

## Curriculum vitae

### Personal data:

Prof. Dr. Christiane Schwieren  
University of Heidelberg  
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Privat:  
Lutherstrasse 21  
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Date of birth: 28.01.1972  
Family: Married, 3 children born 2007, 2009 and  
2012

### Academic Employment:

December 2008 until today	START-Professorship (W3) for Behavioral Economics at Alfred Weber Institute of Economics, University of Heidelberg
October – December 2008	„Vertretungsprofessur“ for START-Professorship at Alfred Weber Institute, University of Heidelberg
October 2006 – October 2008	Postdoctoral Researcher at Sonderforschungsbereich 504, University of Mannheim and Heidelberg
February & March 2006	Visiting Researcher at the department of economics at Kyoto Sangyo University, Kyoto, Japan
September 2003 – September 2006	Assistant professor (“Professora Visitante”) at the department of economics and business, Universitat Pompeu Fabra, Barcelona, Spain.
September 1999 – September 2003	Ph.D. student/researcher at the department of general economics/ microeconomics at the University of Maastricht.
May 1997 - March 1999	Student assistant, department of social psychology (Prof. Dr. K. Fiedler), University of Heidelberg, for Dr. T. Betsch & Dr. H. Plessner.
January 1996 - March 1999	Student assistant at the department of child and adolescent psychiatry at the university of Heidelberg (diagnostics; with Dr. J. Haffner)

### Academic education:

September 1999 - September 2003	Ph.D. student, department of general economics, Universiteit Maastricht.  Thesis: “Discrimination on the labor market – an integration of economic and social psychological factors.” Supervisors Dr. M. Vendrik & Prof. Dr. Peter de Gijssel
October 1991 – January 1999	University of Heidelberg, psychology (diploma January 1999).  Thesis: „Conduct disorders in preschool-children and mother-child-interaction“. Supervisor: Prof. Dr. F. Resch.
October 1992 – July 1997	University of Heidelberg, political science and history (M.A. July 1997).  Thesis: „Parties in Russia and their understanding of democracy“. Supervisor: Prof. Dr. K. von Beyme.

July 1991

Abitur at Graf-Zeppelin Gymnasium Friedrichshafen.

## Teaching

Undergraduate/Bachelor/Diploma - Lectures	Corporate Governance, Heidelberg
	Neuroeconomics, Heidelberg
	Einführung in die BWL (introduction to business), Heidelberg
	Organizational Behavior, Barcelona
	Human Resource Management, Barcelona
Undergraduate/Bachelor/Diploma - Seminars	Human Resource Management, Heidelberg
	Health Economics, Heidelberg
	Happiness in Economics, Heidelberg
	Gender in Economics and Management, Heidelberg & Maastricht
	Experimental Economics, Heidelberg
	Nations and Nationalism in Europe, Maastricht
	Economics and the Social Sciences, Maastricht
Master/PhD - Seminars	Happiness in Economics, Heidelberg
	Experimental Economics, Heidelberg
	Economic Thinking for Psychologists, Graduate Program “Goals and Preferences”, Heidelberg
	Research Methods for Business Students, Barcelona
	Organizational Behavior, Barcelona
	Conflict and Cooperation, Basel (as guest teacher)
MBA - Lectures	Conflict Management
	Managing People in Organizations
Other	Seminar: “Les Outils du Coaching” („Tools for Coaching), Projet FORCODE, Algeria (Postgraduate education in coaching for young managers, cooperation between Catalunya and Algeria).
	Tutorial “work methods for students” – online student tutor
	Tutorial “political psychology” – student tutor

## Thesis supervision

PhD theses	2011 – Smarandita Tapalaga (Stress & economic decision making)
	2010 - Sara-Elisa Kettner (Climate change and aging societies)
	2010 - : Mercedes Hausi (Incentivizing young and old high-performers)
	2010 - : Magdalena Buckert (Stress & economic decision making)
	2009 - 2012: Alec Sproten (Developmental Neuroeconomics)
PhD committees	Heidelberg (Psychology & Economics):
	Peter Dürsch: “Essays in Behavioral and Experimental Economics”
	Andrea Gaebel: “The role of reward expectations for prospective memory. An investigation with functional magnetic resonance imaging”.
	Carola Barth: “The impact of emotions on complex problem solving performance and ways of measuring this performance.”
	Joe Simon: “ Kognitive Reaktivität als Vulnerabilitätsfaktor für depressive Erkrankungen. “
	Florian Kutzner: „Pseudocontingencies – rule based and associative“
	Barcelona (Universitat Autònoma & UPF)
	Raúl Lopez: “Emotions, Norms, and Games”.
	Piotr Golec : “Positive influence of delayed feedback on decision making – advocating a lost case?”
	Jury-member of several “1 <sup>st</sup> year PhD papers“; different topics in management and experimental economics.
Diploma/Master theses	Since 2008: Constantly supervising diploma- and bachelor theses in the areas of behavioural economics, neuroeconomics, experimental economics and business studies (approximately 10-15 per term), Uni Heidelberg.
	Universitat Pompeu Fabra, Barcelona:
	2006 Irene Jurado Escrig „Assessment Center“.
	2004 Giorgio Zazzarelli „Perceived and Objective probability; Affect and Cognition in Risky Decision-Makings: their Interaction and a Possible Model”.
	Maastricht (University of Maastricht & Open University)
	2004: Neslihan Arslan & Christina Guenther “Gender-specific reactions to competition.”
	2002: Anton Heinloth (Euro*MBA). “Business Management Succession in SMEs”.
	2001/2002: Jacomien Bazuin (Euro*MBA). “Strategies for Expatriate Management”
	2001: Dominique Waterval. “Vertrouwen: Een studie naar verschillen in vertrouwen tussen students Economie en students Cultuurwetenschappen”.

2001: Melissa Gasseling: “Females in Top Positions in the Medical Profession”.

### **Conferences and Summer Schools (attendance & organization)**

March 2012	IMEBE – Castellon, Spain. “Motivated Perception as self-regulation: Evidence for an Optimistic Bias and its Limitations in the Perception of Ambivalent Information”
December 2011	Organization of Workshop “Behavioral Economics and Ageing Research”, University of Heidelberg.
November 2011	International Workshop on the Socio-Economics of Ageing, Lisbon, Portugal. Paper: “Age differences in the reaction to incentives”
July 2011	ESA World Meeting, Chicago, USA. Paper: “Predicting behavior across games”
February 2011	Asian Pacific Economic Science Association Conference, Kuala Lumpur, Malaysia, “What’s underlying women’s unwillingness to compete: Personality and motivation as predictors”
December 2010	Organizer of Closing Workshop of the interdisciplinary Graduate School “Goals and Preferences”, University of Heidelberg.
October 2010	International Symposium Scientific Computing for the Cognitive Sciences, Heidelberg
August 2010	Organizer (with C. Vanberg): “First Heidelberg Summer School in Neuroeconomics”, AWI University of Heidelberg
July 2010	ESA World Meeting, Kopenhagen, Denmark. Paper: “Personality and behavior in experimental games”
June 2010	Maastricht workshop in experimental economics, “Eye-tracking levels of reasoning”
April 2010	IMEBE – Bilbao, Spain: “Personality and Behavior in Experimental Games”
December 2008	Local organizer, workshop “Ethical business decision making in a global environment”, SFB 504, University of Mannheim, Germany; “Contributing for myself, but free-riding for my group?”
September 2008	Jahrestagung des Vereins für Socialpolitik, Graz, Austria. “Women can’t jump?”
September 2008	European ESA meeting, Lyon, France. “Women can’t jump?”
July 2008	Co-Organizer of Mannheim Empirical Research Summer School (MERSS), Mannheim, Germany
September 2006	European ESA meeting, Nottingham, England. “Contributing for myself, but free-riding for my group”.
July 2006	IAREP-SABE meeting, Paris, France. “Competition – a cure without side effects?”
June 2006	FUR XII, Rom, Italy, “ Contributing for myself, but free-riding for my group”

December 2005	1 <sup>st</sup> Asian-Pacific ESA meeting, Hong-Kong, China. “The effect of competition on behaviour in trust-games”.
August 2005	International Conference on Cognitive Economics, Sofia, Bulgaria. “Frames and Games”
December 2004	Conference “Experiments in Economic Sciences: New Approaches to Solving Real-World Problems”. Kyoto, Japan. „Frames and Games“.
June 2004	ESA-World meeting Amsterdam, The Netherlands. „Frames and Games“
September 2003	WZB-Conference on Economics and Psychology, Berlin. „An erroneous belief – paying women lower wages does not pay“.
March 2003	European Congress on Work and Organizational Psychology, Lisbon, Portugal. „National Identity as a Basis for Discrimination – do Work Teams Prefer Hiring Ingroup Members?”
September 2002	European ESA-meeting, Strasbourg, France. “An erroneous belief: Paying women lower wages does not pay”.
June 2002	IAREP/SABE (Economic Psychology & Behavioral Economics) Conference, Turku, Finland. “The power of competition: Reducing or reinforcing discrimination?”
May 2002	EURAM (European Academy of Management) Conference, Stockholm, Sweden. “Nationality-based discrimination in a Business Simulation game”.
September 2001	Summer School in Experimental Economics, University of Amsterdam.
August 2001	Summer School in Bounded Rationality, Max Planck Institute of Education Research, Berlin, Germany.
July 2001	European Science Days, Steyr, Austria.
June 2001	ESA-World meeting (Economic Science Association), Barcelona, Spain. “When competition gets stronger, we rather play with our kind – an experimental investigation of discriminatory attitudes in a social dilemma game”.
July - September 1998	Summer School in Political Psychology, Ohio State University, Columbus, Ohio.
August 1997	Oslo Summer School in Comparative Social Science Studies, Oslo, Norway.

## Grants and awards

2011	Project submitted to ERC-Starting grant evaluated as fundable (meeting excellence criteria), but with low priority – no funding.
Granted in 2010	DFG-Grant on “Stress and economic decision making”, principal investigator; cooperators C. Fiebach, B. Kudielka. Total budget approximately € 400.000,-
Granted in 2010	BMBF – Grant for project on Climate Change and Aging together with T. Goeschl, J. Funke, J. Schröder, University of Heidelberg, total budget approx. € 400.000,-
Granted in 2008	Grant of the FRONTIER Innovation Fond of the “Initiative of Excellence”: “Developmental Neuroeconomics: Life-span changes in economic decision making”; Responsible Researcher: Christiane Schwierien; Co-Researchers: Christian Fiebach, Carsten Diener. Total budget approx. €138.000,-
2005	Grant of the „Dirección General de Investigación Científica y Técnica“ Nr SEJ2005-08391/ECON; „Toma decisiones y estrategia: una perspectiva multidisciplinar para comprender el comportamiento social“; Responsible Researcher: Rosemarie Nagel.
2005	Human Frontier Science Program-award: "Decision making and strategies in the brain: a multidisciplinary approach for understanding social behaviour". Research groups involved: Institute of Cognitive Sciences CNRS, Bron, Dept. of Humanities and Social Sciences, California Institute of Technology, Pasadena, Dept. of Economics Universitat Pompeu Fabra, Barcelona.
2004	“Pla de Mesures de Suport a la Innovació i a la Qualitat Docents” – Financing for the introduction of innovations in teaching. Introduction of Problem-Based Learning in my class “Social Psychology of Organizations”.
2005 - 2006	Included into the Grant of the „Dirección General de Investigación Científica y Técnica“ Nr. SEC 2002-03403; „Análisis experimental de decisiones y mercados“; Responsible Researcher: Antoni Bosch.
February – August 2002	Marie-Curie pre-doctoral scholarship for a stay at Universitat Autònoma, Barcelona, Spain.

**Administrative tasks:**

Since October 2011	Member of the Dissertations Committee (Promotionsausschuss)
Since 2011	Member of the Board of the “Graduate Academy”
Since 2010 – today	Member of the “Studiengebührenkommission” at the department of economics
Since 2010 - today	Member of several selection committees (Berufungskommissionen)
September – December 2010	Head of the graduate school “Goals & Preferences”
Since 2009 - today	Head of the experimental laboratory of the AWI, University of Heidelberg
April 2006 - September 2006	“Doctoral office” of the Graduate School of Social Sciences, University of Mannheim.
2005 – 2006	Erasmus-Coordinator for the student exchange of Universitat Pompeu Fabra with Dutch Universities.
January 1996 - January 1999	Elected member of the commission for teaching issues of the faculty of social and behavioral sciences and of the commission to reform education at the department of psychology.

**Other professional experiences, consulting:**

Since September 2006 – today	Freelancing conflict mediator
2005/2006	Consulting for the „Generalitat de Catalunya“ (Catalan government) on indicators for an enquete of the general population on „Happiness and social capital“.
January 1994 – March 1994	Assistant teacher for German language and culture at 3 different Schools in St. Petersburg, Russia.

**Other educations:**

2004 – June 2005	“Master in Conflict Mediation”, Universitat de Barcelona
March 2001 – July 2007	Certificate in mediation at the “Heidelberger Institut für Mediation”.
November 1996 – November 1998	Basic education in Client Centered Therapy (Rogers).

**Ad-hoc referee:**

American Economic Review, Economic Journal, European Economic Review, Games and Economic Behavior, Journal of Experimental Economics, Journal of Labour Economics, Journal of Economic Psychology, Journal of Economic Behavior and Organization, Management Science, Ibero-American Association of Management Conference, Tagung des Vereins für Socialpolitik 2008. .



### **Publications in refereed journals, working paper series and books:**

- Schwieren, C. (2012) "The gender wage gap in experimental labour markets", accepted for publication in *Economics Letters*.
- Müller, J., & Schwieren, C. (2012) "Can Personality Explain what is Underlying Women's Unwillingness to Compete?" Status: forthcoming, *Journal of Economic Psychology*
- Guenther, C., Arslan, N., Schwieren, C. & Strobel, M (2010) "Women can't jump – an experiment on competitive attitudes and stereotype threat", *Journal of Economic Behavior and Organisation*, 75, p. 395-401
- Vendrik, M. & Schwieren, C. (2010) „Identification, screening and stereotyping in labour market discrimination“, *Journal of Economics*, 99(2), pages 141-171.
- Schwieren, C. & Weichselbaumer, D. (2010) „Does Competition Enhance Performance or Cheating? A Laboratory Experiment“, *Journal of Economic Psychology*, 31(3), pages 241-253
- Schwieren, C. & Glunk, U. (2008) „Mechanisms Underlying Nationality-based Discrimination in Teams: A Quasi-Experiment Testing Predictions from Social Psychology and Microeconomics“. *Small Group Research*, 39 (6), pp.643-672.
- Schwieren, C. & Sutter, M. (2008) "Trust in cooperation vs. trust in ability - evidence from a trust game". *Economics Letters*, 99, pp. 494-497.
- Plessner, H., Betsch, T., Schallies, E., & Schwieren, C. (2007) "Automatic On-Line Formation of Implicit Attitudes Towards Politicians as a Basis for Intuitive Voting Behavior" in: Plessner, H., Betsch, C., & Betsch, T. (Eds.). (2007). *Intuition in judgment and decision making*. Mahwah, NJ: Lawrence Erlbaum.
- Koebberling, V., Schwieren, C. & Wakker, P. (2007) "Prospect-Theory's Diminishing Sensitivity versus Economic's Intrinsic Utility of Money: How the Introduction of the Euro Can Be Used to Disentangle the Two Empirically", *Theory & Decision*, Vol. 63 (3), pp. 205-231.
- Guillén-Alvarez, P., Schwieren, C., Staffieri, G (2006) "Why feed the Leviathan?" *Public Choice* 130, 115-128.
- Betsch, T., Plessner, H., Schwieren, C. and Gütig, R. (2001): "I like It but I Don't Know Why: A value-Account Approach to Implicit Attitude Formation." *Personality and Social Psychology Bulletin*, 27 (2), 242 – 253.
- Schwieren, C. (2011) "Behavioral Economics" in: Sangmeister & Schönstedt: Volkswirtschaft verstehen lernen. Nomos UTB.
- Müller, J., & Schwieren, C. "Personality and the prediction of small-scale economic behavior – the example of the trust game" Tinbergen Institute Discussion Paper No. TI 2012-028/1
- Müller, J. & Schwieren, C. „(2011) There's more to it than meets the eye: eye-tracking levels of reasoning“ University of Heidelberg, Department of Economics Discussion Paper No. 516.
- Schwieren, C. & Sproten, A. (2012) "Age differences in the reaction to incentives – do older people

avoid competition?" ". University of Heidelberg, Department of Economics Discussion Paper No. 522.

Sproten, A., Diener, C., Fiebach, C., Schwieren, C. (2011) "Aging and decision making: How aging affects decisions under uncertainty". University of Heidelberg, Department of Economics Discussion Paper No. 508.

Brandts, J. & Schwieren, C. (2005) "Frames and games". Short version in: "Experiments in Economic Sciences: New Approaches to Solving Real-World Problems". Conference Proceedings, Kyoto, JP.

Vendrik, M. & Schwieren, C. (2005): „Identification, screening and stereotyping in labour market discrimination“. METEOR research memorandum RM05014, Universiteit Maastricht.

Schwieren, C. & Weichselbaumer, D. „Does Competition Enhance Performance or Cheating? A Laboratory Experiment "IZA-discussion paper No. 3275.

Schwieren, C. (2003) "The gender wage gap – due to differences in efficiency wage effects or discrimination?" METEOR research memorandum RM03028, Universiteit Maastricht.

Schwieren, C., Vendrik, M. & de Gijsel, P. (2002): "The power of competition: Reducing or Reinforcing discrimination?" Short version in: Stability and Dynamics of Power. Conference proceedings of IAREP/SABE, 346 – 352.

#### **Papers submitted to refereed journals:**

Müller, J., & Schwieren, C. "Personality and the prediction of small-scale economic behavior – the example of the trust game" Status: submitted.

Schwieren, C. & Müller, J. „There's more to it than meets the eye: eye-tracking levels of reasoning, " Status: submitted.

Brandts, J. & Schwieren, C. "Frames and games". Status: submitted.

Iida, Y. & Schwieren, C. „Contributing for myself, but freeriding for my group“. Status: submitted.

Schwieren, C. & Voss, A. „Motivated Perception: Evidence for an Optimistic Bias and its Limitations in the Perception of Ambivalent Information“. Status: submitted.

#### **Work in progress:**

Balafoutas, L., Dutcher, G., Rützel, D., Schwieren, C. & Sutter, M. "The intergenerational transmission of competitive behavior from parents to children" (data collection)

Schwieren, C., Vendrik, M. & Milovac, M. „Discrimination in competitive settings" (data collection)

Iida, Y. & Schwieren, C., Isaak, A. „Communication in group-level public good games" (data analysis)

Sproten, A., Schwieren, C. "Age differences in the reaction to incentives" (near completion)

Karelaia, Natalia, Cojuharencu, I. & Schwieren, C. „Competing for significant others" (data analysis)

Coricelli, G., Joffily, M., Schwieren, C., Villeval, M.-C. "Trust and emotions in households" (data collection)

Veszteg, R., Guillen, P., Schwieren, C. „Public Goods, Voting, and Communication" (planning phase)

Buckert, M., Fiebach, C., Kudička, B. & Schwieren, C. „Stress and decision making under risk" (con-

ference presentation completed, paper currently being written)

Buckert, M. & Schwieren, C. „Competition as a stressful situation“ (data collection near completion)

Sproten, A., Sharvit, G., Schwieren, C., Diener, C. & Fiebach, C. „Age differences in risk taking – an fMRI study“ (data analysis completed)