Publications Bernd Irlenbusch (May 2019)

a) Peer-reviewed Publications

Irlenbusch, Bernd, Rainer M. Rilke, Gari Walkowitz. Designing Feedback in Voluntary Contribution Games: The Role of Transparency. Forthcoming in: Experimental Economics.

Danilov, Anastasia, Christine Harbring, Bernd Irlenbusch (2019). Helping Under a Combination of Team and Tournament Incentives. Journal of Economic Behavior and Organization, 162, 120-135.

Irlenbusch, Bernd, David J. Saxler (2019). The Role of Social Information, Market Framing, and Diffusion of Responsibility as Determinants of Socially Responsible Behavior. Journal of Behavioral and Experimental Economics, 80, 141-161.

Bodenschatz, Anja, Bernd Irlenbusch (2019). Do Two Bribe Less than One? – An Experimental Study on the Four-Eyes-Principle. Applied Economics Letters, 26(3), 191-195.

Gürerk, Özgür, Bernd Irlenbusch, Bettina Rockenbach (2018). Endogenously Emerging Gender Pay Gap in an Experimental Teamwork Setting. Games, 9(4), 98, 1-19.

Hennig-Schmidt, Heike, Bernd Irlenbusch, Rainer M. Rilke, Gari Walkowitz (2018). Asymmetric Outside Options in Ultimatum Bargaining: A Systematic Analysis. International Journal of Game Theory, 47(301)–329.

Conrads, Julian, Bernd Irlenbusch, Rainer M. Rilke, Tommaso Reggiani, Dirk Sliwka (2016). How to Hire Helpers? Experimental Economics, 19, 577-594.

Hartig, Björn, Bernd Irlenbusch, Felix Kölle (2015). Conditioning on what? Heterogeneous contributions and conditional cooperation. Journal of Behavioral and Experimental Economics, 55, 48-64.

Irlenbusch, Bernd, Marie Claire Villeval (2015). Behavioral Ethics: How Psychology influenced Economics and how Economics might inform Psychology? Current Opinion in Psychology, 6, 87-92.

Engel, Christoph, Heike Hennig-Schmidt, Bernd Irlenbusch, Sebastian Kube (2015). On Probation: An Experimental Analysis. Journal of Empirical Legal Studies, 12(2), 252-288.

Gürerk, Özgür, Bernd Irlenbusch, Bettina Rockenbach (2014). On Cooperation in Open Communities. Journal of Public Economics, 120, 220-230.

Lönnqvist, Jan-Erik, Bernd Irlenbusch, Gari Walkowitz (2014). Moral hypocrisy: impression management or self-deception? Journal of Experimental Social Psychology, 55, 53-62.

Conrads, Julian, Bernd Irlenbusch, Rainer M. Rilke, Anne Schielke, Gari Walkowitz (2014). Honesty in Tournaments. Economic Letters, 123, 90-93.

Beckenkamp Michael, Christoph Engel, Andreas Glöckner, Bernd Irlenbusch, Heike Hennig-Schmidt, Sebastian Kube, Michael Kurschilgen, Alexander Morell, Andreas Nicklisch, Hans-Theo Normann, Emanuel Vahid Towfigh (2014) First Impressions are More Important than Early Intervention. Qualifying Broken Windows Theory in the Lab, International Review of Law and Economics, 37, 126-136.

Irlenbusch, Bernd, Janna Ter Meer (2013). Fooling the Nice Guys: Explaining Receiver Credulity in a Public Good Game with Lying and Punishment. Journal of Economic Behavior and Organization, 93, 321-327.

Conrads, Julian, Bernd Irlenbusch (2013). Strategic Ignorance in Ultimatum Bargaining. Journal of Economic Behavior and Organization, 92, 104-115.

Conrads, Julian, Bernd Irlenbusch, Rainer M. Rilke, Gari Walkowitz (2013). Lying and Team Incentives. Journal of Economic Psychology, 34, 1-7.

Fahr, René, and Bernd Irlenbusch (2011). Who Follows the Crowd – Groups or Individuals? Journal of Economic Behavior and Organization, 80, 200-209.

Harbring, Christine, and Bernd Irlenbusch (2011). Sabotage in Tournaments: Evidence from a Laboratory Experiment. Management Science, 57, 611-627.

Glöckner, Andreas, Bernd Irlenbusch, Sebastian Kube, Andreas Nicklisch, and Hans-Theo Normann (2011). Leading with(out) Sacrifice? A Public-Goods Experiment with a Privileged Player. Economic Inquiry, 49(2), 591-597.

Feri, Francesco, Bernd Irlenbusch, and Matthias Sutter (2010). Efficiency Gains from Team-Based Coordination - Large Scale Experimental Evidence. American Economic Review, 100, 1892-1912.

Gürerk, Özgür, Bernd Irlenbusch, and Bettina Rockenbach (2009). Motivating Teammates: The Leader's Choice of Positive and Negative Incentives. Journal of Economic Psychology, 30, 591-607.

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Irlenbusch, Bernd, and Gabriele K. Ruchala (2008). Relative Rewards within Team-Based Compensation. Labour Economics, 15, 141-167.

Borges, Georg, and Bernd Irlenbusch (2007). Fairness Crowded Out by Law: An Experimental Study on Withdrawal Rights. Journal of Institutional and Theoretical Economics, 163, 84-101.

Harbring, Christine, and Bernd Irlenbusch (2007). Verhandlungen über Lohndifferentiale – Einsichten aus einem Experiment mit Kommunikation. Die Betriebswirtschaft, 67, 201-223.

Harbring, Christine, Bernd Irlenbusch, Matthias Kräkel, and Reinhard Selten (2007). Sabotage in Asymmetric Contests – An Experimental Analysis. International Journal of the Economics of Business, 14, 201-223.

Abbink, Klaus, Bernd Irlenbusch, and Elke Renner (2006). Group Size and Social Ties in an Experimental Microfinance Game. Economic Inquiry, 44(4), 614-628.

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Irlenbusch, Bernd (2006). Experimental Perspectives on Incentives in Organisations. Central European Journal of Operations Research, 14(1), 1-24.

Irlenbusch, Bernd, and Dirk Sliwka (2006). Career Concerns in a Simple Experimental Labour Market. European Economic Review, 50, 147-170.

Irlenbusch, Bernd, and Matthias Sutter (2006). An Experimental Analysis of Voting in the Stability and Growth Pact in the European Monetary Union. Public Choice, 129, 417-434.

Abbink, Klaus, Bernd Irlenbusch, Paul Pezanis-Christou, Bettina Rockenbach, Abdolkarim Sadrieh, and Reinhard Selten (2005). An Experimental Test of Design Alternatives for the British 3G/UMTS Auction. European Economic Review, 49, 505-530.

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Irlenbusch, Bernd, and Dirk Sliwka (2005). Transparency and Reciprocal Behavior in Employment Relations. Journal of Economic Behavior and Organization, 56, 383-403.

Fischer, Maria-Elisabeth, Bernd Irlenbusch, and Abdolkarim Sadrieh (2004). An Intergenerational Common Pool Resource Experiment. Journal of Environmental Economics and Management, 48, 811-836.

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Irlenbusch, Bernd (2004). Relying on a Man´s Word? An Experiment on Non-Binding Contracts. International Review of Law and Economics, 24, 299-332.

Abbink, Klaus, Ron Darziv, Zohar Gilula, Harel Goren, Bernd Irlenbusch, Arnon Keren, Bettina Rockenbach, Abdolkarim Sadrieh, Reinhard Selten, and Shmuel 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.

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Harbring, Christine, and Bernd Irlenbusch (2003). Zur Interaktion von Arbeitgeber und Arbeitnehmern in Turnieren mit Sabotage. Zeitschrift für Betriebswirtschaft, Ergänzungsheft 4/2003, Personalmanagement, 19-41.

Irlenbusch, Bernd (2003). Auf der Suche nach Gerechtigkeit – Eine empirische Herangehensweise. Zeitschrift für Wirtschafts- und Unternehmensethik, 4(3), 351-371.

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Abbink, Klaus, Bernd Irlenbusch, and Elke Renner (2002). An Experimental Bribery Game. Journal of Law, Economics, and Organization, 18, 428-454.

Harbring, Christine, and Bernd Irlenbusch (2001). Eine experimentelle Studie zur strategischen Wahl von Entlohnungsschemata. Zeitschrift für Betriebswirtschaft, Ergänzungsheft 4/2001, Theorie der Unternehmung, 175-193.

Abbink, Klaus, Bernd Irlenbusch, and Elke Renner (2000). The Moonlighting Game – An Experimental Study on Reciprocity and Retribution. Journal of Economic Behavior and Organization, 42, 265-277.

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Irlenbusch, Bernd, and Lars Schade (1999). Zur Wirksamkeit nicht bindender Verträge – Eine experimentelle Untersuchung. Zeitschrift für betriebswirtschaftliche Forschung, 51, 730-752.

b) Non-peer reviewed Publications

Irlenbusch, Bernd, Albena Neschen. Zur Bedeutung der Experimentellen Wirtschaftsforschung für die Wirtschaftsethik – Dargestellt an Beiträgen zur Korruptionsforschung (2014.) In: Alexander Brink, Gerhard Minnameier, und Olaf J. Schumann (eds.), Behavioral Business Ethics. Mering: Rainer Hampp Verlag, 303-318.

Bernd, Julia, Bernd Irlenbusch, and Gari Walkowitz (2012). Welchen Beitrag kann die experimentelle Wirtschaftsforschung zur Förderung ethischen Handelns in der Wirtschaft leisten? In: WISU – Das Wirtschaftsstudium, 5

Irlenbusch, Bernd, Albena Neschen, and Gari Walkowitz (2011). Ethik und experimentelle Wirtschaftsforschung – Beiträge zum Lügenverhalten. In: Forum Wirtschaftsethik, 2, 27 – 36.

Irlenbusch, Bernd (2011). Experimentelle Ökonomik. In: Michael S. Aßländer (ed.), Handbuch Wirtschaftsethik. Metzler Verlag, 60-70.

Harbring Christine, Bernd Irlenbusch, Dirk Sliwka, and Matthias Sutter (2010). The Analysis of Incentives in Firms: An Experimental Approach. In: Axel Ockenfels, and Abdolkarim Sadrieh (eds.), The Selten School of Behavioral Economics. Springer Verlag, 221-244.

Fahr, René, and Bernd Irlenbusch (2009). Information Cascades Among Groups and Individuals – A Pilot Study. Experimentelle Wirtschaftsforschung, 38. Wirtschaftswissenschaftliches Seminar Ottobeuren. Tübingen: Mohr Siebeck, 63-76.

Harbring, Christine, and Bernd Irlenbusch (2009). Zur Fairness von Entlohnungsformen - Einsichten aus einem Experiment mit Kommunikation. In: Heinrich Tschochohei, and Stefan Zimmermann (eds.), Governance und Marktdesign. Frankfurt am Main: Peter Lang Verlag.

de Meza, David, Bernd Irlenbusch and Diane Reyniers (2008). Financial capability: a behavioural economics perspective. Consumer research, 69. The Financial Services Authority, London, UK.

Harbring, Christine, Bernd Irlenbusch, and Matthias Kräkel (2004). Ökonomische Analyse der Professorenbesoldungsreform in Deutschland. Bildung, 33. Wirtschaftswissenschaftliches Seminar Ottobeuren. Tübingen: Mohr Siebeck, 197-219.

Irlenbusch, Bernd, and Abdolkarim Sadrieh (2003). Dilemmata bei der Nutzung von Gemeingütern: Experimentelle Evidenz. Psychologie und Umweltökonomik, Jahrbuch Ökologische Ökonomik, Band 3. Marburg: Metropolis-Verlag, 171-200.

Leopold-Wildburger, Ulrike, Bernd Irlenbusch, Jörg Schütze, and Matthias Sutter (2002). The Effects of Communication in the Voting Procedure of the Stability and Growth Pact in EMU. The political economy of institutional innovation, Jahrbuch für Neue Politische Ökonomie Band 21. Tübingen: Mohr Siebeck, 31-52.

Harbring, Christine, and Bernd Irlenbusch (2000). Zuckerbrot oder Peitsche? - Eine experimentelle Studie zu relativen Leistungsturnieren. In: Uschi Backes-Gellner, Matthias Kräkel, Bernd Schauenberg und Gunter Steiner (eds.), Flexibilisierungstendenzen in der betrieblichen Personalpolitik. Mering: Rainer Hampp Verlag, 39-65.

Irlenbusch, Bernd, and Jörg Kaiser (1995). Towards a Resilient Shared Memory Concept for Distributed Persistent Object Systems. IEEE Proceedings of the 28th Annual HICCS, vol. II, Hawaii, 675-684.

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