

## Curriculum Vitae



**Dr. Christoph Bühren**

### *Academic work experience:*

April 2018 – present: Lecturer at the Institute of Economics, University of Kassel

January 2009 - present: Research associate at the Chair of Applied Microeconomics, University of Kassel

October 2016: Visiting lecturer for International Economics at the University of Furtwangen

January 2014 – September 2014: Interim professor (W3) for Behavioral Economics at the Helmut-Schmidt-University in Hamburg

October 2011 – June 2013: Interim professor (W2) for Industrial Economics/Behavioral Economics at the Helmut-Schmidt-University in Hamburg

April 2011: Visiting lecturer for Strategic Marketing at the Friedrich-Schiller-Universität Jena

October 2006 – December 2008: Research associate at the Chair of Marketing, University of Jena, project on preference measurement supported by the DFG,

September 2006: Research assistant at the Chair of Industrial Economics, University of Würzburg

*Ph.D.:* October 20<sup>th</sup>, 2010: Dr. rer. Pol. in Economics from the University of Jena, thesis: 'Preference Measurement for Really New Products - Comparison of Target Group Specific Warm-Up and Attribute Selection Methods'

*College:* October 2001 – May 2006: University of Würzburg, Economics and Business Administration, Main courses: Econometrics, Industrial Economics, Human Resource Management, thesis: 'Decisions under Uncertainty - From Expected Utility Theory to Prospect Theory'

### *Research interests:*

Applied Microeconomics, Behavioral Economics, Experimental Economics, Sports Economics, Game Theory, Decision Theory

### *Further work experience:*

June – December 2008: Project on market research for innovative products for OneVision, (Regensburg, Germany and Andova, Massachusetts)

January 2014 – October 2015: Project on Environmental Economics in cooperation with the Federal Environmental Agency, Adelphi (Berlin), and Städtische Werke Kassel

March 2011 – November 2014: Project on market research for SMA, Kassel

**Teaching:**

**Master level:** *University of Kassel:* Behavioral Economics, Psychology, and Management (lecture and seminar), Foundations for Experimental Economics (lecture), Quantitative Methods of Experimental Economics (lecture and seminar), Experimental Economics (lecture and seminar), History of Economic Thought – My Favorite Nobel Laureates (lecture), Sports Economics

*Helmut-Schmidt-University Hamburg:* Behavioral Economics (lecture), Sports Economics (lecture and seminar), Experimental Economics (lecture and seminar), Game Theory (lecture), Advanced Microeconomics, Competition and Industrial Economics (lecture), Industrial Economics (seminar), Master thesis colloquium (seminar)

*University of Jena:* Strategic Marketing (seminar), Logistics and Marketing (seminar in cooperation with the University of St. Gallen and the University of Warsaw)

**Bachelor level:** *University of Kassel:* Microeconomics (lecture with 700 students), Environmental Economics (lecture and seminar), Introduction to Economics (lecture), Introduction to Economics for Law and Economics Students (lecture), Microeconomics (tutorial), Game theory (tutorial)

*Helmut-Schmidt-University Hamburg:* Microeconomics (lecture), Microeconomics for Engineers (lecture), Sports Economics (seminar), Game Theory (lecture), Experimental Economics (lecture and seminar), Bachelor thesis colloquium (seminar)

*University of Jena:* Strategic Marketing (lecture)

*University of Furtwangen:* International Economics (lecture)

**School level:** Workshop on Experimental Economics for the talent program of the Burggymnasium Altena

**Publications in peer-reviewed journals:**

Bühren, C.; Steinberg, P.J. (2019): The Impact of Psychological Traits on Performance in Sequential Tournaments: Evidence from a Tennis Field Experiment, *Journal of Economic Psychology*, 72, 12-29.

Bühren, C.; Krabel, S. (2019): Human Performance after Success and Failure – Evidence from the NBA, forthcoming: *The International Journal of Human Resource Management*.

Bühren, C. (2019): Staff Rotation as an Anti-Corruption Policy in China and in Germany: An Experimental Comparison. *Journal of Economics and Statistics*. <https://doi.org/10.1515/jbnst-2018-0036>.

Beck, T.; Bühren, C.; Frank, B.; Khachatryan, E. (2018): Can Honesty Oaths, Peer Interaction, or Monitoring Mitigate Lying?, *Journal of Business Ethics*, <https://doi.org/10.1007/s10551-018-4030-z>.

Pleißner, M.; Bühren, C.; Frank, B. (2018): Market Research with the Aid of a Smart Phone Application – A Case Study, *Production Planning and Control*, 29 (2), 117-130.

Nagel, R.; Bühren, C.; Frank, B. (2017): Inspired and Inspiring: Hervé Moulin and the Discovery of the Beauty Contest Game, *Mathematical Social Sciences*, 90, 191-207.

Bühren, C.; Pleißner, M. (2015): Rating Agencies – An Experimental Analysis of their Remuneration Model, *German Economic Review*, 16 (3), 324-342.

Li, S.; Bühren, C.; Frank, B.; Qin, H. (2015): Group Decision Making in a Corruption Experiment: China and Germany Compared, *The Journal of Economics and Statistics*, 235 (2), 207-227.

Bühren, C.; Kundt, T.C. (2015): Imagine Being a Nice Guy: A Note on Hypothetical vs. Incentivized Social Preferences, *Judgment and Decision Making*, 10 (2), 185-190

Bühren, C.; Pleißner, M. (2014): The Trophy Effect, *Journal of Behavioral Decision Making*, 27 (4), 363-377.

Bühren, C.; Kundt, T.C. (2014): Does the Level of Work Effort Influence Tax Evasion?, *Review of Economics*, 65 (2), 137-158.

Bühren, C.; Frank, B.; Krabel, S.; Werner, A. (2012): Decision-Making in Competitive Framings – Strategic Behavior of Chess Players in Mini-Ultimatum Game Chess Puzzles, *Economics Letters*, 115 (3), 356-358.

Bühren, C.; Frank, B. (2012): Chess Players Performance Beyond 64 Squares: A Case Study on the Limitations of Cognitive Abilities Transfer, *Talent Development and Excellence*, 4 (2), 157-169.

Helm, R.; Bühren, C.; Pabst, R. (2011): Using Warm-Up Stages Before Measuring Preferences for Innovative Products, *International Journal of Product Development*, 15 (4), 227-248.

*Publications in books and proceedings:*

Bühren, C. (2018): Experimente in der Sportökonomik, in: Güllich, A.; Krüger, M. (Hrsg.): Sport in Kultur und Gesellschaft, Springer Verlag.

Beckenbach, F.; Daskalakis, M.; Bühren, C.; Hofmann, D.; Kollmorgen, F.; Kind, C.; Savelsberg, J.; Kahlenborn, W.; Puke, S. (2016): Verhaltensökonomische Erkenntnisse für die Gestaltung umweltpolitischer Instrumente, Umweltbundesamt.

Bühren, C. (2010): Präferenzmessung für Produkte mit hochinnovativen Attributen. Entwicklung und Vergleich von konsumentenspezifischen Aufwärm- und Attributselektionsphasen, Cuvillier Verlag, Göttingen.

Bühren, C.; Helm, R.; Pabst, R. (2010): Warming Up for Preference Measurement on Innovative Products, EMAC 2010 Conference Proceedings, Copenhagen.

*Discussion papers:*

Bühren, C.; Philip J. Steinberg (2017): The Impact of Psychological Traits on Performance in Sequential Tournaments: Evidence from a Tennis Field Experiment, MAGKS Joint Discussion Paper Series in Economics 05-2017.

Bühren, C.; Krabel, S. (2015): Individual Performance after Success and Failure – A Natural Experiment, MAGKS Joint Discussion Paper Series in Economics 05-2015, conditional accept: *The International Journal of Human Resource Management*.

Michailova, J.; Bühren, C. (2015): Money Priming and Social Behavior of Natural Groups in Simple Bargaining and Dilemma Experiments, MAGKS Joint Discussion Paper Series in Economics 30-2015, submitted: *Journal of Experimental Social Psychology*.

Bühren, C.; Daskalakis, M. (2015): Do not incentivize eco-friendly behavior - Go for a competition to go green! MAGKS Joint Discussion Paper Series in Economics 34-2015, reject and resubmit: *Ecological Economics*.

Bühren, C.; Pleßner, M. (2014): Rating Agencies – An Experimental Analysis of their Remuneration Model, MAGKS Joint Discussion Paper Series in Economics 54-2014, published: *German Economic Review*.

Bühren, C.; Kundt, T.C. (2013): Imagine Being a Nice Guy: A Note on Hypothetical vs. Incentivized Social Preferences, MAGKS Joint Discussion Paper Series in Economics 49-2013, published: *Judgment and Decision Making*.

Bühren, C.; Kundt, T.C. (2013): Worker or Shirker – Who Evades More Taxes? A Real Effort Experiment, MAGKS Joint Discussion Paper Series in Economics 26-2013, published: *Review of Economics*.

Bühren, C.; Frank, B.; Nagel, R. (2012): A Historical Note on the Beauty Contest, MAGKS Joint Discussion Paper Series in Economics 11-2012, published: *Mathematical Social Sciences*.

Bühren, C.; Pleßner, M. (2011): The Trophy Effect, MAGKS Joint Discussion Paper Series in Economics 25-2011, published: *Journal of Behavioral Decision Making*.

*Selected work in progress:*

Bühren, C.; Nagel, R. (2019): Sentiments and Anchor Effects in the Beauty Contest Game. Mimeo. target: *Experimental Economics*.

Bühren, C.; Meyer, T.; Pierdzioch (2018): Experimental Evidence on Forecaster (Anti)Herd in Sports Markets. under review: *Scottish Journal of Political Economy*.

Bühren, C.; Pleßner, M. (2019): IKEA vs. Trophy Effect – An Experimental Comparison. mimeo. target: *Journal of Consumer Psychology*.

Bühren, C.; Todorovic, A.; Pleßner, M. (2019): The Effect of Ratings on Bargaining Results in the Two-Stage Ultimatum Game. Mimeo. target: *European Economic Review*.

Khachatryan, E.; Bühren, C. (2018): Letting off Steam! Experimental Evidence on Irrational Punishment. under review: *Journal of Economic Behavior and Organization*.

Bühren, C. (2018): Performance under Psychological Pressure – The Case of Tennis Grand Slam Tournaments. mimeo. target: *Journal of Sports Economics*.

*Third party funding:*

January 2014 – October 2015: Environmental and behavioral economic tools to incentivize energy saving, financed by the Federal Environmental Agency

March 2011 – November 2014: Development and implementation of a business climate index, financed by SMA Solar Technologie AG

June 2008 – December 2008: Market research for innovative products, financed by OneVision (Regensburg, Germany and Andova, Massachusetts)

October 2006 – September 2008: Preference measurement for innovative products, DFG project at the Friedrich-Schiller-University Jena at the Chair of Marketing of Prof. Dr. Roland Thomas Helm

*Selected conferences and invited talks:*

June 2018: ESA World Meeting, Berlin ‘Sentiments and Anchor Effects in the Beauty Contest Game.’

May 2018: Annual Meeting of the Sports Economics Association, Munich: ‘Experimental Evidence on Forecaster (Anti)Herd in Sports Markets’

September 2017: ‘GfeW-Meeting’, Kassel

February 2017: Graduate School of Economic Behavior and Governance, University of Kassel, discussion on Dannenberg et al.: ‘Voting on the Threat of Exclusion in a Public Goods Experiment’

August 2016: European Sports Economics Association Conference, Groningen, ‘Psychological Pressure in Competitive Environments: How Does Heterogeneity in Incentive Schemes and Psychological Traits Affect Individual Performance in Sequential Tournaments?’

June 2016: Certification Workshop, University of Kassel, discussion on Halfmeier: ‘Rating and Contracts with Protective Effects on Third Parties’; Workshop ‘Scientists’ Careers Inside and Outside the University, University of Kassel

February 2016: GLOBE Seminar on Experimental and Behavioral Economics, Göttingen, ‘Individual Performance after Success and Failure - A Natural Experiment’

October 2014: 14<sup>th</sup> Eurasia Business and Economics Society Conference, Barcelona, ‘Imagine Being a Nice Guy: A Note on Hypothetical vs. Incentivized Social Preferences’

September 2014: Verein für Socialpolitik, Helmut-Schmidt-Universität Hamburg

December 2013: Law and Economics Colloquium, Kassel, ‘Letting off Steam! Experimental Evidence on Irrational Punishment’

July 2013: Economics Colloquium at IAAEU, Trier, 'Worker or Shirker – Who Evades More Taxes? A Real Effort Experiment'

April 2013: Hohenheimer Oberseminar, Kassel, 'Worker or Shirker – Who Evades More Taxes? A Real Effort Experiment'

September 2012: ESA-Konferenz, Köln, Präsentation: 'Agency Theory and Experimenters' Payment Schemes'

February 2012: Southern Europe Experimentalists Meeting, Lanzarote, 'The Trophy Effect'

March 2011: Workshop on Behavioral and Experimental Economics, Beijing, 'Introduction to Experimental Economics'

March 2011: 'Sino-German Academic month on Experimental and Behavioral Economics', Tianjin (China), 'Experimental Economics: Introduction and Examples'

October 2010: 'GfeW-Meeting', Luxembourg

June 2010: EMAC conference, Copenhagen, 'Warming Up for Preference Measurement on Innovative Products'

May 2010: 'Hohenheimer Oberseminar', Esbjerg (Denmark), 'Chess Players Performance Beyond 64 Squares'

November 2009: MAGKS Ph.D. Colloquium, Marburg, 'Human Behavior in Chess Players'

November 2009: Law and Economics Colloquium, Kassel, 'Centipede Game and Beauty Contest among Chess Players'

October 2009: 'GfeW-Meeting', Essen, 'Beauty Contest Among Chess Players'

March 2009: MAGKS Ph.D.-seminar, 'Creative Writing', Kassel

March 2009: MAGKS Ph.D.-colloquium, Rauischholzhausen

October 2008: 'Dichtl-Meeting', Dresden, 'Preference Measurement for Innovative Products'

December 2007: Marketing Ph.D.-seminar, Jena, 'Attribute Selection for Preference Measurement'

November 2003: 'Psychology of Bargaining: The Role of Judgement Biases', Seminar at the Chair of Psychology, University of Würzburg

*Referee activities:*

Journal of Economic Psychology, Journal of Behavioral Decision Making, Journal of Economic Behavior and Organization, Journal of Behavioral Finance, Applied Economics, Journal of Economics and International Finance, Applied Economics, Public Finance and Management, Journal of Business Ethics, European Economic Review, Journal of Economics and Statistics, Games and Economic Behavior

*Fellowships:* Gesellschaft für experimentelle Wirtschaftsforschung, European Marketing Academy, Economic Science Association, Verein für Socialpolitik, European Sports Economics Association

*Committees:* Appointments Committee for the W3 professorship in Business Administration, Controlling (July 2011 – January 2012)

Marketing committee for the Department of Economics (June 2010 – December 2010)

Staff representative in the Institute of Economics (March 2010 – October 2011)

*Language skills:* German (first language), English (very good), French (advanced skills), Latin

*Software skills:* MS Office, SPSS, EViews, STATA, Typo3

*Hobbies:* Tennis, basketball, skiing and biking, guitar