

Curriculum Vitae

Dr. Heike Hennig-Schmidt



BonnEconLab, University of Bonn
Adenauerallee 24–42, 53113 Bonn, Germany

E-mail: hschmidt@uni-bonn.de
Web page: <https://www.econ.uni-bonn.de/bonneconlab/hennig-schmidt>
Google Scholar: <https://scholar.google.com/citations?user=fCme8VwAAAAJ&hl=en>
ORCID: [0000-0002-2841-4657](https://orcid.org/0000-0002-2841-4657)

Education

1998 Doctoral degree in economics: Dr. rer. pol, University of Bonn, Germany;
PhD Thesis “Bargaining in a Video Experiment – Determinants of Boundedly
Rational Behavior”; Supervisor: Prof. Dr. Reinhard Selten
1968 Diploma in Economics, University of Hamburg, Germany

Academic Positions

06/2012–present Guest researcher at BonnEconLab, University of Bonn, Germany
08/2018–03/2022 Chief Research Fellow, International Laboratory for Experimental and Beha-
vioural Economics, National Research University Higher School of Economics,
Moscow, Russian Federation
04/2014–12/2018 Senior Researcher, Department of Health Management and Health Economics,
University of Oslo, Norway
08/2016–02/2017 Fellow, Käte Hamburger Kolleg/Centre for Global Cooperation, Essen-Duisburg
University, Germany
09/2015–02/2016 Fellow, Käte Hamburger Kolleg/Centre for Global Cooperation, Essen-Duisburg
University, Germany
05/2012–12/2012 Senior Researcher, Department of Health Management and Health Economics,
University of Oslo, Norway
01/2000–05/2012 Senior Researcher, Economics Department, BonnEconLab, Bonn University,
Germany
01/2000–06/2011 Head of BonnEconLab, Laboratory for Experimental Economics, Bonn Univer-
sity, Germany
1985–1999 Researcher at Collaborative Research Centre (Sonderforschungsbereich) 303
“Information and Allocation of Economic Activities”, University of Bonn, Ger-
many; Managing Director of the Collaborative Research Centre
1980–1984 Researcher at Collaborative Research Centre 21 “Economic Forecast and Equi-
librium Models”, University of Bonn, Germany

Research Interests

Behavioral and experimental economics; experimental health economics; interregional, cross-cultural and intercultural experiments; large-group experiments; framing and presentation effects; fairness, justice and equity; bargaining; impact of emotions on decision making; mentalizing; boundedly rational behavior; experimental methods; video experiments; content analysis

Publications

Articles in international refereed journals

- Brosig-Koch, J., H. Hennig-Schmidt, N. Kairies-Schwarz, J. Kokot, D. Wiesen (forthcoming): On the role of personality traits in shaping responses to physician payment systems, *Theory and Decision*. [Working paper version: <https://ssrn.com/abstract=5116530>.]
- Brosig-Koch, J., M. Groß, H. Hennig-Schmidt, N. Kairies-Schwarz, D. Wiesen (2025): Physicians' incentives, patients' characteristics, and quality of care: a systematic experimental comparison of performance-pay systems, *International Journal of Health Economics and Management*, 25, 217–243, <https://doi.org/10.1007/s10754-025-09390-x>.
- Hennig-Schmidt, H., Zh. Li, G. Walkowitz (2024): Fairness Deliberations and Fair Allocations in Symmetric and Asymmetric Bargaining—An Experimental Study on Group Decisions in Germany and China, *Group Decision and Negotiation*, 33, 1429–1469, <https://doi.org/10.1007/s10726-024-09900-1>.
- Brosig-Koch, J., H. Hennig-Schmidt, N. Kairies-Schwarz, J. Kokot, D. Wiesen (2024): A new look at physicians' responses to financial incentives: Quality of care, practice characteristics, and motivations, *Journal of Health Economics*, 94, 102862, <https://doi.org/10.1016/j.jhealeco.2024.102862>.
- Godager, G., H. Hennig-Schmidt, J.J. Li, J. Wang, F. Yang (2023): Does gender affect medical decisions? Results from a behavioral experiment with physicians and medical students, *Nordic Journal of Health Economics*, 6, 182–215, <https://doi.org/10.5617/njhe.10135>.
- Attema, A.E., M.M. Galizzi, M. Groß, H. Hennig-Schmidt, Y. Karay, O. L'Haridon and D. Wiesen (2023): The formation of physician altruism, *Journal of Health Economics*, 87, 102716, <https://doi.org/10.1016/j.jhealeco.2022.102716>.
- Weimann, J., J. Brosig-Koch, T. Heinrich, H. Hennig-Schmidt and C. Keser (2022): CO₂ Emission reduction – Real public good provision by large groups in the laboratory, *Journal of Economic Behavior & Organization*, 200, 1076–1089, <https://doi.org/10.1016/j.jebo.2022.06.027>.
- Grimalda, G., A. Belianin, H. Hennig-Schmidt, T. Requate and M.V. Ryzhkova (2022): Sanctions and international interaction improve cooperation to avert climate change, *Proceedings of The Royal Society B*, 289 (1972), Article 20212174, <https://doi.org/10.1098/rspb.2021.2174>.
- Grimalda, G., A. Belianin, H. Hennig-Schmidt, T. Requate and M.V. Ryzhkova (2022): Supplementary Materials from Sanctions and international interaction improve cooperation to avert climate change, <https://doi.org/10.6084/m9.figshare.19409642.v2>.
- Wang, J., T. Iversen, H. Hennig-Schmidt and G. Godager (2020): Are patient-regarding preferences stable? Evidence from a laboratory experiment with physicians and medical students from different countries, *European Economic Review*, 125, Article 103411, <https://doi.org/10.1016/j.eurocorev.2020.103411>.
- Weimann, J., J. Brosig-Koch, T. Heinrich, H. Hennig-Schmidt and C. Keser (2019): Public good provision by large groups – the logic of collective action revisited, *European Economic Review*, 118, 348–363, <https://doi.org/10.1016/j.eurocorev.2019.05.019>.
- Hennig-Schmidt, H., H. Jürges and D. Wiesen (2019): Dishonesty in healthcare practice: A behavioral experiment on upcoding in neonatology, *Health Economics*, 28 (3), 319–338, <https://doi.org/10.1002/hec.3842>.
- Hennig-Schmidt, H., B. Irlenbusch, R.M. Rilke and G. Walkowitz (2018): Asymmetric outside options in ultimatum bargaining: a systematic analysis, *International Journal of Game Theory*, 47, 301–329, <https://doi.org/10.1007/s00182-017-0588-4>.
- Hennig-Schmidt, H. and G. Walkowitz (2017): Moral Entitlements and Aspiration Formation in Asymmetric Bargaining: Experimental Evidence from Germany and China, *Games*, 8 (4), Article 44, <https://doi.org/10.3390/g8040044>.
- Bosman, R., H. Hennig-Schmidt and F. van Winden (2017): Emotion at Stake—The Role of Stake Size and Emotions in a Power-to-Take Game Experiment in China with a Comparison to Europe, *Games*, 8 (1), Article 17, <https://doi.org/10.3390/g8010017>.

- Brosig-Koch, J., H. Hennig-Schmidt, N. Kairies-Schwarz and D. Wiesen (2017): The Effects of Introducing Mixed Payment Systems for Physicians: Experimental Evidence, *Health Economics*, 26, 243–262, <https://doi.org/10.1002/hec.3292>.
- Godager, G., H. Hennig-Schmidt and T. Iversen (2016): Does performance disclosure influence physicians' medical decisions? An experimental study, *Journal of Economic Behavior & Organization*, 131, Part B, 36–46, <https://doi.org/10.1016/j.jebo.2015.10.005>.
- Brosig-Koch, J., H. Hennig-Schmidt, N. Kairies-Schwarz and D. Wiesen (2016): Using artefactual field and lab experiments to investigate how fee-for-service and capitation affect medical service provision, *Journal of Economic Behavior & Organization*, 131, Part B, 17–23, <https://doi.org/10.1016/j.jebo.2015.04.011>.
- Cox, J.C., E.P. Green and H. Hennig-Schmidt (2016): Editorial: Experimental and behavioral economics of healthcare, *Journal of Economic Behavior & Organization* 131, Part B, A1–A4, <https://doi.org/10.1016/j.jebo.2016.10.011>.
- Goerg, S.J., H. Hennig-Schmidt, G. Walkowitz and E. Winter (2016): In Wrong Anticipation – Miscalibrated Beliefs between Germans, Israelis, and Palestinians. *PLoS ONE*, 11 (6), Article e0156998, <https://doi.org/10.1371/journal.pone.0156998>.
- Hennig-Schmidt, H. and G. Walkowitz (2015): Negotiations among Chinese and Germans – An Experimental Case Study, *Homo Oeconomicus*, 32 (3/4), 451–488, <http://www.accedoverlag.de/index.php/en/homo-oeconomicus/inhalt/homo-oeconomicus-32-3>.
- Lönnqvist, J.-E., H. Hennig-Schmidt and G. Walkowitz (2015): Ethnicity- and Sex-Based Discrimination and the Maintenance of Self-Esteem, *PLoS ONE* 10(5): Article e0124622, <https://doi.org/10.1371/journal.pone.0124622>.
- Engel, C., H. Hennig-Schmidt, B. Irlenbusch and S. Kube (2015): On Probation: An Experimental Analysis, *Journal of Empirical Legal Studies*, 12, 252–288, <https://doi.org/10.1111/jels.12072>.
- Hennig-Schmidt, H. and D. Wiesen (2014): Other-regarding behavior and motivation in health care provision: An experiment with medical and non-medical students, *Social Science & Medicine*, 108, 156–165, <https://doi.org/10.1016/j.socscimed.2014.03.001>.
- Hennig-Schmidt, H. and U. Leopold-Wildburger (2014): The shadow of the past: how experience affects behavior in an iterated prisoner's dilemma experiment, *Journal of Business Economics*, 84, 865–878, <https://doi.org/10.1007/s11573-014-0707-7>.
- Engel, C., M. Beckenkamp, A. Glöckner, H. Hennig-Schmidt, B. Irlenbusch, S. Kube, M. Kurschilgen, A. Morell, A. Nicklisch, H.-T. Normann and E. Towfigh (2014): First impressions are more important than early intervention: Qualifying broken windows theory in the lab, *International Review of Law and Economics*, 37, 126–136, <https://doi.org/10.1016/j.irle.2013.07.005>.
- Hennig-Schmidt, H., R. Selten and D. Wiesen (2011): How payment systems affect physicians' provision behaviour—An experimental investigation, *Journal of Health Economics* 30, 637–646, <https://doi.org/10.1016/j.jhealeco.2011.05.001>.
- Dufwenberg, M., S. Gächter and H. Hennig-Schmidt (2011): The framing of games and the psychology of play, *Games and Economic Behavior*, 73, 459–478, <https://doi.org/10.1016/j.geb.2011.02.003>.
- Hennig-Schmidt, H., B. Rockenbach and A. Sadrieh (2010): In Search of Workers' Real Effort Reciprocity—a Field and a Laboratory Experiment, *Journal of the European Economic Association*, 8(4), 817–837, <https://doi.org/10.1111/j.1542-4774.2010.tb00541.x>.
- Hennig-Schmidt, H., Z.-Y. Li and C. Yang (2008): Why people reject advantageous offers—Non-monotonic strategies in ultimatum bargaining: Evaluating a video experiment run in PR China, *Journal of Economic Behavior and Organization*, 65, 373–384, <https://doi.org/10.1016/j.jebo.2005.10.003>.
- Abbink, K. and H. Hennig-Schmidt (2006): Neutral versus loaded instructions in a bribery experiment, *Experimental Economics*, 9 (3), 103–121, <https://doi.org/10.1007/s10683-006-5385-z>.
- Bosman, R., H. Hennig-Schmidt and F. van Winden (2006): Exploring group decision making in a power-to-take experiment, *Experimental Economics*, 9 (1), 35–51, <https://doi.org/10.1007/s10683-006-4310-9>.
- Hennig-Schmidt, H. and Z.-Y. Li (2006): On Power in Bargaining: An Experimental Study in Germany and The People's Republic of China. *Nankai Business Review*, 2, 31–38 (in Chinese, with English abstract).

- Li, Z.-Y., W.B. Lu and H. Hennig-Schmidt (2002): Uncertainty in Bargaining Behavior: An Experimental Study of the Ultimatum Game, *Business Economics and Administration*, 126 (4), 23–27 (in Chinese).
- Hennig-Schmidt, H. and Z.-Y. Li (2001): Video Experiments – A New Method in Experimental Economics. *Forecasting*, 20(7), 116–118 (in Chinese).
- Hennig-Schmidt, H., Z.-Y. Li, W. Lu and C. Yang (2001): Concession Behavior in Negotiations: A Bargaining Experiment, *Chinese Journal of Management Science*, 9, 351–355 (in Chinese, with English Abstract).

Book

- Hennig-Schmidt, H. (1999): *Bargaining in a Video Experiment – Determinants of Boundedly Rational Behavior*. Lecture Notes in Economics and Mathematical Systems, Vol. 467, Springer-Verlag Berlin – Heidelberg – New York.

Book chapters

- Hennig-Schmidt, H. and Z. Li (2019): EU-China Experimental Research Cooperation between Sichuan University and Bonn University for nearly Two Decades, in: Shi, J. and Heiduk, G. (eds.), *Opportunities and Challenges – Sustainability of EU-China Relations in a Changing World*, CSSP, China Social Science Press, Beijing, 247–282.
- Hennig-Schmidt, H., U. Leopold-Wildburger, A. Ostmann and F. van Winden (2010): Understanding Negotiations: A Video Approach in Experimental Gaming, in: Ockenfels, A. and A. Sadrieh (eds.), *The Selten School of Behavioral Economics – A Collection of Essays in Honor of Reinhard Selten*, Berlin, Heidelberg: Springer-Verlag, 127–166.
- Hennig-Schmidt, H. and H. Geng (2006): Über Emotionen und Klugheit in impliziten Verhandlungen – Eine experimentelle Untersuchung anhand des Power-to-take Spiels, in Scherzberg et al. (eds.): *Kluges Entscheiden, Disziplinäre Grundlagen und interdisziplinäre Verknüpfungen*, Mohr Siebeck, Tübingen, 91–107.
- Hennig-Schmidt, H. (2002): The Impact of Fairness on Decision Making – An Analysis of Different Video Experiments, in: F. Andersson and H. Holm (eds.), *Experimental Economics: Financial Markets, Auctions, and Decision Making*, Kluwer Academic Publishers, Boston, Dordrecht, London, 185–210.

Other publications

- Hennig-Schmidt, H., Zhu-Yu Li and C. Yang (2002): Non-Monotone Strategies in Ultimatum Bargaining: First Results from a Video Experiment in the People’s Republic of China, *Proceedings of the International Congress of Mathematicians, Game Theory and Applications Satellite Conference*, Qingdao Publishing House, 225–231.
- Hennig-Schmidt, H., Z.Y. Li and C. Yang (2002): Does Power Influence Bargaining Outcomes? A Video Experimental Study in Germany and the People’s Republic of China, In: *Conference Proceedings of IAREP/SABE 2002, XXVII. Annual Colloquium on Research in Economic Psychology and SABE 2002 Conference on Behavioural Economics “Stability and Dynamics of Power”*, Turku, Finland, 30th June–4th July, 2002, 161–167.
- Hennig-Schmidt, H. (2002): The Impact of Trans-national Academic Education and Research on European Integration – Two Examples of Europeanization, in: *“EU–China Higher Education Cooperation Programme – Programme Report (1997–2001)”*, Lund University, Lund, Sweden, 2002.

Discussion Papers

- Cooperation in Symmetric and Asymmetric Prisoner’s Dilemma Games (joint work with Martin Beckenkamp and Frank Maier-Rigaud), Max Planck Institute for Research on Collective Goods, Discussion Paper 151 (2006/25; revised version March 2007), https://homepage.coll.mpg.de/pdf_dat/2006_25online.pdf.

- Experimenting over a Long Distance – A method to facilitate intercultural experiments (joint work with Gari Walkowitz and Clemens Oberhammer), Bonn Graduate School of Economics, University of Bonn, Discussion Paper No. 17/2004 (revised version 2009).
- A Cross-cultural Study on Negotiation Behavior – Design and First Results of a Video Experiment Run in Germany and the People’s Republic of China (joint work with Zhu-Yu Li and Chaoliang Yang), Center for European Studies, Sichuan University, 2000.
- Structure and Purpose of Data Archives in EU Member States as a Basis for Effective Economic Policy Making – A Comparative Study of the EU Data Archive System and Recommendations for Chinese Data Archive Establishment (joint work with Zhu Yu Li); European Studies Forum, No. 2, 16–35, Center for European Studies, Sichuan University, Chengdu, PR China, 2000.
- Break-offs in Bargaining – Evidence from a Video Experiment, SFB 303, University of Bonn, Discussion Paper B-402, 1997.
- Equity, Fairness and Prominence – Determinants for the Behavior of Player Groups in a Bargaining Experiment, SFB 303, University of Bonn, Discussion Paper B-356e, 1996.
- Behavior of Groups as Players in a Bargaining Experiment, Some Results on Negotiation Processes from a Video Experiment; SFB 303, University of Bonn, Discussion Paper B-355, 1996.
- Wie verhalten sich Spielergruppen in einem Verhandlungsexperiment? Einige Ergebnisse zur Bildung von Anspruchsniveaus und Anpassung; SFB 303, University of Bonn, Discussion Paper B-356, 1996.
- Family Expenditure Survey – Methodology and Data Used in Microeconomic Demand Analysis; SFB 303, University of Bonn, Discussion Paper A-231, 1989.

Working Papers

- Sensitivity to Corruption – An Experimental Investigation in China (joint work with Hong Geng), University of Bonn, 2014, https://www.econ.uni-bonn.de/bonneconlab/en/team/hennig-schmidt/papers/hennig-schmidt_geng_2014_bribery_china.pdf.
- In Your Shoes – A Video Experimental Study on Communication and Quasi-communication in Ultimatum Bargaining with Groups (joint work with Hong Geng), University of Bonn, 2007, https://www.econ.uni-bonn.de/bonneconlab/en/team/hennig-schmidt/papers/2007_geng_hennig_schmidt_in_your_shoes_31_07_07.pdf.
- Decision Mechanisms in Tacit Bargaining – A Video Experimental Investigation on the Power-to-take Game (joint work with Hong Geng), working paper, University of Bonn, 2005.
- Asymmetric outside options in ultimatum games – An experimental study (joint work with Simone Kohnz), working paper, University of Bonn, 2005.

Work in Progress

- Performance Appraisal in Germany and China – An Experimental Laboratory Study (joint work with Christine Harbring and Gari Walkowitz).

Transcripts of Video Experiments

- Intra-cultural and inter-cultural Video Bargaining Experiments between German and Chinese Negotiators during the Sino-German Summer Schools 2006 and 2007.
- Video Experiments on Symmetric and Asymmetric Ultimatum games, Germany.
- Video Experiments on the Ultimatum Game, People’s Republic of China.
- A Video Experiment on the Power-to-Take Game, Germany.
- The Triple Take Game.

Within-Country Video Bargaining Experiments between Groups as Players, Germany and China.

Teaching

2021	Online Summer School “Behavioural Economics of Social Norms and Social Preferences”, Moscow, Russia (July 2021)
2020	“Games in experiments”, Open lecture, National Research University, Higher School of Economics (NRU HSE), Moscow (November 2020)
2020	Summer School “Experimental Economics: Purposes, Design, Tools”, St. Petersburg, Russia (July 2020)
2018	Behavioural and Experimental Economics, National Research University, Higher School of Economics (NRU HSE), Moscow, Russia (November/December 2018), Behavioral Economics for Psychologists, NRU HSE, Moscow
2014	UIP Immersion Program, “Basics in Experimental Economics”; Sichuan University, Chengdu, PR China (June/July 2014)
2011	Course on “Intra-cultural, cross-cultural and intercultural experiments”; University Duisburg-Essen, Germany (June 2011)
2010	Course on “Intra-cultural, cross-cultural and intercultural experiments”; University Duisburg-Essen, Germany (August 2010)
2008	Course on “Intra-cultural, cross-cultural and intercultural experiments”; Southwest Jiaotong University, Chengdu, PR China (October 2008)
2008	Course on Experimental Economics; Southwest Jiaotong University, Chengdu, PR China (October 2008)
2008	Sino-German Summer School 2008 “Research Frontiers in Management Science and Culture – Experimental Methods and Advanced Applications”, Southwest Jiaotong University, Chengdu, PR China
2007	Sino-German Summer School 2007 “Culture and Behavioral Methods in Management – Theory, Experiments, Practice”, Bonn University, Germany
2006	Sino-German Summer School 2006 “Culture and Negotiation in Management – Experimental Methods in Intercultural Relationships”, Sichuan University, Chengdu, PR China
2005 summer term	Seminar “Gruppenexperimente – Design, Durchführung, Auswertung” Bonn University
2004/05 winter term	Seminar “Experimentelle Gruppenentscheidungen”, Bonn University
2000	Course on Research Methodology in Economics, Classroom Experiments (March 2000), Management School of Shanghai Jiao Tong University, Shanghai, PR China;
2000	Course on Experimental Economics, Classroom Experiments, Sichuan University, Chengdu, PR China (April 2000)
1999	2 nd week of ENDEAR-Summer School on Experimental Economics (September 1999), Bari, Italy

Supervision of Bachelor, Diploma and Master Theses

2022	Impact of interregional information on intraregional trust in Russia (BA) The impact of OTC drugs and mental health care on student well-being on the example of HSE university (BA) Does Russian drinking culture make us heavy drinkers? (BA)
2021	Influence of boredom on economic decisions (BA) The problem of self-medication in Russia (BA)

	Brand avoidance: a comparative cross-country study of consumer behavior and values with a special focus on sustainability (BA)
2020	The Impact of Time-Pressure and Stress on Intellectual Ability and Economic Decision-Making (BA)
2019	Experimental Study of Honesty in Russia (BA)
2014	Leistungsbewertung in China und Deutschland – Herausforderungen bei der Implementierung westlicher Human Resource Management Systeme (BA)
2012	On the Enforced Reflection in the Framework of the ‘Beauty Contest’ Game (BA)
2010	An Essay on Dishonesty (MA)
2009	Does Voting Make a Difference in Behavior? (Diploma/MA) Handlungen, Einschätzungen und Fairness in symmetrischen und asymmetrischen Ultimatumspiel-Experimenten (Diploma/MA) Asymmetry and Personality in Ultimatum Bargaining – Experimental Evidence from Germany and China (Diploma/MA)
2008	Effizienz von Strategien in interkulturellen Verhandlungssituationen. Ein Vergleich zwischen Deutschland und China (Diploma/MA) Der Einfluss von Kultur auf Verhandlungen – Erstellung und Auswertung von Protokollen eines transnationalen Videoverhandlungsspiels (Diploma/MA)
2007	Decisions, Expectations and Fairness in Symmetric and Asymmetric Ultimatum Bargaining in Germany and China (Diploma/MA) A Cross-Cultural Analysis of Bargaining Behaviour and Aspiration Levels (Diploma/MA)
2006	Physicians’ Provision Behavior under Different Payment Systems – An Experimental Investigation (Diploma/MA)
2004	Decision Processes in Ultimatum Bargaining – Text Analysis of Transcripts of an Intercultural Video Experiment (Diploma/MA)

Project Principal in Academic Projects with External Funding

2018–2022	“Preferences, Social Norms, and Behaviour within and across the Russian Borders – A Systematic Study on Cooperation and Competition”. International Laboratory for Experimental and Behavioural Economics, National Research University Higher School of Economics (HSE), Moscow, Russian Federation, supported by HSE (jointly with Alexis V. Belianin, HSE).
2003–2007	“Äquität und Gerechtigkeit in ökonomischen Entscheidungen – Experimentelle Studien zur Anspruchsanpassungstheorie in Deutschland und China (Equity and justice in economic decision making – Experimental studies in aspiration adaptation theory)”, University of Bonn, Germany, supported by Deutsche Forschungsgemeinschaft (DFG)
2001–2004	“A Comparative Study on Treating Data Uncertainty in Economic Modelling” supported by Deutsche Forschungsgemeinschaft (DFG) and National Natural Science Foundation of China (NSFC) (jointly with Zhu-Yu Li, Sichuan University, Chengdu, China)

Affiliation to Academic Projects with External Funding

2014–2020	<i>Project Collaborator</i> , “IRECOHEX, International Research Collaborative for Health Economic Experiments”, University of Oslo, Norway, supported by the Research Council of Norway
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2010–2015	<i>Project Collaborator</i> , “Öffentliches-Gut-Experimente mit großen Gruppen in einem virtuellen Großlabor (Large group public good experiments in a virtual large-scale laboratory)”, University of Magdeburg, Germany, supported by Deutsche Forschungsgemeinschaft (DFG)
2010–2017	<i>Project Collaborator</i> , “Der Einfluss der Vergütung auf die Leistungserbringung im Gesundheitswesen: Eine experimentelle Analyse (Impact of payment schemes on provider service provision in the health care system)”, University of Duisburg-Essen, Germany, supported by Deutsche Forschungsgemeinschaft (DFG)
2004–2012	<i>Project Collaborator</i> , “A Cross-Cultural Experimental Study on Interactive Decision-Making Involving Germans, Israelis and Palestinians”, University of Bonn, Germany, supported by Deutsche Forschungsgemeinschaft (DFG)
2000–2001	<i>Project Collaborator</i> , “A Study on Unsymmetrical Employment and the Unbalance of the EU Labour Market in Relation to Higher Education”, supported by EU–China Higher Education Cooperation Programme
1999–2003	<i>Project Collaborator</i> , “European Network for the Development of Experimental Economics and its Application to Research on Institutions and Individual Decision Making”, supported by EU-TMR Research Network
1999–2000	<i>Project Collaborator</i> , “The Impact of Different Policies in EU Member States on Research in Economics—the Difficulty of Getting Access to Official Micro Data and Its Reference to China,” supported by EU–China Higher Education Cooperation Programme
1985–1999	<i>Project Collaborator</i> , Collaborative Research Centre (Sonderforschungsbereich) 303 „Information and Allocation of Economic Activities”, University of Bonn, Germany, supported by Deutsche Forschungsgemeinschaft (DFG)
1980–1984	<i>Project Collaborator</i> , Collaborative Research Centre (Sonderforschungsbereich) 21 „Economic Forecast and Equilibrium Models”, University of Bonn, Germany, supported by Deutsche Forschungsgemeinschaft (DFG)

Honors and Editorial Activities

2016	Guest Editor, Special Issue “Experimental and Behavioral Economics of Healthcare”, <i>Journal of Economic Behavior & Organization</i> 131, Part B
2008	First prize for outstanding achievements in scientific research, by Sichuan Institute of Quantitative Economics
2008	Visiting professorship, School of Economics, Southwest Jiaotong University, Chengdu, PR China;
2008	Visiting professorship, School of Economics, Renmin University, Beijing, PR China
2007	Visiting professorship, School of Economics, Sichuan University, Chengdu, PR China

Research Grants and Financial Support

National Research University, Higher School of Economics, Moscow (Russian Academic Excellence Project '5-100)
 Deutsche Forschungsgemeinschaft (446 CHV-111/1/00)
 Deutsche Forschungsgemeinschaft (446 CHV 113/174/0-1)
 Deutsche Forschungsgemeinschaft (HE 2790/2)
 Sino-German Center for Research Promotion (DFG, NSFC) (GZ 379)

Sino-German Center for Research Promotion (DFG, NSFC) (GZ 414)
 Sino-German Center for Research Promotion (DFG, NSFC) (GZ 502)
 Sino-German Center for Research Promotion (DFG, NSFC) (GZ 576)

Memberships

Economic Science Association (ESA), Gesellschaft für experimentelle Wirtschaftsforschung (GfeW, German Association for Experimental Economics), Deutsche Gesellschaft für Gesundheitsökonomie (dggö, German Association for Health Economics), Verein für Socialpolitik (VfS, German Economic Association), Sozialwissenschaftlicher Ausschuss des Vereins für Socialpolitik (Standing Field Committee "Social Sciences" of the German Economic Association)

Refereeing

Journals

American Economic Review, Asien, Econometrica, Economic Journal, Economics Letters, Experimental Economics, games, Health Economics, NeuroPsychoEconomics, Jahrbücher für Nationalökonomie und Statistik, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Health Economics, Journal of the European Economic Association, Judgment and Decision Making, Social Science & Medicine, Southern Economic Journal, Theory and Decision

Research Institutions

Swedish Foundation for Humanities and Social Sciences (Riksbankens Jubileumsfond, RJ), Austrian National Bank (Jubiläumsfond), Catholic University of Leiden (The Netherlands), Deutsche Forschungsgemeinschaft/German Research Foundation, German–Israeli Foundation for Scientific Research and Development, Israeli Science Foundation, Research Foundation Flanders (The Netherlands)

Research Visits

National Research University, Higher School of Economics, Moscow (2016, 2018, 2019)
 Nankai University, Tianjin, PR China (September 2004, November 2005)
 Renmin University, Beijing, PR China (October 2008, May 2010)
 Shandong University, Center for Health Management and Policy, Jinan, PR China (September 2012, October/November 2013)
 Shanghai Jiao Tong University, School of Management, Shanghai, PR China (November 1999, March/April 2000)
 Sichuan University, Chengdu, PR China (March and July 1999, March/April 2000, July 2001, August/September 2002, September 2004, January/February 2006, May 2006, October 2006, September 2007, October 2008, May/June 2010; September 2011, May and September 2012, June/July 2014, November/December 2015, October/November 2016, October 2017)
 Southwest Jiaotong University, School of Management and Economics, Chengdu, PR China (May 2006, September 2007, October 2008)
 University of Magdeburg (December 2005)

Conference/Summer School Organization

- Co-organizer of International Online Conference “Social Norms and Social Preferences”, July 22–23, 2021, Moscow, Higher School of Economics (joint with Alexis V. Belianin, Philipp Chapkovsky, HSE, Moscow, Gari Walkowitz, Technical University Munich, Germany and HSE, Moscow).
- Co-organizer of International Online Summer School “RExSchool21: Summer School on Experimental and Behavioural Economics of Social Norms and Social Preferences”, Moscow, July 19–26, 2021, Higher School of Economics, Moscow (joint with Alexis V. Belianin, Philipp Chapkovsky, HSE, Moscow, Gari Walkowitz, Technical University Munich, Germany and HSE, Moscow).
- Co-organizer of International Summer School “Experimental Economics: purposes, design, tools”, St. Petersburg, July 15–21, 2019, financed by Higher School of Economics, Moscow (joint with Alexis V. Belianin and Philipp Chapkovsky, Higher School of Economics, Moscow).
- Co-organizer of International Workshop “From values to behaviour: Interdisciplinary studies of regional differences in Russia”, October 23, 2018, Moscow, Higher School of Economics (joint with Alexis V. Belianin, Higher School of Economics, Moscow).
- Co-organizer of 6th ACCER Workshop on “Cross-Cultural Experiments in the Social Sciences, Economics and Management”, March 6–7, 2017, Duisburg, Germany Duisburg-Essen University (joint with Timo Heinrich, University of Duisburg-Essen, Markus Taube, Duisburg-Essen University, Gari Walkowitz, University of Cologne, Lilia Zhurakhovska, University of Duisburg-Essen).
- Co-organizer of 4th Workshop in Behavioral and Experimental Health Economics, December 8–9, 2016, University of Cologne, Germany (joint with Daniel Wiesen, University of Cologne)
- Co-organizer of 5th ACCER International Workshop on “Exploring Culture and Behaviour by Economic and Psychological Experiments”, November 25–26, 2014, Duisburg-Essen University, Germany (joint with Sven Horak, St. John’s University, New York, Werner Pascha, Duisburg-Essen University, Gari Walkowitz, University of Cologne)
- Co-organizer of 1st Workshop on Behavioral and Experimental Health Economics, Oslo, January 6–7, 2014 (joint with Geir Godager, University of Oslo, Daniel Wiesen, University of Cologne)
- Co-organizer of “4th ACCER Workshop on Cross-Cultural Experimental Economics Research”, May 23–24, 2014, Duisburg-Essen University, Germany (joint with Sven Horak, St. John’s University, New York, and Gari Walkowitz, University of Cologne)
- Co-organizer of “Workshop on Methods and Challenges in Cross-Cultural Experimental Research – What can Economists Learn from Psychologists, December 14–15, 2012, Duisburg-Essen University, Germany (joint with Dr. Gari Walkowitz, Cologne University, and Sven Horak, MSC, Duisburg-Essen University)
- Co-organizer of “Workshop on Experimental Research across Cultures“, July 28, 2011, BonnEconLab, University of Bonn, Germany (joint with Dr. Gari Walkowitz, Cologne University and Dipl.-Vw. Sven Horak, Duisburg-Essen University)
- Co-organizer of “Workshop on Experimental Economics” Sichuan University, Chengdu, PR China, September 18–24, 2011 (joint with Prof. Markus Taube, Duisburg-Essen University and Prof. Zhu-Yu Li, Sichuan University)
- Co-organizer of “Sino-German Workshop 2010: Advanced Topics in Experimental and Behavioral Economics – Intra-cultural and Cross-cultural Perspectives in Management Science”, Sichuan University, Chengdu, PR China (joint with Prof. Zhu-Yu Li, Ph.D. and Prof. Qiuping Xu, Sichuan University)
- Co-organizer of “Workshop on Experimental Economics – Inter- and Intra-cultural Perspectives”, January 15–16, 2010, BonnEconLab, University of Bonn, Germany (joint with Dipl.-Vw. Daniel Wiesen, Bonn University)
- Co-organizer of “Advanced Sino-German Summer School 2008: Research Frontiers in Management Science and Culture – Experimental Methods and Advanced Applications”, Southwest Jiaotong University, Chengdu, China (joint with Prof. Jianmin Jia, PhD, Southwest Jiaotong University, Chengdu, China, and Prof. Reinhard Selten, Bonn University)

- Co-organizer of “Sino-German Summer School 2007: Culture and Behavioral Methods in Management – Theory, Experiments, Practice”, Bonn University, Germany (joint with Prof. Reinhard Selten, Bonn University, and Prof Jianmin Jia, PhD, Southwest Jiaotong University, Chengdu, China)
- Co-organizer of “Sino-German Summer School 2006: Culture and Negotiation in Management – Experimental Methods in Intercultural Relationships”, Sichuan University, Chengdu, PR China (joint with Prof. Reinhard Selten, Bonn University, and Prof. Zhu-Yu Li, Ph.D. Sichuan University)
- Co-organizer of “International Workshop on Experimental Economics and its Application to Inter-cultural Research”, Sichuan University, Chengdu, PR China, September 17, 2004.
- Co-organizer of “Special Session on Group Decision Making”, ENDEAR Workshop (joint with Tamar Kugler), University of Amsterdam, The Netherlands, 2003
- Co-organizer of “Workshop on Group Decision Making in Economics” (joint with Ronald Bosman), University of Amsterdam, The Netherlands, 2002
- Co-organizer of “International Workshop on Education and Employment in the Multi-Cultural Context of EU”, July 2–7, 2001, Center for European Studies, Sichuan University, Chengdu PR China. Sponsored by EU-China Higher Education Cooperation Programme (joint with Prof. Dr. Jian Shi, Center for European Studies, Sichuan University, Chengdu, PR China, and Prof. Dr. Ludger Kühnhardt, Center for European Integration ZEI, University of Bonn, Germany)

Scientific committees

- International Online Conference “Social Norms and Social Preferences”, Moscow, Higher School of Economics, Russia, July 2021.
- SABE Annual 2020 Conference on Behavioural Economics, HSE, Moscow, Russia, July 2020
- 7th Workshop on Behavioral and Experimental Health Economics, Innsbruck University, Austria, Feb. 2020
- 6th Workshop on Behavioral and Experimental Health Economics, Oslo University, Norway, Dec. 2018
- 5th Workshop on Behavioral and Experimental Health Economics, GSU Atlanta, USA, Dec. 2017
- 4th Workshop on Behavioral and Experimental Health Economics, Cologne University, Germany, Dec. 2016
- 3rd Workshop on Behavioral and Experimental Health Economics, Essen University, Germany, Dec. 2015
- 2nd Workshop on Behavioral and Experimental Health Economics, McMaster, Canada, Feb. 2015
- 1st Workshop on Behavioral and Experimental Health Economics, Oslo, Jan. 2014

Presentations at National and International Conferences

- 2025
- Annual Conference of the German Association of Experimental Economic Research (GfeW), Hamburg, Germany. Title: Interregional Trust in a Large Country: The Impact of Geographical Features and Information – First Results of a Large-scale Online Experiment.
 - IAREP 2025 Conference, Tartu, Estonia. Title: On the role of personality traits in shaping responses to physician payment systems.
 - Annual Meeting of Standing Field Committee Social Sciences of the German Economic Association (Verein für Socialpolitik), Mannheim, Germany. Title: On the role of personality traits in shaping responses to physician payment systems.
 - XV. Workshop of the dggö Committee “Allocation and Distribution”, Paderborn, Germany. Title: On the role of personality traits in shaping responses to physician payment systems.

- 2024
- 22nd Conference of Beihang University on International Exchange of Professionals, Hangzhou, P.R. China, Title: Within-country and International Negotiations: Similarities and differences between German and Chinese negotiators – A case study.
 - Annual Conference of the German Association of Experimental Economic Research (GfeW), Cologne, Germany, Title: Fairness Deliberations and Fair Allocations in Symmetric and Asymmetric Bargaining – An Experimental Study on Group Decisions in Germany and China.
 - 9th Workshop in Behavioral and Experimental Health Economics, Hamburg, Germany, Title: Physicians' incentives, patients' characteristics, and quality of care – A systematic experimental comparison of performance-pay systems.
 - Verein für Socialpolitik (German Economic Association) Annual Conference 2024, Berlin, Germany, Title: Fairness Deliberations and Fair Allocations in Symmetric and Asymmetric Bargaining – An Experimental Study on Group Decisions in Germany and China.
 - ESA European Meeting, Helsinki, Finland, Title: Physicians' incentives, patients' characteristics, and quality of care – A systematic experimental comparison of performance-pay systems.
 - 10th China – EU Chengdu Roundtable Seminar “Developments and Challenges of China – EU (Economic and Trade) Cooperation in the New Situation”, Chengdu, P.R. China, Title: Challenges for mutual effective understanding of Chinese and European business partners – A multi-cultural perspective.
 - Conference “Business & Human Rights – New Scientific Approaches”, Berlin, Germany, Title: Can sanctions and international interactions improve cooperation, avert climate change and contribute to a healthy environment? – An interactive experimental study within and between Germany and Russia.
- 2023
- 8th Workshop in Behavioral and Experimental Health Economics, Vienna, Austria, Title: The interplay of personality traits and physician performance pay.
 - 15th Nordic Conference on Behavioral and Experimental Economics - an Arne Ryde Symposium, Lund, Sweden, Title: Fairness and Perspective Taking in Tacit Ultimatum Bargaining – A Comparative Study in Germany and PR China.
 - ESA European Meeting, Exeter, United Kingdom, Title: The interplay of personality traits and physician performance pay.
 - 1st Workshop on Gender in Adaptive Design, Karlsruhe, Germany, Title: Does gender affect medical decisions? Results from a behavioral experiment with physicians and medical students.
 - IMEBESS, 7th Annual Conference, Lisbon, Portugal, Title: The interplay of personality traits and physician performance pay.
 - SPUDM 2023, Subjective Probability, Utility, and Decision Making, Vienna, Austria, Title: Fairness and Perspective Taking in Tacit Ultimatum Bargaining – A Comparative Study in Germany and PR China.
 - XIV. Workshop of the dggö Committee “Allocation and Distribution”, Oldenburg, Germany, Title: The interplay of personality traits and physician performance pay: Evidence from a behavioral experiment in health.
- 2022
- Annual Conference of the German Association of Experimental Economic Research (GfeW), Salzburg, Austria, Title: The interplay of physician performance pay and personality traits
 - II. Pacific School-Conference on Experimental Economics, Vladivostok, Title: CO₂ Emission Reduction – Real public good provision in the laboratory by large groups
 - 19th International Conference on Social Dilemmas, Copenhagen, Title: CO₂ Emission Reduction – Real public good provision in the laboratory by large groups

- 13th European Conference of Health Economics, EUHEA OSLO 2022, Oslo, Norway, Title: The interplay of physician performance pay and personality traits
- Annual Conference of the German Association for Health Economics (dggö), Hamburg, Germany, Title: Physicians' incentives, patients' characteristics, and quality of care – A systematic experimental comparison of fee-for-service, capitation, and pay for performance
- 2021 Annual Conference of the German Association of Experimental Economic Research (GfeW), Magdeburg, Germany, Title: Regional Differences in Social Preferences? Evidence from an Interactive Online Experiment in Russia
- International Online Conference "Social Norms and Social Preferences", Moscow, Higher School of Economics. Title: On the Fabrics of Fairness in Bargaining – Experimental Evidence from Germany and PR China
- Maastricht Behavioral and Experimental Economics Symposium (M-BEES), Maastricht, The Netherlands. Title: Sanctions and international interaction improve cooperation to avert climate change – An interactive experimental study within and between Germany and Russia
- XXII. April International Academic Conference on Economic and Social Development, National Research University, Higher School of Economics, Moscow, Russian Federation, Title: Interregional trust in Russia – First results of a behavioral and survey study
- 2020 SABE Online Annual Conference of the Society for the Advancement of Behavioral Economics, HSE, Moscow, Title: CO2-Emission Reduction – Real public good provision in the laboratory by large groups
- XXI. April International Academic Conference on Economic and Social Development, NRU, HSE, Moscow, Russian Federation, Title: Physician performance pay: experimental evidence
- 2019 XX. April International Academic Conference on Economic and Social Development, National Research University, Higher School of Economics, Moscow, Russian Federation, Title: Behaviour and Beliefs in Long-Distance Interactive Online Experiments between Moscow, Samara and Tomsk
- XX. April International Academic Conference on Economic and Social Development, NRU, HSE, Moscow, Russian Federation, Title: Altruism in medicine: First evidence from an experimental panel study
- 2018 International Conference on Decision Sciences, University of Konstanz, Germany, Title: Dishonesty in healthcare practice: A behavioral experiment on upcoding in neonatology
- Verein für Socialpolitik (German Economic Association) Annual Conference 2018, University of Freiburg, Germany, Title: Dishonesty in healthcare practice: A behavioral experiment on upcoding in neonatology
- Global Conference on Economic Geography, University of Cologne, Germany, Title: In wrong anticipation – Miscalibrated beliefs between Germans, Israelis, and Palestinians
- SABE/ IAREP Annual Conference, Middlesex University, London, UK, Title: Dishonesty in healthcare practice: A behavioral experiment on upcoding in neonatology
- World Meeting of the Economic Science Association, Humboldt University Berlin, Germany, Title: Sanctions and convergence to cooperative behavior raise international collaboration – An interactive experimental study within and between Germany and Russia
- Annual Meeting of Standing Field Committee Social Sciences of the German Economic Association, University of Duisburg-Essen, Germany, Title: Dishonesty in healthcare practice: A behavioral experiment on upcoding in neonatology

- 2017
- 2nd Annual Conference on Experimental Economics at Beijing Normal University, Beijing, China, Title: Performance Appraisal Systems and Cooperation in Teams – Evidence from a Lab Experiment in Germany and China
 - Annual Meeting of the German Association for Experimental Economics, University of Kassel, Germany, Title: Climate change control in cross-country perspective: An experimental study in Germany and Russia
 - European Meeting of the Economic Science Association, Technical University Vienna, Austria, Title: Performance Appraisal Systems and Cooperation in Teams – Evidence from a Lab Experiment in Germany and China
 - Ghent Workshop on “EU-China relations: actual conditions and future perspectives”: Title: European University Students’ Perception of EU-China Relationship with a Comparison to Chinese Students
 - 2nd Workshop on Behavioural Game Theory, Discussant of Special Lecture on “Frustration and Anger in Games” by Pierpaolo Battigalli, Martin Dufwenberg, Alec Smith
 - 6th ACCER Workshop on “Cross-Cultural Experiments in the Social Sciences, Economics and Management”, University of Duisburg- Essen, Germany, Title: Can sanctions bolster climate change agreements? An experimental analysis
- 2016
- North American Meetings of the Economic Science Association, University of Arizona, Tucson, Arizona, US, Title: Emotion at Stake –The role of stake size and emotions in a power-to-take game experiment in China
 - Verein für Socialpolitik (German Economic Association) Annual Conference 2016, University of Augsburg, Germany, Title: Emotion at Stake –The role of stake size and emotions in a power-to-take game experiment in China
 - 7th International Conference of the French Association of Experimental Economics (ASFEE), Title: Ultimatum Bargaining with Asymmetric Outside Options – A systematic experimental analysis
- 2015
- Conference on Ent-Nationalisierung – Beteiligung neu denken?! Eine Denkwerkwerkstatt, organized by Bundeszentrale für politische Bildung/bpb in Zusammenarbeit mit der Landeszentrale für politische Bildung Berlin, dem Käte Hamburger Kolleg / Centre for Global Cooperation Research und dem Verein Welt und Wir, Berlin, Germany, Title: Partizipationskulturen als kollektive Lernprozesse?
 - GfEW (Jahrestagung der Gesellschaft für experimentelle Wirtschaftsforschung), University of Hamburg, Germany, Title: Does pay-for-performance affect medical service provision? A laboratory experiment
 - COPE, Colloquium on Personnel Economics, Department of Business Administration, Vienna University, Austria, Title: How effective is pay-for-performance? An experimental comparison of different payment schemes for physicians
- 2015
- 2nd Workshop on Behavioral and Experimental Health Economics, Centre for Health Economics, McMaster University, Hamilton, Canada, Title: DRG-Upcoding in Neonatology: An experimental investigation
- 2014
- International Workshop on “Exploring Culture and Behaviour by Economic and Psychological Experiments”, Duisburg-Essen University, Germany, Title: Emotion at Stake –The role of stake size and emotions in a power-to-take game experiment in China
 - International Seminar on “China-EU Relation and Culture Exchange after 2014 EP Election”, Leshan Normal University, Leshan, China, Title: Gains and pains from 15 years of cross-cultural German-Chinese research
 - 1st Workshop on Behavioral and Experimental Health Economics, Department of Health Management and Health Economics, Oslo University, Norway, Title: How to improve patient care? An analysis of capitation, fee-for-service, and mixed payment schemes for physicians

- 2013 Symposium "Power, Bargaining and Economic Constraints in China", Frankfurt School of Finance & Management, Germany, Title: Kultur und Verhandlung. Gemeinsamkeiten und Unterschiede zwischen Deutschen und Chinesen – Ein Verhandlungsexperiment (Culture and negotiation. Similarities and differences between Germans and Chinese – A bargaining experiment).
- SERS 2013, Workshop on Boundedly Rational Behavior in Economics, Petersberg, Königswinter, Germany, Title: The role of reference points in public-good provision: A laboratory experiment with very large groups and real public goods
- World Congress of iHEA, International Health Economics Association, Sydney, Australia, Title: Other-regarding Behavior and Motivation in Health Care Provision An Experiment with Medical and Non-medical Students
- IMEBE, International Meeting on Experimental and Behavioral Economics, Madrid, Spain, Title: Self-Serving Use of Equity Rules in Bargaining with Asymmetric Outside Options – An Experimental Study
- Workshop on „Remuneration and organization in general practice: Effects on recruitment, practice profile, and task division between care levels“, Department of Health Management and Health Economics, Oslo University, Norway, Title: Are Prospective Physicians More Caring? An Experimental Study Involving Medical and Non-medical Students
- 2012 ECHE, European Conference on Health Economics, Zurich, Switzerland, Title: How to improve patient care? An experimental analysis of pure and mixed incentive schemes for physicians
- SABE 2012, International Conference of the Society for the Advancement of Behavioral Economics, Granada, Spain, Cultural Biases in Bilateral Trust among Israelis, Palestinians, and Germans
- “The Post-Lisbon-Era EU in Global Context and Its Implication for Non-European Regions: An Outside View“, Sichuan University, Chengdu, PR China, Title: More than a Decade of EU–China Research. Impact and results of cooperation between Sichuan University and Bonn University
- IMEBE, International Meeting on Experimental and Behavioral Economics, Castellon, Spain, Title: Performance Appraisal in Germany and China – A Lab Experiment
- 2011 ZEW/Tinbergen Institute Workshop "Behavioural Personnel Economics", Mannheim, Germany, Title: Performance Appraisal in Germany and China – A Lab Experiment.
- IZA Workshop "Cognitive and Non-Cognitive Skills", Bonn, Germany, Title: Cognitive Skills in Ultimatum Bargaining: Reasoning about Others – Experimental Evidence from Verbal and Behavioral Data.
- GfEW – 11. Jahrestagung der Gesellschaft für experimentelle Wirtschaftsforschung, Nürnberg, Germany, Title: Mentalizing in Ultimatum Bargaining – Evidence from Verbal Data in Germany and China.
- 14th International Conference on Social Dilemmas, Amsterdam, The Netherlands, Title: Public Good Experiments in Large Groups.
- Workshop "Interkulturelle Aspekte des Verhandeln", Lutherstadt Wittenberg, Germany, Title: Culture and Negotiation - Similarities and Differences between Germans and Chinese in a Bargaining Experiment.
5. Workshop „Institutionen in der Entwicklung Ostasiens: Der Beitrag der experimentellen Ökonomie“, Evangelische Akademie Tutzing, Germany, Title: Sensitivity to Corruption – An Experimental Investigation in China.
- IMEBE, 7th International Meeting on Experimental and Behavioural Economics, Barcelona, Spain, Title: Mentalizing in Ultimatum Bargaining – Evidence from Verbal Data in Germany and China.

- 2010 Workshop “Experimental perspectives on behavioral economics and culture in East Asia”, Duisburg-Essen, Germany, Title: Thinking about Others in Ultimatum Bargaining – Evidence from Verbal and Behavioral Data in Germany and China.
Opening workshop of mLab, the experimental economics laboratory at the University of Mannheim, Universität Mannheim, Germany
GfeW (Jahrestagung der Gesellschaft für experimentelle Wirtschaftsforschung), Luxembourg, Luxembourg
Verein für Socialpolitik, Jahrestagung, Kiel, Germany
Sino-German Workshop: Advanced Topics in Experimental and Behavioral Economics – Intra-cultural and Cross-cultural Perspectives in Management Science, Chengdu, China
Jahrestagung des Sozialwissenschaftlichen Ausschusses des Vereins für Socialpolitik, Erfurt, Germany
- 2009 GfeW (Jahrestagung der Gesellschaft für experimentelle Wirtschaftsforschung), Essen, Germany
ESA (Economic Science Association) European Meeting 2009, Innsbruck, Austria
IMEBE, International Meeting on Experimental and Behavioural Economics, Granada, Spain
Inaugural Workshop “Laboratory Experiments in Quantitative Corporate Governance Research”, Paderborn, Germany
- 2008 Jahrestagung des Sozialwissenschaftlichen Ausschusses des Vereins für Socialpolitik, in Frankfurt/Main, Germany
International Association for Research in Economics and Psychology, Rome, Italy
Economic Science Association, European Regional Meeting, Lyon, France
- 2007 Verein für Socialpolitik (German Economic Association) Annual Conference 2007, University of München, Germany
26th Arne Ryde Symposium on “Communication in Games and Experiments”, Lund University, Lund Sweden
Economic Science Association, World Meeting at LUISS in Rome, Italy
Jahrestagung des Sozialwissenschaftlichen Ausschusses des Vereins für Socialpolitik, in Magdeburg, Germany
IMEBE, International Meeting on Experimental and Behavioural Economics, Malaga, Spain
- 2006 Workshop “Ökonomie und Sprache”, Friedrichshafen, Germany
Tagung des Vereins für Socialpolitik, Bayreuth, Germany
Economic Science Association, European Meeting, Nottingham, England
European Association for Labor Economics, Annual Conference, Prague, Czech Republic
Inaugural Asia–Pacific Meeting of the Economic Science Association (ESA), Hong Kong University of Science & Technology, China
- 2005 Third International Symposium on Corporate Governance, Nankai University, Tianjin, PR China
Tagung des Sozialwissenschaftlichen Ausschusses des Vereins für Socialpolitik, Graz, Austria
Fachkonferenz “Perspektiven erneuerbarer Energien in der VR China”, Berlin, Germany
Erste Staatswissenschaftliche Tagung “Kluges Entscheiden”, Erfurt, Germany
Jahrestagung der Gesellschaft für experimentelle Wirtschaftsforschung (GfeW), Cologne, Germany
11th International Conference on Social Dilemmas, Krakow, Poland
- 2004 International Workshop on “Experimental Economics and its Application to Intercultural Research”, Sichuan University, Chengdu, PR China

- 2004 RC33 Sixth International Conference on Social Science Methodology Amsterdam, The Netherlands
Tagung des Sozialwissenschaftlichen Ausschusses des Vereins für Socialpolitik, Graz, Austria
Economic Science Association, International Meeting, Amsterdam, The Netherlands
Games 2004, 2nd World Congress of the Game Theory Society, Marseille, France
Annual Meeting of the European Economic Association (EEA), Madrid, Spain
North American Meeting of the Economic Science Association, Tucson, USA
- 2003 Economic Science Association, European Meeting, Erfurt, Germany
10th International Conference on Social Dilemmas, Marstrand, Sweden
Summer Workshop on Behavioral Economics, Budapest, Hungary
ENDEAR-Workshop, Amsterdam, The Netherlands
- 2002 Economic Science Association, European Meeting, Strasbourg, France
ENDEAR-Workshop "Experimental Economics" Max Planck Institute for Research into Economic Systems, Jena, Germany
Summer School Workshop on Experimental Economics, Max Planck Institute for Research into Economic Systems, Jena, Germany
International Congress of Mathematicians Game Theory and Applications Satellite Conference, Qingdao, PR China
IAREP/SABE 2002, XXVII. Annual Colloquium on Research in Economic Psychology and SABE 2002 Conference, Turku, Finland
Jahrestagung der Gesellschaft für experimentelle Wirtschaftsforschung (GfEW), Lutherstadt Wittenberg, Germany
Amsterdam Workshop on "Group Decision Making in Economics", The Netherlands
- 2001 Economic Science Association, International Meeting, Barcelona, Spain
International Workshop on "Education and Employment in a Cross-Cultural Context of EU", Centre for European Studies, Sichuan University, Chengdu, PR China
International Workshop on "New Trends and Perspective of European Studies", EU-China Higher Education Cooperation Programme, Beijing, PR China
ENDEAR-Workshop "Experimental Economics: State of the Art and Future Perspectives", Amsterdam, The Netherlands
- 2000 IAREP/SABE 2000, XXV. Annual Colloquium on Research in Economic Psychology and SABE 2000 Conference, Baden, Vienna, Austria
Economic Science Association, European Meeting, Amsterdam, The Netherlands
Annual Workshop of ENDEAR, University Pompeu Fabra, Barcelona, Spain
20th Arne Ryde Symposium on Experimental Economics, Lund, Sweden
Workshop „Experimentelle Wirtschaftsforschung“, Burg Warberg, Germany
- 1998 Conference „Decision Making in Theory and Practice“, University College, Oxford, UK
European Economic Association (EEA), Annual Meeting, Berlin, Germany
Economic Science Association, European Meeting, Mannheim, Germany
Workshop on Bargaining Behavior, Europa-University, Frankfurt (Oder), Germany
Workshop "Experimentelle Wirtschaftsforschung", Meißen, Germany
- 1997 67th Annual Meeting of the Southern Economic Association, Atlanta, Georgia, USA
Verein für Socialpolitik, Annual Meeting, Bern, Switzerland
Workshop "Experimentelle Wirtschaftsforschung", Rauschholzhausen, Germany
12th Annual Congress of the European Economic Association, Toulouse, France
Sixth Amsterdam Workshop on Experimental Economics (AWEE '97), Amsterdam, The Netherlands
- 1996 Workshop Experimentelle Wirtschaftsforschung, Humboldt-Universität zu Berlin, Germany
Annual Meeting of Verein für Socialpolitik, Kassel, Germany

- 1996 XXIst Annual Conference of IAREP, International Association for Research in Economic Psychology, Paris, France
Eleventh Annual Congress of the European Economic Association, Istanbul, Turkey
- 1995 Workshop "Experimentelle Wirtschaftsforschung", Rauschholzhausen, Germany
- 1992 Conference "Struktur von Prozessen der Entscheidungsfindung; experimentelle Befunde", Center for Interdisciplinary Research, University of Bielefeld, Germany
Joint Conference on Economic Psychology and Experimental Economics; International Association for Research in Economic Psychology (IAREP) and Gesellschaft für experimentelle Wirtschaftsforschung (GfeW), Frankfurt/Main, Germany

Seminar and Invited Presentations

Business Investment Research Center, Maastricht University, The Netherlands; Center for Adaptive Behavior and Cognition, Max Planck Institute for Human Development, Berlin; CREED, University of Amsterdam, The Netherlands; Frankfurt School of Finance & Management, Frankfurt/Main, Germany; Humboldt-Universität zu Berlin, Germany; Indiana University, Workshop in Political Theory and Policy Analysis, Bloomington, USA; Käte Hamburger Kolleg/Centre for Global Cooperation Research, Duisburg; Max Planck Institute for Research into Economic Systems, Jena; Max Planck Institute for Research on Collective Goods, Bonn; Nankai University, Tianjin, PR China; National Research University Higher School of Economics, Moscow, Russia; Renmin University, Beijing, PR China; RUTCOR, Rutgers University, New Brunswick, USA; Shanghai Jiao Tong University, Management School, Shanghai, PR China; Sichuan University, European Studies Centre, Chengdu, PR China; Sichuan University, School of Economics, Chengdu, PR China; Southwest Jiaotong University, Management School, Chengdu, PR China; Southwest University of Finance and Economics, Chengdu, PR China; Technical University Bergakademie Freiberg, Germany; University of Arizona, Tucson, USA; University of Duisburg-Essen, Germany; University of Bremen, Germany; University of Bonn, Germany; University of Cologne, Germany; University of Duisburg-Essen, Germany; University of Göttingen, cege Research Colloquium, Germany; University of Halle-Wittenberg, Germany; University of Innsbruck, Austria; University of Karlsruhe, Germany; University of Magdeburg, Germany; University of Nuremberg, Germany; University of Oslo, Health Economics Research Seminar, Norway; University of Rotterdam, The Netherlands; University of Zurich, Switzerland; Wissenschaftskolleg (Institute of Advanced Studies), Berlin, Germany.