

# Curriculum Vitae

**Name** PD Dr. Andreas Glöckner

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**Birth** December 27, 1975 in Freiberg/Sa.



## Career

06/2007 - today Leader Max Planck Research Group Intuitive Experts  
(Associate Professor Position / W2)  
Max Planck Institute for Research on Collective Goods, Bonn, Germany

08/2004 - today Business Consultant for Strategic Human Resource Management & eHR

10/2006 - 05/2007 Invited Senior Research Fellow  
Max Planck Institute for Research on Collective Goods, Bonn, Germany

08/2004 - 09/2006 Lecturer and Research Fellow  
Department of Social and Organisational Psychology, University of Erfurt, Germany

09/2001 - 07/2004 Manager Strategic Executive Development  
Deutsche Lufthansa AG  
Project Manager Implementation Online 360° Feedback System  
Project Manager Implementation Executive Development Database

## Education

07/2011 Habilitation in Psychology (Dr. habil.)  
University of Erfurt

08/2004 - 07/2006 Dissertation in Psychology (Dr. Phil.)  
University of Erfurt (summa cum laude)

10/1995 - 09/2001 Diploma in Psychology (Dipl.-Psych.)  
Universität Heidelberg (sehr gut)

09/1999 - 06/2000 Master of Science in Psychologie (MSc)  
University of Oregon, Eugene, USA (GPA: 4,04 [excellent])

09/1989 - 06/1994 Abitur  
Gymnasium Geschwister Scholl, Freiberg (Ø 1,1)

# Academic Activities

## Memberships in Editorial Boards

- Guest editor special issue on “Methodology in judgment and decision making research” for the journal *Judgment and Decision Making* (publication: 2011)
- Editorial Board *Social Cognition* (since 02/2011)
- Consulting Editor *Judgment and Decision Making* (since 03/2010)
- Review Editor *Frontiers in Cognitive Science* (since 01/2011)

## Reviews for Journals and Funding Agencies

Personality and Social Psychology Bulletin; Social Cognition; Judgment and Decision Making; Journal of Behavioral Decision Making; Cognition; Cognitive Science; Cognitive Psychology; Cognition and Emotion; Journal of Experimental Psychology: General; Journal of Experimental Psychology: Learning, Memory, and Cognition; Psychonomic Bulletin & Review; Behavioral Research Methods; Journal of Cognitive Psychology; Experimental Psychology; European Journal of Psychological Assessment; Journal of Economic Psychology; Acta Psychologica; Journal of Cognitive Psychology; Thinking and Reasoning; Spanish Journal of Psychology; Frontiers in Cognitive Science; Learning and Individual Differences; Human Movement Science; Games; Medical Decision Making; European Journal of Psychology of Education; Synthese; Psychologische Rundschau; InMind; Psychology Press

German Israeli Foundation (GIF); Netherlands Organisation for Scientific Research; Schweizer Nationalfond; Fulbright

## Publications

(peer reviewed) (IF = ISI Impact Factors 2010)

1. **Glöckner, A.**, & Pachur, T. (in press). Cognitive models of risky choice: Parameter stability and predictive accuracy of Prospect Theory. *Cognition*. (IF: 3.708)
2. **Glöckner, A.**, & Hilbig, B. E. (in press). Editorial: Methodology in Judgment and Decision Making research. *Judgment and Decision Making*. (IF: 1.632)
3. Dickert, S., Herbig, B., **Glöckner, A.**, Gansen, C., & Portack, R. (in press). The more the better? - Effects of training, experience, and information amount in legal judgments. *Applied Cognitive Psychology*. (IF: 1.626)
4. **Glöckner, A.**, & Engel, C. (in press). Can we trust intuitive jurors? Standards of proof and the probative value of evidence in coherence based reasoning. *Journal of Empirical Legal Studies*. (IF: 1.3 [Westlaw])
5. **Glöckner, A.**, Heinen, T., Johnson, J., & Raab, M. (in press). Network approaches for expert decisions in sports. *Human Movement Science*. (IF: 1.967)

6. Jekel, M., Fiedler, S., & **Glöckner, A.** (in press). Diagnostic task selection for strategy classification in judgment and decision making. *Judgment and Decision Making*. (IF: 1.632)
7. **Glöckner, A.**, & Betsch, T. (in press). The empirical content of theories in Judgment and Decision Making: Shortcomings and remedies. *Judgment and Decision Making*. (IF: 1.632)
8. Hilbig, B. E., & **Glöckner, A.** (2011). Yes, they can! Appropriate weighting of small probabilities as a function of information acquisition. *Acta Psychologica*, *138*, 390–396. (IF: 2.246)
9. Ashby, N. J. S., **Glöckner, A.**, & Dickert, S. (2011). Conscious and unconscious thought in risky choice: Testing the capacity principle and the appropriate weighting principle of Unconscious Thought Theory. *Frontiers in Psychology*, *2*:261. (noch keinen IF)
10. Towfigh, E. V., & **Glöckner, A.** (2011). Game over: Empirical support for soccer bets regulation. *Psychology, Public Policy, and Law*, *17*, 475-506. (IF: 2.160)
11. **Glöckner, A.**, & Hodges, S. D. (2011). Parallel constraint satisfaction in memory-based decisions. *Experimental Psychology*, *58*, 180-195. (IF: 2.147)
12. **Glöckner, A.**, Irlenbusch, B., Kube, S., Nicklisch, A., & Norman, H.-T. (2011). Leading with(out) sacrifice? A public-goods experiment with a privileged player. *Economic Inquiry*, *49*, 591-597. (IF: 0.962)
13. **Glöckner, A.**, & Hochman, G. (2011). The interplay of experience-based affective and probabilistic cues in decision making: Arousal increases when experience and additional cues conflict. *Experimental Psychology*, *58*, 132-141. (IF: 2.147)
14. **Glöckner, A.**, & Bröder, A. (2011). Processing of recognition information and additional cues: A model-based analysis of choice, confidence, and response time. *Judgment and Decision Making*, *6*, 23-41. (IF: 1.632)
15. **Glöckner, A.**, & Herbold, A.-K. (2011). An eye-tracking study on information processing in risky decisions: Evidence for compensatory strategies based on automatic processes. *Journal of Behavioral Decision Making*, *24*, 71-98. (IF: 1.672)
16. Betsch, T., & **Glöckner, A.** (2010). Intuition in judgment and decision making: Extensive thinking without effort. *Psychological Inquiry*, *21*, 279-294. (IF: 1.40)
17. **Glöckner, A.**, Betsch, T., & Schindler, N. (2010). Coherence shifts in probabilistic inference tasks. *Journal of Behavioral Decision Making*, *23*, 439-462. (IF: 1.672)
18. **Glöckner, A.**, & Betsch, T. (2010). Accounting for critical evidence while being precise and avoiding the strategy selection problem in a parallel constraint satisfaction approach – A reply to Marewski (in press). *Journal of Behavioral Decision Making*, *23*, 468-472. (IF: 1.672)
19. Hochman, G., Ayal, S., & **Glöckner, A.** (2010). Processing recognition information and additional cognitive cues: Ignoring or integrating cognitive cues? *Judgment and Decision Making*, *5*, 285-299. (IF: 1.632)

20. **Glöckner, A.**, & Witteman, C. L. M. (2010). Beyond dual-process models: A categorization of processes underlying intuitive judgment and decision making. *Thinking & Reasoning*, *16*, 1-25. (IF: 0.778)
21. Jekel, M., Nicklisch, A., & **Glöckner, A.** (2010). Implementation of the Multiple-Measure Maximum Likelihood strategy classification method in R: Addendum to Glöckner (2009) and practical guide for application. *Judgment and Decision Making*, *5*, 54-63. (IF: 1.632)
22. **Glöckner, A.** (2009). Investigating intuitive and deliberate processes statistically: The Multiple-Measure Maximum Likelihood strategy classification method. *Judgment and Decision Making*, *4*, 186-199. (IF: 1.632)
23. Horstmann, N., Ahlgrimm, A., & **Glöckner, A.** (2009). How distinct are intuition and deliberation? An eye-tracking analysis of instruction-induced decision modes. *Judgment and Decision Making*, *4*, 335-354. (IF: 1.632)
24. **Glöckner, A.**, & Moritz, S. (2009). A fine-grained analysis of the jumping to conclusions bias in schizophrenia: Data-gathering, response confidence, and information integration. *Judgment and Decision Making*, *4*, 587-600. (IF: 1.632)
25. **Glöckner, A.**, & Betsch, T. (2008). Modeling option and strategy choices with connectionist networks: Towards an integrative model of automatic and deliberate decision making. *Judgment and Decision Making*, *3*, 215-228. (IF: 1.632)
26. **Glöckner, A.**, & Betsch, T. (2008). Do people make decisions under risk based on ignorance? An empirical test of the Priority Heuristic against Cumulative Prospect Theory. *Organizational Behavior and Human Decision Processes*, *107*, 75-95. (IF: 2.480)
27. **Glöckner, A.**, & Betsch, T. (2008). Multiple-reason decision making based on automatic processing. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, *34*, 1055-1075. (IF: 2.761)
28. Betsch, T., & **Glöckner, A.** (2008). Towards an integrative model of automatic and deliberative decision making. *International Journal of Psychology*, *43*, 547-547. (IF: 1.067 [Conf.Prec.])
29. **Glöckner, A.**, & Betsch, T. (2008). How to replace multiple strategies by multiple representations: Simulations and evidence. *International Journal of Psychology*, *43*, 547-547. (IF: 1.067 [Conf.Prec.])
30. Betsch, T., Haberstroh, S., Molter, B., & **Glöckner, A.** (2004). Oops-I did it again: When prior knowledge overrules intentions. *Organizational Behavior and Human Decision Processes*, *93*, 62-74. (IF: 2.480)
31. Betsch, T., Haberstroh, S., **Glöckner, A.**, Haar, T., & Fiedler, K. (2001). The effects of routine strength on adaptation and information search in recurrent decision making. *Organizational Behavior and Human Decision Processes*, *84*, 23-53. (IF: 2.480)
32. Betsch, T., **Glöckner, A.**, & Haberstroh, S. (2000). COMMERCE - A micro-world simulation to study routine maintenance and deviation in repeated decision making. *Methods of Psychological Research*, *5*. (SNIP: 0.96 [Scopus])

## Further Articles (editor reviewed)

1. **Glöckner, A.**, & Landsberg, M. (2011). Der Schöffe entscheidet: Eine empirische Studie zum Entscheidungsverhalten von Schöffen. *Richter ohne Robe*, 23, 44-47.
2. Engel, C., **Glöckner, A.**, & Schönfeldt, K. (2010). Informationsverzerrungen bei rechtlichen Entscheidungen. *Richter ohne Robe*, 22, 135-136.
3. **Glöckner, A.**, & Towfigh, E. (2010). Geschicktes Glücksspiel: Die Sportwette als Grenzfall des Glücksspielrechts. *JuristenZeitung*, 21, 1027-1035.
4. **Glöckner, A.**, & Schönfeldt, K. (2009). Ich überlege. Mein Bauch entscheidet? - Intuition und Entscheidung. *Richter ohne Robe*, 21, 60-61.
5. **Glöckner, A.** (2008). Zur Rolle intuitiver und bewusster Prozesse bei rechtlichen Entscheidungen. *MPI Annual Report*. München: Max Planck Society.
6. **Glöckner, A.** & Grüner, K. (2003). Effizientes Online-Verfahren für die Personalentwicklung: 360° Führungsfeedback. *Planung & Analyse*, 5, 85-90.

## Books and Edited Volumes

1. **Glöckner, A.**, & Witteman, C. L. M. (Eds.). (2010). *Foundations for tracing intuition: Challenges and methods*. London: Psychology Press & Routledge.
2. **Glöckner, A.** (2006). *Automatische Prozesse bei Entscheidungen*. Hamburg: Kovac. [Publikation der Dissertationsschrift]

## Book Chapters

1. **Glöckner, A.**, & Ebert, I. D. (2011). Legal intuition and expertise. In M. Sinclair (Ed.), *Handbook of Intuition Research* (pp. 157-167). Northampton, MA: Edward Elgar.
2. **Glöckner, A.**, & Witteman, C. L. M. (2010). Foundations for tracing intuition: Models, findings, categorizations. In A. Glöckner & C. L. M. Witteman (Eds.), *Foundations for tracing intuition: Challenges and methods* (pp. 1-23). London: Psychology Press & Routledge.
3. **Glöckner, A.** (2010). Multiple measure strategy classification: Outcomes, decision times and confidence ratings. In A. Glöckner & C. L. M. Witteman (Eds.), *Foundations for tracing intuition: Challenges and methods*. (pp. 83-105). London: Psychology Press & Routledge.
4. Hochman, G., **Glöckner, A.**, & Yechiam, E. (2010). Physiological measures in identifying decision strategies. In A. Glöckner & C. L. M. Witteman (Eds.), *Foundations for tracing intuition: Challenges and methods* (pp. 139-159). London: Psychology Press & Routledge.
5. Witteman, C. L. M., & **Glöckner, A.** (2010). Tracing intuition: Summing up and exemplified method applications. In A. Glöckner & C. L. M. Witteman (Eds.), *Foundations for tracing intuition: Challenges and methods* (pp. 272-278). London: Psychology Press & Routledge.
6. **Glöckner, A.** (2009). „Neurorecht“ ohne Psychologie? Die Rolle verhaltenswissenschaftlicher Betrachtungsebenen bei der Ableitung rechtspolitischer Empfehlungen. In S. Schleim, T. M.

Spranger & H. Walter (Eds.), *Von der Neuroethik zum Neurorecht?* (pp. 104-131). Göttingen: Vandenhoeck & Ruprecht.

7. **Glöckner, A.** (2008). How evolution outwits bounded rationality: The efficient interaction of automatic and deliberate processes in decision making and implications for institutions. In C. Engel & W. Singer (Eds.), *Better than conscious?: Decision making, the human mind, and implications for institutions* (pp. 259-284). Cambridge, MA: MIT Press.
8. McElreath, R., Boyd, R., Gigerenzer, G., **Glöckner, A.**, Hammerstein, P., Kurzban, R., et al. (2008). Individual decision making and the evolutionary roots of institutions. In C. Engel & W. Singer (Eds.), *Better than conscious?: Decision making, the human mind, and implications for institutions* (pp. 325-342). Cambridge, MA: MIT Press.
9. **Glöckner, A.** (2007). Does intuition beat fast and frugal heuristics? A systematic empirical analysis. In H. Plessner, C. Betsch & T. Betsch (Eds.), *Intuition in judgment and decision making* (pp. 309-325). Mahwah, NJ: Lawrence Erlbaum.
10. Haberstroh, S., **Betsch, T.**, Glöckner, A., Haar, T., & Stiller, A. (2005). The impact of routines on deliberate decisions: The microworld-simulation COMMERCE. In T. Betsch & S. Haberstroh (Eds.), *The routines of decision making* (pp. 211-229). Mahwah, NJ: Lawrence Erlbaum.

## MPI-Preprints

1. **Glöckner, A.**, & Dickert, S. (2008). Base-rate respect by intuition: Approximating rational choices in base-rate tasks with multiple cues. *MPI Collective Goods Preprint, 2008/49*. Available at SSRN: <http://ssrn.com/abstract=1316848>
2. Herbig, B., & **Glöckner, A.** (2009). Experts and decision making: First steps towards a unifying theory of decision making in novices, intermediates and experts. *MPI Collective Goods Preprint, 2009/2*. Available at SSRN: <http://ssrn.com/abstract=1337449>
3. Beckenkamp, M., Engel, C., **Glöckner, A.**, Irlenbusch, B., Hennig-Schmidt, H., Kube, S., et al. (2009). Beware of broken windows! First impressions in public-good experiment. *MPI Collective Goods Preprint, 2009/21*. Available at SSRN: <http://ssrn.com/abstract=1432393>
4. Morell, A., **Glöckner, A.**, & Towfigh, E. (2009). Sticky rebates: Rollback rebates induce non-rational loyalty in consumers. *MPI Collective Goods Preprint, 2009/23*. Available at SSRN: <http://ssrn.com/abstract=1443783>
5. **Glöckner, A.**, Kleber, J., Tontrup, S., & Bechtold, S. (2009). The endowment effect in groups with and without strategic incentives. *MPI Collective Goods Preprint, 2009/35*. Available at <http://ssrn.com/abstract=1500309>
6. Engel, C., & Glöckner, A. (2010). Role induced bias in court: An experimental analysis. *MPI Collective Goods Preprint, No. 2010/37*. Available at SSRN: <http://ssrn.com/abstract=1676142>

## Lectures and Seminars

|              |                                                                                                                                                                                                                  |
|--------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| WS 2004/2005 | Seminar „Diagnostische Verfahren der Personalauswahl und Personalentwicklung“<br>University Erfurt, BA<br>Seminar „Forschungsansätze und Befunde der Angewandten Psychologie“<br>University Erfurt, MA           |
| SS 2005      | Vorlesung „Statistik II“<br>University Erfurt, BA<br>Seminar „Werbe- und Konsumentenpsychologie“<br>University Erfurt, MA<br>Seminar „Organisationskultur und Organisationsentwicklung“<br>University Erfurt, BA |
| WS 2005/2006 | Seminar „Personalentwicklung und Training“<br>University Erfurt, MA<br>Seminar „Werbe- und Konsumentenpsychologie“<br>University Erfurt, BA                                                                      |
| SS 2006      | Seminar „Personalentwicklung“<br>University Erfurt, BA Psychologie sowie MA Bildungsmanagement                                                                                                                   |
| WS 2006/2007 | Seminar „Organisationsentwicklung“<br>University Erfurt, BA                                                                                                                                                      |
| SS 2007      | Seminar „Werbe- und Konsumentenpsychologie“<br>University Erfurt, BA                                                                                                                                             |
| WS 2007/2008 | Seminar „Entscheidungsforschung und Recht“<br>University Erfurt, BA                                                                                                                                              |
| SS 2008      | Seminar „Strategien des Entscheidens in wechselnden Kontexten“<br>University Erfurt, MA<br>Short Lecture „Automatic and deliberate processes in decision making“<br>Radboud University, Nijmegen, Doktoranden    |
| WS 2008/2009 | Short Lecture “Intuitive and deliberate processes in decision making: Models, metaphors, methods und findings”<br>University Erfurt, Doktoranden                                                                 |
| SS 2009      | Short Lecture “Advanced usage of Excel for statistics & more”<br>MPI, Doktoranden                                                                                                                                |
| WS 2009/2010 | Short Lecture “Applying the multiple measure maximum likelihood strategy classification method”<br>MPI, Doktoranden<br>Seminar „Personalentwicklung“                                                             |

University Erfurt, BA  
Seminar "Entscheidungspsychologie & Recht"  
Justizakademie NRW, Richter

- SS 2010                      Seminar "Techniken und Fertigkeiten: Entscheidungspsychologie & Recht"  
Landesarbeitsgericht Hamm, Arbeitsrichter
- WS 2010/2011              Seminar „Personalentwicklung“  
University Erfurt, BA Psychologie
- WS 2011/2012              Seminar „Personalentwicklung und Training“  
University Cologne, BA Sozialwissenschaften