

## Curriculum Vitae

### Lorenz Goette

#### Contact

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

#### Professional Appointments

2018 to present	Professor and Provost's Chair, Department of Economics, National University of Singapore
2015 to present	Full Professor, Department of Economics, University of Bonn
2016 to present	CESifo Research Network Fellow
2016, 2017	Visiting Professor, Department of Economics, National University of Singapore.
2013 to 2015	Director of the Doctoral Program in Behavioral Economics and Experimental Research of the Conférence des universités de la suisse occidentale.
2011 to 2014	Department chair, Département d'économétrie et économie politique, Université de Lausanne.
2009 to 2016	Full Professor, Département d'économétrie et économie politique, Université de Lausanne (on leave, 2015 to present).
2009	Full Professor, Département d'économie politique, Université de Genève.
2007 - 2008	Visiting Assistant Professor, Department of Economics, Massachusetts Institute of Technology.
2006 - 2008	Senior Economist, Federal Reserve Bank of Boston, Center for Behavioral Economics and Decision Making.
2005 to present	Research Fellow, Centre for Economic Policy Research, London.
2004 to present	Research Fellow, Institute for the Study of Labor, Bonn.
2003 - 2006	Assistant Professor (Oberassistent), Institute for Empirical Research in Economics, University of Zurich.
2001 - 2003	Research Fellow at the University of California, Berkeley. Fellowship awarded by the <i>Swiss National Science Foundation</i> (Sponsors: Prof. George Akerlof, Prof. Matthew Rabin).

#### Education

July 2001                      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)

December 1997 M.A. in Economics, with primary field in Econometrics; *Magna Cum Laude*, University of Zurich.

## Grants

**German Science Foundation:** Understanding Motivations to Donate Blood: Incentives and Reputation. EUR 271,000, three-year project 2018 – 2021.

**Swiss National Science Foundation:** The role of social information, incentives, and habits in household electricity consumption CHF 198,825. 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 CHF 395,383. Three-year grant 2013 – 2016.

**Swiss National Science Foundation:** Understanding Motivations to Donate Blood: Habits, Image and Social Networks. CHF 388,000. 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. CHF 500,000. Three-year grant 2012 – 2015.

**Swiss National Science Foundation:** Active Cognition and Organ Donation. CHF 380,000. Three-year grant 2012 – 2015.

**Swiss National Science Foundation:** Outcome-Based or Reference-Dependent Valuation? Understanding the Psychological Mechanisms of Valuation. CHF 550,000. Three-year grant 2012 – 2015.

**Swiss Federal Office of Energy:** (co-PI with Rafael Lalive). The role of information in electricity consumption, CHF 234,000. Three-year grant 2011 – 2014.

**Swiss National Science Foundation:** Cognitive Abilities and Economic Preferences. CHF 234,000. Two-year grant. 2009 – 2011.

**MacArthur Foundation:** Velo-Productivity: Team Production Experiments with Bicycle Messengers (with Steve Burks and Jeff Carpenter). USD 25,000.

**Russell Sage Foundation,** Small Grants in Behavioral Economics: Loss Aversion and Labor Supply. USD 3,500.

**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. CHF 21,000.

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

## Editorial Boards

Associate Editor, *Management Science*, 2012 – 2018.

## 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.*

### **Teaching (since 2009)**

Psychology and Economics (undergraduate), *University of Geneva*, Spring 2009.  
*University of Bonn*, Fall 2016, Fall 2017.

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

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

Behavioral finance (2<sup>nd</sup> 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 (3<sup>rd</sup> year Bachelor), *University of Bonn*, Spring 2015, Spring 2016.

Econometrics (2<sup>nd</sup> year Bachelor), *University of Bonn*, Fall 2015, Fall 2016, Fall 2017,

### **Publications in refereed journals**

Citations: 1248 in Web of Science. 6073 in google scholar (3576 in the last five years)

Randomizing endowments: is the reference point driven by expectations? (with Annette Harms and Charlie Sprenger) forthcoming in *American Economic Journal: Microeconomics*

Overcoming Saliency Bias?: how real-time information fosters resource conservation (with Kathrin Degen, Rafael Lalive, Verena Tiefenbeck and Thorsten Staake), *Management Science* 64(3), March 2018, pp. 1458 – 1476.

The Limits of Expectations-Based Reference Dependence (with Uri Gneezy, Charles Sprenger and Florian Zimmermann), *Journal of the European Economic Association*, 15(4), 2017, pp. 861-876.

Call of Duty: the effect of phone calls on blood donor motivation (with Adrian Bruhin, Beat Frey, Adrian Roethlisberger, Alexander Markovic and Regula Buchli), *Transfusion* (55), November 2015, pp. 2645 – 2652.

Stress pulls us apart: Anxiety leads to differences in competitive confidence under stress (with Samuel Bendahan, Carmen Sandi, Fiona Hollis and John Thoresen), *Psychoneuroendocrinology* (54), 2015, pp. 115 - 123.

Fair Wages and Effort Provision: Combining Evidence from a Choice Experiment and a Field Experiment (with Alain Cohn and Ernst Fehr), *Management Science* 61(8), 2015 pp. 1777 - 1794.

Numerical Ability predicts Mortgage Default. (with Kris Gerardi and Stephan Meier), *Proceedings of the National Academy of Sciences*, 110 (28), 2013, pp. 11267-11271.

Overconfidence and Social Signaling (with Steve Burks, Jeffrey Carpenter, and Aldo Rustichini), *Review of Economic Studies* 80 (3), 2013, pp. 949-983

Group Membership, Competition between organizational groups: it's implications on altruistic and anti-social motivations (with David Huffman, Stephan Meier and Matthias Sutter), *Management Science* 58(5), 2012, pp. 948 - 960.

The mentalizing network orchestrates the impact of parochial altruism on social norm enforcement (with Thomas Baumgartner, Rahel Gügler and Ernst Fehr), *Human Brain Mapping*, 33(6), 2012, pp. 1452-1469.

Which Measures of Time Preference Best Predict Outcomes? Evidence from a Large-Scale Field Experiment? (with Steven V. Burks, Jeffrey Carpenter and Aldo Rustichini) *Journal of Economic Behavior and Organization* 84(1), 2011, pp. 308 - 312.

Self Selection Does Not Increase Other-Regarding Preferences among Adult Laboratory Subjects, but Student Subjects May Be More Self-Regarding than Adults (with Jon Anderson, Stephen V. Burks, Jeffrey P. Carpenter, Karsten Maurer, Daniele Nosenzo, Ruth Potter, Kim Rocha, Aldo Rustichini) *Experimental Economics* 16(2), 2013, pp. 170-189.

Does Integration tame Conflicts? (with Stephan Meier), *Science* 334 (6061), 2011, pp. 1356 - 1357.

Active Decisions and Pro-Social Preferences: Evidence from a Field Experiment on Blood Donations (with Alois Stutzer and Michael Zehnder), *The Economic Journal*, 121(556), 2011, pp. F476-F493.

The Impact of Social Ties on Group Interactions: Evidence from Minimal Groups and Randomly Assigned Real Groups (with David Huffman and Stephan Meier), *American Economic Journal: Microeconomics*, 58, 2011, pp. 948-960.

Reference Points and Effort Provision (with Johannes Abeler, Armin Falk, and David Huffman), *American Economic Review* 101(2), 2011, pp. 470 - 492.

Blood Donor Motivation: What is ethical? What works? (with Alois Stutzer), *Vox Sanguinis* 99(1), 2010, pp. 65 - 69.

Blood Donations and Pro-Social Motivation: a Survey of the Empirical Literature (with Alois Stutzer and Beat Frey), *Transfusion Medicine and Hemotherapy* 37(3), 2010, pp. 149 – 154.

Self-Reinforcing Market Dominance (with Ernst Fehr, Daniel Halbheer, and Armin Schmutzler), *Games and Economic Behavior* 67(2), 2009, 481 - 502.

A Behavioral Account of the Labor Market: The Role of Fairness Concerns (with Ernst Fehr and Christian Zehnder), *Annual Review of Economics* 1, 2009, pp. 355 - 384.

Cognitive skills affect economic preferences, strategic behavior, and job attachment. (with Stephen Burks, Jeffrey Carpenter and Aldo Rustichini) *Proceedings of the National Academy of Sciences* 106(19), 2009, pp. 7745-7750.

Free Cholesterol Tests as a Motivation Device in Blood Donations: Evidence from Field Experiments (with Beat Frey, Alois Stutzer, and Gürcan Yavuzcan), *Transfusion* 49(3), March 2009, pp. 524 - 531.

Just the Facts: An Initial Analysis of Subprime's Role in the Housing Crisis, (with Chris Foote, Kristopher Gerardi, and Paul Willen), *Journal of Housing Economics* 17(4), 2009, pp. 291-305.

Velo-Productivity: Team Production Experiments with Bicycle Messengers (with Stephen Burks and Jeffrey Carpenter). *Journal of Economic Behavior and Organization*, 70(3), pp. 459-469 2009.

Affect and the Motivational Foundations of Social Capital (with David Huffman), *Review of General Psychology*, 11(1) 2008, pp. 142-154.

Real and Nominal Rigidities and the Rate of Inflation: Evidence from West German Micro Data. (with Thomas Bauer, Holger Bonin, and Uwe Sunde), *Economic Journal* 117(524) 2007, pp. F508 – 529.

Wage Rigidity: Measurement, Causes and Consequences (with Thomas Bauer and Uwe Sunde), *Economic Journal* 117(524) 2007, pp. F499 – 507.

Do Workers Work more when Wages are High? Evidence from a Randomized Field Experiment, *American Economic Review* 97(1) 2007, pp. 298 - 317. (with Ernst Fehr)

How Wages Change: Micro Evidence from the International Wage Flexibility Project (with William Dickens, Erica Groshen, Steinar Holden, Julian Messina, Mark Schweitzer, Jarkko Turunen and Melanie Ward-Warmedinger), *Journal of Economic Perspectives*, 21(2), 2007, pp. 195 - 214.

The Impact of Group Membership on Cooperation and Norm Enforcement: Evidence from Random Assignment to Real Social Groups. (with David Huffman and Stephan Meier), *American Economic Review, Papers and Proceedings* 96(2) 2006, pp. 212 - 216.

The Robustness and Real Consequences of Downward Nominal Wage Rigidity, *Journal of Monetary Economics* 52 2005, pp. 779 - 804. (with Ernst Fehr)

Loss Aversion and Labor Supply, *Journal of the European Economic Association* 2(2) 2004, pp. 216 – 228. (with David Huffman and Ernst Fehr)

Trust me: An empirical analysis of taxpayer honesty, *Finanzarchiv* 55(3) 1998, S. 429 – 444. (with Marcel Kucher)

Does the popular vote undermine civil rights? Comment, *American Journal of Political Science* 42(4) 1998, S. 1343 – 1348. (with Bruno S. Frey)

### **Book Chapters**

“Reducing Foreclosures: No easy answers” in Acemoglu, Daron, Rogoff, Kenneth, and Woodford, Michael (eds.), *NBER Macroeconomics Annual*, 2009, vol. 24.

Do Emotions Lead to Better Labor Market Outcomes? in: Vohs, Kathleen, Baumeister, Roy and George Loewenstein (eds.), *Do Emotions Lead to Better or Worse Decisions?*, 2007, Russell Sage. (with David Huffman).

Affect, Incentives and Motivation: Evidence from Natural Experiments with Bicycle Messengers. in: Vohs, Kathleen, Baumeister, Roy and George Loewenstein (eds.), *Do Emotions Lead to Better or Worse Decisions?*, 2007, Russell Sage. (with David Huffman).

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*, Stefan Bender, Julia Lane, Kathryn Shaw, Fredrik Andersson, and Till Von Wachter (editors), NBER, University of Chicago Press. (with Stephen V. Burks, Jeffrey Carpenter, Kristen Monaco, Aldo Rustichini, and Kay Porter).

“Merger Policy: What can we learn from experiments?”, forthcoming in: J. Hinloopen and H. Normann (eds.): “Experiments for Antitrust Policy”, Cambridge University Press 2009 (with Armin Schmutzler)

### **Working Papers**

Spillovers of Prosocial Motivation: Evidence from an Intervention Study on Blood Donors (with Adrian Bruhin, Simon Haenni and Lingqing Jiang).

Reference-dependent preferences and effort: evidence from a field experiment (with Ernst Fehr)

The Role of Information for Electricity Conservation: Evidence from a Large-Scale Field Experiment on its psychological mechanisms (With Kathrin Degen and Rafael Lalive)

The role of psychological pressure and behavioral control in resource conservation: evidence from a large-scale field experiment (with Verena Tiefenbeck, Thorsten Staake, and Elgar Fleisch)

Social networks and prosocial behavior: the role of social and geographic ties (with Adrian Bruhin, Simon Haenni and Lingqing Jiang).

Goals as Reference Points in Resource Conservation: Evidence from a Field Experiment in Singapore (with Sumit Agarwal, Tien Foo Sing, Verena Tiefenbeck and Thorsten Staake).

Habit formation in prosocial behavior: evidence from a long-run experiment on blood donations (with Adrian Bruhin).