

Prof. Dr. Sebastian Kube

Personal

Information

- Date of Birth: March 6th, 1978
- Place of Birth: Bonn, Germany

Education

2002-2007 University of Karlsruhe Karlsruhe

Dr. rer. pol. (Doctorate in Economics)

- Final Grade: ‚Mit Auszeichnung‘ (summa cum laude)
- Thesis ‚Homo Oeconomicus vs. Homo Aequus – Experimental Investigations of Social Preferences‘, supervised by Prof. Dr. Reinhard Selten, Prof. Dr. Clemens Puppe, and Prof. Dr. Christof Weinhardt

1997-2002 University of Bonn Bonn

Diplom-Volkswirt (diploma in Economics)

- Final Grade: ‚Sehr Gut‘ (excellent, A)
- Diploma Thesis ‚Experimental Investigation of a Currency Union‘ supervised by Prof. Dr. Reinhard Selten

Professional Experience

since 2009 University of Bonn Bonn

Professor for Behavioral Economics

- Vice Director of the BonnEconLab

since 2010 CENs (Center for Economics & Neuroscience) Bonn

Affiliated researcher

- Research Group of Prof. Falk

since 2008 IZA (Institute for the Study of Labor) Bonn

Affiliated researcher

since 2007 Max Planck Institute Bonn

Senior Research Fellow

- Research group of Prof. Engel at the Max Planck Institute for Research on Collective Goods
- IZA Research Fellow since 2008

2003-2007 Department of Economics Karlsruhe

Research and Teaching Assistant

- PhD - Studies

2003-2006 Project funded by the DFG Bonn

Affiliated Researcher

- “Experimental Investigation of a Currency Union”, project funded by the DFG (German Research Association) under the direction of Prof. Dr. Reinhard Selten Prof. Dr. Clemens Puppe and Prof. Dr. Jürgen von Hagen

2002-2003 Centre for European Integration Studies Bonn

Research Assistant

- continued working on the Currency Union – project
- application for this project

2002-2003 Project funded by the BMBF Bonn

Research Assistant

- “SURVIVE”, a project about traffic control in North Rhine-Westphalia funded by the German Federal Ministry of Education and Research (BMBF)

Publications

Treating Equals Unequally – Incentives, Motivation and Production Technology in Teams. (with Sebastian Goerg and Ro'i Zultan)
(2010) *Journal of Labor Economics*, Vol. 28(4), 747-772.

Goerg Sebastian, Sebastian Kube (2010): **The equity principle in employment relationships**, in: *The Selten School of Behavioral Economics – A Collection of Essays in Honor of Reinhard Selten*, Ockenfels A., Sadrieh A. (eds.), Berlin-Heidelberg-New York : Springer, pp. 204-219.

When Equality is Unfair – Reciprocity and Payment Modes in a Principal-Multi-Agent Experiment. (with Johannes Abeler, Steffen Altman and Matthias Wibral).
(2010, in press) *Journal of the European Economic Association*

Leading with(out) sacrifice? A Public-Goods Experiment with a Privileged Player. (with Andreas Glöckner, Bernd Irlenbusch, Andreas Nicklisch and Hans-Theo Normann)
(2010, in press) *Economic Inquiry*

The interaction of legal and social norm enforcement. (with Christian Traxler)
(forthcoming) *Journal of Public Economic Theory*

Two are better than One! Individuals' Contributions to “Unpacked” Public Goods. (with Michele Bernasconi, Luca Corazzini and Michel André Maréchal).
(2009) *Economics Letters*, Vol. 104(1), 31-33.

(When and How) Do Voters Try to Manipulate? Experimental Evidence from Borda Elections (with Clemens Puppe).
(2009) *Public Choice*, Vol. 139 (1), 39-52

Behavioural Finance meets Experimental Macroeconomics – On the Determinants of Currency Trade Decisions (with Johannes Kaiser).
(2009) *Journal of Behavioral Finance*, Vol. 10 (1), 44-54.

Experimental Evidence on the Benefits of Eliminating Exchange Rate Uncertainties (with Reinhard Selten, Jürgen von Hagen and Robin Pope).
(2008) *Indian Journal of Economics and Business*, Vol. 7 (1), 1-31.

Experiments and Simulations on Day-to-Day Route Choice-Behaviour (with Reinhard Selten, Michael Schreckenberg, Thomas Pitz and Thorsten Chmura).
(2007) *Games and Economic Behavior*, Vol. 58 (2), 394-406.

Testing (Beliefs about) Social Preferences : Evidence from an Experimental Coordination Game (with Clemens Puppe, Thomas Pitz and Thorsten Chmura).
(2005) *Economics Letters*, Vol. 88 (2), 214-220.

Selten, Reinhard, Michael Schreckenberg, Sebastian Kube et al. (2004):
Experimental Investigation of Day-to-Day Route-Choice Behaviour and Network Simulations of Autobahn Traffic in North Rhine-Westphalia,
in: *Human Behaviour and Traffic Networks*, M.Schreckenberg, R.Selten (eds.),
Berlin-Heidelberg-New York : Springer, pp. 1-22.

Working Papers

More money, less effort? Incentive Reversal in Teams
(with Esteban Klor, Ro'i Zultan, and Eyal Winter)

Choosing Your Object of Benevolence: A Field Experiment on Donation Options
(with Bodo Aretz)

Can we manage first impressions in cooperation problems? An experimental study on "Broken (and Fixed) Windows"
(with Christoph Engel and Michael Kurschilgen)

The benefits of latent payback in social dilemmas
(with Andreas Glöckner and Andreas Nicklisch)

On Probation – An experimental analysis
(with Christoph Engel, Heike Hennig-Schmidt and Bernd Irlenbusch)

Elections and Deceptions
(with Luca Corazzini and Michel André Maréchal)

Do Wage Cuts Damage Work Morale? Evidence from a Natural Field Experiment
(with Clemens Puppe and Michel André Maréchal)

The Currency of Reciprocity – Cash, Perks and Workers' Motivation in the Field.
(with Clemens Puppe and Michel André Maréchal)

Beware of Broken Windows! First Impressions in Public-Good Experiments
(with Christoph Engel et al.)

Current Projects

- Communication under incomplete contracts (with Marco Kleine)
- (Endogenous) work goals (with Sebastian Goerg)
- What triggers conditional cooperation? (with Luca Corazzini, Teresa Schüter and Ro'i Zultan)
- Unpacked Work Tasks and Unpacked Public Goods (with Georg von Heusinger)
- Legal Sanctions vs Self Governance (with Christian Traxler)

Teaching

WS 03/04 Seminar: Fair Division and Collective Welfare

SS 04 Seminar: Experimental Social Choice Theory

WS 04/05 teaching assistant: Undergraduate Microeconomics

SS 05 Seminar: Principal-Agent models: Theory and Experiments

WS 05/06 Seminar: Empirical relevance of selected Social Choice problems

WS 05/06 teaching assistant: Undergraduate Microeconomics

SS 06 Seminar: Suggested Retail Price

WS 06/07 Seminar: Reciprocity

SS 09 Seminar: Behavioral Public Choice

SS 09 lecture: Experimental Economics

SS 09 PhD topics course: Experimental Economics

WS 09/10 lecture: Introductory Microeconomics

WS 09/10 Seminar: Experimental Economics

WS 09/10 PhD topics course: Empirical Economics

SS 10 Seminar: Happiness and Economics

SS 10 lecture: Experimental Economics

SS 10 PhD topics course: Management and Applied Microeconomics

WS 10/11 lecture: Introductory Microeconomics

WS 10/11: Seminar: Management and Applied Microeconomics

WS 10/11: PhD topics course: Management and Applied Microeconomics

Supervision of diploma, bachelor, master and PhD theses

Miscellaneous

Referee for *American Economic Review*, *Journal of the European Economic Association*, *Journal of Economic Behavior and Organization*, *Games and Economic Behavior*, *Scandinavian Journal of Economics*, *Social Choice and Welfare*, *Experimental Economics*, *Journal of Economic Psychology*, *BuR Business Research*

- Awarded the Heinz-Sauermann Price for Experimental Economics 2002/03
- Short-Term Research Grant of the Minerva Society 2007
- Center for Economics and Neuroscience Research Fellow since 2010
- IZA Research Fellow since 2008
- Listed in the 24th edition of Marquis' *Who's Who in the World*
- Mannheim Empirical Research Summer School,
in Mannheim 2004
- Jena Summer School on Bounded Rationality in Economics and Psychology,
in Jena 2005

- Presentation at the World Congress of the Econometric Society,
in London 2005
- Workshop on Behavioral Public Economics,
in Copenhagen 2005
- Presentation at Asia-Pacific Meeting of the Economic Science Association,
in Hong Kong 2006
- Workshop on Organizational Incentives and Experimental Economics,
in Melbourne 2006
- Presentation at the European Meeting of the Econometric Society,
in Vienna 2006
- Presentation at the ESA European Regional Meeting,
in Nottingham 2006
- Presentation at the Max-Planck-Institute,
in Bonn 2006
- Reciprocity: Theories and Facts,
in Milan – Bicocca 2007
- Presentation at the 1st World Meeting of the Public Choice Society,
in Amsterdam 2007
- Presentation at the Economic Research Seminar, University of Karlsruhe,
in Karlsruhe 2007
- Presentation at the World Meeting of the Economic Science Association,
in Rome 2007
- Presentation at the European Meeting of the Econometric Society,
in Budapest 2007
- Presentation at the Economic Brown Bag Seminar, University of Innsbruck,
in Innsbruck 2007
- Presentation at the School of Education at the Hebrew University,
in Jerusalem 2007
- Presentation at the Frey/Frey/Engel research seminar,
in Zurich 2007
- Presentation at Asia-Pacific Meeting of the Economic Science Association,
in Singapore 2008
- Presentation at the Experimental Research Seminar,
in Bonn 2008
- Presentation at the Public Economic Theory Meeting,
in Seoul 2008
- Attendance to the Nobel Laureate Meeting in Economics,
in Lindau 2008
- Workshop “When incentives Backfire – Theory meets Practice”
in London 2009
- Workshop on Experimental Economics at the 71. Economists’ Meeting
in Nürnberg 2009

- Workshop “Genes, Brains and the Labor Market” at the IZA
in Bonn 2009

References

- Prof. Christoph Engel, Max-Planck-Institute for Research on Collective Goods
(email: engel@coll.mpg.de)
- Prof. Armin Falk, University of Bonn
(email: armin.falk@uni-bonn.de)
- Prof. Clemens Puppe, University of Karlsruhe
(email: puppe@wior.uka.de)
- Prof. Reinhard Selten, University of Bonn
(email: rselten@uni-bonn.de)