

Curriculum Vitae

Lorenz Goette

National University of Singapore
Department of Economics
AS2 04-27 1 Arts Link Singapore 117570
Email: ecslfg@nus.edu.sg

Professional Appointments	Acting Head, Department of Economics, National University of Singapore	2022 to 2023
	Professor and Provost's Chair, Department of Economics, National University of Singapore	2018 to present
	Full Professor, Department of Economics, University of Bonn (on leave, 2018 to 2022)	2015 to 2022
	CESifo Research Network Fellow	2016 to present
	Visiting Professor, Department of Economics, National University of Singapore	2016, 2017
	Director of the Doctoral Program in Behavioral Economics and Experimental Research of the Conférence des universités de la suisse occidentale	2013 - 2015
	Department chair, Département d'économétrie et économie politique, Université de Lausanne	2011 - 2014
	Full Professor, Département d'économétrie et économie politique, Université de Lausanne (on leave, 2015 - 2017)	2009 - 2017
	Full Professor, Département d'économie politique, Université de Genève	2009
	Visiting Assistant Professor, Department of Economics, Massachusetts Institute of Technology	2009
	Senior Economist, Federal Reserve Bank of Boston, Center for Behavioral Economics and Decision Making	2006 - 2008
	Research Fellow, Centre for Economic Policy Research, London	2005 to present
	Research Fellow, Institute for the Study of Labor, Bonn	2004 to present
	Assistant Professor (Oberassistent), Institute for Empirical Research in Economics, University of Zurich.	2003 - 2006
Research Fellow at the University of California, Berkeley Fellowship awarded by the Swiss National Science Foundation (Sponsors: Prof. George Akerlof, Prof. Matthew Rabin)	2001 - 2003	
Education	Completion of graduate studies: Doctorate in Economics, summa cum laude, University of Zurich Primary Fields: Labor Economics and Behavioral Economics (Prof. Ernst Fehr) Secondary Field: Macroeconomics (Prof. Robert G. King, Boston University)	July 2001

Grants

German Science Foundation: Understanding Motivations to Donate Blood: Incentives and Reputation. , three-year project 2018 – 2021.

German Science Foundation: CRC 224, subproject “Policies for Sustainability”, (Co-PI with Ulrich Wagner). , four-year project 2018 – 2021.

Swiss National Science Foundation: The role of social information, incentives, and habits in household electricity consumption Three year grant as part of the NFP 71, 2014 – 2017.

Swiss National Science Foundation: (Co-PI with Carmen Sandi) Stress and social economic decision-making: The impact of stress on confidence and other-regarding behavior, Three-year grant 2013 – 2016.

Swiss National Science Foundation: Understanding Motivations to Donate Blood: Habits, Image and Social Networks. Three-year grant 2012 – 2015.

Swiss National Science Foundation: (co-PI with Alessandro Villa) NeurEcA: Does working memory training affect decision making? A neuroeconomic study of ADHD adults and healthy controls. Three-year grant 2012 – 2015.

Swiss National Science Foundation: Active Cognition and Organ Donation. Three-year grant 2012 – 2015.

Swiss National Science Foundation: Outcome-Based or Reference-Dependent Valuation? Understanding the Psychological Mechanisms of Valuation. Three-year grant 2012 – 2015.

Swiss Federal Office of Energy: (co-PI with Rafael Lalive). The role of information in electricity consumption, Three-year grant 2011 – 2014.

Swiss National Science Foundation: Cognitive Abilities and Economic Preferences. 2009 – 2011.

MacArthur Foundation: Velo-Productivity: Team Production Experiments with Bicycle Messengers (with Steve Burks and Jeff Carpenter).

Russell Sage Foundation, Small Grants in Behavioral Economics: Loss Aversion and Labor Supply.

Swiss National Science Foundation, European Wages and Employment under Low Inflation, European Science Foundation Research Consortium with Per Lundborg, Hans Sacklén, Ernst Fehr, and Steinar Holden.

Summer Scholar, Center for Advanced Study in the Behavioral Sciences, Stanford, July – August 2004

Editorial Boards

Chief Specialty Editor for Behavioral Public Policy,
Frontiers in Behavioral Economics
Associate Editor, *Management Science*

2022 - present
2012 – 2018

Teaching (since 2009)

Psychology and Economics (undergraduate), University of Geneva, Spring 2009.

University of Bonn, Fall 2016, Fall 2017, Fall 2018, Fall 2019.

Statistique et économétrie 1 (2nd year Bachelor), HEC Université de Lausanne, Fall 2009, Fall 2010, Fall 2011, Fall 2012, Fall 2014.

Analyse économique: microéconomie (2nd year Bachelor), HEC Université de Lausanne, Spring 2010, Spring 2011, Spring 2012, Spring 2013, Spring 2014.

Behavioral finance (2nd year Masters in Economics, Masters in Finance), HEC Université de Lausanne, Fall 2010, Fall 2011, Fall 2012.

“Field experiments in economics” (Ph.D.-level), BEER Doctoral Program 2013, University of Bern 2012, University of Zurich 2013.

Evidence-Based Management (3rd year Bachelor), University of Bonn, Spring 2015, Spring 2016.

Econometrics (2nd year Bachelor), University of Bonn, Fall 2015, Fall 2016, Fall 2017, Fall 2018, Fall 2019.

Refereeing

American Economic Review, B.E. Journal of Macroeconomics, Current Biology, Econometrica, Economic Inquiry, Economic Journal, Empirical Economics, European Journal of Social Psychology, European Economic Review, Finanzarchiv, Games and Economic Behavior, International Journal of the Economics of Business, Journal of Behavioral Decision Making, Journal of Labor Economics, Journal of Environmental Economics and Management, Journal of the European Economic Association, Journal of Monetary Economics, Journal of Population Economics, Journal of Economic Behavior and Organisation, Journal of Politics, Labour Economics, Management Science, Public Choice, Review of Economics and Statistics, Review of Economic Studies, Science, Swiss Journal of Economics and Statistics, Scandinavian Journal of Economics.

Publications in refereed journals

Citations (March 2023): 3,072 in Scopus. 11,090 in Google Scholar (4,856 in the last five years)

1. Ximeng Fang, Timo Freyer, Chui-Yee Ho, Zihua Chen, and Lorenz Goette. Prosociality predicts individual behavior and collective outcomes in the covid-19 pandemic. *Social Science & Medicine*, 308:115192, 2022
2. Patrick Arni, Davide Dragone, Lorenz Goette, and Nicolas Ziebarth. Biased health perceptions and risky health behaviors: Theory and evidence. *Journal of Health Economics*, 76:102425, March 2021
3. Lorenz Goette and Egon Tripodi. Social influence in prosocial behavior: Evidence from a large-scale experiment. *Journal of the European Economic Association*, 19(4):2373 – 2398, 2021
4. Justin Buffat, Lorenz Goette, and Simona Grassi. Thinking about and deciding to be an organ donor: An experimental analysis. *Social Science & Medicine*, 265:113504, 2020
5. Marcel Bruelisauer, Lorenz Goette, Zhengyi Jiang, Jan Schmitz, and Renate Schubert. The impact of behavior-specific feedback on energy use: evidence from a field experiment in student residences. *Energy Policy*, 145:111742, October 2020
6. Lorenz Goette and Egon Tripodi. Does positive feedback of social impact motivate prosocial behavior? a field experiment with blood donors. *Journal of Economic Behavior & Organization*, 175:1–8, 2020
7. Lorenz Goette and Alois Stutzer. Blood donations and incentives: Evidence from a field experiment. *Journal of Economic Behavior and Organization*, 170:52–74, 2020

8. Adrian Bruhin, Lorenz Goette, Simon Haenni, and Lingqing Jiang. Spillovers of prosocial motivation: Evidence from an intervention study on blood donors. *Journal of Health Economics*, 70:102244, 2020
9. Annette Cerulli-Harms, Lorenz Goette, and Charles Sprenger. Randomizing endowments: an experimental study of rational expectations and reference-dependent preferences. *American Economic Journal: Microeconomics*, 11(1):185–207, 2019
10. Adrian Bruhin, Lorenz Goette, Simon Haenni, Lingqing Jiang, Alexander Markovic, Adrian Roethlisberger, Regula Buchli, and Beat M Frey. The sting of rejection: Deferring blood donors due to low hemoglobin values reduces future returns. *Transfusion Medicine and Hemotherapy*, pages 1–10, 2019
11. Mark A Andor, Andreas Gerster, and Lorenz Goette. How effective is the european union energy label? evidence from a real-stakes experiment. *Environmental Research Letters*, 14(4):044001, 2019
12. Lorenz Goette, Ching Leong, and Neng Qian. Motivating household water conservation: A field experiment in singapore. *PLOS ONE*, 14(3):1–15, 03 2019
13. Verena Tiefenbeck, Lorenz Goette, Kathrin Degen, Vojkan Tasic, Elgar Fleisch, Rafael Lalive, and Thorsten Staake. Overcoming salience bias: how real-time feedback fosters resource conservation. *Management Science*, 64(3):1458–1476, 2018
14. Uri Gneezy, Lorenz Goette, Charles Sprenger, and Florian Zimmermann. The limits of expectations-based reference dependence. *Journal of the European Economic Association*, 15(4):861–876, 2017
15. Adrian Bruhin, Lorenz Goette, Adrian Roethlisberger, Alexander Markovic, Regula Buchli, and Beat M Frey. Call of duty: the effects of phone calls on blood donor motivation. *Transfusion*, 55(11):2645–2652, 2015
16. Lorenz Goette, Samuel Bendahan, John Thoresen, Fiona Hollis, and Carmen Sandi. Stress pulls us apart: Anxiety leads to differences in competitive confidence under stress. *Psychoneuroendocrinology*, 54:115–123, 2015
17. Alain Cohn, Ernst Fehr, and Lorenz Goette. Fair wages and effort provision: Combining evidence from a choice experiment and a field experiment. *Management Science*, 61(8):1777–1794, 2015
18. Kristopher Gerardi, Lorenz Goette, and Stephan Meier. Numerical ability predicts mortgage default. *Proceedings of the National Academy of Sciences*, 110(28):11267–11271, 2013
19. Stephen V Burks, Jeffrey P Carpenter, Lorenz Goette, and Aldo Rustichini. Overconfidence and social signalling. *The Review of Economic Studies*, 80(3):949–983, 2013
20. Lorenz Goette, David Huffman, Stephan Meier, and Matthias Sutter. Competition between organizational groups: Its impact on altruistic and antisocial motivations. *Management science*, 58(5):948–960, 2012
21. Thomas Baumgartner, Lorenz Götte, Rahel Gügler, and Ernst Fehr. The mentalizing network orchestrates the impact of parochial altruism on social norm enforcement. *Human Brain Mapping*, 33(6):1452–1469, 2012
22. Stephen V. Burks, Jeffrey Carpenter, Lorenz Goette, and Aldo Rustichini. Which measures of time preference best predict outcomes: Evidence from a large-scale field experiment. *Journal of Economic Behavior & Organization*, 84(1):308–320, 2012
23. Jon C Anderson, Stephen V Burks, Jeffrey P Carpenter, Lorenz Goette, Karsten Maurer, Daniele Nosenzo, Ruth Potter, Kim Rocha, and Aldo Rustichini. Self selection does not increase other-regarding preferences among adult laboratory subjects, but student subjects may be more self-regarding than adults. *Experimental Economics*, 16(2):170–189, 2013
24. Lorenz Goette and Stephan Meier. Can integration tame conflicts? *Science*, 334(6061), 1356–1357, 2011

25. Alois Stutzer, Lorenz Goette, and Michael Zehnder. Active decisions and prosocial behaviour: A field experiment on blood donation. *The Economic Journal*, 121(November):F476–F493, 2011
26. Lorenz Goette, David Huffman, and Stephan Meier. The impact of social ties on group interactions: Evidence from minimal groups and randomly assigned real groups. *American Economic Journal: Microeconomics*, 4(1):101–115, 2012
27. Johannes Abeler, Armin Falk, Lorenz Goette, and David Huffman. Reference Points and Effort Provision. *American Economic Review*, 101(2):1–25, 2011
28. Lorenz Goette and Alois Stutzer. Blood donor motivation: what is ethical? what works? *Vox Sanguinis*, 99(1):65–69, 2010
29. Lorenz Goette, Alois Stutzer, and Beat M Frey. Blood donations and pro-social motivations: a survey of the empirical literature. *Transfusion Medicine and Hemotherapy*, 37(3):149– 154, 2010
30. Daniel Halbheer, Ernst Fehr, Lorenz Goette, and Armin Schmutzler. Self-reinforcing market dominance. *Games and Economic Behavior*, 67(2):481 – 502, 2009
31. Ernst Fehr, Lorenz Goette, and Christian Zehnder. A behavioral account of the labor market: The role of fairness concerns. *Annual Review of Economics*, 1(1):355–384, 2009
32. Stephen V. Burks, Jeffrey P. Carpenter, Lorenz Goette, and Aldo Rustichini. Cognitive skills affect economic preferences, strategic behavior, and job attachment. *Proceedings of the National Academy of Sciences*, 106(19):7745–7750, May 2009
33. Lorenz Goette, Alois Stutzer, Gürcan Yavuzcan, and Beat M Frey. Free cholesterol testing as a motivation device in blood donations: evidence from field experiments. *Transfusion*, 49(3):524–531, 2009
34. Christopher L Foote, Kristopher Gerardi, Lorenz Goette, and Paul S Willen. Just the facts: An initial analysis of subprime's role in the housing crisis. *Journal of Housing Economics*, 17(4):291–305, 2008
35. Stephen Burks, Jeffrey Carpenter, and Lorenz Goette. Performance pay and worker cooperation: Evidence from an artefactual field experiment. *Journal of Economic Behavior & Organization*, 70(3):458–469, 2009
36. Lorenz Goette and David Huffman. Affect and the motivational foundations of social capital. *Review of General Psychology*, 11(2):142–154, 2007
37. Thomas Bauer, Holger Bonin, Lorenz Goette, and Uwe Sunde. Real and nominal wage rigidities and the rate of inflation: Evidence from west german micro data. *The Economic Journal*, 117(524):F508–F529, 2007
38. Lorenz Goette, Uwe Sunde, and Thomas Bauer. Wage rigidity: measurement, causes and consequences. *Economic Journal*, 117(524):499, 2007
39. Ernst Fehr and Lorenz Goette. Do workers work more if wages are high? evidence from a randomized field experiment. *American Economic Review*, 97(1):298–317, 2007
40. William T Dickens, Lorenz Goette, Erica L Groshen, Steinar Holden, Julian Messina, Mark E Schweitzer, Jarkko Turunen, and Melanie E Ward. How Wages Change: Micro Evidence from the International Wage Flexibility Project. *The Journal of Economic Perspectives*, 21(2):195–214, 2007
41. Lorenz Goette, David Huffman, and Stephan Meier. The impact of group membership on cooperation and norm enforcement: Evidence using random assignment to real social groups. *The American Economic Review*, 96(2):212 – 216, 2006
42. Ernst Fehr and Lorenz Goette. Robustness and real consequences of nominal wage rigidity. *Journal of Monetary Economics*, 52(4):779–804, 2005
43. Lorenz Goette, David Huffman, and Ernst Fehr. Loss aversion and labor supply. *Journal of the European Economic Association*, 2(2-3):216–228, 2004

44. Marcel Kucher and Lorenz Goette. Trust me. an empirical analysis of taxpayer honesty. *FinanzArchiv/Public Finance Analysis*, pages 429–444, 1998
45. Lorenz Goette and Bruno S Frey. Does the popular vote undermine civil rights? comment. *American Journal of Political Science*, 42(4), 1998

Book Chapters

1. Lorenz Goette. Reference points and effort. In Klaus Zimmermann and Marie Claire Villeval, editors, *Handbook of Labor, Human Resources and Population Economics*. Springer Berlin / Heidelberg, 2023
2. Christopher Foote, Kristopher Gerardi, Lorenz Goette, and Paul Willen. Reducing foreclosures: No easy answers. *NBER Macroeconomics Annual*, 24(1):89–138, 2010
3. Lorenz Goette and David Huffman. Do Emotions Lead to Better Labor Market Outcomes? In Kathleen Vohs, Roy Baumeister, and George Loewenstein, editors, *Do Emotions Lead to Better or Worse Decisions?* Russell Sage, 2007
4. Lorenz Goette and David Huffman. Affect, Incentives and Motivation: Evidence from Natural Experiments with Bicycle Messengers. In Kathleen Vohs, Roy Baumeister, and George Loewenstein, editors, *Do Emotions Lead to Better or Worse Decisions?* Russell Sage, 2007
5. Stephen V Burks, Jeffrey Carpenter, Lorenz Goette, Kristen Monaco, Kay Porter, and Aldo Rustichini. Using behavioral economic field experiments at a firm: the context and design of the truckers and turnover project. In *The analysis of firms and employees: quantitative and qualitative approaches*, pages 45–106. University of Chicago Press, 2008
6. Lorenz Goette and Armin Schmutzler. Merger policy: what can we learn from experiments. *Experiments and Competition Policy*, pages 185–216, 2009

Working Papers

1. Lorenz Goette and Egon Tripodi. Who wants social recognition? experimental evidence from blood donors. Working paper, National University of Singapore, 2021
2. Adrian Bruhin, Lorenz Goette, Simon Haenni, and Lingqing Jiang. Motivational spillovers in social networks. Working paper, National University of Singapore, 2021
3. Adrian Bruhin, Lorenz Goette, Simon Haenni, and Lingqing Jiang. Oops! i did it again: Understanding mechanisms of persistence in prosocial behavior. Working paper, National University of Singapore, 2020
4. Ximeng Fang, Lorenz Goette, Bettina Rockenbach, Matthias Sutter, Verena Tiefenbeck, Samuel Schoeb, Thorsten Staake, et al. Complementarities in behavioral interventions: Evidence from a field experiment on energy conservation. Working paper, University of Bonn, 2020
5. Andreas Gerster, Mark Andor, and Lorenz Goette. Disaggregated consumption feedback and energy conservation – evidence from a randomized controlled trial. Working paper, National University of Singapore, 2018
6. Sumit Agarwal, Ximeng Fang, Lorenz Goette, Tien Foo Sing, Thorsten Staake, Verena Tiefenbeck, and Davin Wang. The role of goals and real-time feedback in resource conservation: Evidence from a large-scale field experiment. Technical report, National University of Singapore, 2018
7. David Byrne, Lorenz Goette, Leslie Martin, Samuel Schoeb, Verena Tiefenbeck, and Thorsten Staake. The behavioral mechanisms of habit formation: evidence from a field experiment. Technical report, University of Melbourne, 2020
8. Lorenz Goette and Valentin Stumpe. The welfare effects of smart metering feedback: evidence from a large-scale field experiment. Working paper, University of Bonn, 2020
9. Lorenz Goette, Huan-Jing Han, and Zhi Hao Lim. Changing the goal posts: evidence from a field experiment on resource conservation. Working paper, National University of Singapore, 2020

10. Verena Tiefenbeck, Thorsten Staake, Lorenz Goette, Samuel Schoeb, and Elgar Fleisch. Feedback, fast and slow – a field study on live feedback for resource conservation. Working paper, University of Bonn, 2019