

## Wendelin Schnedler

Professor for Managerial Economics

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### Personal Details

born in 1971 in Berlin, German citizen, married to Anne Pommier, children: Kieran Noël (2008), Elior Jonathan (2011), languages: English (fluent), French, Spanish (basic knowledge)

### Research Interests

Applied microeconomics, organizational economics, experimental economics, personnel economics, psychological foundations of incentives, behavioral economics, econometrics

### Teaching Interests

Microeconomics, information economics, personnel economics, microeconometrics, game theory

### Academic Career

Since 2011	Chair of Managerial Economics, University of Paderborn
2009 - 2011	Assistant Professor (Hochschulassistent, C1), University of Heidelberg
2009	Stand-in Professor, University of Mannheim
2005 - 2008	Assistant Professor (Hochschulassistent, C1), University of Heidelberg Member of the research network „Concepts of rationality, decision and economic modelling“ (SFB 504)
2004	Assistant at the chair of Prof. Sadowski, University of Trier
2002 - 2004	Research Fellow at the Leverhulme Centre for Market and Public Organisation, University of Bristol
2000 - 2002	PhD programme „Interactive economic decisions“, Bonn Graduate School of Economics, University of Bonn und Institut zur Zukunft der Arbeit (IZA)
1999 - 2000	Research stay as part of the European Doctorate Program at the Centre de la Recherche en Economie et en Statistique (CREST), Paris
1995 - 1998	Graduate studies in Statistics at the University of Dortmund
1994 - 1995	Exchange at the Iowa State University in Ames, USA
1991 - 1994	Undergraduate studies at the University of Dortmund

## Degrees

- 2011 Habilitation in Economics, University of Heidelberg
- 2003 Dr. rer. pol., University of Bonn
- 1998 Diplom-Statistiker, University of Dortmund
- 1995 Master of Science (Statistics), Iowa State University

## Research Grants and Stipends

- 2005 - 2008 co-opted member at SFB 504 (co-applicant)
- 2000 - 2002 DFG stipend
- 1999 - 2000 IZA stipend
- 1998 - 1999 DFG stipend
- 1994 - 1995 DAAD stipend

## Rewards

- 2005 Walter-Rathenau-Preis  
German Economic Association of Business Administration
- 2001 Young Economist Award  
European Economic Association

## Refereeing

American Economic Review, Journal of Labor Economics, Economic Journal, Journal of Economic Behaviour and Organization, Journal of Public Economics, Experimental Economics, Journal of Mathematical Economics, Labour Economics, Econometric Reviews, European Journal of Political Economy, European Journal of Law and Economics, Mind and Society, New Zealand Economic Papers, Jahrestagung des Vereins für Socialpolitik

## Affiliations

IZA Research Affiliate  
CMPO Research Affiliate

## Memberships

American Economic Association  
Econometric Society  
Royal Economic Society  
Verein für Socialpolitik  
European Association of Labor Economists  
German Economic Association of Business Administration

## Administrative Positions

- Since 2007 Member of various hiring committees
- Since 2006 Organizer of the internal departmental seminar
- 2006 - 2008 Member of the faculty council

## Teaching

- 2011 Managerial Economics (lecture, BA), Paderborn  
Ideas in Managerial Economics (seminar, Master), Paderborn  
Topics in Managerial Economics (lecture, Master), Paderborn  
Managerial Economics Seminar (seminar, Master), Paderborn
- 2010 Microeconomics (lecture, BA), Heidelberg  
Game theory (tutorial, BA), Heidelberg
- 2009 Microeconomics (lecture, BA), Heidelberg  
Microeconomics for business students (lecture, BA), Mannheim  
Information economics (lecture, BA), Mannheim  
Empirical analysis (project seminar, BA), Mannheim
- 2008 Microeconomics (lecture, BA), Heidelberg  
Empirical analysis (project seminar, Master), Heidelberg
- 2007 Microeconometrics (lecture, Master), Heidelberg  
Game theory (tutorial, BA), Heidelberg
- 2006 Microeconometrics (lecture, Master), Heidelberg  
Economic principles (tutorial, BA), Heidelberg
- 2005 Microeconometrics (lecture, Master), Heidelberg  
Multitasking models (guest lecture, Master), Lyon II  
Economic principles (tutorial, BA), Heidelberg  
Behavioural IO (seminar, Master), Heidelberg
- 2004 Personnel economics (lecture, Master), Bristol  
Research methods (seminar, Master), Bristol  
Credit market imperfections (seminar, Master), Trier
- 2003 Games and information (tutorial, BA), Bristol  
Personnel economics (guest lecture, Master), Bristol
- 1996 Time Series Analysis (tutorial, BA), Dortmund

## Teaching Qualifications

- 2009 Teaching Certificate for Higher Education of Baden-Württemberg
- 2004 Teaching Certificate for Higher Education of the University of Bristol

## Supervision

- Master- and diploma thesis (9)  
Bachelor thesis (3)

## Presentation at Conferences and Research Seminars

- 2011 Conference of the European Association of Labour Economists, Cyprus  
Seminars: Cergy-Pontoise, Paderborn, Bern, Berlin (WZB), Berlin (ESMT)
- 2010 Conference of the European Association of Labor Economics, London  
Tagung des Vereins für Socialpolitik, Kiel  
German Economic Association of Business Administration, Frankfurt  
Seminars: Keele, Lüneburg, Lyon, Mannheim, Würzburg
- 2009 Tagung des Vereins für Socialpolitik, Magdeburg  
European Economic Association, Barcelona  
Public Economic Theory Workshop, Lyon  
Behavioral and Experimental Economics Symposium, Maastricht  
Accounting Research Workshop, Bern  
Kolloquium für Personalökonomie, Wien  
Seminars: Frankfurt, Bristol, Mannheim, Paderborn
- 2008 Tagung des Vereins für Socialpolitik, Graz  
German Economic Association of Business Administration, Augsburg  
Kolloquium für Personalökonomie, Bonn  
seminar: Barcelona (Autonoma)
- 2007 Kolloquium für Personalökonomie, Tübingen  
European Economic Association, Budapest  
Economic Science Association, Rom  
IZA-SOLE Transatlantic Meeting, Buch  
Conference of the European Association of Labour Economists, Oslo  
Tagung des Vereins für Socialpolitik, München  
Seminars: Bayreuth, Cornell, Dortmund
- 2006 CEPR meeting on private-public partnerships, Bristol  
Kolloquium für Personalökonomie, Zürich  
Conference of the European Association of Labour Economists, Prag  
Seminars: Århus, Bristol, Berlin (WZB), Mannheim
- 2005 Royal Economic Society Meeting, Nottingham  
Accounting Research Workshop, Bern  
Tagung des Vereins für Socialpolitik, Bonn  
Kolloquium für Personalökonomie, Konstanz  
German Economic Association of Business Administration, Freiburg  
Seminars: Heidelberg, Aachen, Bristol, Hamburg, Lyon and Köln
- 2004 Empirical Personnel Economics Workshop, Bonn  
Royal Economic Society Meeting, Swansea  
Kolloquium für Personalökonomie, Bonn  
Tagung des Vereins für Socialpolitik, Dresden  
German Economic Association of Business Administration, Bonn  
European Association of Labour Economists, Lisboa  
Seminars: Trier and Bonn

## **Presentation at Conferences and Research Seminars (continued)**

- 2003 European Economic Association Meeting, Stockholm  
Tagung des Vereins für Socialpolitik, Zürich  
German Economic Association of Business Administration, Frankfurt  
Kolloquium für Personalökonomie, Zürich  
Conference of the European Association of Labour Economists, Sevilla  
Seminars: Bonn, Bristol, and Erfurt
- 2002 Econometric Society European Meeting, Venezia  
Kolloquium für Personalökonomie, Bonn  
Scottish Economic Society Meeting, Dundee  
Jamboree of the European Doctoral Program, Paris  
Journées de la Association Francaise de Sciences Economiques, Lyon  
European Association for Research in Industrial Economics, Madrid  
Seminars: Bristol, Bonn, Wien and Dortmund
- 2001 European Economic Association Meeting, Lausanne  
Colloquium for Personnel Economics, Trier  
Tagung des Vereins für Socialpolitik, Magdeburg  
Jamboree of the European Doctoral Program, Louvain-la-Neuve  
Conference on the Comparative Analysis of Microdata, Århus  
Seminars: Bonn
- 2000 Journées de Microéconomie Apliquée, Quebec  
Jamboree of the European Doctoral Program, Bad Honnef  
Workshop on Organizational Change, IZA Bonn  
Seminars: Karlsruhe, Paris, and Bonn
- 1998 International Game Theory Conference, Stony Brook

## **Current Research Projects**

Incentives and Efficient Allocation of Effort across Tasks

Constructive Ambiguity

Reduced Ambiguity Aversion in Less Informative Situations  
(mit Jürgen Eichberger and Jörg Oechssler)

## **Dissertation**

The Value of Signals in Hidden Action Models. "Contributions to Economics". Physica-Verlag. 2004. Dissertation. (Gutachter: Prof. Zimmermann, Prof. Kräkel)

## Published

Legitimacy of Control (with Radovan Vadovic), *Journal of Economics and Management Strategy*, 20 (4), pp. 985-1009. 2011.

Uncertainty Aversion and Preferences for Randomization: An Experimental Study (with Adam Dominiak), *Economic Theory*, 48 (2), pp. 289-312. 2011.

Team Governance: Empowerment or Hierarchical Control (with Guido Friebe), *Journal of Economic Behavior and Organization*, 78, pp. 1-13. 2011.

You Don't Always Get What You Pay For, *German Economic Review*, 12 (1), pp. 1-10. 2011.

When is it Foolish to Reward for A while Benefiting from B, *Journal of Labor Economics*, 26 (4), pp. 595-619. 2008.

Too Few Cooks Spoil the Broth: Division of Labour and Directed Production, (with Marisa Ratto), *The B.E. Journal of Economic Analysis & Policy*, 8 (1, Topics), Article 27. 2008.

Likelihood Estimation for Censored Random Vectors, *Econometric Reviews*, 24 (2), pp. 195–217. 2005.

Ergebnissignale in Prinzipal-Agent-Modellen mit mehreren Aktionen, *Zeitschrift für Betriebswirtschaft*, Ergänzungsheft 4, pp. 1–15. 2003.

The Virtue of Being Underestimated: a Note on Discriminatory Contracts in Hidden Information Models, *Economics Letters* (75), pp. 171–178. 2002.

Kooperation, Verantwortung und Leistungsentlohnung: Eine empirische Untersuchung in *Entlohnung, Arbeitsorganisation und personalpolitische Regulierung*. U. Backes-Gellner, Kräkel M., Sadowski D., and Mure J. (eds.) Rainer Hampp Verlag. Munich 2001.

## Finished and Submitted Papers

(see also [www.schnedler.de/papers.html](http://www.schnedler.de/papers.html))

A Rationale for Motivational Crowding Out (with Christoph Vanberg)

Hidden Action, Identification, and Organization Design

On the Ingredients of Bubble Formation (with Jörg Oechssler and Carsten Schmidt), SFB 504 WP 07/01, R&R Journal of Economic Dynamics and Control.

Non-profit Organizations in a Bureaucratic Environment (with Paul Grout), Heidelberg DP 474.