

Publications Bernd Irlenbusch (August 2017)

a) Peer-reviewed Publications

Hennig-Schmidt, Heike, Bernd Irlenbusch, Rainer M. Rilke, Gari Walkowitz. Asymmetric Outside Options in Ultimatum Bargaining: A Systematic Analysis. Forthcoming in: *International Journal of Game Theory*.

Conrads, Julian, Bernd Irlenbusch, Rainer M. Rilke, Tommaso Reggiani, Dirk Sliwka (2016). How to Hire Helpers? *Experimental Economics*, 19, 577-594.

Hartig, Björn, Bernd Irlenbusch, Felix Kölle (2015). Conditioning on what? Heterogeneous contributions and conditional cooperation. *Journal of Behavioral and Experimental Economics*, 55, 48-64.

Irlenbusch, Bernd, Marie Claire Villeval (2015). Behavioral Ethics: How Psychology influenced Economics and how Economics might inform Psychology? *Current Opinion in Psychology*, 6, 87-92.

Engel, Christoph, Heike Hennig-Schmidt, Bernd Irlenbusch, Sebastian Kube (2015). On Probation: An Experimental Analysis. *Journal of Empirical Legal Studies*, 12(2), 252-288.

Güreker, Özgür, Bernd Irlenbusch, Bettina Rockenbach (2014). On Cooperation in Open Communities. *Journal of Public Economics*, 120, 220-230.

Lönnqvist, Jan-Erik, Bernd Irlenbusch, Gari Walkowitz (2014). Moral hypocrisy: impression management or self-deception? *Journal of Experimental Social Psychology*, 55, 53-62.

Conrads, Julian, Bernd Irlenbusch, Rainer M. Rilke, Anne Schielke, Gari Walkowitz (2014). Honesty in Tournaments. *Economic Letters*, 123, 90-93.

Beckenkamp Michael, Christoph Engel, Andreas Glöckner, Bernd Irlenbusch, Heike Hennig-Schmidt, Sebastian Kube, Michael Kurschilgen, Alexander Morell, Andreas Nicklisch, Hans-Theo Normann, Emanuel Vahid 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.

Irlenbusch, Bernd, Janna Ter Meer (2013). Fooling the Nice Guys: Explaining Receiver Credulity in a Public Good Game with Lying and Punishment. *Journal of Economic Behavior and Organization*, 93, 321-327.

Conrads, Julian, Bernd Irlenbusch (2013). Strategic Ignorance in Ultimatum Bargaining. *Journal of Economic Behavior and Organization*, 92, 104-115.

Conrads, Julian, Bernd Irlenbusch, Rainer M. Rilke, Gari Walkowitz (2013). Lying and Team Incentives. *Journal of Economic Psychology*, 34, 1-7.

Fahr, René, and Bernd Irlenbusch (2011). Who Follows the Crowd – Groups or Individuals? *Journal of Economic Behavior and Organization*, 80, 200-209.

Harbring, Christine, and Bernd Irlenbusch (2011). Sabotage in Tournaments: Evidence from a Laboratory Experiment. *Management Science*, 57, 611-627.

- Glöckner, Andreas, Bernd Irlenbusch, Sebastian Kube, Andreas Nicklisch, and Hans-Theo Normann (2011). Leading with(out) Sacrifice? A Public-Goods Experiment with a Privileged Player. *Economic Inquiry*, 49(2), 591-597.
- Feri, Francesco, Bernd Irlenbusch, and Matthias Sutter (2010). Efficiency Gains from Team-Based Coordination - Large Scale Experimental Evidence. *American Economic Review*, 100, 1892-1912.
- Güerker, Özgür, Bernd Irlenbusch, and Bettina Rockenbach (2009). Motivating Teammates: The Leader's Choice of Positive and Negative Incentives. *Journal of Economic Psychology*, 30, 591-607.
- Fahr, René, and Bernd Irlenbusch (2008). Identifying Personality Traits to Enhance Trust between Organisations: An Experimental Approach. *Managerial and Decision Economics*, 29, 469-487.
- Harbring, Christine, and Bernd Irlenbusch (2008). How Many Winners are Good to Have? On Tournaments with Sabotage. *Journal of Economic Behavior and Organization*, 65, 682-702.
- Irlenbusch, Bernd, and Gabriele K. Ruchala (2008). Relative Rewards within Team-Based Compensation. *Labour Economics*, 15, 141-167.
- Borges, Georg, and Bernd Irlenbusch (2007). Fairness Crowded Out by Law: An Experimental Study on Withdrawal Rights. *Journal of Institutional and Theoretical Economics*, 163, 84-101.
- Harbring, Christine, and Bernd Irlenbusch (2007). Verhandlungen über Lohndifferentiale – Einsichten aus einem Experiment mit Kommunikation. *Die Betriebswirtschaft*, 67, 201-223.
- Harbring, Christine, Bernd Irlenbusch, Matthias Kräkel, and Reinhard Selten (2007). Sabotage in Asymmetric Contests – An Experimental Analysis. *International Journal of the Economics of Business*, 14, 201-223.
- Abbink, Klaus, Bernd Irlenbusch, and Elke Renner (2006). Group Size and Social Ties in an Experimental Microfinance Game. *Economic Inquiry*, 44(4), 614-628.
- Abbink, Klaus, Bernd Irlenbusch, and Elke Renner (2006). Interest Rates in Group Lending: A Behavioural Investigation. *Pacific Economic Review*, 11(2), 185-199.
- Güerker, Özgür, Bernd Irlenbusch, and Bettina Rockenbach (2006). The Competitive Advantage of Sanctioning Institutions. *Science*, 312, 108-111.
- Irlenbusch, Bernd (2006). Are Non-Binding Contracts Really Not Worth the Paper? *Managerial and Decision Economics*, 27, 21-40.
- Irlenbusch, Bernd (2006). Experimental Perspectives on Incentives in Organisations. *Central European Journal of Operations Research*, 14(1), 1-24.
- Irlenbusch, Bernd, and Dirk Sliwka (2006). Career Concerns in a Simple Experimental Labour Market. *European Economic Review*, 50, 147-170.
- Irlenbusch, Bernd, and Matthias Sutter (2006). An Experimental Analysis of Voting in the Stability and Growth Pact in the European Monetary Union. *Public Choice*, 129, 417-434.
- Abbink, Klaus, Bernd Irlenbusch, Paul Pezanis-Christou, Bettina Rockenbach, Abdolkarim Sadrieh, and Reinhard Selten (2005). An Experimental Test of Design Alternatives for the British 3G/UMTS Auction. *European Economic Review*, 49, 505-530.

- Harbring, Christine, and Bernd Irlenbusch (2005). Incentives in Tournaments with Endogenous Prize Selection. *Journal of Institutional and Theoretical Economics*, 161(4), 636-663.
- Irlenbusch, Bernd, and Dirk Sliwka (2005). Transparency and Reciprocal Behavior in Employment Relations. *Journal of Economic Behavior and Organization*, 56, 383-403.
- Fischer, Maria-Elisabeth, Bernd Irlenbusch, and Abdolkarim Sadrieh (2004). An Intergenerational Common Pool Resource Experiment. *Journal of Environmental Economics and Management*, 48, 811-836.
- Harbring, Christine, and Bernd Irlenbusch (2004). Anreize zu produktiven und destruktiven Anstrengungen durch relative Entlohnung. *Zeitschrift für betriebswirtschaftliche Forschung*, 56, 546-577.
- Irlenbusch, Bernd (2004). Relying on a Man's Word? An Experiment on Non-Binding Contracts. *International Review of Law and Economics*, 24, 299-332.
- Abbink, Klaus, Ron Darziv, Zohar Gilula, Harel Goren, Bernd Irlenbusch, Arnon Keren, Bettina Rockenbach, Abdolkarim Sadrieh, Reinhard Selten, and Shmuel Zamir (2003). The Fisherman's Problem: Exploring the Tension between Cooperative and Non-Cooperative Concepts in a Simple Game. *Journal of Economic Psychology*, 24, 425-445.
- Harbring, Christine, and Bernd Irlenbusch (2003). An Experimental Study on Tournament Design. *Labour Economics*, 10, 443-464.
- Harbring, Christine, and Bernd Irlenbusch (2003). Zur Interaktion von Arbeitgeber und Arbeitnehmern in Turnieren mit Sabotage. *Zeitschrift für Betriebswirtschaft, Ergänzungsheft 4/2003, Personalmanagement*, 19-41.
- Irlenbusch, Bernd (2003). Auf der Suche nach Gerechtigkeit – Eine empirische Herangehensweise. *Zeitschrift für Wirtschafts- und Unternehmensethik*, 4(3), 351-371.
- Irlenbusch, Bernd, Ulrike Leopold-Wildburger, Jörg Schütze, and Matthias Sutter (2003). Voting in EMU - An Experimental Study on Institutional Innovation and the Role of Communication in the Stability and Growth Pact. *Journal of Common Market Studies*, 42, 645-664.
- Irlenbusch, Bernd, and Dirk Sliwka (2003). Zu impliziten Anreizen in Arbeitsbeziehungen – Eine experimentelle Studie. *Zeitschrift für Betriebswirtschaft, Ergänzungsheft 5/2003, Ökonomische Analyse von Governance-Strukturen*, 71-94.
- Abbink, Klaus, Bernd Irlenbusch, and Elke Renner (2002). An Experimental Bribery Game. *Journal of Law, Economics, and Organization*, 18, 428-454.
- Harbring, Christine, and Bernd Irlenbusch (2001). Eine experimentelle Studie zur strategischen Wahl von Entlohnungsschemata. *Zeitschrift für Betriebswirtschaft, Ergänzungsheft 4/2001, Theorie der Unternehmung*, 175-193.
- Abbink, Klaus, Bernd Irlenbusch, and Elke Renner (2000). The Moonlighting Game – An Experimental Study on Reciprocity and Retribution. *Journal of Economic Behavior and Organization*, 42, 265-277.
- Fahr, René, and Bernd Irlenbusch (2000). Fairness as a Constraint on Trust in Reciprocity: Earned Property Rights in a Reciprocal Exchange Experiment. *Economics Letters*, 66, 275-282.

Irlenbusch, Bernd, and Lars Schade (1999). Zur Wirksamkeit nicht bindender Verträge – Eine experimentelle Untersuchung. *Zeitschrift für betriebswirtschaftliche Forschung*, 51, 730-752.

b) Non-peer reviewed Publications

Irlenbusch, Bernd, Albena Neschen. Zur Bedeutung der Experimentellen Wirtschaftsforschung für die Wirtschaftsethik – Dargestellt an Beiträgen zur Korruptionsforschung (2014.) In: Alexander Brink, Gerhard Minnameier, und Olaf J. Schumann (eds.), *Behavioral Business Ethics*. Mering: Rainer Hampp Verlag, 303-318.

Bernd, Julia, Bernd Irlenbusch, and Gari Walkowitz (2012). Welchen Beitrag kann die experimentelle Wirtschaftsforschung zur Förderung ethischen Handelns in der Wirtschaft leisten? In: *WISU – Das Wirtschaftsstudium*, 5

Irlenbusch, Bernd, Albena Neschen, and Gari Walkowitz (2011). Ethik und experimentelle Wirtschaftsforschung – Beiträge zum Lügenverhalten. In: *Forum Wirtschaftsethik*, 2, 27 – 36.

Irlenbusch, Bernd (2011). Experimentelle Ökonomik. In: Michael S. Aßländer (ed.), *Handbuch Wirtschaftsethik*. Metzler Verlag, 60-70.

Harbring Christine, Bernd Irlenbusch, Dirk Sliwka, and Matthias Sutter (2010). The Analysis of Incentives in Firms: An Experimental Approach. In: Axel Ockenfels, and Abdolkarim Sadrieh (eds.), *The Selten School of Behavioral Economics*. Springer Verlag, 221-244.

Fahr, René, and Bernd Irlenbusch (2009). Information Cascades Among Groups and Individuals – A Pilot Study. *Experimentelle Wirtschaftsforschung*, 38. *Wirtschaftswissenschaftliches Seminar Ottobeuren*. Tübingen: Mohr Siebeck, 63-76.

Harbring, Christine, and Bernd Irlenbusch (2009). Zur Fairness von Entlohnungsformen - Einsichten aus einem Experiment mit Kommunikation. In: Heinrich Tschochohei, and Stefan Zimmermann (eds.), *Governance und Marktdesign*. Frankfurt am Main: Peter Lang Verlag.

de Meza, David, Bernd Irlenbusch and Diane Reyniers (2008). Financial capability: a behavioural economics perspective. *Consumer research*, 69. *The Financial Services Authority*, London, UK.

Harbring, Christine, Bernd Irlenbusch, and Matthias Kräkel (2004). Ökonomische Analyse der Professorenbesoldungsreform in Deutschland. *Bildung*, 33. *Wirtschaftswissenschaftliches Seminar Ottobeuren*. Tübingen: Mohr Siebeck, 197-219.

Irlenbusch, Bernd, and Abdolkarim Sadrieh (2003). Dilemmata bei der Nutzung von Gemeingütern: Experimentelle Evidenz. *Psychologie und Umweltökonomik, Jahrbuch Ökologische Ökonomik*, Band 3. Marburg: Metropolis-Verlag, 171-200.

Leopold-Wildburger, Ulrike, Bernd Irlenbusch, Jörg Schütze, and Matthias Sutter (2002). The Effects of Communication in the Voting Procedure of the Stability and Growth Pact in EMU. The political economy of institutional innovation, *Jahrbuch für Neue Politische Ökonomie* Band 21. Tübingen: Mohr Siebeck, 31-52.

Harbring, Christine, and Bernd Irlenbusch (2000). Zuckerbrot oder Peitsche? - Eine experimentelle Studie zu relativen Leistungsturnieren. In: Uschi Backes-Gellner, Matthias Kräkel, Bernd Schauenberg und Gunter Steiner (eds.), *Flexibilisierungstendenzen in der betrieblichen Personalpolitik*. Mering: Rainer Hampp Verlag, 39-65.

Irlenbusch, Bernd, and Jörg Kaiser (1995). Towards a Resilient Shared Memory Concept for Distributed Persistent Object Systems. IEEE Proceedings of the 28th Annual HICCS, vol. II, Hawaii, 675-684.

Irlenbusch, Bernd (1993). Type Specific Fault Tolerating Protocols for a Distributed Object Memory. IEEE Proceedings of the 3rd Intl. Workshop on Object Orientation in Operating Systems, North Carolina, 203-207.