

# Bernd Irlenbusch

## Curriculum Vitae (May 2010)

Professor of Corporate Development and Business Ethics  
University of Cologne, Herbert-Lewin Str. 2, 50931 Cologne, Germany

bernd.irlenbusch@uni-koeln.de  
+49 (0)221 470 1848 (phone)  
+49 (0) 221 470 1849 (fax)  
www.codebe.uni-koeln.de

### *Fields of Research:*

Experimental Economics, Behavioural Business Ethics, Incentives in Organisations,  
Social Dilemmas Network Economics

### *Academic and Professional Career*

Since 2010	Full Professor, University of Cologne
2005-2010	Reader, Department of Management London School of Economics
2004-2005	Lecturer, Interdisciplinary Institute of Management, London School of Economics
2000-2004	Assistant Professor, Faculty of Economics, Law, and Social Science, University of Erfurt
1995-1999	Research Assistant, Economic Theory, University of Bonn

### *Education*

2004	Habilitation, Venia Legendi in Economics, University of Erfurt
2000	Dr. rer pol., University of Bonn, Supervisor: Reinhard Selten
1995-1999	Researcher "Behavioural Economics", University of Bonn
1996	Diplom Kaufmann, FernUniversität Hagen
1994	Diplom Volkswirt, University of Bonn
1992	Diplom Informatiker, University of Bonn

### *Selected Publications*

Harbring, C. and B. Irlenbusch (2010) Sabotage in Tournaments: Evidence from the Lab.  
forthcoming in: *Management Science*.

Feri, F., B. Irlenbusch, and M. Sutter (2010) Efficiency Gains from Team-Based  
Coordination - Large Scale Experimental Evidence. forthcoming in: *American  
Economic Review*.

- Glöckner, A., B. Irlenbusch, S. Kube, A. Nicklisch, H.-T. Normann (2010) Leading with(out) Sacrifice? A Public-Goods Experiment with a Privileged Player. Forthcoming in: *Economic Inquiry*.
- Gürerk, Ö., B. Irlenbusch, and B. Rockenbach (2009) Motivating Teammates: The Leader's Choice of Positive and Negative Incentives. *Journal of Economic Psychology*, 30, 591-607.
- Irlenbusch, B. and G. K. Ruchala (2008) Relative Rewards within Team-Based Compensation. *Labour Economics*, 15, 141-167.
- Harbring, C. and B. Irlenbusch (2008) How Many Winners are Good to Have? On Tournaments with Sabotage. *Journal of Economic Behavior and Organization*, 65, 682-702.
- Borges, G., and B. Irlenbusch (2007) Fairness Crowded Out by Law: An Experimental Study on Withdrawal Rights. *Journal of Institutional and Theoretical Economics*, 163, 84-101.
- Harbring, C., B. Irlenbusch, M. Kräkel and R. Selten (2007) Sabotage in Asymmetric Contests – An Experimental Analysis. *International Journal of the Economics of Business*, 14, 201-223.
- Gürerk, Ö., B. Irlenbusch, and B. Rockenbach (2006) The Competitive Advantage of Sanctioning Institutions. *Science*, 312, 108-111.
- Irlenbusch, B., D. Sliwka (2006) Career Concerns in a Simple Experimental Labour Market. *European Economic Review*, 50, 147-170.
- Abbink, K., B. Irlenbusch and E. Renner (2006) Group Size and Social Ties in an Experimental Microfinance Game. *Economic Inquiry*, 44 (4), 614-628.
- Irlenbusch, B. and M. Sutter (2006) An Experimental Analysis of Voting in the Stability and Growth Pact in the European Monetary Union. *Public Choice*, 129, 417-434.
- Harbring, C. and B. Irlenbusch (2005) Incentives in Tournaments with Endogenous Prize Selection. *Journal of Institutional and Theoretical Economics*, 161 (4), 636-663.
- Irlenbusch, B., D. Sliwka (2005) Transparency and Reciprocal Behavior in Employment Relations. *Journal of Economic Behavior and Organization*, 56, 383-403.
- Abbink, K., B. Irlenbusch, P. Pezaris-Christou, B. Rockenbach, A. Sadrieh and R. Selten (2005) An Experimental Test of Design Alternatives for the British 3G / UMTS Auction. *European Economic Review* 49, 505-530.
- Irlenbusch, B. (2004) Relying on a Man's Word? An Experiment on Non-Binding Contracts. *International Review of Law and Economics*, 24, 299-332.

- Fischer, E., B. Irlenbusch and A. Sadrieh (2004) An Intergenerational Common Pool Resource Experiment. *Journal of Environmental Economics and Management*, 48, 811-836.
- Harbring, C. and B. Irlenbusch (2003) An Experimental Study on Tournament Design. *Labour Economics*, 10, 443-464.
- Irlenbusch, B., U. Leopold-Wildburger, J. Schütze and M. Sutter (2003) Voting in EMU - An Experimental Study on Institutional Innovation and the Role of Communication in the Stability and Growth Pact. *Journal of Common Market Studies*, 42, 645-664.
- Abbink, K., R. Darziv, Z. Gilula, H. Goren, B. Irlenbusch, A. Keren, B. Rockenbach, A. Sadrieh, R. Selten and S. Zamir (2003) The Fisherman's Problem: Exploring the tension between cooperative and non-cooperative concepts in a simple game. *Journal of Economic Psychology*, 24, 425-445.
- Abbink, K., B. Irlenbusch and E. Renner (2002) An Experimental Bribery Game. *Journal of Law, Economics, and Organization*, 18, 428-454.
- Fahr, R. and B. Irlenbusch (2000) Fairness as a Constraint on Trust in Reciprocity: Earned Property Rights in a Reciprocal Exchange Experiment. *Economics Letters*, 66, 275-282.
- Abbink, K., B. Irlenbusch and E. Renner (2000) The Moonlighting Game – An Experimental Study on Reciprocity and Retribution. *Journal of Economic Behavior and Organization*, 42, 265-277.

#### *Fellowships, Awards and Grants*

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| 1988-1992 | Scholarship Cusanuswerk   |
| 2002      | Heinz-Sauermann Dissertation Prize 2000-2001  |
| 2005-2008 | DFG Projekt RO3071/1-2: “Experimentelle Untersuchungen zur Entstehung und Entwicklung von Institutionen zur Überwindung sozialer Dilemmata“ with Bettina Rockenbach, Uni Erfurt |
| 2003-2008 | DFG Projekt IR43/1-1:<br>“Experimente zu Anreizen in Organisationen“<br>with Matthias Kräkel, Uni Bonn and Dirk Sliwka, Uni Köln  |
| 2001-2003 | DFG Projekt KR2077/2-1:<br>“Experimentelle Studien zu Entlohnungsschemata“<br>with Matthias Kräkel, Uni Bonn and Reinhard Selten, Uni Bonn                                      |

#### *Professional Services and Affiliations*

- Member of Editorial Boards: *Business Research*, *Review of Managerial Science*
- Member of American Economic Association, Verein für Socialpolitik, GfEW
- IZA-Research Fellow

*Refereeing*

American Economic Review, Business Review, Central European Journal of Operations Research, Die Betriebswirtschaft, Econometrica, Economica, Economic Inquiry, Economic Journal, Empirical Economics, European Economic Review, European Journal of Law and Economics, Experimental Economics, Games and Economic Behavior, German Economic Review, International Review of Law and Economics, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Institutional and Theoretical Economics, Journal of Labor Economics, Journal of Law, Economics and Organization, Journal of Management Studies, Journal of Political Economy, Journal of Public Economics, Nature, Managerial and Decision Economics, Management Science, Quarterly Journal of Economics, Review of Economic Studies, Review of Managerial Science, Schmalenbach Business Review, Zeitschrift für Betriebswirtschaft, Zeitschrift für Personalforschung, Zeitschrift für Wirtschafts- und Unternehmensethik, DFG, ESF, ESRC, NSF