

Publications

Peer-reviewed

Conrads, Julian, Bernd Irlenbusch, Tommaso Reggiani, Rainer Michael Rilke and Dirk Sliwka (2015). How to hire helpers? Evidence from a field experiment. forthcoming in: *Experimental Economics*

Conrads, Julian, Tommaso Reggiani and Rainer Michael Rilke (2015). Reducing ambiguity in lotteries: That knowing is better than wondering. forthcoming in: *Applied Economics Letters*.

Conrads, Julian, Mischa Ellenberger, Bernd Irlenbusch, Nora Elli Ohms, Rainer Michael Rilke, and Gari Walkowitz (2015). Team Goal Incentives and Individual Lying Behavior, forthcoming in: *Die Betriebswirtschaft*

Conrads, Julian, & Sebastian Lotz (2015). The effect of communication channels on dishonest behavior. *Journal of Behavioral and Experimental Economics*, 58, 88-93.

Conrads, Julian, Felix Ebeling, & Sebastian Lotz (2015). (Dis-)Honesty: Measuring overcharging in a real market. *Journal of Behavioral and Experimental Economics*, 57, 98-102.

Conrads, Julian, Bernd Irlenbusch, Rainer Michael Rilke, Anne Schielke and Gari Walkowitz (2014). Honesty in tournaments. In: *Economics Letters*, 123, pp. 90-93.

Conrads, Julian, Bernd Irlenbusch, Rainer Michael Rilke and Gari Walkowitz (2013). Lying and team incentives. In: *Journal of Economic Psychology*, 34, pp. 1-7.

Conrads, Julian & Bernd Irlenbusch (2013). Strategic ignorance in ultimatum bargaining. *Journal of Economic Behavior & Organization*, 92, 104-115.

Working papers

Conrads, Julian & Tommaso Reggiani. The Effect of Communication Channels on Promise-Making and Promise-Keeping. (*under review*)

Conrads, Julian, Bernd Irlenbusch, Alben Neschen and Gari Walkowitz. Willful Ignorance and Taking from Others – Ethical and Behavioral Perspectives. (*under review*)