

## **Curriculum Vitae Ferdinand von Siemens**

Born 1<sup>st</sup> of June 1973, German citizen, married, three children.

### **Contact**

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### **Academic Appointment**

2012- Professor for Applied Microeconomics, Faculty of Economics and Business Administration, Goethe University Frankfurt

### **Previous Academic Appointments**

2008-2012 Assistant Professor, Faculty of Economics and Business,  
University of Amsterdam  
2004-2008 Postdoctoral research fellow, Department of Economics,  
University of Munich  
2000-2004 Research and teaching assistant, Department of Economics,  
University of Munich

### **Current Professional Memberships, Positions, and Affiliations**

2016- Ethics Committee, Faculty of Economics and Business Administration,  
Goethe University Frankfurt and Gutenberg University Mainz  
2016- Scientific Committee of the Committee for Organizational Economics,  
German Economic Association  
2015- Examination Board, Faculty of Economics and Business Administration,  
Goethe University Frankfurt  
2015- Center for Leadership and Behavior in Organizations (CLBO)  
2012- Frankfurt Laboratory for Experimental Economic Research (FLEX)  
2013- Research Center Sustainable Architecture for Finance in Europe (SAFE)  
2009- CESifo Research Network

### **Past Professional Memberships, Positions, and Affiliations**

2013-2015 Head of the Department of Management and Microeconomics (MM),  
Faculty of Economics and Business Administration, Goethe University Frankfurt  
2008-2012 Science, Innovation, Firms and Markets in a Globalized World (SCIFI-GLOW)  
2011-2012 Research Fellow Tinbergen Institute (TI)  
2004-2008 SFB/TR 15 Governance and the Efficiency of Economic Systems (GESY)  
2004-2008 European Network for the Advancement of Behavioural Economics (ENABLE)

## Education

- 2004 Ph.D. in economics, Department of Economics,  
University of Munich (summa cum laude)
- 1999 Master (Diplom) in economics, Department of Economics,  
University of Munich
- 1994 Bachelor (Vordiplom) in economics, Faculty of Economics and Behavioral Sciences,  
University of Freiburg

## Research Visits

- 2005-2006 Postdoc, Department of Economics,  
University of Zurich
- 2001-2001 Ph.D. student, Faculty of Economics,  
University of Cambridge

## Research Grants

- 2006 Postdoctoral scholarship, Marie Curie Research Training Network ENABLE
- 2005 Postdoctoral scholarship, German Academic Exchange Service (DAAD)
- 2001-2002 Doctoral scholarship, Marie Curie Fellowship Programme

## Research Interests

Behavioural economics, organizational economics, contract theory, experimental economics.

## Doctoral Thesis

Inequity Aversion and Incentives - Three Essays in Microeconomic Theory  
July 2004 (<http://edoc.ub.uni-muenchen.de/archive/00002756>)

## Publications

Bracelets of Pride and Guilt? An Experimental Test of Self-Signaling (with Joël van der Weele),  
*Journal of Economic Behavior and Organization* (forthcoming).

Effective Leadership and the Allocation and Exercise of Power in Organizations (with Randolph Sloof),  
*Leadership Quarterly* (forthcoming).

Illusion of Control and the Pursuit of Authority (with Randolph Sloof),  
*Experimental Economics* 20 (2017), 556-573.

Team Production in Competitive Labor Markets with Adverse Selection (with Michael Kosfeld),  
*European Economic Review* 68 (2014), 181-198.

Monitored by Your Friends, Not Your Foes: Strategic Ignorance and the Delegation of Real Authority (with Silvia Dominguez Martinez and Randolph Sloof), *Games and Economic Behavior* 85 (2014), 289-305.

Intention-Based Reciprocity and the Hidden Costs of Control,  
*Journal of Economic Behavior and Organization* 92 (2013), 55-65.

Social Preferences, Sorting, and Competition,  
*Scandinavian Journal of Economics* 114 (2012), 780-807.

Heterogeneous Social Preferences, Screening, and Employment Contracts,  
*Oxford Economic Papers* 63 (2011), 499-522.

Competition, Cooperation, and Corporate Culture (with Michael Kosfeld),  
*RAND Journal of Economics* 42 (2011), 23-43.

Wage Inequality and Team Production: An Experimental Analysis (with Björn Bartling),  
*Journal of Economic Psychology* 32 (2011), 1-16.

Equal Sharing Rules in Partnerships, (with Björn Bartling),  
*Journal of Institutional and Theoretical Economics* 166 (2010), 299-320.

The Intensity of Incentives in Firms and Markets: Moral Hazard with Envious Agents (with Björn Bartling),  
*Labour Economics* 17 (2010), 598-607.

Bargaining under Incomplete Information, Fairness, and the Hold-Up Problem,  
*Journal of Economic Behavior and Organization* 71 (2009), 486-494.

Worker Self-Selection and the Profits from Cooperation, (with Michael Kosfeld)  
*Journal of the European Economic Association* 7 (P&P) (2009), 573-582.

### **Work in Progress**

I Care What You Think: Social Image Concerns and the Strategic Revelation of Past Pro-Social Behavior,  
*CESifo Working Paper No. 7497*.

Team Production, Gender Diversity, and Male Courtship Behavior,  
*CESifo Working Paper No. 5259*.

### **Formal Teaching Qualification**

Basiskwalificatie Onderwijs (Dutch University Teaching Qualification).

### **Teaching Experience**

Lecture on Organizational Economics (master level: 2013, 2014, 2015)  
Lecture on Behavioural Game Theory (bachelor level: 2013, 2014, 2015)  
Lecture on Decision Making in Markets and Organizations (bachelor level: 2012, 2014, 2015)  
Lecture on Fundamentals of Microeconomics (master level: 2012, 2013, 2014, 2015)  
Lecture on Advanced Microeconomic Theory: Game Theory (postgraduate level: 2012)  
Lecture on Power and Authority in Organizations (master level: 2011)  
Lecture on Incentives and Performance Measurement (master level: 2011)  
Lecture on the Economics of Entrepreneurship (master level: 2008, 2009, 2010)  
Lecture on the Economics of Organization and Management (master level: 2008, 2009, 2010)

Tutorial on Economics (executive master in politics, philosophy, and economics: 2006, 2007)  
Tutorial on Microeconomics (master level, economics students: 2000, 2001, 2002, 2003)  
Tutorial on Microeconomics (master level, business students: 2004)  
Tutorial on Theory of Financial Markets (master level, economics students: 2005)  
Tutorial on dynamic methods in economics and finance (postgraduate level: 2004, 2006)

Seminar on Corporate Culture (postgraduate level: 2013)  
Seminar on Advanced Topics in Behavioural Economics (postgraduate level: 2013)

Seminar on Topics in Experimental Organizational Economics (bachelor level: 2014)  
Seminar on Advanced Topics in Experimental Organizational Economics (master level: 2015)  
Seminar on Real Estate Economics (master level: 2003)  
Seminar Bachelor Thesis in Economics (bachelor level: 2009)  
Seminar on Real Estate Economics (master level: 2003)  
Seminar on Portfolio Selection and Asset Allocation (master level: 2002, 2006)  
Seminar on Information Problems in Financial Markets (master level: 2007)

Case study on Executive Compensation EOM1 (bachelor level: 2009)

### **Refereeing Activity**

American Economic Journal: Microeconomics; American Economic Review; BE Journal of Theoretical Economics;  
Canadian Journal of Economics; Econometrica; Economica; Economics Bulletin; Economic Inquiry; Economic  
Journal; Economic Modelling; Economic Theory; European Economic Review; Experimental Economics; Games and  
Economic Behavior; German Economic Review; International Review of Law and Economics; Journal of Behavior  
and Experimental Economics; Journal of Economic Behavior and Organization;  
Journal of Economic Psychology; Journal of Economics and Management Strategy;  
Journal of Industrial Economics; Journal of Institutional and Theoretical Economics;  
Journal of Law, Economics, and Organization; Journal of Political Economy; Journal of Public Economics;  
Journal of Public Economic Theory; Journal of the European Economic Association;  
Labour Economics; Leadership Quarterly; Management Science; Manchester School; Oxford Economic Papers;  
RAND Journal of Economics; Review of Economic Studies; Scandinavian Journal of Economics;  
Studienstiftung des Deutschen Volkes; Theoretical Economics; Theory and Decision.

### **Conference, Workshop, and Seminar Presentations**

2018

European Workshop on Experimental and Behavioral Economics (Tilburg University)  
Symposium of the GEABA (Goethe University Frankfurt)  
Maastricht Behavioral and Experimental Economics Symposium (Maastricht University)  
Annual Meeting of the German Economic Association (University of Freiburg)

2017

Annual Congress of the European Economic Association (University of Lisbon)  
European Workshop on Experimental and Behavioral Economics (University of Bologna)

2016

European Workshop on Experimental and Behavioral Economics (University of Cologne)  
Research Seminar (GATE, Lyon)  
Research Seminar (University of Ulm)

2015

Area Conference Behavioral Economics (CESifo Munich)  
Annual Meeting of the German Economic Association (University of Munster)  
Annual Congress of the European Economic Association (University of Mannheim)  
CAS Workshop Moral Behavior (LMU Munich)  
Maastricht Behavioral and Experimental Economics Symposium (Maastricht University)

2014

Area Conference Behavioral Economics (CESifo Munich)  
European Workshop on Experimental and Behavioral Economics (King's College, London)

2013

Research Seminar (University of Regensburg)  
Symposium on Behavioral Business Ethics (Goethe University Frankfurt)  
European Workshop on Experimental and Behavioral Economics (Goethe University)

2012

Research Seminar (University of Copenhagen)  
Amsterdam Symposium on Behavioral and Experimental Economics (University of Amsterdam)  
Research Seminar (University Rotterdam)  
Area Conference Behavioural Economics (CESifo Munich)

2011

Economics and Management Workshop (University of Paderborn)  
European Workshop on Experimental and Behavioral Economics (LMU Munich)  
Area Conference Behavioral Economics (CESifo Munich)  
METEORITE Seminar (Maastricht University)  
Maastricht Behavioral and Experimental Economics Symposium (Maastricht University)  
Applied Micro and Organization Seminar (Goethe University Frankfurt)  
Advanced Seminar (HEC University of Lausanne)

2010

Social Relations and Incentives in the Workplace (University Rotterdam)  
Experimental and Behavioral Economics Seminar (University of Zurich)  
Maastricht Behavioral and Experimental Economics Symposium (Maastricht University)  
Symposium of the GEABA (Goethe University Frankfurt)  
Behavioural Decision Seminar (Hebrew University)  
Area Conference Applied Microeconomics (CESifo Munich)

2009

Meeting of the Economic Science Association (University of Innsbruck)  
Behavioral and Experimental Economics Symposium (Maastricht University)  
Economics Workshop (MPI Bonn)

2008

Annual Congress of the European Economic Association (Bocconi University)  
Conference of the SFB/TR 15 (Gummersbach)  
European Symposium on Economics and Psychology (University of Amsterdam)  
Colloquium on Personnel Economics (University of Bonn)

2007

Conference of the SFB/TR 15 (University of Mannheim)  
European Symposium on Economics and Psychology (University of Mannheim)

Research Seminar (WZB, Berlin)

BGPE Conference on Incentives in Economics (University Erlangen-Nuremberg)

2006

Christmas Conference of German Expatriate Economists (LMU Munich)  
Theory Workshop (BGSE Bonn)  
Research Seminar (IZA Bonn)  
Annual Meeting of the German Economic Association (University of Bayreuth)  
Symposium of the GEABA (Bielefeld University)  
Annual Congress of the European Economic Association (University of Vienna)  
European Symposium on Economics and Psychology (Chiemsee)  
Conference of the SFB/TR 15 (University of Potsdam)  
Seminar on Institution and Decision Analysis (University of Amsterdam)

2005

Workshop on Behavioural and Organizational Economics (IZA Bonn)  
Conference in Tribute to Jean-Jacques Laffont (University of Toulouse)  
Annual Meeting of the German Economic Association (University of Bonn)  
Conference of the SFB/TR 15 (Tutzing, Lake Starnberg)  
Seminar of the Socioeconomic Institute (University of Zurich)

2004

Annual Meeting of the German Economic Association (University Dresden)  
Seminar (University of Innsbruck)

2003

European Meeting of the Econometric Society (Stockholm University)  
Conference on Economics and Psychology (WZB Berlin)

2002

Spring Meeting of Young Economists (Sorbonne, University of Paris)  
European Meeting of the Econometric Society (Venice)  
EDGE Jamboree (University of Copenhagen)  
Zeuthen Workshop on Behavioural Economics (University of Copenhagen)

### **Conference Organization**

2014 European Workshop on Experimental and Behavioral Economics