e.g. as co-authors, presenters or seminar participants). Current affiliates are:

- » Ben Greiner
- » Melis Kartal
- » Steffen Keck
- » Erich Kirchler
- » Georg Kirchsteiger
- » Bernhard Kittel
- » Boris Maciejovsky
- » Markus Reitzig
- » Rupert Sausgruber
- » Sigrid Suetens
- » Erik Wengström

## Research Assistants

In 2018 the following students assisted the research activities at the lab:

- » Lukas Hack

- » Philipp Hilmbauer-Hofmarcher
- » Anna Osipenko
- » Michael Raffelsberger
- » Matthias Stur
- » Lilla Tolnai
- » Verena Woharcik
- » Justina Wohlrab

## Current PhD Students

Several PhD students carried out research at the VCEE in 2018. Furthermore, Florian Spitzer has defended his thesis on “How detrimental behavior is shaped by the institutional environment – Three essays in behavioral and experimental economics”. Congratulations! They have all contributed to the effective functioning of the VCEE and to the creation of a vibrant academic atmosphere. They are:

- » Simone Häckl
- » Eryk Krykowski
- » Ilona Reindl
- » Georg Sator
- » Sigma Samhita
- » Florian Spitzer
- » Dominik Stelzeneder
- » Thomas Stephens

# Seminars and events

## Visitors

The VCEE maintains a visitor program which provides a platform for the presentation and discussion of recent research activities as well as the exchange of new ideas and developments in the field of experimental research. Short-term visitors usually give a seminar presentation. The following researchers visited VCEE in the year 2018.

- » Anand Murugesan, Central European University Budapest, Hungary, January 8 – February 10
- » Eline van der Heijden, Tilburg University, Netherlands, January 12
- » Gerlinde Fellner-Röhling, University of Ulm, Germany, January 12
- » Bertil Tungodden, Norwegian School of Economics Bergen, Norway, April 25
- » Natalia Jiménez Jiménez, Universidad Pablo de Olavide, Spain, April 27
- » Peter Schwardmann, University of Munich, Germany, April 27
- » Terri Kneeland, University College London, UK, May 18
- » Roman M. Sheremeta, Case Western Reserve University, US, May 18
- » Andreas Nicklisch, HTW Chur, Switzerland, June 15
- » Anita Gantner, University of Innsbruck, Austria, June 15
- » Michael Kosfeld, Goethe University Frankfurt, Germany, September 10-11
- » Andreas Lange University of Hamburg, Germany, September 10-11
- » Peter Martinsson, University of Gothenburg, Sweden, September 10-11
- » Lydia Mechtenberg, University of Hamburg, Germany, September 10-11
- » Kirill Pogorelskiy, University of Warwick, UK, September 10-11
- » Justin Sydnor, University of Wisconsin-Madison, US, September 10-11
- » Erik Wengström, Lund University, Sweden, September 10-11
- » Christian Zehnder, University of Lausanne, Switzerland, September 10-11
- » Alexander Sebal, University of Copenhagen, Denmark, October 12
- » Matthias Sutter, MPI Collective Goods, Bonn, Germany, November 7
- » Yilong Xu, University of Heidelberg, Germany, November 23
- » Christoph Kuzmics, University of Graz, Austria, November 23
- » Syngjoo Choi, Seoul National University, South Korea, December 14
- » Astrid Hopfensitz, Toulouse School of Economics, France, December 14

## 7th VCEE Away-day

The two-day workshop was held on April 19-20, 2018 at Rust am Neusiedler See in 2018. The Away-day serves as a platform to develop new research and to present ongoing research at the VCEE.

### Organizers

- » Martin Kocher
- » Wieland Müller
- » Jean-Robert Tyran

### Speakers

- » Axel Sonntag
- » Eryk Kryowski
- » Alexander K. Wagner
- » Simone Häckl
- » Victor González Jimenez
- » Philipp Külpmann

### Other Participants

- » Florian Spitzer
- » Georg Sator
- » Thomas Stephens

For the full program please see [here](#).

## Workshop in Behavioral Public Economics



### Speakers:

- » Michael Kosfeld, Goethe-Universität Frankfurt, Germany
- » Andreas Lange, University of Hamburg, Germany
- » Peter Martinsson, Gothenburg University, Sweden
- » Lydia Mechtenberg, University of Hamburg, Germany
- » Kirill Pogorelskiy, University of Warwick, UK
- » Justin Sydnor, University of Wisconsin-Madison, US
- » Erik Wengström, Lund University, Sweden
- » Christian Zehnder, University of Lausanne, Switzerland

The Workshop in Behavioral Public Economics was held on September 10-11, 2018 in the "Sky Lounge" of the University of Vienna.

The purpose of this workshop is to bring together a small group of researchers to discuss recent and prospective developments in the field of behavioral public economics.

### Organizers:

- » Rupert Sausgruber, WU Vienna, Austria
- » Jean-Robert Tyran, University of Vienna, Austria

### Other Participants:

- » Moritz Absenger
- » Geoffrey Castillo
- » Linda Dezsö
- » Ben Greiner
- » Christine Grimm
- » Simone Häckl
- » Melis Kartal
- » Christian Koch
- » Philipp Külpmann
- » Eryk Kryowski
- » Georg Sator
- » Georg Schmidt
- » Axel Sonntag
- » Róbert Veszteg
- » Alexander K. Wagner

For the full program and more information please see [the official website](#).

## Vienna Behavioral Economics Network

The Vienna Behavioral Economics Network (VBEN) events facilitate the exchange between scientists, practitioners and the general public. They are organized by members of the VCEE and FehrAdvice & Partners, a consulting company.

### Bertil Tungodden: Welfare State, Responsibility, and Fairness



On April 25, 2018, Bertil Tungodden talked about “Welfare State, Responsibility, and Fairness”.

#### Speakers

- » Bertil Tungodden (Norwegian School of Economics and Director of “The Choice Lab”)
- » Martina Tiwald (Chairman of the Österreichische Bundesjugendvertretung)
- » Petr “Peko” Baxant (Member of the Landtag of Vienna)

### Gerhard Fehr and Martin Kocher: Sucht, Verlangen und Freiheit



On June 5, 2018, Gerhard Fehr and Martin Kocher talked about “Sucht, Verlangen und Freiheit”.

#### Speakers

- » Gerhard Fehr (CEO and Executive Behavioral Designer FehrAdvice & Partners)
- » Martin Kocher (University of Vienna and Director of the IHS)
- » moderated by Esther Mitterstieler (Editor-in-chief, News)

### Michael Kosfeld: Vertrauen als Schmiermittel für Wirtschaft und Gesellschaft



On September 11, 2018, Michael Kosfeld talked about “Vertrauen als Schmiermittel für Wirtschaft und Gesellschaft”.

**Speaker:** Michael Kosfeld (Goethe University Frankfurt)

## Matthias Sutter: Die Entdeckung der Geduld – Ausdauer schlägt Talent



On November 7, 2018, Matthias Sutter talked about “Die Entdeckung der Geduld”.

**Speaker:**

Matthias Sutter (University of Innsbruck, University of Cologne and Director of the MPI for Research on Collective Goods, Bonn)

# Research outputs

## Publications

- » “Providing global public goods: Electoral delegation and cooperation”, **Martin G. Kocher**, Fangfang Tan, and Jing Yu, *Economic Inquiry*.
- » “Ambiguity aversion is not universal”, **Martin G. Kocher**, Amrei Marie Lahno, and Stefan T. Trautmann, *European Economic Review*.
- » “Social preferences in childhood and adolescence. A large-scale experiment to estimate primary and secondary motivations”, Matthias Sutter, Francesco Feri, Daniela Glätzle-Rützler, **Martin G. Kocher**, Peter Martinsson, and Katarina Nordblom, *Journal of Economic Behavior and Organization*.
- » “Risk, time pressure, and selection effects”, **Martin G. Kocher**, David Schindler, Stefan T. Trautmann, and Yilong Xu, *Experimental Economics*.
- » “Bargaining under time pressure from deadlines”, Emin Karagözoğlu and **Martin G. Kocher**, *Experimental Economics*.
- » “I lie? We lie! Why? Experimental evidence on a dishonesty shift in groups”, **Martin G. Kocher**, Simeon Schudy, and Lisa Spantig, *Management Science*.
- » “Why (field) experiments on unethical behavior are important: Comparing stated and revealed behavior”, Yonas Alem, Håkan Eggert, **Martin G. Kocher**, and Remidius D. Ruhinduka, *Journal of Economic Behavior and Organization*.
- » “Thinking Fast, Thinking Badly”, Natalia Jimenez, Ismael Rodriguez-Lara, **Jean-Robert Tyran**, and Erik Wengström, *Economics Letters*.
- » “The Price of Prejudice”, Morten Hedegaard and **Jean-Robert Tyran**, *American Economic Journal: Applied Economics*.
- » “The dark side of the vote: Biased voters, social information, and information aggregation through majority voting”, Rebecca B. Morton, Marco Piovesan, and **Jean-Robert Tyran**, *Games and Economic Behavior*.
- » “Social Preferences and Self-Control”, Anja Achtziger, and Carlos Alós-Ferrer, **Alexander K. Wagner**, *Journal of Behavioral and Experimental Economics*.

## Working Papers

- » “Building Trust: The Costs and Benefits of Gradualism”, Melis Kartal, **Wieland Müller** and James Tremewan  
To study the development of trust, we examine a setting with an infinite horizon, uncertainty regarding the trustworthiness of receivers, and various levels of trust. In equilibrium, senders gradually increase trust levels with reciprocating receivers. We find strong experimental evidence of such gradualist strategies. However, comparing this setting to one in which trust is an all-or-nothing decision, we find—in stark contrast to theory—that the latter leads to more efficient outcomes. In a series of follow-up experiments, we highlight the role of homemade beliefs and identify circumstances in which gradual strategies are not only used but also more efficient.

- » “A New Approach to the Analysis of Cooperation Under the Shadow of the Future: Theory and Experimental Evidence”, Melis Kartal and **Wieland Müller**  
*The theory of infinitely repeated games lacks predictive power due to equilibrium multiplicity and its insensitivity to, for example, changes in certain parameters, the timing of players’ moves or communication possibilities. We propose a new approach, which mitigates the shortcomings of the theory. In particular, we study a standard infinitely repeated prisoner’s dilemma game and its variants with (i) heterogeneous tastes for cooperation, and (ii) strategic risk arising from incomplete information about the opponent’s taste for cooperation. We theoretically show that the variants we study reduce strategic risk and boost cooperation and coordination on cooperation relative to the standard game, unlike what a theory based on pure material self-interest of players would predict. Our theoretical results are corroborated by the results of our experiments.*
- » “Work Motivation and Teams”, **Simone Haeckl**, Rupert Sausgruber, and **Jean-Robert Tyran**  
*We provide a new measure of work motivation and show that motivation shapes the effects of team incentives and observation by peers on performance. In particular, we measure motivation to work hard as the deviation from the money-maximizing benchmark in a real-effort experiment. While we find that average output increases in response to team incentives and observation, we find that highly motivated workers do not respond. The reason is that highly motivated workers already work hard and increasing effort even further is very costly to them.*
- » “Robust Inference in Risk Elicitation Tasks”, Ola Andersson, Hakan Holm, **Jean-Robert Tyran**, and Erik Wengström  
*Recent experimental evidence suggests that noisy behavior correlates strongly with cognitive ability. This puts previous studies that found a negative relation between cognitive ability and risk aversion into perspective and in particular raises the question of how to achieve robust inference in this domain. This paper shows that using structural estimation that models heterogeneity of noise in combination with a balanced design allows us to mitigate the bias problem. Our estimations show that cognitive ability is related to noisy behavior rather than risk preferences. We also find age and education to be strongly related to noise, but the personality characteristics obtained using the Big Five inventory, are less related to noise and more robustly correlated to risk preferences.*

## Talks and presentations

- » “How universal are social norms?”, **Geoffrey Castillo**, Experimental Day Innsbruck - Vienna, University of Innsbruck, Austria.
- » “Contracting Probability Distortions”, **Victor Gonzalez Jimenez**, Institute for Markets and Strategy, Wirtschaftsuniversität Wien (WU), Austria.
- » “Contracting Probability Distortions”, **Victor Gonzalez Jimenez**, Maastricht University, Maastricht, Netherlands.
- » “Contracting Probability Distortions”, **Victor Gonzalez Jimenez**, Economic Science Association World Meeting, Berlin, Germany.
- » “Contracting Probability Distortions”, **Victor Gonzalez Jimenez**, Foundations of Utility and Risk conference, York, United Kingdom.
- » “Contracting Probability Distortions”, **Victor Gonzalez Jimenez**, Department of Economics, Vienna, Austria.
- » “Contracting Probability Distortions”, **Victor Gonzalez Jimenez**, Bogotá Experimental Economics Conference, Bogotá, Colombia.
- » “Affirmative Action Policies and Sabotage Behavior in Promotional Tournaments: An Experiment”, **Martin Kocher**, Economic Science Association Asia-Pacific Meeting, Brisbane, Australia.
- » “Cooperation in a company: A large-scale experiment”, **Martin Kocher**, European Workshop in Behavioral and Experimental Economics, Tilburg, Netherlands.

- » “Multi-annual Financial Framework and Budget”, **Martin Kocher**, *TEPSA Pre-Presidency Conference, Helsinki, Finland.*
- » “Cooperation in a company: A large-scale experiment”, **Martin Kocher**, *Universität Hamburg, Hamburg, Germany.*
- » “Affirmative Action Policies and Sabotage Behavior in Promotional Tournaments: An Experiment”, **Martin Kocher**, *International Association for Research in Economic Psychology Annual Meeting, Germany.*
- » “Unethisches Verhalten - Einflussfaktoren und Anreize”, **Martin Kocher**, *Jahrestagung der Gesellschaft für Experimentelle Wirtschaftsforschung, Germany.*
- » “Regulation as anchoring”, **Martin Kocher**, *FMA - Finanzmarktaufsicht, Wien, Austria.*
- » “Cooperation in a company: A large-scale experiment”, **Martin Kocher**, *Université de Neuchâtel, Neuchâtel, Switzerland.*
- » “Affirmative Action Policies and Behavior in Promotion Tournaments”, **Martin Kocher**, *Workshop in Honor of Vernon Smith, Burgundy School of Business, Dijon, France.*
- » “Verhaltensökonomie und Globalisierung”, **Martin Kocher**, *Eurac Research, Bolzano, Italy.*
- » “Cooperation in a company: A large-scale experiment”, **Martin Kocher**, *Freie Universität Bozen, Bolzano, Italy.*
- » “Time pressure in bidding”, **Martin Kocher**, *Wirtschaftsuniversität Wien (WU), Wien, Austria.*
- » “Entscheidungen unter Zeitdruck und Stress: Ökonomische Experimente”, **Martin Kocher**, *Universität Bremen, Bremen, Germany.*
- » “Understanding dishonest behavior: Implications for insurance”, **Martin Kocher**, *CEAR/MRIC Behavioral Insurance Workshop 2018, Germany.*
- » “Citizenship, identity, and trust: Combining a large-scale artefactual field experiment with a natural experiment”, **Martin Kocher**, *University of East Anglia, Norwich, United Kingdom.*
- » “Towards Identifying the Best Universal Theory of Behavior in One-shot Games”, **Philipp Külpmann**, *VCEE away day 2018, Austria.*
- » “Trade Network Formation”, **Philipp Külpmann**, *Central European Program in Economic Theory Workshop 2018, Udine, Italy.*
- » “Finding the Best Theory for Games with Unique Nash Equilibria in Mixed Strategies”, **Philipp Külpmann**, *Universität Bielefeld, Bielefeld, Germany.*
- » “Finding the Best Theory for Games with Unique Nash Equilibria in Mixed Strategies”, **Philipp Külpmann**, *Universität Paderborn, Paderborn, Germany.*
- » “Comparing ex-ante theories in games with a unique Nash equilibrium in mixed strategies”, **Philipp Külpmann**, *Experimental Day Innsbruck - Vienna, University of Innsbruck, Austria.*
- » “Building Trust: The Costs and Benefits of Gradualism”, **Wieland Müller**, *Department of Economics, Vienna, Austria.*
- » “Focality is intuitive - Experimental evidence on the effects of time pressure in coordination games”, **Axel Sonntag**, *VCEE Away Day 2018, Austria.*
- » “Coordination and Focal Points Under Time Pressure: Experimental Evidence”, **Axel Sonntag**, *Masaryk University, Brno, Czech Republic.*
- » “Using behavioural insights to improve policy outcomes”, **Axel Sonntag**, *Joseph von Sonnenfels Center for Law and Economics Research Seminar, Austria.*

- » “Disincentives and Redistribution: Experimental Evidence on a Dividend of Democracy”, **Axel Sonntag**, *Workshop on Endogenous Institutions, Copenhagen, Denmark.*
- » “Information defaults in repeated public good provision”, **Axel Sonntag**, *Economic Science Association World Meeting, Berlin, Germany.*
- » “Using Behavioral Insights to Inspire Public Policy”, **Axel Sonntag**, *2nd REECAP workshop, Austria.*
- » “Product Testing in Markets for Experience Goods”, **Florian Spitzer**, *Economic Science Association World Meeting, Berlin, Germany.*
- » “Decision-Making in Groups (Keynote THEEM Meeting 2018)”, **Jean-Robert Tyran**, *Universität Konstanz, Konstanz, Germany.*
- » “Cognition, Character, Prosperity”, **Jean-Robert Tyran**, *Deutsche Akademie der Naturforscher Leopoldina – Nationale Akademie der Wissenschaften, Berlin, Germany.*
- » “Briq Research Retreat”, **Jean-Robert Tyran**, *briq institute on behavior and inequality, Bonn, Germany.*
- » “6th Summer School in Behavioral Economics and Experimental Research: Institutions and Behavior”, **Jean-Robert Tyran**, *Conférence Universitaire de Suisse Occidentale, Switzerland.*
- » “Scientific Writing and Publishing”, **Jean-Robert Tyran**, *Université de Fribourg, Switzerland.*

## Outreach

- » “Mini-Workshop on Experiments and Interventions in Schools”, **Martin Kocher**, *Workshop on on Experiments and Interventions in Schools, Sydney, Australia.*
- » “Die neuen Spielregeln der Wirtschaft: Tirols Wirtschaftskraft zwischen Digitalisierungshype und Regulierungszwängen”, **Martin Kocher**, *Tiroler Adler Runde, Austria.*
- » “Verhaltensökonomie – wie richtige Anreize setzen im Lebenszyklus”, **Martin Kocher**, *Denkwerkstatt St. Lambrecht, Wien, Austria.*
- » “Europe in transition – economic opportunities for Austria: European Union and fiscal governance”, **Martin Kocher**, *Central Bank Centenary Symposium 2018, Austria.*
- » “Wirtschaftliche Entwicklung und regionale Identität aus globaler Perspektive”, **Martin Kocher**, *Millstätter Wirtschaftsgespräche, Austria.*
- » “Gefahr eines Handelskrieges”, **Martin Kocher**, *Volkswirtschaftliche Gesellschaft Kärnten, Austria.*
- » “Sucht, Verlangen und Freiheit”, **Martin Kocher**, *Vienna Behavioral Economics Network, Wien, Austria.*
- » “Decision-Making and Rational Choice from an Economic Perspective”, **Martin Kocher**, *Sommerhochschule Strobl (Sommerhochschule der Universität Wien - SHS), Strobl/St.Wolfgang, Austria.*
- » “Citizen behavior in a digitalized world”, **Martin Kocher**, *G28 Tax Summit, Austria.*
- » “Tag der Industrie: Wettbewerbsfähigkeit aus verhaltensökonomischer Perspektive”, **Martin Kocher**, *Österreichische Industriellenvereinigung, Wien, Austria.*

- » “Aims, Regulatory Environment and Economics of Competition”, **Martin Kocher**, *European Competition Day - Austrian Presidency of the Council of the European Union, Wien, Austria.*
- » “Private Pensionsvorsorge in Österreich: Reformvorschläge”, **Martin Kocher**, *Institutioneller Altersvorsorgeherbstdialog, Austria.*
- » “(Unternehmens-)steuern und Wirtschaftswachstum/ Investitionen”, **Martin Kocher**, *Wirtschaftskammer Oberösterreich, Austria.*
- » “Behavioral economics and its application in policy design”, **Martin Kocher**, *Diplomatische Akademie Wien, Wien, Austria.*
- » “Europas Zukunft: Wirtschafts- und finanzpolitische Dimensionen”, **Martin Kocher**, *Eurac Research, Bolzano, Italy.*
- » “Roundtable Verhaltensökonomie”, **Martin Kocher**, *Freie Universität Bozen, Bolzano, Italy.*
- » “Soziale Normen und Familienpolitik”, **Martin Kocher**, *Österreichisches Institut für Familienforschung, Wien, Austria.*
- » “Wie Verhaltensökonomie helfen kann, neue Effizienzpotentiale zu erschließen”, **Axel Sonntag**, *Österreichische Industriellenvereinigung, Wien, Austria.*
- » “Verhaltensökonomie nutzbar machen - Einblicke in die österreichische "Nudge-Unit"”, **Axel Sonntag**, *HTW Chur, Switzerland.*
- » “Eigenverantwortung im Wohlfahrtsstaat”, **Axel Sonntag**, *Österreichische Industriellenvereinigung, Wien, Austria.*
- » “Cultural Heritage and Innovation”, **Jean-Robert Tyran**, *Peking University, Peking, China.*
- » “Wie kann gesellschaftliche Kooperation entstehen?”, **Jean-Robert Tyran**, *Wirtschaftsuniversität Wien (WU), Wien, Austria.*
- » “The Legacy of Humanism in Economics”, **Jean-Robert Tyran**, *Charles University Prague, Praha, Czech Republic.*
- » “Golden oldies? How the oldest historic Universities in Europe meet the needs of modern Higher Education”, **Jean-Robert Tyran**, *UNICA, Belgium.*

## Externally Funded Projects

- » “Incorporating social distances into economics”, **Geoffrey Castillo**, funded by the Heinrich Graf Hardegg´sche Stiftung and the University of Vienna.
- » “Stability of Social Preferences”, **Christian Koch**, funded by the Heinrich Graf Hardegg´sche Stiftung.
- » “Experiments on Strategic Use of Ambiguity”, **Philipp Külpmann**, funded by the Heinrich Graf Hardegg´sche Stiftung.
- » “Digital Experimentation on Pricing Schemes”, **Jean-Robert Tyran** and **Alexander K. Wagner**, funded by the Österreichische Forschungsförderungsgesellschaft (FFG).
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