



Faculty of Management, Economics and Social Sciences

Annual Research Report
2015

University of Cologne



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1 Introduction

The Faculty of Management, Economics, and Social Sciences (WiSo-Faculty) in Cologne is the largest and best-reputed of its type in Germany. It has a strong tradition in both fundamental and applied research in the disciplines it covers.

The year 2015 began with the opening of the Excellence Center for Social and Economic Behavior (C-SEB), funded by the university. Among its leading research groups are two of the WiSo Faculty's key profile research areas: *Behavioral Economic Engineering* and *Behavioral Management Science*. Additionally, two other key research profile areas established in recent years, *Digital Transformation* and *Value Creation* and *Demography and Social Inequality*, have made considerable progress both in terms of new recruitments and their substantive research agendas. We are looking forward to seeing them develop further and to other successful collaborative research emerging in our Faculty.

In 2015, we welcomed 15 new professors to the WiSo Faculty, seven of them female. The fact that eight of our new colleagues were recruited from outside Germany shows that the Faculty is an attractive employer internationally too.

The Faculty aims to provide opportunities for and to promote intellectual exchange among its researchers – between senior and junior researchers, across disciplines as well as outside the Faculty. By establishing key profile research areas and research groups we promote the former. In addition, we intensified successful international collaboration with our international visitor hosting programmes. In 2015, our Faculty was joined by 16 scholars from all over the world who came to us for extended research stays. In addition to sharing knowledge and ideas with our academic staff, our guests also addressed a wider audience, e.g. by giving public lectures and offering workshops and courses for students at all levels of study.

As in previous years, 2015 was a successful year in terms of research projects and publications. We consider publications in leading international journals to be increasingly important as a measure of a faculty's research output, which is why our Faculty is stepping up its commitment in this area. In 2015, the Faculty members generated a total of 161 research papers in peer-reviewed journals, by far the largest portion of our total track record. Many of our professors are journal editors themselves or members of editorial boards.

Several third party funded projects were completed in 2015, and a substantial number of research projects obtained new grants, many of them from the DFG. An overview of third party funded research projects as well as a list of our associated research institutes can be found in this report.

On the topic of young researchers at the WiSo Faculty, the list of PhD students that completed their thesis is remarkable. In 2015, we agreed on supervision principles guiding and intensifying doctoral supervision. We also strengthened support and guidance for the postdocs, junior professors and tenure-track professors. Since the high potential of our young researchers makes such a significant contribution to the Faculty's research output, we are committed to ensuring ideal working conditions for them and boosting their career prospects both within the Faculty and elsewhere.

I conclude this introduction with a word of gratitude to all our infrastructural and administrative staff, whose continuous efforts contribute to the Faculty's success.

Cologne, September 2016
Vice Dean for Research and Young Academics

Prof. Dr. Marita Jacob

2 Research-Related News/General Information

2.1 New Appointments in 2015

- Hernán Bruno joined the University of Cologne as Professor of Marketing and Digital Environment (tenure track). Previously, he was an Assistant Professor of Marketing at the University of Fontainebleau, France.
- Sarah Carol joined the University of Cologne as a Professor of Demography and Social Inequality. Previously, she was a research fellow at the MZES, Mannheim.
- Lea Cassar joined the University of Cologne as a Junior Professor of Behavioral Managerial Economics (tenure track). Previously, she was a student at the University of Zurich, where she received a PhD in Economics.
- Gönül Doğan joined the University of Cologne as a Junior Professor of Behavioral Managerial Economics. Previously, she was an Assistant Professor of General Economics at the University of Amsterdam.
- Florian Engl joined the University of Cologne as an Assistant Professor of Business Administration, Corporate Development and Compliance Management. Previously, he was a student at the University of Zurich, where he received a PhD in Economics.
- Martin Fochmann joined the University of Cologne as a Professor of Behavioral Accounting, Taxation and Finance. Previously, he was an Assistant Professor of Taxation and Tax Theory at the Leibnitz University of Hannover.
- Jörn Grahl joined the University of Cologne as a Professor of Digital Transformation and Analytics. Previously, he was an Assistant Professor of Information Systems at the Johannes Gutenberg-University of Mainz.
- Monika Imschloss joined the University of Cologne as a Junior Professor of Marketing and Retailing. Previously, she was a student at the University of Mannheim, where she received a PhD in Business Administration.
- Esther Kang joined the University of Cologne as an Assistant Professor of Consumer Psychology and Behavior. Previously, she was a student at the State University of New York at Buffalo, where she received a PhD in Marketing.

- Julia Nasev joined the University of Cologne as an Assistant Professor Accounting. Previously, she was a postdoctoral researcher in Accounting at the University of Cologne.
- Merlin Schaeffer joined the University of Cologne as a Professor of Demography and Social Inequality. Previously, he was a Visiting Professor of Sociology at the Karlsruhe Institute of Technology (KIT).
- Matthias Sutter joined the University of Cologne as a Professor of Economics. Previously, he was a Professor of Applied Economics at the European University Institute, Florence.
- Alexander Westkamp joined the University of Cologne as a Professor of Economics. Previously, he was an Assistant Professor of Economic Theory, Behavior and Computing at Maastricht University.
- Daniel Wiesen joined the University of Cologne as a Professor of Behavioral Science Management. Previously, he was a visiting researcher at the Department of Health Management and Health Economics at the University of Oslo.
- Yingshuai Zhao joined the University of Cologne as a Junior Professor of Supply Chain Management and Management Science (tenure track). Previously, she was a student at Tsinghua University, China, where she received a PhD in Behavioral Operations Management.

2.2 Placement of Junior Faculty Members as Assistant and Associate Professors in 2015

- Svenja Lagerhausen became Assistant Professor for Operations Management at the Leibniz Universität Hannover.
- Monika Gehde-Trapp became a Professor of Risk Management at the University of Hohenheim.
- Remi Maier-Rigaud became a Professor of Economics and Social Policy at the Wiesbaden Business School.
- Christoph Pelger became a Professor of Financial Accounting at the University of Innsbruck.

2.3 Habilitations in 2015

- Mark Lutter, “The Winner takes it all: Der Einfluss sozialer Strukturen auf Verteilung und Konzentration von Erfolg”.
- Olga Stavrova, “Personality, Prosociality and Subjective Well-being”.
- Christoph Pelger, “Essays on financial reporting and accounting academia”.

2.4 Extended Stays of Guests of the Faculty in 2015

- Professor. Jan Recker, Queensland University of Technology, visited the Department of Information Systems for research projects and participated in a PhD course on “Research Quality and Writing Research Papers” (May - June).
- Professor Lorna Unwin, Institute of Education, University College London, England, was a guest researcher at the Chair of Economics and Business Education (Professor. Matthias Pilz) from 5 to 13 November 2015.
- Professor Usha Ajithkumar, University of Mumbai, India, was a guest researcher at the Chair of Economics and Business Education (Professor Matthias Pilz) from 13 to 30 November 2015 in a stay funded by the Center for Modern Indian Studies at the University of Cologne.
- Elena Katok and Gary Bolton (both University of Texas at Dallas) visited the DFG “Design & Behavior” research unit for several research projects (June, July and November).
- Peter Cramton (University of Maryland, European University Institute) visited the Faculty as a member of the International Faculty Program (September - November).
- Jacob Goeree (University of Technology Sydney) visited the Faculty as a member of the International Faculty Program (November - December).
- Ben Greiner (University of New South Wales) visited the DFG “Design & Behavior” research unit (October - November).
- Steve Stoft (Global Energy Policy Center) visited the Department of Economics (October).

- Tim Adam (Humboldt-Universität Berlin), Stefan Jank (Frankfurt School of Finance and Management), Joachim Grammig (University of Tübingen) and Daniel Metzger (Stockholm School of Economics) visited the Department of Business Administration and Finance.
- Jed DeVaro (California State University, East Bay) was a guest of the chair of Professor Gürtler and gave lectures on "Compensation, Incentives, and Productivity" (October).
- Markus Klein (University of Edinburgh) visited the Institute of Sociology and Social Psychology (ISS).
- Nicola Mirc (Université Toulouse 1 Capitole, France), Nader Kalali (Allameh Tabataba'i University, Iran) and Fabiane Cortez Verdu (Universidade Estadual de Maringá, Brazil) visited the Department for Business Administration, Corporate Development and Organization.
- Joakim Westerlund visited the Institute for Econometrics and Statistics (May).
- Dave Dunning, University of Cornell, visited Detlef Fetchenhauer in the 2015 spring term and gave a course on "Psychology of self-insight".
- Simon Kemp, University of Canterbury, visited Detlef Fetchenhauer in the 2015 spring term and gave a course on "Psychology of saving and investments".
- Professor Partha Krishnamurthy and C. T. Bauer (Research Fellow, College of Business, Houston Texas) visited the Department of Retailing and Customer Management.
- Harald van Heerde (PhD, Research Professor/MSA Charitable Trust Chair in Marketing, Massey University, New Zealand) and Valentyna Melnyk (PhD, Professor of Marketing and Consumer Research, Massey University, New Zealand) visited the Department of Marketing and Brand Management.
- Professor Mikhail Iossel (Concordia University, Montréal) and Professor Rhea Alexander (Parsons School of Design - The New School, New York) attended the "International Seminar on Political Theory" series of courses as guests and gave the course on "Creativity in Science and Arts" with Professor Leidhold.
- Professor Bill Pritchard (University of Sydney) was a visiting scholar at the Department of Economic and Social Geography and gave a course on value chains in the Global South.

- Professor Henry Yeung (University of Singapore) was a visiting scholar at the Department of Economic and Social Geography and gave a course on Economic Geography from a South Asian perspective.
- Professor Felix Elwert, University of Wisconsin-Madison/Wissenschaftszentrum Berlin visited Marita Jacob in June 2015 and gave a course on “Causal Inference with Directed Graphs”.

2.5 Conferences and Summer Schools Hosted by the Faculty or Organized by Faculty Members in 2015

- 2nd Symposium on “Value Creation in a Changing Customer and Media Environment”: January 23rd, 2015, saw a very successful 2nd Symposium on “Value Creation in a Changing Customer and Media Environment” at the University of Cologne. Six international academic speakers presented their latest projects concerning various aspects of online media and customer communication. More than 60 attendees learned about the latest research insights on how the digital transformation is likely to impact communication strategies and communication effectiveness (Professors: Min Ding (Penn State), Norris Bruce (University of Texas, Dallas), Maarten J. Gijsenberg (Groningen), Marc Fischer (Cologne), Garrett A. Johnson (Buffalo State), Lara Lobschat (Groningen), Werner Reinartz (Cologne), Franziska Völckner (Cologne), Moran Cerf (Northwestern University)).
- Professor Leidhold organized a conference on “Modern Political Theory” at Bahçeşehir University, Istanbul (13 to 14 March).
- Center of Modern Indian Studies University of Cologne Summer School: “Indian Culture, Economy and Education System”, from 15 to 28. March 2015, at Symbiosis International University, Pune, India. The summer school was attended by ten students of the Faculty and the Executive Director of the CMIS-UC.
- Workshop on Policy Transfer in VET in India, held by the Center of Modern Indian Studies, University of Cologne, on 17 December 2015. The workshop was attended by 31 experts on VET from science, politics, business and other key areas.
- The Department of Business Administration and Finance (Profess Alexander Kempf) organized the “CFR Research Workshop” (March), the “14. Cologne Colloquium on Financial Markets” (April) and the BVI-CFR Event (December).

- The department of Professor Frank Schulz-Nieswandt organized the “XX Young Researchers’ Conference Nachwuchswissenschaftler-Tagung” of the Working Group of Departments for Co-operative Studies (Arbeitsgemeinschaft Genossenschaftswissenschaftlicher Institute, AGI).
- The Center of Macroeconomic Research organized a conference entitled “Public Policy and Social & Economic Behavior” under the direction of Emanuel Hansen, Felix Bierbrauer, André Kaiser, Michael Krause and Clemens Kroneberg.
- The Chair of Professor Jörg Breitung organized the “RMSE Workshop on Time Series Econometrics” in Cologne.
- International Summer University for Trade Fair Management, “Embracing the Digital: Exhibition Industry 4.0?” (June 24–26, 2015) (organized by Professor Werner Delfmann and Professor Franziska Völckner)
- Professor Lea Ellwardt organized the “Kölner Netzwerktagung 2015” in collaboration with the GESIS-Leibniz Institute for the Social Sciences.
- Professor Marita Jacob, Professor Karsten Hank and Dr. Philipp Lersch organized a workshop on “Families and wealth: New perspectives on economic well-being”, which took place on April 23rd-24th, 2015, joining the “Wealth Inequality Conference 2015” at the University of Michigan via video link on April 24, 2015
- The Chair of Professor Achim Wambach organized the “Cologne Workshop on Auctions and Procurement” in 2015, sponsored by Competence Area II: Social and Economic Behavior”.
- 3rd Symposium on “Value Creation in a Changing Customer and Media Environment”: On July 9th, 2015, the 3rd Symposium on “Digital Transformation: Value Creation in a Changing Customer and Media Environment” took place at the University of Cologne. Four academic experts from around the world presented their latest research projects. More than 50 attendees learned about the latest research insights on how the digital transformation is likely to impact product management and branding (Professors Hernan Bruno (INSEAD), Jörn Grahl (Cologne), Caroline Wiertz (London), Franziska Völckner (Cologne), Hannes Datta (Tilburg), Werner Reinartz (Cologne), Arvind Rangaswamy (Penn State), Christoph Fuchs (Munich)).

- The DFG “Psychoeconomics” research unit organized the 10th & 11th Psychoeconomics Workshops in February and October 2015. The "Psychoeconomics" research unit brings together researchers from different disciplines in a joint effort to develop an integrative, data-driven understanding of how interacting motives and strategies determine actual human behaviour, how human agents can regulate the resulting decision conflict or learn from it and what the economic consequences of decision conflicts and their regulation are.
- The “Motivation, Self-Control and Economic Behavior” forum organized the 1st Motivational and Self-Control Symposium in December 2015.
- In March 2015, the iwip organized a symposium (“Before Paris 2015 – Do climate politics need a change of perspective?”) in Berlin in cooperation with the Otto Wolff Institute and the Hanns Martin Schleyer Foundation. Lectures and panel discussions dealt with climate politics in the light of the upcoming negotiations in Paris.

2.6 Research Prizes for Faculty Members in 2015

- Akyel, Dominic: Research funding for the published work (in cooperation with Jens Beckert) "Pietät und Profit - Kultureller Wandel und Marktentstehung am Beispiel des Bestattungsmarktes", Fritz Thyssen Foundation
- Alós-Ferrer, Carlos and Hügelschäfer, Sabine: “Best Paper Award” at the Neuropsychoeconomics Conference 2015 in Copenhagen (Denmark) for their paper (together with Anja Achtziger and Marco Steinhauser)
- Backhaus, Max: Winner of the Doctoral Dissertation Proposal Competition, Society of Marketing Advances; One of the four finalists of the Academy of Marketing Science (AMS) Mary Kay Dissertation Proposal Competition
- Bekk, Magdalena: Nachwuchsförderpreis Verbraucherforschung NRW 2015, Kompetenzzentrum Verbraucherforschung NRW (KVF NRW), die Verbraucherzentrale NRW, das Wissenschaftsministerium (MIWF) und das Verbraucherschutzministerium (MKULNV) des Landes Nordrhein-Westfalen
- Berger, Susanne: 5. Junior-Lehrpreis 2015, University of Cologne
- Bortollotti, Stefania: Modigliani Research Grant, Unicredit Universities Foundation

- Fastenrath, Florian: Research funding: Cologne Graduate School
- Heinz, Matthias: Roman Herzog research prize for excellent research about the social market economy, Roman Herzog Institut
- Imschloß, Monika: Heinrich-Blanc-Förderpreis 2015, Heinrich-Blanc-Stiftung
- Kajackaite, Agne: C-Seb Visitor Program Scholarship, University of Cologne; Behavioral Economics Research Spearhead, University of Amsterdam (Funding for Experiments)
- Kampkötter, Patrick: Best Conference Paper Award, 77th Annual Meeting of the German Academic Association for Business Research (VHB)
- Kanthak, Leon: Research funding, German Academic Exchange Service (DAAD)
- Orban, Agnes: Research funding, German Academic Exchange Service (DAAD) and Junior Scholar Grant from the European Sociological Association
- Pflücke, Kimey: Research funding: German Academic Exchange Service (DAAD)
- Sattler, Sebastian: Early Career Scholarship, John Templeton Foundation
- Schmitz, Patrick: Hans Kelsen Prize 2015, University of Cologne
- Schröder, Marina: SPI Young Researcher Award 2015, University of Chicago
- Spies, Dennis: Travel grant, Fritz Thyssen Foundation
- Sutter, Matthias: Exeter Prize for Research in Experimental Economics, Decision Theory and Behavioral Economics
- Wiemann, Judith: Young Author Prize. Gerpisa 24th Colloquium on “New Frontiers of the world automotive industry: technologies, applications, innovations and markets” in Puebla, Mexico
- Wilhelm, Hendrik: Shortlisted for the Young Talent Award of the German Academic Association for Business Research (VHB).

2.7 News from the Cologne Graduate School in Management, Economics and Social Sciences (CGS)

In 2015, the CGS received over 300 applications from 58 different nations around the globe and granted scholarships to 14 successful applicants. The following table gives a more comprehensive view on the distribution of the applications for the different tracks. This year, three graduates of the Research Master Track obtained a PhD scholarship.

Applicant statistics

Total Applications	309
Male	232
Female	77
Comparative Politics	44
Comparative Social Research	62
Design and Behavior	72
Empirical Finance	75
Industrial Organization	73
Macroeconomics and Public Economics	112
Statistics and Econometrics	67
Supply Chain Management	36

Research Stays:

Name	Institution
Kajackaite, Agne	Rady School of Management Palacký University, Olomouc, Czech Republic
Pokotylo, Oleksii	Dokuz Eylül University
Rauch, Jannes	Namibia (several months field work)
Tonke, Sebastian	

Placements:

Stipendiat	Position	Institution
Berk, Istemi	Assist. Professor	Dokul Eylul University, Izmir

Completed Doctorates:

Fellow	Cohort	Dissertation
Bekk, Magdalena	2011	Essays on the Effect of Personality and Fit on Consumer Behavior
Dräger, Vanessa	2008	Employment Protection Legislation in Europe: Employment and
Gores, Timo	2011	Three Essays on Behavioral Aspects in Accounting and Economics
Zeppenfeld, Chr.	2010	Decisions Under Uncertainty: Preferences, Institutions and Social Interaction

2.8 News from the Research Institutes

Energiewirtschaftliches Institut, ewi

Excellence Center for Social and Economic Behavior (C-SEB)

All news regarding C-SEB can be found in section 3.4

Institute for Broadcasting Economics (Institut für Rundfunkökonomie)

- The Institute explores various mediaeconomic aspects, inter alia:
 - Studies about “Commercial media bias”, by Prof. Dr. Johannes Münster and Anna Kerkhof
 - “Advertisers' audience valuations and media content”, by Prof. Dr. Johannes Münster and Anne Reckmann
 - Studies about “Social Media, Web Science, Social Network Analysis”, by Prof. Dr. Detlef Schoder and Dr. Johannes Putzke
 - “Media Mass Customization”, by Prof. Dr. Detlef Schoder, Dipl. – Winf René Keller and Dipl. Wirt.-Inf. David Schölgens

- The Institute assists a couple of dissertations of aspiring scientists.
- The Institute benefits from diverse sponsorships, for instance from the DFG and the Federal Ministry for Economic Affairs and Energy, i.e. DFG-Project “Marketing of hedonic mediaproducts in the context of social media”.
- Organization and Planning of the 2015 Annual Conference “Media Bias im Internet”.

Institut für Wirtschaftspolitik, iwip

- The iwip research team intensively contributed to public policy debates by disseminating research findings in various interviews with print and Internet media, TV and radio stations and by participating in various events as speakers and/or discussants.
- The iwip has continued the series called “Kölner wirtschaftspolitischer Dialog” in cooperation with the Otto Wolff Foundation. In 2015, the panel dealt with the topic “The Consequences of Low Interest Rates for the Insurance Industry”. Panelists were Dr. Clemens Muth, chairman of the executive board of the ERGO Lebensversicherung AG and Prof. Dr. Heinrich Schradin, director of the Institute of Insurance Science at the University of Cologne.
- The lecture series, dealing with current topics in economic policy, has continued as an integral part of the winter term curriculum of the University of Cologne: In 2015/16, the lecture series was dedicated to demographic change and its consequences.
- In 2015, the iwip organized the second training for teachers of the faculty. It dealt with current economic challenges giving teachers advice on how to integrate respective topics into their teaching.
- The iwip continues to expand its expertise in the field of real estate economics. In this context, another expert discussion round hosted by the iwip took place in November 2015. This year’s discussion round dealt with regulation of rental prices.
- In March 2015, the iwip organized a symposium in Berlin in cooperation with the Otto Wolff Institute and the Hanns Martin Schleyer Foundation. Lectures and panel discussions dealt with climate politics with regard to the upcoming negotiations in Paris.

2.9 Editorships by Faculty Members

Business Administration

- Mark Ebers is co-editor of the journals *Die Betriebswirtschaft* and member of the editorial boards of *Organization Studies*, *Strategic Organization*, and the *Scandinavian Journal of Management*.
- Marc Fischer is editor of *Business Administration Review (Die Betriebswirtschaft)*, member of the editorial review board of *International Journal of Research in Marketing* and a member of the department editor marketing for *Business Research*.
- Bernd Irlenbusch is member of the editorial board of *Business Research* and the *Review of Managerial Science*.
- Claudia Loebbecke is Senior Editor of *Journal of Strategic Information Systems (JSIS)*, Associate Editor of *International Journal of Organizational Design and Engineering (IJOE)*, member of the editorial board of *Management Information Systems Quarterly Executive (MISQE)*, *DigiWorld Economic Journal* (formerly: *Communications & Strategies*), *Communications of the AIS (CAIS)* and *Journal of Media Business Studies (JOMBS)*, and member of the editorial advisory board of *Information Systems Journal (ISJ)*, *Information Systems Research (ISR)* and *Journal of Information Technology (JIT)*.
- Werner Reinartz is member of the editorial board of *Marketing Science* and *Journal of Retailing*, and associate editor of *Journal of Marketing* and *Journal of Marketing Behavior*.
- Heinrich Schradin ist he editor-in-chief of *Reihe Versicherungswirtschaft*.
- Horst Tempelmeier is the co-editor of *Produktion und Logistik* and for the *Handbuch Logistik*.
- Franziska Völckner is a member of the editorial review board of *International Journal of Research in Marketing* and a member of the editorial advisory board of *Markenartikel*.

Economics

- Eckart Bomsdorf is a member of the editorial advisory board of *ASTA: Wirtschafts- und Sozialstatistisches Archiv*.

- Jörg Breitung is a member of the editorial board for *Economic Letters*, *Econometrics Journal* and *Econometric Reviews*.
- Juergen B. Donges, Steffen Roth, Achim Wambach and Christian Watrin are the editors-in-chief of *Zeitschrift für Wirtschaftspolitik*. Juergen B. Donges is furthermore a member of the advisory board of *The World Economy*, head of the advisory board of *Revista del Instituto de Estudios Económicos* and the editor of *Untersuchungen zur Wirtschaftspolitik*.
- Karl Mosler is a member of the Advisory Board of *METRON*
- Axel Ockenfels is an Associate Editor of the *Journal of Economic Behavior and Organization* and of the *Journal of Economics*. He is a Member of the Editorial Board of the *Journal of Behavioral and Experimental Economics*, and a Guest Editor of the *Journal of Economic Behavior and Organization* and of *Economics of Energy & Environmental Policy*.
- Susanne Prantl is a member of the Editorial Advisory Board of the *Journal of Economics and Statistics*.
- Matthias Sutter is associate editor for *Management Science*, *European Economic Review* and *Economics Letters*, and board member for *Experimental Economics* and *Journal of the Economic Science Association*.

Sociology and Political Sciences

- Hans-Jürgen Andreß is executive editor of the journal *Kölner Zeitschrift für Soziologie und Sozialpsychologie*.
- Johannes Blome-Drees is a member of the editorial board of *Zeitschrift für das gesamte Genossenschaftswesen*.
- Karsten Hank is the executive editor of *Kölner Zeitschrift für Soziologie und Sozialpsychologie*, a member of the editorial board of *Research on Aging* and *Journal of Marriage and Family*, and a co-editor of the journals *Akteure & Strukturen*, *Familie und Gesellschaft* and *Social Demography*.
- Nicole Hiekel is an editorial assistant of the *European Journal of Population*.
- Erik Hölzl was the editor-in-chief of *Journal of Economic Psychology* until September 2015.

- Clemens Kroneberg is consulting editor of the *American Journal of Sociology*.
- Matthias Pilz is a member of the editorial board of *Journal of Vocational Education and Training (JVET)*, a member of the advisory board *International Journal for Research in Vocational Education and Training (IJRVET)* and associate editor of *Internationales Handbuch der Berufsbildung*.
- Frank Schulz-Nieswandt is the editor-in-chief of *Zeitschrift für öffentliche und gemeinwirtschaftliche Unternehmen*.
- Christine Trampusch is a member of the editorial board of the journals *European Journal of Political Research*, *German Politics* and *Zeitschrift für Sozialreform*.

2.10 Presidencies and Membership in Academies, Academic Societies and Academic Advisory Boards by Faculty Members

- Hans-Jürgen Andreß is a member of the Kuratorium der Gesellschaft Sozialwissenschaftlicher Struktureinrichtungen e.V. (Gesis), a member of the advisory board of the journal *Sport und Gesellschaft*, and a member of the advisory board of the journal *Methoden-Daten-Analysen: Zeitschrift für Empirische Sozialforschung*.
- Johannes Antweiler is a member of the Werner-Kern-Verein zur Förderung der produktionswirtschaftlichen Forschung.
- Jörg Breitung is a member of the extended board of the Verein für Socialpolitik.
- Eckart Bomsdorf is a member of the body of experts of the Expertenkreis Bevölkerungsvorausberechnung and member of the Wissenschaftliches Beratergremium Allgemeine Sterbetafel of the Statistisches Bundesamt.
- Juergen B. Donges is a member of the North Rhine Westphalia Academy of Sciences and the Arts, Düsseldorf, and of the Spanish Royal Academy of Economic and Financial Sciences, Barcelona. Moreover, he is a member of the boards of the following organizations: Center for European Integration Studies, Bonn, Karlshochschule - International University, Karlsruhe, Foundation of the Instituto del Crédito Oficial, Madrid, Foundation Rafael del Pino, Madrid, Institute for Economic Studies (IEE), Madrid and Think Tank CIVISMO for Liberty and the Civil Society, Pamplona/Madrid.
- Mark Ebers is a member the Board of the Schmalenbach-Gesellschaft Deutsche Gesellschaft für Betriebswirtschaft e.V., head of the workgroup on organization of the

Schmalenbach-Gesellschaft Deutsche Gesellschaft für Betriebswirtschaft e.V, member of the council of the International Max Planck Research School “The Social and Political Constitution of the Economy” Cologne (IMPRS-SPCE), and elected member of the Senate of the University of Cologne.

- Lea Ellwardt is representative of the PhD Committee of the WISO-Faculty at the University of Cologne.
- Marc Fischer is a member of the scientific Advisory Board of Zentrum für Markenmanagement und Marketing e.V. (ZMM), a founding member of the Advisory Council of the Marketing Accountability Standards Board (MASB) in Chicago, a member of the Advisory Board of cpi consultancy and a member of the Advisory Board of YouGov Deutschland AG, Cologne.
- Karsten Hank is a member of the scientific advisory boards of the Longitudinal Aging Study Amsterdam and of the Deutscher Alterssurvey as well as the head of the scientific advisory board of the Deutsches Zentrum für Altersfragen.
- Matthias Heinz is a research affiliate of the Centre of Economic Policy Research (CEPR).
- Marita Jacob has been elected as Board Member of the ISA-Research Committee 28 “Social Stratification and Mobility”. She is member of the scientific advisory board of the “Bayrisches Absolventenpanel” and the project “Berufsbezogene Weiterbildung in Deutschland - Gründe, Formen und Erträge.” funded by the the Hans-Boeckler-Foundation and member of the Nutzerbeirat Deutsches Zentrum für Hochschul- und wissenschaftsforschung (DZHW)
- Bernd Irlenbusch a Principal Investigator in the DFG-project FOR 1371 and the Center for Social and Economic Behavior (C-SEB) at the University of Cologne. He is an affiliated member of the Max – Planck - Institute for Research on Collective Goods, Bonn and a member of the Scientific Advisory Board of the Association of the German Compliance Managers.
- Alexander Kempf is a member of the North-Rhine-Westphalian Academy of Sciences, Humanities and Arts.
- Michael Krause is a member of the Geldpolitischer Ausschuss, a member of the Makroökonomischer Ausschuss des Vereins für Socialpolitik and a member of the Aktionskreis Stabiles Geld.

- Susan Lee is a member of the Association for the Sociology of Religion and the American Sociological Association.
- Roman Liesenfeld is vice chairman of the Ausschuss für Finanzstatistik of the Deutsche Statistische Gesellschaft and a member of the Makroökonomischer Ausschuss des Vereins für Socialpolitik.
- Claudia Loebbecke is a council member of the Wissenschaftliches Institut für Infrastruktur und Kommunikationsdienste, the scientific director of the Grimme Forschungskolleg at the University of Cologne, juror of the Innovationspreis-IT, a board member of the Academic Council & Head of Division 'Socio-Economic Sciences & Humanities' - European Academy of Sciences (EURASC), a member of the foundation council of the Leibnizzentrum Informationszentrum Wirtschaft, Fulbright Liason Professor of the Universität zu Köln, a member of the PROMOS-Kommission of the Universität zu Köln, juror of the Kölner Unternehmenspreis, juror of the Verband der Internetwirtschaft: Kölner Unternehmerpreis, member of the Eurocloud Deutschland and member of the Bundesverband Glasfaseranschluss (BUGLAS).
- Karl Mosler is Vice-President of the German Statistical Society (DStatG) and Vice-President of the Deutsche Arbeitsgemeinschaft Statistik (German Consortium in Statistics; DAGStat). He is member of the Executive Board of the Federation of European National Statistical Societies (FENStatS) and Elected Member of the International Statistical Institute (ISI).
- Axel Ockenfels is the Speaker of the University of Cologne Excellence Center for Social and Economic Behavior (C-SEB), the Coordinator of the DFG-Research Unit FOR 1371 "Design and Behavior – Economic Engineering of Firms and Markets", and of the Key Profile Area "Behavioral Economic Engineering and Social Cognition". He is a Member of the Academic Advisory Board of the Federal Ministry of Economics and Energy, a Member of the Scientific Advisory Board of the Institute of Energy Economics at the University of Cologne, and a Member of the Scientific Board of the University of Cologne. He is an International Fellow at the UTS Center for Market Design, Sydney, and a Member of the Board of Trustees of the "Ingeborg and Heinz Sauermann Stiftung". He is a Member of the Berlin-Brandenburgische Academy of Sciences and of the North-Rhine-Westphalian Academy of Sciences Humanities and the Arts.
- Michael Overesch is a member of the Ausschuss für Unternehmensrechnung des Vereins für Socialpolitik, is a member of the work group Verrechnungspreise der

Schmalenbachgesellschaft, a member of the scientific advisory board of MATAX/ZEW Mannheim and a member of the Kölner Steuerforum.

- Matthias Pilz is the Director of the Center for Modern Indian Studies at the University of Cologne (BMBF/DAAD), a member of the committee Deutsch-Indischen Regierungskonsultationen zur Berufsbildung, council member of the Bundesinstitut für Berufsbildung for the project „Modelle und Verfahren zur Anerkennung im Ausland erworbener beruflicher Qualifikationen und Kompetenzen in ausgewählten Staaten - Gestaltungsprinzipien, Konstruktion, Umsetzung (MoVA)“, training commissioner of the University of Cologne and a council member of the Bundesinstitut für Berufsbildung for the project „Entwicklung nationaler Ausbildungsstandards –Akteure, Verfahren und Gestaltung im europäischen Vergleich“.
- Susanne Prantl is principal investigator of the DFG-project “Employer and Worker Adjustments to Economic Shocks” in the DFG Priority Programme 1764, a member of the Committee for Industrial Economics of the German Economic Association (Verein für Socialpolitik), a member of the Graduate Selection Committee of the German National Academic Foundation (Studienstiftung des deutschen Volkes), a Research Affiliate at the MPI for Research on Collective Goods and a member of the scientific advisory board of the DIW Berlin (Deutsches Institut für Wirtschaftsforschung). At the WISO-Faculty of the University of Cologne she acts as a member of the Extended Dean Council and as an elected member of the Executive Leading Council (Engere Fakultät) (elected April 2015),
- Bettina Rockenbach is the first prorector and the prorector for research at the University of Cologne, the prorector for strategy and scientific personnel at the University of Cologne, a member of the IS Steering Committee, the vice dean for research and junior researchers at the WISO-Faculty of the University of Cologne, member of the DFG Senate. She is a member of the advisory board of the Institut für Weltwirtschaft in Kiel and of the Graduate School of Decision Sciences, Universität Konstanz. Furthermore, she is a member of the Nationale Akademie der Wissenschaften Leopoldina and an affiliated member of the Max – Planck - Institute for Research on Collective Goods, Bonn
- Christoph Rosenkranz is a member of the ceres expert group “Digitale Transformation” (Cologne Center for Ethics, Rights, Economics, and Social Sciences of Health) and an expert for the funding guideline „Dienstleistungsinnovationen durch Digitalisierung“ for the Federal Ministry for Education and Research.

- Ingrid Schmale is a member of the Arbeitsgemeinschaft Genossenschaftswissenschaftlicher Institute e.V.
- Friedrich Schmid is a member of the Deutsche Statistische Gesellschaft and of the Fachgruppe Stochastik.
- Patrick Schmitz is a research fellow of the Centre for Economic Policy Research (CEPR).
- Heinrich Schradin is the chairman of the Deutscher Verein für Versicherungswissenschaft e.V., a member of the advisory board of the Bundesanstalt für Finanzdienstleistungsaufsicht and a member of the examining board of the Deutsche Aktuar Akademie.
- Frank Schulz-Nieswandt is the chairman of the Arbeitsgemeinschaft Genossenschaftswissenschaftlicher Institute e.V. and is a member of the Kölner Wissenschaftsrunde.
- Matthias Sutter is a member of the International Academic Advisory Council of the School of Business, Economics and Law, University of Gothenburg, a member of the International Advisory Board of the graduate program “Evidence-based economics” of the University of Munich and a member of the Advisory Board of the Science of Philanthropy Initiative at University of Chicago (<http://www.spihub.org/>).
- Horst Tempelmeier is a member of the scientific Committee of Stochastic Models in Manufacturing and Service Operations.
- Christine Trampusch is Co-Director of the Leading House “GOVPET” (Governance in Vocational and Professional Vocational Training), a member of the Advisory Council of the Project “Skill Mismatch: Measurement Issues and Consequences for Innovative and Inclusive Societies” (University of Torino, Italy, Fabio Berton), a member of the Advisory Council of the Project “Entwicklung nationaler Ausbildungsstandards – Akteure, Verfahren und Gestaltung im europäischen Vergleich“ for Federal Institute for Vocational Education and Training (Bonn, BIBB), and a member of the Scientific Advisory Council for the project “Überbetriebliche Unterstützung der Interessenvertretung in der betrieblichen Weiterbildung”, funded by the Hans-Böckler-Foundation. She is Board Member of the graduate school SOCLIFE at the University of Cologne, a Faculty Member of the International Max Planck Research School “The Social and Political Constitution of the Economy” Cologne (IMPRS-SPCE), an executive council member of SASE (Society for the Advancement of Socio-Economic Studies), and the Chairwoman of the Council for

European Studies (CES), Network “Political Economy and the Welfare State”, together with Marius R. Busemeyer (Konstanz) and Julia Moses (Oxford).

- Franziska Völckner is a member of the DFG-Research Unit FOR 1452 "Marketing of hedonic media products in the age of digital social media" and principal investigator in the project "Valuation of branding options for hedonic media products using virtual prediction markets and crowd funding. Furthermore, she is a member of the Institutional Strategy Steering Committee at the University of Cologne.
- Michael Wagner is a member of the European Network for the Sociological and Demographic Study of Divorce, member of the scientific board of the German Ageing Survey (German Centre of Gerontology), Berlin and a Representative of the University of Cologne in the general meeting of members of GESIS.
- Achim Wambach is member of the management board of the Verein für Socialpolitik, member of the steering committee of the Nationale Plattform für Elektromobilität, a member of the Monopolkommission, the chairman of the scientific advisory board of the Bundesministerium für Wirtschaft und Energie, the director of the Europäisches Zentrum für die freien Berufe (University of Cologne), the director of the Institute of Economic Policy at the University of Cologne and a co-founder and partner of TWS Partners AG.

3 Key Research Profile Areas

3.1 Behavioral Management Science

“Behavioral Management Science” is a new approach, which applies research methods and insights from behavioral economics and social psychology to various fields of management. Specifically, it addresses accounting and finance, business ethics, health management, human resource management, organizational design, and operations management.

We use this approach to analyze the design and management of products, processes, and services, both within and between corporations by augmenting the traditional assumptions of expected profit and utility maximization with a behavioral perspective. As guiding principles, we combine analytical rigor and practical relevance in management. We utilize, for example, theoretical modeling, laboratory and field experiments and field data. Research focuses on behavior within and across organizations, for instance, by taking social preferences and behavioral biases into account. The hope is that by doing so we will gain a deeper and more realistic understanding of human behavior in management contexts and help to improve management decisions and organizational performance.

“Behavioral Management Science” (BMS) has its origin in the “Design & Behavior” group, and both groups are closely interconnected. Together with “Social and Economic Cognition”, they form the University’s “Center for Social and Economic Behavior” (C-SEB) – one of the products of the University of Cologne’s successful application to the German government’s Excellence Initiative.

“Behavioral Management Science” and “Design & Behavior” are aimed at maintaining our strong momentum in interdisciplinary research activities, building state-of-the-art laboratory infrastructure, strengthening regional research collaborations and international networks, and offering complementary teaching programs, from bachelor to PhD studies.

The BMS Group’s research fields include:

- Behavioral Operations Management
- Behavioral Personnel & Organizational Economics
- Behavioral Business Ethics
- Behavioral Accounting & Finance

- Behavioral Health Management
- Behavioral Market Design

Selected publications

- Becker-Peth, M., Katok, E., & Thonemann, U. W. 2013. Designing Buyback Contracts for Irrational But Predictable Newsvendors. *Management Science*, 59(8): 1800-1816.
- Belot, M. & Schröder, M. 2016. The Spillover Effects of Monitoring: A Field Experiment, *Management Science*, forthcoming.
- Berger, J., Harbring, C., & Sliwka, D. 2013. Performance Appraisals and the Impact of Forced Distribution-An Experimental Investigation. *Management Science*, 59(1): 54-68.
- Bolton, G. E., Ockenfels, A., & Thonemann, U. W. 2012. Managers and Students as Newsvendors. *Management Science*, 58(12): 2225-2233.
- Buettner, T., Overesch, M., Schreiber, U., & Wamser, G. 2012. The impact of thin-capitalization rules on the capital structure of multinational firms. *Journal of Public Economics*, 96(11-12): 930-938.
- Ebert, S., & Wiesen, D. 2011. Testing for Prudence and Skewness Seeking. *Management Science*, 57(7): 1334-1349.
- Feri, F., Irlenbusch, B., & Sutter, M. 2010. Efficiency Gains from Team-Based Coordination-Large-Scale Experimental Evidence. *American Economic Review*, 100(4): 1892-1912.
- Friebel, G., & Heinz, M. 2014. Media slant against foreign owners: Downsizing. *Journal of Public Economics*, 120: 97-106.
- Godager, G., & Wiesen, D. 2013. Profit or patients' health benefit? Exploring the heterogeneity in physician altruism. *Journal of Health Economics*, 32(6): 1105-1116.
- Gürer, O., Irlenbusch, B., & Rockenbach, B. 2006. The competitive advantage of sanctioning institutions. *Science*, 312(5770): 108-111.
- Gürer, O., Irlenbusch, B., & Rockenbach, B. 2014. On cooperation in open communities. *Journal of Public Economics*, 120: 220-230.
- Gürtler, M., & Gürtler, O. 2015. The Optimality of Heterogeneous Tournaments. *Journal of Labor Economics*, 33(4): 1007-1042.
- Harbring, C., & Irlenbusch, B. 2011. Sabotage in Tournaments: Evidence from a Laboratory Experiment. *Management Science*, 57(4): 611-627.
- Hennig-Schmidt, H., Selten, R., & Wiesen, D. 2011. How payment systems affect physicians' provision behaviour - An experimental investigation. *Journal of Health Economics*, 30(4): 637-646.

- Kuntz, L., Mennicken, R., & Scholtes, S. 2015. Stress on the Ward: Evidence of Safety Tipping Points in Hospitals. *Management Science*, 61(4): 754-771.
- Kuntz, L., & Scholtes, S. 2000. Measuring the robustness of empirical efficiency valuations. *Management Science*, 46(6): 807-823.
- Ockenfels, A., Sliwka, D., & Werner, P. 2015. Bonus Payments and Reference Point Violations. *Management Science*, 61(7): 1496-1513.
- Sliwka, D. 2007a. Managerial turnover and strategic change. *Management Science*, 53(11): 1675-1687.
- Sliwka, D. 2007d. Trust as a signal of a social norm and the hidden costs of incentive schemes. *American Economic Review*, 97(3): 999-1012.
- Thonemann, U. W., & Brandeau, M. L. 1998. Optimal storage assignment policies for automated storage and retrieval systems with stochastic demands. *Management Science*, 44(1): 142-148.
- Thonemann, U. W., Brown, A. O., & Hausman, W. H. 2002. Easy quantification of improved spare parts inventory policies. *Management Science*, 48(9): 1213-1225.

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3.2 Demography & Social Inequality

Demographic change – in the sense of increasing life expectancy, declining fertility, and increasing migration – constitutes a major challenge (and opportunity) for advanced societies in the 21st century. The “Demography & Social Inequality” research initiative aims at improving our understanding of individuals’ demographic behavior and its embeddedness in economic, social, and cultural contexts by employing state-of-the-art social science theories and methods. Focusing on the interrelationship between demographic change and social inequalities – along the lines of the “social demography” approach established in the US – we will thus close a gap in the German university landscape.

There is a clear social gradient in all demographic processes and outcomes. For example, research has shown that (a) wealth is positively associated with longevity, (b) socio-economic status is strongly correlated with childbearing behaviors, and (c) education is an important resource for migrants and their successful integration. The causal relationship between demographic behaviors and social inequalities, however, is complex and often bi-directional: Wealth is likely to impact individuals' health, but health is also likely to impact individuals' capacity to accumulate wealth.

Recent years brought about significant improvements in our – theoretical and empirical – understanding of the causal mechanisms underlying the demography-social inequality nexus as described above. Another important aspect we still know relatively little about, though, relates to the coping strategies of actors facing the demographic challenges lying just ahead of us. Consequently, the main research questions being examined by the “Demography & Social Inequality” network include:

How do actors at different levels of aggregation (macro-, meso-, and micro-level) adapt their behaviors to fundamentally changing (social, economic, demographic) environments, coping with new challenges and opportunities?

How do changes in individuals' demographic behaviors result in structural changes at higher levels of aggregation? And how are such behavioral changes related to social inequalities (both as a determinant and as a consequence)?

These questions relate to all three demographic processes – fertility, migration, and mortality – and various dimensions of social inequality – education, income, social participation, etc. – alike. Answering them requires competence in several substantive fields as well as broad methodological expertise and knowledge of a variety of theoretical approaches to human behavior. The research network clusters the individual competences of its members, thereby offering the broad expertise necessary to advance our knowledge in the field of “Demography & Social Inequality”.

The core team of the “Demography & Social Inequality” research initiative consists of the professors and research scientists affiliated with the Institute of Sociology & Social Psychology.

Workshops and conferences

- “Demographie und soziale Ungleichheit” (invited session at the 2016 Congress of the German Sociological Association)

- “Families and wealth: New perspectives on economic well-being” (2015)
- “Linked life course transitions and family outcomes” (2014)
- “Health, health behaviors, and health care provision in later life” (2013)

Selected research projects

- Panel analysis of intimate relationships and family dynamics (pairfam); German Research Foundation
- Partner relationships, residential relocations and housing in the life course (PartnerLife); German Research Foundation
- Violent delinquency in adolescence: Inter-ethnic differences, action-theoretic mechanisms and friendship networks; German Research Foundation
- NRW-Fortschrittskolleg “Gerontological Research on Well-Being (GROW)” (co-ordinated by S. Zank)
- UoC Forum on “Quality of Life and Subjective Well-Being of the Very Old in NRW” (co-ordinated by S. Woopen & M. Wagner)

Selected publications

- Brandt, M., Deindl, C. & Hank, K. (2012): Tracing the Origins of Successful Aging: The Role of Childhood Conditions and Social Inequality in Explaining Later Life Health, *Social Science & Medicine*, 74 (9), 1418-1425.
- Ellwardt, L., Peter, S., Präg, P., & Steverink, N. (2014): Social Contacts of Older People in 27 European Countries: The Role of Welfare Spending and Economic Inequality. *European Sociological Review*, 30(4), 413-430.
- Ellwardt, L., Van Tilburg, T., Aartsen, M., Wittek, R., & Steverink, N. (2015): Personal networks and mortality risk in older adults: A twenty-year longitudinal study. *PLoS ONE*, 10(3).
- Jacob, M. & Kleinert, C. (2014): Marriage, gender, and class: Partner resources and unemployment exit. *Social Forces*, 92 (3), 839-871.
- Kroneberg, C. & Wimmer, A. (2012): Struggling over the boundaries of belonging. A formal model of nation building, ethnic closure, and populism. *American Journal of Sociology* 118: 176-230.
- Legewie, J. & Schaeffer, M. (2016): Contested Boundaries: Explaining Where Ethno-Racial Diversity Provokes Neighborhood Conflict. *American Journal of Sociology*, 122(1), 125-161.

- Lersch, P.M. (2016): Family migration and subsequent employment: The effect of gender ideology. *Journal of Marriage and Family*, 78(1), 230-245.
- Pelzer, B.; Te Grotenhuis, M.; Eisinga, R. & Schmidt-Catran, A.W. (2015): The Non-uniqueness Property of the Intrinsic Estimator in APC Models. *Demography*, 52(1), 315 - 327.
- Schmidt-Catran, A.W. & Spies, D. (2016): Immigration and Welfare Support in Germany. *American Sociological Review*, 81(2), 242-261.
- Wagner, M., Schmid, L., & Weiß, B. (2015): Exploring Increasing Divorce Rates in West Germany: Can We Explain the Iron Law of Increasing Marriage Instability? *European Sociological Review*, 31, 211-229.
- Ziller, C. (2015): Ethnic Diversity, Economic and Cultural Contexts, and Social Trust: Cross-Sectional and Longitudinal Evidence from European Regions, 2002–2010, *Social Forces*, 93(3), 1211-1240.

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3.3 Digital Transformation and Value Creation

The digital transformation of our economic and societal systems is fully underway. The changes are massive and long-lasting. Going digital reduces the costs of administering social and commercial transactions, allows for globally networked interactions, and uses real-time, vast datasets, which enable us to observe behavior on a societal scale and in unprecedented detail.

This research initiative is intended to contribute to our understanding of how the digital transformation advances value creation commercially (for customers and firms) and in terms of overall welfare for individuals and society.

Among the most pressing questions are:

When and how can customers benefit from the digital transformation?

When and how can firms benefit from the digital transformation?

When and how can individuals within society and society at large benefit from the digital transformation?

Companies around the world are facing major changes in the customer and media environment due to the rise of the Internet, new communication technologies, and the digitization of fundamental economic and social processes. Those changes include:

- the increasing levels of transparency in information search and commercial transactions,
- the increasingly active role that customers play in value chains,
- the need to measure and to manage resource allocation decisions in such digital environments (global scope, high velocity, multiplex cause-effect mechanisms), and
- the increasing need to demonstrate how management decisions enhance the firm's value in such environments.

Associated research questions cover important topics such as:

- the impact of new Internet technologies on customers,
- the mechanisms by which customers co-create innovative products and services,
- the allocation of and return from resources in digital and other media environments,
- the role and evolution of brands in digital environments, and
- the ability to better manage the marketing mix and its impact on firm valuation by capital markets.

Selected Publications

- Grahl, J., Dittmar, D. und Minner, S. "Metaheuristics for placing strategic safety stock with differentiated service times"– Annals of Operations Research 242(2), 489-504.
- Probst, M., Rothlauf, F., und Grahl, J. "Scalability of using restricted Boltzmann Machines for combinatorial optimization" Forthcoming – European Journal of Operational Research.
- Münster, J. Morath, A. (2016). "Online shopping and platform design with ex ante registration requirements" Management Science, forthcoming.
- Kang, E. Lakshmanan, A. (2016). "Role of executive attention in consumer learning with background music" Journal of Consumer Psychology)

- Sonja Gensler, Franziska Völckner, Marc Egger, Kai Fischbach and Detlef Schoder (2016). "Listen to your customers: Insights into brand image using online consumer-generated product reviews" *International Journal of Electronic Commerce*, 20 (1), 112-141.
- Edeling, Alexander and Fischer, Marc (2014). "Marketing's Impact on Firm Value - Generalizations from a Meta-analysis" *MSI Report Series No. 14-107*, Marketing Science Institute, Cambridge: MA.
- Sonja Gensler, Franziska Völckner, Yuping Liu-Thompkins and Caroline Wiertz (2013). "Managing brands in the social media environment" *Journal of Interactive Marketing*, 27 (4), 242-256.
- Anna Kerkhof and Johannes Münster (2015). "Quantity restrictions on advertising, commercial media bias and welfare". *Journal of Public Economics* (2015), Vol. 131, 124-141.
- Johannes Putzke, Kai Fischbach, Detlef Schoder and Peter A. Gloor (2014). "Cross-Cultural Gender Differences in the Adoption and Usage of Social Media Platforms - An Exploratory Study of Last.FM" *Computer Networks*, 75, 519-530.
- Detlef Schoder (2015). "Real-Time Marketing" [Study (in German) on behalf of the German Marketing Association (Deutscher Marketing Verbund)] July 2015. DMV, Köln und Düsseldorf.
- Detlef Schoder, J. Putzke, P. T. Metaxas, P. A. Gloor and K. Fischbach (2014). "Information Systems for "Wicked Problems" - Proposing Research at the Intersection of Social Media and Collective Intelligence" *BISE/Wirtschaftsinformatik*, 6(1), 3-10.
- Detlef Schoder, Peter A. Gloor and Panagiotis T. Metaxas (2013). "Special Issue Social Media" *Künstliche Intelligenz*, 27 (1), 5-8.
- Detlef Schoder, Peter A. Gloor and Panagiotis T. Metaxas (2013). "Social Media and Collective Intelligence - Ongoing and Future Research Streams" *Künstliche Intelligenz*, 27 (1), 9-15.
- O. Spiegel, P. Abbassi, M. Zylka, D. Schlagwein, K. Fischbach and D. Schoder (2015). "Business Model Development, Founders' Social Capital and the Success of Early-Stage Internet Startups: A Mixed-Method Study" *Information Systems Journal*, forthcoming.

3.4 Excellence Center for Social and Economic Behavior (C-SEB)

Thematic focus and development

The center was established on January 1st, 2015 and is coordinated by Axel Ockenfels. The first half of the year was dedicated to building the organizational and administrative structures of C-SEB and implementing the C-SEB funding measures. In the second half of the year, C-SEB hosted several workshops and talks and held its opening ceremony with representatives from politics, business, and academia. The center also started recruiting two C-SEB junior professors in Economics and Psychology and additional international faculty members.

Research agenda and units

The research agenda of the Center for Social and Economic Behavior (C-SEB) covers three separate yet interconnected fields of study, which address different aspects of human behavior. They are Behavioral Economic Engineering, Social and Economic Cognition, and Behavioral Management Science. In addition, research at C-SEB is closely linked to several collaborative research projects that focus on specific areas within the field of behavioral economics and social cognition research. These include the DFG “Design & Behavior: Economic Engineering of Firms and Markets”, “Psychoeconomics”, and “Relativity in Social Cognition” research units, the UoC “Behavioral Management Science” research group as well as the UoC “Motivation, Self-Control, and Economic Behavior” Forum.

Publications

In 2015 the 112 members of C-SEB published a total of 137 scientific works, among them 132 journal articles and 5 book chapters. Of the journal articles, 18 contributions appeared in one of the top ranked journals in the respective discipline.

Many of these publications received considerable political attention and wide media coverage. In 2015 research findings by C-SEB members were covered by the media in 84 news articles.

Cooperation

C-SEB collaborates with 12 internationally renowned universities, several dozen enterprises, and a number of public institutions. The cooperation includes joint projects and workshops as well as scientific exchanges.

Research funding

C-SEB regularly funds outstanding individuals and excellent collaborative research projects in the field of behavioral economics and social cognition. There are seven funding lines at the moment, designed to serve different purposes and target groups. In 2015 C-SEB awarded

research grants worth a total of 150,000 euros to members of the Faculty of Management, Economics and Social Sciences and the Faculty of Human Sciences.

Gender equality and junior researcher promotion

C-SEB offers various measures to promote gender equality in academia and to advance the careers of junior researchers. The center assists its members in their career planning and in reconciling academic and family life.

Events

The following C-SEB-related events took place in 2015:

- SoCCCo Workshop, UoC, January 29th, 2015.
- Workshop held by the “Psychoeconomics” researcher group, Cologne, February 5th-06th, 2015
- “Promoting Cooperation in Climate Negotiations” workshop, Stanford, March 2015
- SoCCCo Workshop, UoC, May 28th, 2015.
- Workshop held by the “Economic Design” researcher group, Cologne, June 2015
- SoCCCo Workshop, UoC, June 25, 2015.
- Cologne Social Cognition Meeting on “Relativity in Social Cognition”, UoC, July 16th-18th, 2015.
- SoCCCo Workshop, UoC, September 24th, 2015.
- Mentoring Workshop for Young Researchers, UoC, October 2015
- SoCCCo Meeting, UoC, October 29th, 2015.
- Cologne Workshop on Auctions and Procurement Design, UoC, November 2015
- C-SEB Workshop, plenum and opening ceremony, UoC, November 13th, 2015.
- Motivation & Self-Control Symposium, UoC, December 09th, 2015.
- Workshop held by the “Psychoeconomics” researcher group, Constance, October 16th, 2015

Seminars

The following C-SEB-related seminars took place in 2015:

- Research seminar in Applied Microeconomics
- DFG "Design & Behavior" research unit seminar
- Motivation, Self-Control, and Economic Behavior seminar

Invited talks

The following C-SEB-related talks took place in 2015:

- Eli J. Finkel, “On voodoo dolls and cinnamon rolls: Testing a novel metatheory of behavior in the domains of intimate partner violence and eating behavior”, UoC, March 10th, 2015.
- Yan Chen, “Social Identity and Online Microfinance”, UoC, April 27th, 2015.
- Uri Gneezy, “Incentives and Behavior Change”, UoC, May 05th, 2015.
- Roy Baumeister, “New directions in the Limited Resource Theory of Self-Regulation”, UoC, June 15th, 2015.
- Kathleen Vohs, “Depletion amplifies feelings and urges”, UoC, June 15th, 2015.
- Peter Cramton, “Market Design”, UoC, November 13th, 2015.
- Adam Galinsky, “Friend and Foe”, UoC, November 13th, 2015.

Visitors

The following C-SEB-related researchers visited the UoC in 2015:

- Jacob Goeree (University of Technology Sydney), November 2015 - January 2016
- Elena Katok (UT Dallas), May - June 2015
- Gary Bolton (UT Dallas), June - July 2015
- Ben Greiner (University of New South Wales), October 2015
- Steven Stoft (Berkeley), October 2015
- Peter Cramton (University of Maryland), September and November 2015

Public relations

In 2015 C-SEB invested a great deal of effort to improve the public visibility of behavioral research at the UoC in general and of C-SEB in particular. This included developing posters and merchandising as well as implementing a professionally designed webpage with enhanced functionality.

4 Research Output

Since 2013, the Faculty has documented its research record in absolute numbers of journal articles (peer-reviewed and non peer-reviewed), conference proceedings, working paper and other publications. This new format has been used on various occasions, e.g. the EQUIS accreditation and the WiSo Evaluation. The scientific output reached a new peak with a total of 332 items (s. table below)

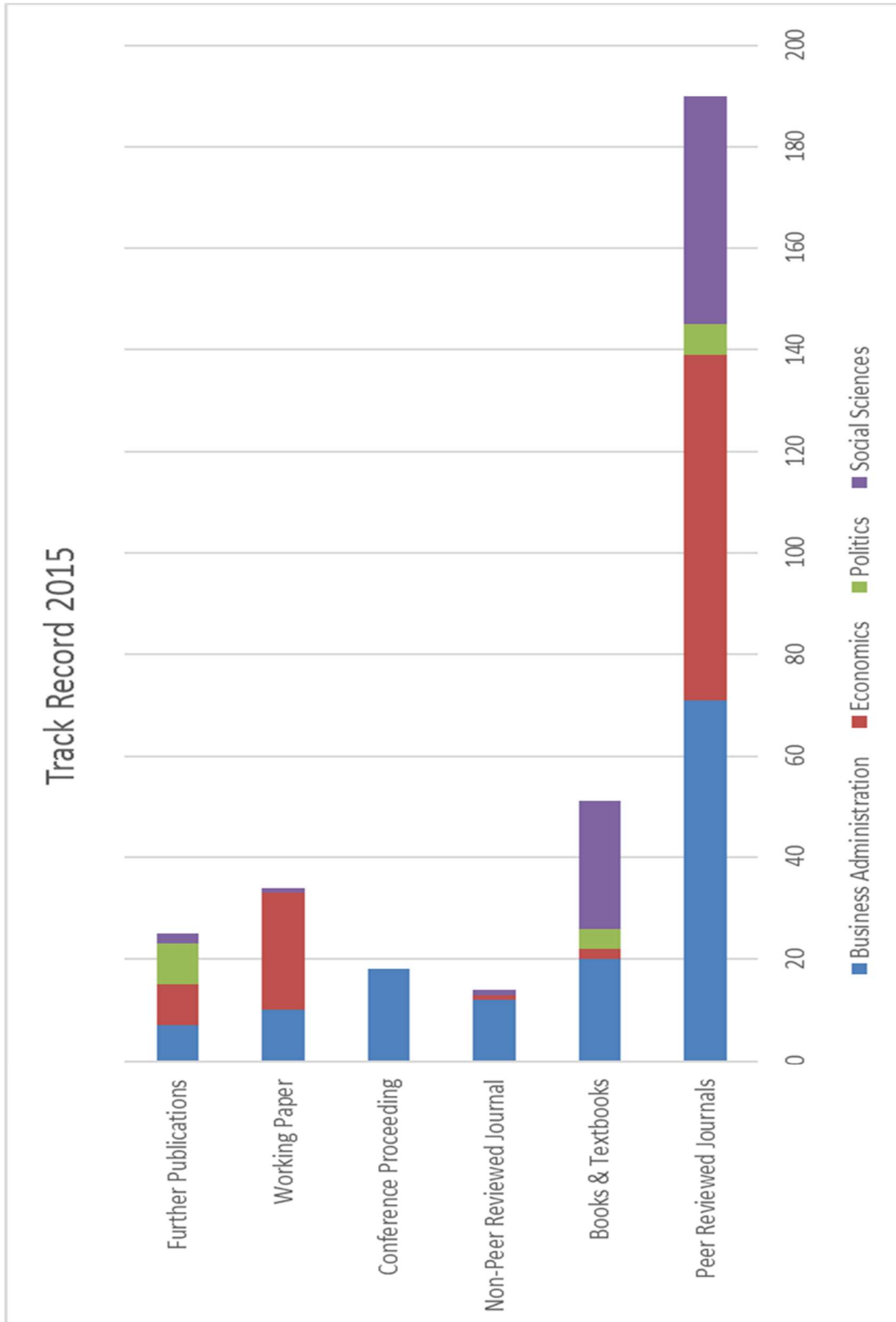
Section 4.1 provides tables and figures that summarize these categories. A complete list of all publications, including textbooks, textbook chapters and monographs can be found in the appendix.

In addition to the regular research output, we provide a list of all Ph.D. theses which were successfully completed at the WiSo Faculty in the year 2015 in section 4.2.

4.1 Publications in 2015

In 2015, the Faculty members generated a total of 190 research papers in peer-reviewed journals, by far the largest portion of the total track record. The following table presents a brief summary of the distribution between the four Faculty divisions. The publications are separated into the categories mentioned above.

	Peer reviewed	Books and Text Books	Non-peer reviewed	Conference Proceeding	Working Paper	Further Publications	Σ
Business Administration	71	20	12	18	10	7	138
Economics	68	2	1	0	23	8	102
Politics	6	4	0	0	0	8	18
Social Sciences	45	25	1	0	1	2	74
Σ	190	51	14	18	34	25	332



4.2 Completed PhD Theses

In alphabetical order:

Ahmadov, Ibrahim	Entstehung der neuen politischen Akteure im globalen Kommunikationsraum
Ahmed, Martin Josef	Deutschlands zukünftige Bildungsstruktur Bevölkerungsvorausberechnungen unter Einbezug von bildungsdifferentieller Fertilität und intergenerationaler Bildungspolitik
Bazovkin, Pavel	Geometrical Methods in Multivariate Risk Management Algorithms and Applications
Bekk, Magdalena	Essays on the Effects of Personality and Fit on Consumer Behavior
Berens, Max	Discounted Cash-Flow – Unternehmensbewertung und Analystenprognosen
Berger, Susanne	Vorberufliche Bildung in Deutschland, Frankreich und Großbritannien. Eine internationale vergleichende Fallstudie zur curricularen Ausformung in Theorie und Praxis
Berning, Carl Clemens	Radical Right-Wing Populist Party Preference and Perceived Group Threat. Time, Context, and Moderators
Brekalo, Lisa	The Management of Strategic Alliances – Performance Impact Factors and Alliance Management Capabilities in the Context of Logistics Alliances
Chromik, Jessica	Changing Professionals, Professionals' Role in the Institutional Dynamics of German Health Care
Constantin, Valentina A.	Attitudes towards gender roles. Institutions, culture or/and individual factors shaping the attitudes towards gender roles?
Daft, Jost	Die Ähnlichkeit von Geschäftsmodellen. Eine empirische Untersuchung der europäischen Airline-Industrie
Danilov, Anastasia	Social Norms and Behavior in Teams. Evidence from Economic Experiments
Dettenbach, Marcus	The Value of Supply Chain Visibility when Yield is Random
Dräger, Vanessa	Employment Protection Legislation in Europe: Employment and Well-Being

Ergen, Timur	Große Hoffnungen und instabile Ordnungen. Politische Ökonomie der Photovoltaikindustrie
Frey, Urs	Förderung von Selbst- und Sozialkompetenzen Herausforderung am Übergang zwischen Schule und Ausbildung
Froitzheim, Aurelia	Steuerliche Selbständigkeitsfiktion der Betriebsstätte und deren Auswirkung auf die Gewinnabgrenzung
Fuetterer, André	Designing Networks with Generalised Flow and Piecewise Linear Cost
Glowalla, Paul	Process-driven Data Quality Management
Göhmann, Dominik	'Farewell state by-passing, hello national government!' The preferred lobbying strategy of legislative regions in Germany and the United Kingdom in EU Competition, EU Environment and EU Education policies
González, Felipe	Micro-foundations of Financialization: Status Anxiety and the Expansion of Consumer Credit in Chile
Gössl, Florian	Essays on competition policy
Gößmann, Gerrit	A Dynamic Resource-Based Perspective on the State of International Business: Evidence from German Insurance Groups
Gores, Timo	Three Essays on Behavioral Aspects in Accounting and Economic
Gottwald, Marlene	Europe's Responsibility to Protect – From Kosovo to Syria, Steinbeis-Edition
Haffert, Lukas	Freiheit von Schulden – Freiheit zur Gestaltung? Die politische Ökonomie von Haushaltsüberschüssen
Hecking, Harald	Four Essays on the Economics of Energy and Resource Markets
Helwig, Niklas	The High Representative of the Union – the Constrained Agent of Europe's Foreign Policy
Herbert, Tanja	Determinants of Aggressive Tax Avoidance
Heuermann, Karen Charlotte	Topics in Behavioral Economics – Cooperation in Social Dilemmas and Intertemporal Decision-Making
Hilger, Timo Jannis	Stochastic Dynamic Lot-Sizing in Supply Chains
Karau, Torsten	Qualitätsmessung in der Versicherungsvermittlung. Eine empirische Untersuchung der Unterschiede zwischen Provisions- und Honorarvergütung in der Altersvorsorge

Kleist, Sophia von	Systemkoordinierte Curriculumentwicklung für das Berufskolleg in Nordrhein-Westfalen. Einblicke in die Entstehung von Lehrplänen
Klößner, Jennifer	Ehrensache! Eine vergleichende Studie freiwilliger Mitarbeiter/innen christlicher, islamischer und nicht religiöser gemeinnütziger Organisationen in Köln und Hamburg
Ko, Pei-Chun	Aging in East Asia. Multilevel Perspectives of Social Relationships and Mental Health
Kohl, Sebastian	Homeowner Nations or Nations of Tenants. How Historical Institutions in Urban Politics, Housing Finance and Construction Set Germany, France and the US on Different Housing Paths
Kottwitz, Anita	Soziale Ungleichheiten der mütterlichen und kindlichen Gesundheit. Die Geburt aus dem Blickwinkel der Soziologie
Kuntz, Anabel	Sexual Prejudice in Europe. Comparative Perspective
Madariaga, Aldo	The Political Economy of neoliberal Resilience. Developmental regimes in Latin America and Eastern Europe
Mans, Johannes	Trust in Markets - Essays on Feedback Systems and Advice Giving
Mertens, Daniel	Privatverschuldung in Deutschland. Institutionalistische und vergleichende Perspektiven auf die Finanzierung privater Haushalte
Merz, Julia Anna	Essays on Banks' Tax Response
Mozharovskyi, Pavlo	Contributions to depth-based classification and computation of the Turkey Depth
Netscher, Sebastian	European Inclusion: Electoral Differences and Individual Participation in European Parliament
Nicer, Paul Andreas	Fortentwicklung und Kodifizierung der Ausgestaltung und der Durchführung von Repertory Grid-Untersuchungen zum Zwecke empirisch-qualitativer Exploration im Kontext der IS-Forschung.
Pankratz, Oleg	Achieving and Assessing Success of Information System Projects. An Investigation of Success Factors and Criteria
Pigors, Mark	Responsible and Honest Behavior: Essays in Experimental Economics
Reichert, Isabella	Of Novels and Novelty: Status und Exploration im Literaturmarkt

Reiners, Wulf Hannes	The Institutionalisation of Infectious Disease Control in the European Union - The Effects of the Securitisation of BSE/TSEs and SARS
Rilke, Rainer Michael	Experiments on Ethical Behavior Strategic Interactions. Cooperation, Honest, and Fairness
Rückert, Désirée	Essays in Public Economics
Sauer, Michael	Welfare Regimes in South-Eastern Europe – A comparative Analysis of Labour Market and Long-Term Care Policies in Serbia and Croatia
Schmidt, Marta	Studies on health care expenditures and inclusive health insurance systems for low-income groups in India
Schneider, Stephan	Strategic Decision Making in Cloud Sourcing Projects
Schnieders, Barbara	Die deutsch-amerikanischen Beziehungen nach 9/11/01 – Eine konstruktivistische Synthese Verlag: Springer VS
Scholz, Robert	Kompetenzentwicklung der Beschäftigten im Kontext der industriellen Beziehungen im Maschinen- und Anlagenbau in Nordrhein-Westfalen, Sachsen, Südschweden und der Schweiz
Schön, Matthias	Life Cycle Economics, Health, and Inequality
Schöneborn, Sandra	Cui bono est? - Theorie und Empirie des Corporate Volunteering aus deutscher Perspektive
Shamon, Hawal	Der Einfluss des sozialen Kontexts auf Gerechtigkeitsurteile über das Einkommen – Eine Untersuchung des kausalen Effekts auf Grundlage von internetbasierten experimentellen Umfragedesigns; Selbstverlag
Sun, Penghua	Initial Public Offerings from the Perspectives of Issuers, Underwriters and Invertors: A Review of Financial and Psychological Work
Zeppenfeld, Christoph	Decisions under Uncertainty: Preferences, Institutions, and Social Interaction
Ziller, Conrad	Social Trust in the Face of Ethnic Diversity: The Moderating Role of Economic, Cultural, and Political Contexts
Zhurakhovska, Lilia	Impartial Decision Makers and other Third Parties in Moral and Social Dilemmas. An Experimental Analysis
Zori, Solomon George	To Adopt or not to Adopt? The Transnational Adoption of International Financial Reporting Standards in Africa”

4 Appendices

4.1 Professors at the WiSo Faculty

Area	Major Subject	Professor	Specialisation
<i>Business Administration</i>			
Accounting & Taxation	Controlling	Carsten Homburg	Controlling Cost management Risk controlling Hierarchical planning Decision theory oriented Organisational theory Decision theory
	Taxation	Michael Overesch	
	Auditing	Christoph Kuhner	
	Taxation	Martin Fochmann	Tax Evasion Empirical Tax Research Behavioral Management Science
	Accounting	Julia Nasev	
Corporate Development	Human Resource Management	Dirk Sliwka	Personel economics Incentive and organisation governance Theory of the firm Delegation of decisions

Area	Major Subject	Professor	Specialisation
			Organisational theory
	Corporate Development and Organization	Mark Ebers	<p>Networks and social capital of companies</p> <p>Dynamic capabilities of companies</p> <p>Innovation and learning</p> <p>Post-merger integration</p>
	Business Administration, Corporate Development and Organization	Thorsten Semrau	<p>Implications of success in diverse strategies of network development and management for young companies</p> <p>Impact of social skills on founders in different national contexts</p> <p>Composition of teams and success of start-ups</p> <p>Composition of teams and learning, creativity and innovation</p> <p>Personal factors of success and related contextual variables</p>
	Business Policy and Logistics	Werner Delfmann	<p>Strategic and International Management</p> <p>Global Logistics and Supply Chain Management</p>

Area	Major Subject	Professor	Specialisation
			Management of Logistics Service Providers
			Aviation Management
			Trade Fair Management
	Corporate Development and Business Ethics	Bernd Irlenbusch	Experimental Economics
			Business Ethics
			Compliance Management
			Corporate Social Responsibility
			Organisational Economics
Finance	Banking Management	Thomas Hartmann-Wendels	Risk Management
			Regulation
			Leasing
	Finance	Alexander Kempf	Asset Management
			Risk Management
			Financial Markets
	Finance	Monika Trapp	Bond and Credit Default Swap Markets
			Credit Risk
			Liquidity
			Systemic Risk
	Risk Management and Insurance	Heinrich Schradin	Value-Based Management

Area	Major Subject	Professor	Specialisation
	Risk Management and Insurance	Sabine Wende	<p>Regulation and Accounting</p> <p>Corporate Finance</p> <p>Capital Structure</p> <p>Insurance Regulation</p> <p>Insurance Market Structure</p> <p>Insurer Operations</p> <p>Insurance Distribution</p>
	Corporate Finance	Dieter Hess	<p>Corporate Finance</p> <p>Financial Markets</p> <p>Macroeconomic Risk</p>
Health Economics	Health Care Management	Ludwig Kuntz	<p>Top management teams in hospitals</p> <p>Physician involvement in the management structures of hospitals</p> <p>Health operations management</p> <p>Management accounting in hospitals</p> <p>Professional orientation and roles in transition</p> <p>Pharmaceutical organizations and regulation</p>
Marketing	Retailing and Customer Management	Werner Reinartz	<p>Marketing Strategy</p> <p>Customer Relationship Management</p>

Area	Major Subject	Professor	Specialisation
			<ul style="list-style-type: none"> Retailing Distribution Channel Management Service Strategies Direct Marketing and Database Marketing
	Marketing and Brand Management	Franziska Völckner	<ul style="list-style-type: none"> Brand Management Digital Marketing and Branding Movie Marketing Hedonic Media Products
	Marketing and Market Research	Marc Fischer	<ul style="list-style-type: none"> Brand Management Marketing Performance Marketing Mix Optimisation
Media and Technology Management	Media and Technology Management (MTM)	Claudia Loebbecke	<ul style="list-style-type: none"> Media and Technology Strategies and Management Strategic Information Systems New Media Applications and Business Models Research Methods Knowledge Management MTM Entrepreneurship
Supply Chain Management	SCM and Management Science	Ulrich Thonemann	<ul style="list-style-type: none"> Behavioral Operations

Area	Major Subject	Professor	Specialisation
			Inventory Management
			Crew Scheduling
	SCM and Management Science	Margarita Protopappa-Sieke	Behavioral Operations
			Inventory Management
			Crew Scheduling
	SCM and Production	Horst Tempelmeier	Supply Chain Management
			Logistics
			Production Planning
			Factory Planning Optimisation
	SCM	Anna-Lena Sachs	Supply Chain Management
			Management Science
	Business Policy and Logistics	Werner Delfmann	Strategic and International Management
			Global Logistics and Supply Chain Management
			Management of Logistics Service Providers
			Aviation Management
			Trade Fair Management
	SCM and Management Science	Yingshui Zhao	
Information Systems	Information Management	Detlef Schoder	Ubiquitous Computing

Area	Major Subject	Professor	Specialisation
			E-Business/ E-Commerce
			Social Media
			Web Science
			Social Network Analysis
			Mass Customization
	Information Systems Development	Werner Mellis	IT Project Management
			Change Management
			Information Systems Architecture
	Integrated Information Systems	Christoph Rosenkranz	Agile Software Development
			Communications in Agile Development
			Business Process Management
			Information Technology Outsourcing
	Digital Transformation and Analytics	Jörn Grahl	Data Science and Business Analytics
			Network Science
			Digital Experiments
			Machine Learning
	Information Systems and Information Systems Quality	Ali Sunyaev	Development and Management of Information Systems Quality

Area	Major Subject	Professor	Specialisation
			Management of Business Process and Business Analysis
			Management of Information Security
	Business informatics and Information Management	Peter Gloor	
Economic Education	Economic and Social Education	Detlef Buschfeld	
	Business and economic education and training	Matthias Pilz	
	Economic and Social Geography	Martina Fuchs	Transnational Companies
			Global Value Chains
			International Division of Labour and Skills
Economics			
Microeconomics, Institutions and Markets	Institute of Energy Economics	Marc Oliver Bettzüge	Energy Economics and Policy
			Incomplete Markets
			Evolutionary Economics
			Industrial and Energy Economics
	Institute of Energy Economics	Felix Höffler	Regulatory Economics
			Competition Policy
			Industrial Economics
			Law and Economics
			Evolutionary Economics

Area	Major Subject	Professor	Specialisation
	Personnel and Organisational Economics	Oliver Gürtler	
	Economic Design and Behaviour	Axel Ockenfels	Market Design Experimental and Behavioural Economics Competition Policy
	Contract Theory	Patrick Schmitz	Theory of Incentives Principal-Agent Theory Incomplete Contracting
	Economic Design and Behavior	Matthias Sutter	Experimental Economics Team Decision Making Economic Preferences on Children Credence Goods
	Experimental Microeconomics	Bettina Rockenbach	Design of institutions fostering co-operation in social dilemma situations
	Psychoeconomics	Carlos Alós-Ferrer	
	Media Economics	Johannes Münster	Applied microeconomic theory: Industrial Organisation Contract Theory Contests & Tournaments Auctions Political Economy:

Area	Major Subject	Professor	Specialisation
			Economics of War and Conflict
			Lobbying
			Rent-Seeking
			Media Economics
	Industrial economics, Applied Microeconomics	Van Anh Vuong	Firm investment
			Innovation
Macroeconomics, Financial and Economic Policy	Macroeconomics	Martin Barbie	Welfare Properties of Dynamic Economies
			Intertemporal General Equilibrium
	Public Finance	Felix Bierbrauer	Public Good Provision and Mechanism Design
	Macroeconomics	Peter Funk	Dynamic macroeconomics
	Macroeconomics	Michael Krause	Monetary Economics
			Labor Economic
			Open Economy Macroeconomics
	Macroeconomics	David Jaeger	Labor Economics
			Applied Econometrics
	Macroeconomics	Andreas Schabert	Monetary Theory and Policy
			Fiscal Policy
			Financial Markets
	Industrial Economics and Applied Microeconometrics	Susanne Prantl	Innovation
			Firm Entry
			Growth

Area	Major Subject	Professor	Specialisation
			Labor
			Regulation
	Macroeconomics	Thomas Schelke	Macroeconomics
			Development Economics
			Financial Economics
Statistics and Econometrics	Statistics and Econometrics	Jörg Breitung	
	Economic and Social Statistics	Roman Liesenfeld	Financial Econometrics
			Microeconometrics
			Simulation-Based Econometric Methods
	Econometrics	Hans Manner	Time Series Econometrics
			Volatility and Dependence Modelling
	Applied Econometrics	Oleg Badunenko	Efficiency and Productivity Analysis
			Economic Growth
			Applied Econometrics
			Nonparametric Econometrics
	Econometrics	Dominik Wied	
	Economic and Social Statistics	Rainer Dyckerhoff	
<i>Sociology and Political Sciences</i>			
Sociology and Social Psychology	Empirical Social and Economic Research	Hans-Jürgen Andreß	Methods of Empirical Social Research

Area	Major Subject	Professor	Specialisation
			Labour Markets and Unemployment
			Social Policy and Family Policy
	Sociology	Christian Ebner	Vocational Training
			Further Training
			Social stratification
			Labour Market
	Sociology	Lea Ellwardt	
	Sociology	Michael Wagner	Social Demography
			Life Course and Ageing Research
			Family Sociology
			Meta-analyses
	Sociology	Karsten Hank	Ageing and Family
	Sociology	Marita Jacob	Social stratification
			Inequality
			Labour market
			Quantitative methods
	Sociology	Clemens Kroneberg	Sociological theory
			Action theory
			Migration and integration
			Crime and deviance
			Social boundaries and inequality

Area	Major Subject	Professor	Specialisation
			Methodology of the social sciences
	Economic and Social Psychology	Detlef Fetchenhauer	Trust, Evolutionary Psychology Lay Perceptions of Economy
	Economic and Social Psychology	Erik Hölzl	Economic Decisions Money Management Consumer Psychology
	Sociology	Esther Kang	
	Sociology	Merlin Schaeffer	
	Sociology	Sarah Carol	
	Social Policy and Co-operative Systems	Frank Schulz-Nieswandt	Ageing European Social Policy Anthropology and Cultural History of Social Policy
Political Science	International Relations and Foreign Politics	Thomas Jäger	Foreign Policy Analysis Development of the International System
	Comparative Political Science	André Kaiser	Comparative Political Institutions Comparative Political Economy Empirical Democracy Theory
	Comparative Political Science	Christine Trampusch	Comparative Political Economy Institutional Change

Area	Major Subject	Professor	Specialisation
	Political Philosophy and History of Ideas	Wolfgang Leidhold	Case-oriented Comparative methods Methods and Approaches in Comparative History of Ideas Religious Ideas Religious Organizations and Institutions
	Jean Monnet Chair for Political Science and European Affairs	Wolfgang Wessels	The Institutional and Constitutional Evolution of the Political System of the EU EU's Role in the International System Theories and Strategies of European Integration
<i>Affiliated Faculty</i>			
Max Planck Institute for the Study of Societies	Sociology	Jens Beckett	Role of the economy in society, especially based on studies of markets Organizational Sociology Sociology of Inheritance Sociological Theory
	Sociology	Sigrid Quack	Transnational Institution Building

Area	Major Subject	Professor	Specialisation
			Institutional Change
			Professions and Organisations

4.2 Research Institutes (An-Institute) at the WiSo Faculty

Research Institute	Director(s)
Institute of Energy Economics <i>Energiewirtschaftliches Institut</i>	Marc Oliver Bettzüge, Felix Höffler
FiFo Institute for Public Economics <i>Finanzwissenschaftliches Forschungsinstitut</i>	Felix Bierbrauer, Klaus Mackscheidt
Research Institute for Leasing <i>Forschungsinstitut für Leasing</i>	Thomas Hartmann-Wendels
Institute of Banking Economics and Banking Law <i>Institut für Bankwirtschaft und Bankrecht</i>	Thomas Hartmann-Wendels
Research Institute for Vocational Education and Training in the Crafts Sector <i>Forschungsinstitut für Berufsbildung im Handwerk</i>	Detlef Buschfeld
Centre for Financial Research, CFR <i>Institut für Finanzmarktforschung</i>	Alexander Kempf
Center for Research in Retailing <i>Institut für Handelsforschung</i>	Werner Reinartz
Institute for Broadcasting Economics <i>Institut für Rundfunkökonomie</i>	Detlef Schoder, Johannes Münster
Institute of Insurance Science	Heinrich Schradin

Research Institute

Director(s)

Institut für [Versicherungswissenschaft](#)

Institute for Economic Policy

Achim Wambach

Institut für [Wirtschaftspolitik](#)

4.3 Third Party-Funded Projects

The faculty's third party-funded projects accumulated for approximately 6.8 million euro in annual revenues and 22 million euros in total revenues. The following table presents the projects that received funding in 2015.

Title	Coordinator	Type of Funding	Funding Body
BIBB-Stiftungsjuniorprofessur für Soziologie, insbesondere Soziologische Berufsforschung	Jacob	Junior Professorship	federal funding
Der Einfluss von Human- und Organisationsfaktoren auf die Leistung von Frühgeborenenintensivstationen	Kuntz	joint project	federal funding
EXIST - Existenzgründungen aus der Wissenschaft: FoodLoop	Sunyaev	EXIST Start-Up Grant	federal funding
Exist - Gründerstipendium: Tagxter	Schoder	EXIST Start-Up Grant	federal funding
Exist Gründerstipendium: Stellar	Sunyaev	EXIST Start-Up Grant	federal funding
Gesundheitsbezogene Selbsthilfe in Deutschland - Entwicklungen, Wirkungen, Perspektiven (SHILD) Modul 3	Schulz-Nieswandt	joint project	federal funding

Juniorverbände in der Systemmedizin: Multidisziplinärer Ansatz zur Identifizierung tumorspezifischer Signalwegsabhängigkeiten (Miles), TP 5	Sunyaev	joint project	federal funding
Maritimes Simulatornetzwerk. Teilvorhaben: Handlungskoordination zwischen räumlich und kognitiv getrennten Teams.	Steigenberger	joint project	federal funding
Professoren als Entrepreneurship-Promotoren zur Gründungsförderung in Forschungseinrichtungen (PEP II) - Instrumente der Gründungsförderung	Ebers	joint project	federal funding
joint project: Entscheidungsfindung in komplexen Einsatzlagen - Teilvorhaben: Situative Determinanten der Entscheidungsfindung"	Steigenberger	joint project	federal funding
Vertrauenswürdige Cloud-Services durch dynamische Zertifizierung: Next Generation Certification (NGCert)	Sunyaev	joint project	federal funding
K3-Informations- und Kommunikationskonzepte für den Krisen- und Katastrophenfall. Erforschung integrierter organisatorischer und technischer Lösungen	Schoder	joint project	federal funding
A New Passage to India: Zentren für Moderne Indienstudien ab 2015	Pilz	Zentren für moderne Indienstudien	DAAD

BA Politik- und Verwaltungswissenschaft an der wirtschafts- und verwaltungswissenschaftlichen Fakultät der Türkisch- Deutschen Universität	Wessels	integrated international study programs	DAAD
Integrierte internationale Studienabschlüsse mit Doppelabschluss 2014-18	Thonemann	integrated international study programs with double degree	DAAD
Integrierte internationale Studiengänge mit Doppelabschluss 2014 - 18 / Gesundheitsökonomie	Kuntz	integrated international study programs with double degree	DAAD
Integrierte internationale Studiengänge mit Doppelabschluss ab 15 UoC- IIMA	Thonemann	integrated international study programs with double degree	DAAD
ISAP, Internationale Studien- und Ausbildungspartnerschaften, University of Minnesota, USA	Thonemann	international study and educational partnerships	DAAD
ISAP, Internationale Studien- und Ausbildungspartnerschaften, University of Minnesota, USA	Thonemann	international study and educational partnerships	DAAD
ISAPHitotsubashi Universität in Tokio, Japan	Sonnenschein	international study and educational partnerships	DAAD
Stip. DAAD TDU Meric	Wessels	international study and educational partnerships	DAAD
ANPTI - A New Passage to India, Indien	Thonemann	project grant	DAAD
Analyse von Netzwerken zur gezielten Marketingkommunikation (TP1)	Schoder	research unit (participation)	DFG
Auswirkungen des Umzugs von RTL auf die Aufwertung von Wohngebieten	Friedrichs (em.)	material expenses	DFG

Bewertung markenstrategischer Optionen bei hedonischen Medienprodukten (HMP) auf Basis von virtuellen Börsen und Crowdfunding Mechanismen	Völckner	research unit (participation)	DFG
Der Einfluss von Werbeinhalten auf dem Produktmarkenplatz	Käuferle	material expenses	DFG
Der Einfluss von Werbeinhalten auf den Produktmarkenplatz	Reinartz	material expenses	DFG
Der Weg aus der Rezession- Eine Analyse des (nachhaltigen) Einflusses eines wirtschaftlichen Abschwungs auf das Einkaufsverhalten von Konsumenten	Reinartz	material expenses	DFG
Deutungsmuster von Führungskräften bei Übernahme durch ausländische Unternehmen	Fuchs	project grant	DFG
Excellence Professorship	Sutter	UoC - Institutional Strategy	DFG
Excellence Professorship	Westkamp	UoC - Institutional Strategy	DFG
Hans-Kelsen-Preis 2015 Prof. Patrick Schmitz	Schmitz	UoC - Institutional Strategy	DFG
UoC Forum 2013 Prof. Rockenbach / Dr. Weiss Advancing Common Pool Resource Management	Rockenbach	UoC - Institutional Strategy	DFG
UoC Forum 2014 Prof. Fischer Value Creation	Fischer	UoC - Institutional Strategy	DFG
UoC Forum 2014 Prof. Kuntz Managerial Risk Factors in Medicine	Kuntz	UoC - Institutional Strategy	DFG
UoC Forum 2015 Prof. Alós-Ferrer Motivation, Self-Control, and Economic Behavior	Alós-Ferrer	UoC - Institutional Strategy	DFG
UoC Hans-Kelsen-Preis 2013 Prof. Dirk Sliwka	Sliwka	UoC - Institutional Strategy	DFG

UoC Postdoc Grant 04/14 Stavrova: "The Social Psychology of Nonsocial Objects"	Stavrova	UoC - Institutional Strategy	DFG
Internationale Veranstaltungen CA II	Bierbrauer	UoC - Institutional Strategy	DFG
Gender Mainstreaming Program WISO	Mellis	UoC - Institutional Strategy	DFG
Dynamit	Schoder	material expenses	DFG
Employer and Worker Adjustements to Economic Shocks	Prantl	Priority Program	DFG
TP 9 Consumer Credit Decisions in a Dual-Process Perspective FOR 1882 Psychoeconomics	Hölzl	research unit	DFG
Erfolg Agiler IS-Entwicklung: Ein kommunikationsbasiertes Modell	Rosenkranz	material expenses	DFG
Der Einfluss von kulturellen Unterschieden auf Vertrauen und Kontrolle; eine trans- kulturelle Studie von Kunden- Lieferantenprojekten im Informationstechnologie- Outsourcing	Rosenkranz	material expense	DFG
Experimentelle Untersuchungen zu Determinanten effizienter Führung	Lauer	material expenses	DFG
Forschergruppe "Design & Behavior	Wambach	research unit	DFG
TP4 "Auctions, Negotiations and Hybrid Mechanism in Procurement" Principal Investigator FOR 1371 (Central Project PZ) "Design and Behavior"	Ockenfels	research unit	DFG
Principal Investigator FOR 1371 (Project P1) "Trust: A Social Cognition Perspective"	Ockenfels	research unit	DFG

Principal Investigator FOR 1371 (Project P2) "Economic Engineering of Trust"	Ockenfels	research unit	DFG
Principal Investigator FOR 2150 (Project P5) "Social Comparison and Self-Control"	Ockenfels	research unit	DFG
Forschergruppe "Design & Behavior"	Ockenfels	research unit	DFG
TP2 "Economic Engineering of Trust"			
Forschergruppe "Design & Behavior"	Sliwka	research unit	DFG
TP3 "Incentives in Firms: Compensation, Ethics and Behavior"			
Forschergruppe "Design & Behavior"	Thonemann	research unit	DFG
TP5 "Supply Chain Engineering"			
Forschergruppe "Relativity in Social Cognition: Antecedents and Consequences of Comparative Thinking"	Rockenbach	research unit	DFG
TP8 "The Influence of Social Comparisons on Cooperation and Fairness"			
Freundschaft und Gewalt im Jugendalter 2-2	Kroneberg	material expenses	DFG
Globale Strategien und lokale Formen der technischen Aus- und Fortbildung in deutschen multinationalen Unternehmen - ein regionaler Vergleich in Emerging Economies I	Fuchs	project grant	DFG

Globale Strategien und lokale Formen der technischen Aus- und Fortbildung in deutschen multinationalen Unternehmen - ein regionaler Vergleich in Emerging Economies II	Pilz	project grant	DFG
GRK 1461/2 - 2015: Sozialordnungen und Lebenschancen im internationalen Vergleich	Andreß	graduate school	DFG
Human Resource Management and Employee Retention: Empirical Analyses using new Linked Employer-Employee Data	Sliwka	Priority Programme	DFG
Losgrößenplanung mit integrierter Koordination von Rüstressourcen - Modelle und Lösungsverfahren	Tempelmeier	material expenses	DFG
Monetary and fiscal policy in times of crisis	Schabert	Priority Programme	DFG
Monetary and fiscal policy in times of crisis (Sachbeihilfe)	Schabert	Priority Programme	DFG
pairfam -Beziehungs- und Familienentwicklungspanel	Hank	material expenses	DFG
Partnerschaften, räumliche Mobilität und Wohnsituationen im Lebensverlauf	Wagner	material expenses	DFG
Theorie sequentieller Entscheidungen 2 im Rahmen der D-A-CH Lead Agency Vereinbarung über die unilaterale Administrierung und gegenseitige Anerkennung der Begutachtungsverfahren für D-A-CH	Alós-Ferrer	material expenses	DFG
TP 01 "Economic Rationality and Competing Behavioral Rules"	Alós-Ferrer	research group	DFG

TP Gender - Gleichstellungsmittel FOR 1882 Psychoeconomics	Alós-Ferrer	research group	DFG
TP Z Koordinationsprojekt TP Z Forschergruppe 1882 "Psychoeconomics. Interacting Decision Processes and Their Consequences for Economic Performance"	Alós-Ferrer	research group	DFG
Warum dezentralisieren nationale Parteien politische Autorität? Eine Analyse von ideologischen und elektoralen Parteienkalkülen auf der territorialen Dimension.	Kaiser	material expenses	DFG
Gemeinden und ihre Erwartungen an Auszahlungen von Swap-Geschäften	Trampusch	material expenses	DFG
Governance in Vocational and Professional Education and Training	Trampusch	Leading House	Swiss State Secretariat for Education and Innovation (SERI)
Ökonomische und elektrotechnische Analyse von Netzausbau versus Redispatch. Ganzheitliche Simulation von elektrischem Übertragungsnetz und Elektrizitätsmarkt unter Berücksichtigung stochastischer Einflussgrößen zur Verbesserung der regulatorischen Rahmenbedingungen des Stromsystems.	Höffler	material expenses	DFG

Die Beherrschung der Aktiengesellschaft. Politische Ökonomie, Gesetze, Statuten und die wirtschaftlichen Effekte von Corporate Governance in Deutschland, ca. 1860-1940	Burhop	material expenses	DFG
Konsum und Lebensstandard SSP "Financial Market Imperfections and Macroeconomic Performance": The Welfare Effects of Social Security with individual and aggregate risk: A Macroeconomic Analysis	Andreß Ludwig	material expenses Priority Programme	DFG DFG
Wahl durch Zustimmung: Ökonomische Theorie und Experimentelle Evidenz/ Approval Voting: Economic Theory and Experimental Evidence	Alós-Ferrer	material expenses	DFG
Applied Quantitative Methods Network: Phase II, Education and Social Stratification (ESS)	Jacob	international funding	EU
Delay of decisions in dictator and cheating games (experiments)	Sliwka	international funding	EU
Developing Entrepreneurial Spirit through Experience and Reflection in Vocational Education	Dilger	Leonardo	EU
Enhancing our Children's Lives	Kroneberg	international funding	EU
Erasmus Academic Network on Parliamentary Democracy in Europe	Wessels	Jean Monnet	EU
EUCOPAS	Wessels	Erasmus+	EU
Europe at Work - Where the Ivory Tower meets Political Life	Wessels	Jean Monnet	EU

From History to Memory Culture: Narratives of the Eruopean Council Summits between The Hague (1969), Maastricht (1991), and Lisbon (2009)	Wessels	Jean Monnet	EU
Health & Economic Experiments (Norwegian Research Council)	Sliwka	international funding	EU
Individual Lying Behaviour in a Cheating Game	Sliwka	international funding	EU
Lying in Hierarchies	Irlenbusch	international funding	EU
PhD-EU GrAd	Wessels	Life Long Learning	EU
StudentsUniversity Skills			
Studying the European Council - Mastering and Disseminating Knowledge about a Key Institution	Wessels	Jean Monnet	EU
TRANSATLANTIC PERSPECTIVES IN A CHANGING GLOBAL CONTEXT: MULTILATERALISM THROUGH REGIONALISM	Wessels	Staff Exchange - International Research Staff Exchange Scheme (IRSES)	EU
LUBES (Luftfracht- Betriebsmittel Entschungsunterstützungs- System)	Schoder	project grant	Industry
Business Intelligence & Analytics im Kontext von individuellem Customer Relationship Management	Schoder	project grant	Industry
Markenmanagement I	Völckner	project grant	Industry
Markenmanagement II	Völckner	project grant	Industry
Markenmanagement III	Völckner	project grant	Industry
Markenmanagement IV	Völckner	project grant	Industry
Markenmanagement V	Völckner	project grant	Industry
Markenmanagement VI	Völckner	project grant	Industry
Markenmanagement VII	Völckner	project grant	Industry

Heinrich-Hertz-Stipendium EP Party Compisition	Kaiser	scholarship funding	public funding (federal)
Verbrauchsorientierter Datenschutz	Sunyaev	project grant	public funding (federal)
donations mit Bescheinigung	Delfmann	donations	public funding (misc.)
donations ohne Bescheinigung; Zwendungszweck: Workshop "Social Policy and Clientelism" des Cologne Center for Comparative Politics (CCCP)	Kaiser	donations	public funding (misc.)
Entwicklung personaler Kompetenz in der pädiatrischen Vorsorge (Personale Kompetenz)	Somm	project grant	public funding (misc.)
Grimme Foko Seed	Löbbecke	project grant	public funding (misc.)
Kompetenzen in der Digitalen Transformation	Löbbecke	project grant	public funding (misc.)
Kooperationsvertrag zwischen der Max-Planck-Gesellschaft zur Förderung der Wissenschaft e.V. un der Universität zu Köln - The Samuelson Critique and the Voluntary of Public Finance und On the Optimal Taxation of Financial Institution	Bierbrauer	project grant	public funding (misc.)
Strommarkt der Zukunft	Ockenfels	project grant	public funding (misc.)
Die Zukunft des Berufsbildungssektor für Menschen mit Behinderungen im Lichte der europäischen Rechtsentwicklung	Schulz-Nieswandt	project grant	public funding (misc.)
Finanzierung von CGS- Stipendiaten durch EWI	Sliwka	scholarship funding	public funding (misc.)

IRÖ-Förderung	Schoder	project grant	public funding (misc.)
Personalarbeit und Unternehmenskultur	Sliwka	project grant	public funding (misc.)
Risikoberichterstattung deutscher Versicherungskonzerne	Schradin	project grant	public funding (misc.)
Scope and impact of potential further liberalisation in the provision of services in Germany	Roth	project grant	public funding (misc.)
Einrichtung einer Stiftungsprofessur für ABWL, Unternehmensentwicklung und Corporate Responsibility, Dr. Jürgen-Meyer Stiftung	Irlenbusch	Junior Professorship	foundations
Energieknotenpunkt Türkei: ökonomische Trends und politische Gestaltungsmöglichkeiten	Wessels	Stiftung Mercator - project grant	foundations
Ernst & Young Stiftungsprofessur	Ebers	Junior Professorship	foundations
Forschungskostenzuschuss AvH - Liu Zunming	Scheffel	funding	foundations
Politische Gefangenschaft in der ehemaligen DDR und ihre Folgen für Erwerbsverläufe und Gesundheit	Hank	project grant	foundations
Proteus	Wessels	Bayer-Stiftung - project grant	foundations
Soziale Ungleichheiten in der Erwerbsbeteiligung von Studierenden	Jacob	Rhein-Energie-Stiftung - project grant	foundations
Stiftungs-Juniorprofessur für Marketing und Handel, gefördert durch das Institut für Handelsforschung (IFH)	Reinartz	Junior Professorship	foundations

Leben im Problemviertel. Soziale Entwicklung und Nachbarschaft in westdeutschen Großsiedlungen am Beispiel Köln-Chorweiler	Friedrichs (em.)	Fritz Thyssen Stiftung - project grant	foundations
THESEUS - Ideen, Innovationen, Impulse im Herzen Europas	Wessels	Fritz Thyssen Stiftung - project grant	foundations
Entwicklung eines umfassenden Konzepts zur Mittelstandspolitik	Roth	project grant	foundations
Private Krankenversicherung in Deutschland und in den USA – im Spannungsfeld von Sozialpolitik und Markt?	Roth	project grant	foundations
Strategien inkrementeller Klimaschutzpolitik auf dem Weg zu einem globalumfassenden System – eine Bottom-Up-Analyse	Roth	project grant	foundations

4.4 Prestigious Academic Conferences

Business Administration

- Academy of Management
- American Accounting Association
- American Finance Association
- American Risk & Insurance Association
- Association of Consumer Research (ACR) Conference
- Association of European Operations Research Societies (EURO)
- ECIS: European Conference on Information Systems
- Economic Science Association (ESA)
- European Accounting Association (EAA)
- European Education Research Association Society (ECER/EERA)

- European Finance Association
- European Group of Organization Studies (EGOS)
- European Marketing Academy (EMAC) Conference
- Global Conference on Economic Geography (GCEG)
- ICIS: International Conference on Information Systems
- International Institute of Public Finance (IIPF)
- International. / European. Media Management Association (IMMA / EMMA)
- Journal of Vocational Education and Training Conference (JVET)
- Marketing Dynamics Conference
- Marketing Science Conference
- Production and Operations Management Society (POMS)
- Informs Annual Meeting

Economics

- American Economic Association
- Econometric Society
- European Economic Association
- Verein für Socialpolitik
- National Bureau of Economic Research
- Royal Economic Society
- Economic Science Association
- Game Theory Society
- Spring Meeting of Young Economists
- Association of Public Economic Theory
- European Association of Labour Economics
- Society for the Advancement of Economic Theory (SAET)

- European Public Choice Society
- European Association of Research in Industrial Economics Annual Conference (EARIE)
- International Industrial Organization Conference Annual Conference (IICO)
- International Association for Applied Econometrics (IAAE)
- Computational Statistics (COMPSTAT)
- International Conference of the ERCIM on Computational and Methodological Statistics (CFE-ERCIM)
- Tagung der Deutschen Statistischen Gesellschaft (DStatG)
- Tagungen des International Statistical Institute (ISI)

Sociology & Socialpsychology

- International Sociological Association
- American Sociological Association
- European Sociological Association
- Deutsche Gesellschaft für Soziologie
- European Survey Research Association
- European Population Conference
- Deutsche Gesellschaft für Psychologie
- European Association for Decision Making
- Human Behavior and Evolution Society
- International Association for Research in Economic Psychology

Politics

- American Political Science Association
- Deutsche Vereinigung für Politikwissenschaft
- European Consortium for Political Research (ECPR) General Conference
- European Union Studies Association (EUSA) Conference
- Joint Sessions European Consortium for Political Research (ECPR)

- European Consortium for Political Research (ECPR) Graduate Student Conference
- Society for the Advancement of Socio-Economics (SASE)
- Council for European Studies (CES)
- International Studies Association Conference
- European Political Science Association (EPSA) Conference

4.5 Publication Record

4.5.1 Journal; peer-reviewed:

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- Achtziger, A., Alós-Ferrer, C., Hügelschäfer S., & Steinhauser, M. 'Higher Incentives Can Impair Performance: Neural Evidence on Reinforcement and Rationality '. In: Social Cognitive and Affective Neuroscience (10, 1477-1483)
- Aghion, P., Howitt, P. and Prantl, S.: 'Patent Rights, Product Market Reforms, and Innovation'. In: Journal of Economic Growth (20(3), 223-262)
- Alonso, S., Cabeza, L, Gómez, B.: 'Parties' electoral strategies in a two-dimensional political space. Evidence from Spain and Great Britain'. In: Party Politics (21(6), 851-865)
- Alós-Ferrer, C., & Granić, DG. 'Political Space Representations with Approval Data'. In: Electoral Studies (39, 56–71)
- Alós-Ferrer, C., & Kern, J.'Repeated Games in Continuous Time as Extensive Form Games'. In: Journal of Mathematical Economics (61, 34–57)
- Alós-Ferrer, C., & Kirchsteiger, G. 'Learning and Market Clearing: Theory and Experiments'. In: Economic Theory (60, 203-241)
- Alós-Ferrer, C., & Netzer, N. 'Robust Stochastic Stability'. In: Economic Theory (58, 31-57)
- Alós-Ferrer, C., & Ritzberger, K. 'On the Characterization of Preference Continuity by Chains of Sets'. In: Economic Theory Bulletin (3, 115-128)
- Alós-Ferrer, C., & Shi, F. 'Choice-induced preference change and the free-choice paradigm: A clarification'. In: Judgement and Decision Making (10, 34-49)
- Alós-Ferrer, C., Hügelschäfer S., & Li J.: 'Self-Control Depletion and Decision Making'. In: Journal of Neuroscience, Psychology, and Economics (8, 203-216)

- Altuntas, M. and Gößmann, G.: 'The Relationship between Home Market Performance and Internationalization Decisions: Evidence from German Insurance Groups'. In: Risk Management and Insurance Review (19, 37-71)
- Altuntas, M., Bernhardt, C. and Rauch, J.: 'Market Segmentation, Performance Differences and Strategic Orientation – The Case of German Reinsurers'. In: Zeitschrift für die gesamte Versicherungswissenschaft (105, 51-67)
- Altuntas, M., Berry-Stölzle, T.R. and Wende, S.: 'Does One Size Fit All? Determinants of Insurer Capital Structure around the Globe'. In: Journal of Banking and Finance (61, 251-271)
- Altuntas, M., Rauch, J. and Wende, S.: 'Strategic Group Performance and Dynamics under Different Economic Conditions'. In: The Geneva Papers on Risk and Insurance (41, 325-347)
- Angerer, S., Glätzle-Rützler, D., Lergetporer, P., Sutter, M.: 'Donations, Risk Attitudes and Time Preferences: A Study on Altruism in Primary School Children.'. In: Journal of Economic Behavior and Organization (115, 67 - 74)
- Angerer, S., Lergetporer, P., Glätzle-Rützler, Sutter, M.: 'How to measure time preferences in children – A comparison of two methods'. In: Journal of the Economic Science Association (1, 158 - 169)
- Balafoutas, L., Beck, A., Kerschbamer, R., Sutter, M.: 'The hidden costs of tax evasion. Collaborative tax evasion in markets for credence goods. '. In: Journal of Public Economics (119, 14 - 25)
- Balafoutas, L., Kerschbamer, R., Sutter, M.: 'Second degree moral hazard in a credence goods market.'. In: Economic Journal (forthcoming,)
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