

Maastricht University  
School of Business and Economics  
Department of Economics  
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### Research Interests

Behavioral Economics and Finance, Labor Economics, Neuroeconomics

### Academic Positions

Since 2015 Associate Professor of Economics, Maastricht University  
2009–2015 Postdoctoral Researcher, University of Bonn

### Education

2003–2009 Ph.D. in Economics (*summa cum laude*), University of Bonn  
2005 Visiting Ph.D. Student, University of Zurich  
2005 Visiting Ph.D. Student, Universitat Pompeu Fabra, Barcelona  
2000–2001 Visiting Ph.D. Student, University of California at Berkeley  
1998–2003 M.Sc. in Economics, University of Bonn

### Publications

Wibral, M. (2015): "Identity Changes and the Efficiency of Reputation Systems", *Experimental Economics*, 18(3), 408–431

Ortner, G., Wibral, M. (shared first authorship), Becker, A., Dohmen, T., Klingmüller, D., Falk, A., Weber, B. (2013): "No evidence for an effect of testosterone administration on delay discounting in male university students", *Psychoneuroendocrinology*, 38(9), 1814–1818

Altmann, S., Falk, A., Wibral M. (2012): "Promotions and Incentives: The Case of Multi-Stage Elimination Tournaments", *Journal of Labor Economics*, 30(1), 149–174

Wibral, M., Dohmen, T., Klingmüller, D., Weber, B., Falk, A. (2012): "Testosterone Administration Reduces Lying in Men", *PLoS ONE*, 7(10): e46774

- Abeler, J., Altmann, S., Goerg, S., Kube, S.; Wibral, M. (2011): "Equity and Efficiency in Multi-Worker Firms: Insights from Experimental Economics", *Analyse & Kritik*, 33(1), 311–323
- Abeler, J., Altmann, S., Kube, S., Wibral, M. (2010): "Gift Exchange and Workers' Fairness Concerns: When Equality Is Unfair", *Journal of the European Economic Association*, 8(6), 1299–1314
- Weber, B., Rangel, A., Wibral, M., Falk, A. (2009): "The medial prefrontal cortex exhibits money illusion", *Proceedings of the National Academy of Sciences*, 106(13), 5025–5028
- Altmann, S., Dohmen, T., Wibral, M. (2008): "Do the reciprocal trust less?", *Economics Letters*, 99(3), 454–457

### Ongoing Research Projects

- "Biomarkers, Personality and Economic Preferences" (with Armin Falk, Marc Tittgemeyer and Bernd Weber)
- "Framing, Reinforcement and Motivation" (with Armin Falk and Mirko Seithe)
- "How Malleable Are Choice Brackets? The Case of Myopic Loss Aversion" (with Daniel Hilgers)
- "The neural perception of incentives – an fMRI study on bonus and malus pay" (with Hao Chen, Armin Falk, Holger Gerhardt, Michael Lindner and Bernd Weber)

### Teaching Experience

- 2015 - Maastricht University: Economics and Business (undergraduate)
- 2007–2015 University of Bonn: Experimental Economics, Human Resource Management, Nudges, Research on Happiness, Scientific Writing and Presenting (all undergraduate), Behavioral Labor Economics, Behavioral Public Economics, Consumer Financial Decision Making, Economics and Psychology (all graduate), Economics for Neuroscientists (Ph.D.)
- Supervision of over 30 theses (undergraduate and graduate) in: Labor Economics, Organizational and Personnel Economics, Public Economics, Behavioral Economics, Behavioral Finance, Experimental Economics, Microfinance and Fair Trade, Neuroeconomics
- 2011 ZEF, Bonn: Economic Experiments and Games (Ph.D.)
- 2010 University of St. Gallen: Behavioral Economics (graduate)
- 2003 University of Cologne: Personnel Economics (undergraduate)

## Scholarships and Awards

- 2012 Excellence in teaching award of the Department of Economics for the best advanced course in the master's program (with Steffen Altmann)
- 2011 IZA Young Labor Economist Award (joint with Johannes Abeler, Steffen Altmann and Sebastian Kube )
- 2009 Heinz Sauermann Award for the best dissertation in Experimental Economics of the German Society for Experimental Economics
- 2003–2007 Full doctoral scholarship of the German Research Foundation
- 2006 Handelsblatt fellowship for the Lindau Laureate Meeting in Economic Sciences
- 2000, 2005 Scholarships of the German Academic Exchange Service
- 2003 Award of the Department of Economics for an outstanding diploma in 2001–03

## Affiliations

Research Fellow, Institute for the Study of Labor (IZA), Bonn  
Center for Economics and Neuroscience, University of Bonn

## Invited Presentations

- 2016 University of Paderborn; Birkbeck College, University of London
- 2015 University of Massachusetts, Amherst; CUNEF, Madrid; University of Glasgow; Maastricht University
- 2014 University of Innsbruck; University of Karlsruhe; University of Kiel; University of Dortmund
- 2013 University of Heidelberg
- 2012 Forum Privater Haushalt, Berlin; FAU Workshop on Tax Compliance, Nuremberg
- 2009–2011 IAAEG, Trier; University of Lancaster; Tinbergen Institute, Rotterdam

## Conference Presentations

- 2014 SFB TR-15 Meeting; IMEBESS; Household Financial Decision Making and Behavior; FUR; BDRM; FSU Behavioral Econ Workshop; ESA North American Meeting
- 2013 ESA World Meeting; Florence Workshop on Behavioural and Experimental Economics
- 2012 Annual Meeting of the DGPs; SFB/TR 15 Meeting; M-BEES; THEEM

- 2011 Royal Economic Society Conference; IMEBE
- 2004–2010 Augustin Cournot Doctoral Days; Bavarian Graduate Program in Economics; ESA World Meeting (2×); EEA Annual Congress (3×); IMEBE (4×); IZA Workshop on Behavioral Labor Economics; PÖK, Ratio Colloquium for Young Social Scientists; Symposium on the Foundations of Human Social Behavior; Symposium on Psychology and Economics; Verein für Socialpolitik (4×)

### **Professional Activities**

- Administrative** Coordinator of the track Neuroeconomics in the Research Master in Cognitive and Clinical Neuroscience, Maastricht University
- Programme Committee, School of Business and Economics, Maastricht University
- Mentor for first-year Ph.D. students at the Bonn Graduate School of Economics
- Member of the 2009/10 Junior Faculty Search Committee at the University of Bonn
- Refereeing** American Economic Review, Economic Inquiry, European Economic Review, DBW – Die Betriebswirtschaft, Experimental Economics, Games and Economic Behavior, International Economic Review, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Neuroscience, Psychology, and Economics, Journal of Socio-Economics, Management Science, Palgrave Macmillan, Psychiatry Research, Scottish Journal of Political Economy

### **Work Discussed in the Media**

BILD, Daily Mail, Der Standard, Die Welt, Express, Frankfurter Allgemeine Sonntagszeitung, Forbes Magazine Croatia, Gehirn&Geist, General-Anzeiger, Handelsblatt, Huffington Post UK, Rheinischer Merkur, Scientific American, Spiegel Online, Stuttgarter Nachrichten, WDR 5 - Leonardo