

## *Curriculum Vitae*

**Prof. Dr. Andreas Roider**

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### **Address**

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Department of Economics  
University of Regensburg  
93040 Regensburg, Germany  
Phone: +49 (0) 941 9432701  
Fax: +49 (0) 941 9432734  
Email: andreas.roider@ur.de

### **Personal Information**

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Born August 21, 1971; German Citizen; Married, Three Children

### **Research Interests**

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Organizational Economics, Behavioral Economics, Experimental Economics

### **Education and Appointments**

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- 2012- University of Regensburg, Full Professor; Department of Economics
- 2008-2012 University of Heidelberg, Full Professor; Department of Economics
- 2007 Ludwig-Maximilians-University Munich, Visiting Full Professor; Department of Economics (Summer Term)
- 2003-2008 University of Bonn, Assistant Professor (Wissenschaftlicher Mitarbeiter);  
Wirtschaftspolitische Abteilung
- 2000-2003 University of Bonn, Wissenschaftlicher Assistent, Wirtschaftspolitische Abteilung  
University of Bonn, European Doctoral Program; Ph.D. in Economics (Dr.rer.pol.),  
June 2003; Title of the Thesis: "Incentive Provision in and between Firms: The  
Boundaries of the Firm, Long-Term Contracts, and Delegation";  
Supervisor: Urs Schweizer; Committee: Georg Nöldeke, Matthias Kräkel
- 1999-2000 London School of Economics, Advanced Year of the European Doctoral Program  
in Quantitative Economics
- 1998-1999 University of Bonn, Preliminary Year of the European Doctoral Program in  
Quantitative Economics
- 1996-1998 University of Bonn, Economics Program; MSc in Economics (Diplom-Volkswirt);  
September 1998
- 1995-1996 University of Texas at Austin, Economics Program; Two Semester Reciprocal  
Exchange Program

- 1993-1995 University of Tübingen, Undergraduate Program (International Economics); Bachelor of Arts (Vordiplom), July 1995
- 1990-1992 Berufsoberschule Wirtschaft Regensburg, Abitur
- 1983-1987 Maristen-Realschule Cham, Mittlere Reife

### **Research Visits**

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- 2017 University of California at Berkeley, Haas School of Business, Four Weeks
- 2015 University of California at Los Angeles, Law School, Two Weeks
- 2014 University of Texas at Austin, Department of Economics, Two Weeks
- 2013 Northwestern University, Kellogg School of Management, Two Weeks
- 2012 Universities of Adelaide, Melbourne, and New South Wales, Four Weeks
- 2011 New York University, Stern School of Business, Two Weeks
- 2004-2005 Stanford University, Stanford Graduate School of Business, One Year

### **Professional Experience**

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- 1992-1993 Krankenhaus St. Josef, Regensburg; Civil Service
- 1987-1990 Sparkasse Cham, Apprenticeship as a Bank Clerk

### **Affiliations, Grants, Awards, Scholarships**

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- 2013-2021 Federal State of Bavaria, International Graduate Program “Evidence-Based Economics”, One of Eight Co-Applicants, Since 2015: Member of the Scientific Board
- 2014-2015 Fritz Thyssen Foundation, Research Grant for a Project on „The Protection of Whistle-Blowers in Organizations: An Economic Analysis“ (joint with Gerd Mühlheusser)
- 2016- Ausschuss für Organisationsökonomik, Verein für Socialpolitik / German Economic Association
- 2012- Ausschuss für Unternehmenstheorie und -politik, Verein für Socialpolitik / German Economic Association
- 2009- CESifo Institute, Research Fellow
- 2009- Industrieökonomischer Ausschuss, Verein für Socialpolitik / German Economic Association
- 2007-2011 “Junges Kolleg” of the North Rhine-Westphalia Academy of Sciences, 2007-2008: Full Member and Research Grant, 2008-2011: Associate Member
- 2004-2005 German Research Foundation (DFG), Research Fellowship and Travel Grant for Studies Abroad
- 2005- Centre for Economic Policy Research (CEPR), 2005-2012: Research Affiliate, 2012-: Research Fellow
- 2004- Institute for the Study of Labor (IZA), Research Fellow

- 2004-2008 German Research Foundation (DFG), Sonderforschungsbereich/Transregio 15  
“Governance and the Efficiency of Economic Systems”, Member
- 2003 German Finance Association (DGF) Meetings, Outstanding Paper Award
- 1999-2000 German Academic Exchange Foundation (DAAD), Scholarship for Studies Abroad
- 1998-1999 German Research Foundation (DFG), Doctoral Scholarship
- 1993-1998 Federal State of Bavaria, Student Fellowship
- 1990 Industrie- und Handelskammer (IHK), Regensburg, Best Examination Award

### **Presentations at Conferences and in Seminars**

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- 2017 Italian Law and Economics Conference, Rome  
Verein für Socialpolitik, Vienna  
University of St. Gallen, Research Seminar  
University of Portsmouth, Research Seminar
- 2016 University of Passau, Research Seminar  
University of Innsbruck, Research Seminar
- 2015 University of Aarhus, Research Seminar,  
University of Konstanz, Research Seminar  
WHU, Research Seminar  
Colloquium on Personnel Economics (COPE), Vienna  
Colloquium in Honor of Urs Schweizer, Bonn
- 2014 European Summer Symposium in Economic Theory, Gerzensee  
NBER Organizational Economics Working Group, Cambridge (participant)
- 2013 Bavarian Micro Day, Nuremberg  
University of Hamburg, Research Seminar  
Institute for Employment Research (IAB), Research Seminar
- 2012 European School of Management and Technology, Berlin, Research Seminar  
University of Luzern, Research Seminar  
University of Berne, Research Seminar  
European Summer Symposium in Economic Theory, Gerzensee (participant)  
Ausschuss für Unternehmenstheorie und -politik, Verein für Socialpolitik, Bendorf  
University of Sydney, Research Seminar  
University of New South Wales, Research Seminar  
University of Melbourne, Research Seminar  
University of Adelaide, Research Seminar
- 2011 New York University, Stern School of Business  
European Business School, Research Seminar  
Econometric Society North American Summer Meeting, St. Louis  
International Industrial Organization Conference, Boston
- 2010 Verein für Socialpolitik, Kiel  
Econometric Society, World Congress, Shanghai  
European Summer Symposium in Economic Theory, Gerzensee (participant)  
University of Dortmund, Research Seminar
- 2009 Industrieökonomischer Ausschuss, Verein für Socialpolitik, Bonn

- 2008 Tiber Symposium on Psychology and Economics, Tilburg  
University of Vienna, Department of Economics
- 2007 Econometric Society European Meeting, Budapest  
European Economic Association Meeting, Budapest  
Verein für Socialpolitik, Munich  
University of Munich, Department of Economics, Theory Workshop  
International Industrial Organization Conference, Savannah  
Personalökonomisches Kolloquium, Tübingen  
Conference on Reciprocity: Theories and Facts, Mailand
- 2006 University of Bielefeld, Research Seminar  
University of Hamburg, Research Seminar  
SFB/TR15-Conference on Corporate Governance, Frauenwörth
- 2005 Wissenschaftszentrum (WZB), Berlin  
European Economic Association Meeting, Amsterdam  
Verein für Socialpolitik, Bonn  
EARIE Conference, Porto  
Workshop on Informational Herding Behavior, Copenhagen  
Simon Fraser University, Vancouver, Department of Economics  
EALE / SOLE World Conference, San Francisco  
Canadian Economic Theory Conference, Vancouver
- 2004 Stanford University, Graduate School of Business  
WHU Vallendar, Research Seminar  
University of Bern, Research Seminar  
Köln-Bonner Kolloquium zur Personalökonomie, Bonn  
International Industrial Organization Conference, Chicago
- 2003 Econometric Society North American Summer Meeting, Evanston  
Verein für Socialpolitik, Zürich  
European Economic Association Meeting, Stockholm  
EARIE Conference, Helsinki  
German Finance Association, Mainz  
Royal Economic Society Meeting, Warwick
- 2002 University of Amsterdam, CREED  
University of Munich, Department of Economics  
Humboldt-University of Berlin, Department of Economics  
University of Mannheim, Finance Seminar  
Economic Science Association European Meeting, Strasbourg  
ENDEAR-Workshop, Jena
- 2001 Econometric Society North American Summer Meeting, College Park  
Verein für Socialpolitik, Magdeburg  
European Economic Association Meeting, Lausanne  
Spring Meeting of Young Economists, Copenhagen  
VIU-Conference on Contract Theory, Venice  
EDP Jamboree, Louvain la Neuve

## Press Coverage

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Interviews: Bayerisches Fernsehen, Bayerischer Rundfunk, Süddeutsche Zeitung, Wirtschaftswoche

Newspapers and Magazines: Der Spiegel, Der Standard, Die Welt, Fonds Professionell, Forschung & Lehre, Frankfurter Rundschau, General-Anzeiger, Neue Osnabrücker Zeitung, Neue Züricher Zeitung, Rhein-Neckar-Zeitung, Süddeutsche Zeitung, The Globe and Mail

Online Coverage: Berliner Morgenpost, FAZ, Focus, Manager-Magazin, Psychologie-Heute, Spiegel-Online, Stern, Wirtschaftswoche

## Professional Activities

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Referee for *American Economic Review*, *B.E. Journals in Theoretical Economics*, *CESifo Economic Studies*, *Economic Inquiry*, *Economics Bulletin*, *Economics Letters*, *European Economic Review*, *Experimental Economics*, *Games and Economic Behavior*, *German Economic Review*, *German Research Foundation*, *Homo Oeconomicus*, *International Journal of Industrial Organization*, *Journal of Economic Behavior and Organization*, *Journal of Economic Psychology*, *Journal of Economic Theory*, *Journal of Economics*, *Journal of Economics and Management Strategy*, *Journal of Financial Stability*, *Journal of Industrial Economics*, *Journal of Institutional and Theoretical Economics*, *Journal of Law, Economics, and Organization*, *Journal of Political Economy*, *Journal of Public Economics*, *Journal of the European Economic Association*, *Labour Economics*, *Management Science*, *Perspektiven der Wirtschaftspolitik*, *Oxford Economic Papers*, *Rand Journal of Economics*, *Review of Economic Studies*, *Social Sciences and Humanities Research Council of Canada*, *Theoretical Economics*

Chair of the Department of Economics (University of Heidelberg, 2010-2011; University of Regensburg, 2013-)

Director of RESL - regensburg economic science lab (2012-)

Co-Organizer of the biannual “Bavarian Micro Day” (2012-)

Co-Organizer of the “roots lecture in economics” (2014-)

Organizer of the “Power Lunch - Regensburger wirtschaftspolitische Gespräche” (2016-)

Chairperson of the Committee for Organizational Economics of the Verein für Socialpolitik / German Economic Association (2016-)

Member of the Executive Council of the Verein für Socialpolitik / German Economic Association (2016-)

Member of the Program Committee for the Spring Meeting of Young Economists (Paris, 2002), the European Economic Association Meetings (Milan, 2008; Barcelona, 2009)

Referee for the EARIE Meetings (Berlin, 2004) and the Verein für Socialpolitik Meetings (Graz, 2008; Frankfurt, 2011; Augsburg, 2016; Vienna, 2017; Freiburg, 2018)

Local organizer of the Christmas Meeting of German Economists Abroad (Heidelberg, 2009), the GEABA Annual Meeting (Regensburg, 2014), and the Committee for Industrial Economics Annual Meeting (Regensburg, 2016)

## Publications

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"The Role of Communication of Performance Schemes: Evidence from a Field Experiment" (joint with Florian Englmaier and Uwe Sunde), *Management Science*, 63(12), p. 4061-4080, 2017.

"Vergütung und Motivation", in: *Total Compensation: Handbuch der Entgeltgestaltung*, F. Maschmann (Hrsg.), Frankfurt am Main: Fachmedien Recht und Wirtschaft, dfv Mediengruppe, p. 23-39, 2017.

"Reputational Herding in Financial Markets: A Laboratory Experiment" (joint with Andrea Voskort), *Journal of Behavioral Finance*, 17(3), p. 244-266, 2016.

"Symposium on Evidence-Based Management: Editorial Preface" (joint with Florian Englmaier, Guido Friebel, and Gerd Mühlheusser), *Journal of Institutional and Theoretical Economics*, 172(2), p. 305-311, 2016.

"Cooling-Off in Negotiations - Does It Work?" (joint with Jörg Oechssler and Patrick Schmitz), *Journal of Institutional and Theoretical Economics*, 171(4), p. 565-588, 2015.

"Gender Differences in Honesty: Groups Versus Individuals" (joint with Gerd Mühlheusser and Niklas Wallmeier), *Economics Letters*, 128, p. 25-29, 2015.

"Optimal Incentive Contracts for Knowledge Workers" (joint with Florian Englmaier and Gerd Mühlheusser), *European Economic Review*, 67, p. 82-106, 2014.

"Auctions with Anticipated Emotions: Overbidding, Underbidding, and Optimal Reserve Prices" (joint with Patrick Schmitz), *Scandinavian Journal of Economics*, p. 1-23, 2012.

"The Effect of Contract Regulation on Franchising: Comment", *Journal of Institutional and Theoretical Economics*, 168, p. 58-61, 2012.

"Cognitive Abilities and Behavioral Biases" (joint with Jörg Oechssler and Patrick Schmitz), *Journal of Economic Behavior and Organization*, 72, p. 147-152, 2009.

"Delegation, Risk, and Project Scope", *Journal of Institutional and Theoretical Economics*, 165, p. 193-209, 2009.

"Black Sheep and Walls of Silence" (joint with Gerd Mühlheusser), *Journal of Economic Behavior and Organization*, 65, p. 387-408, 2008.

"Herding with and without Payoff Externalities – An Internet Experiment" (joint with Mathias Drehmann and Jörg Oechssler), *International Journal of Industrial Organization*, 25, p. 391-415, 2007.

"Fisher Body Revisited: Supply Contracts and Vertical Integration", *European Journal of Law and Economics*, 22, p. 181-196, 2006.

"Delegation of Authority as an Optimal (In)complete Contract", *Journal of Institutional and Theoretical Economics*, 162(3), p. 391-411, 2006.

"Herding and Contrarian Behavior in Financial Markets – An Internet Experiment" (joint with Mathias Drehmann and Jörg Oechssler), *American Economic Review*, 95(5), p. 1403-1426, 2005.

"Asset Ownership and Contractibility of Interaction", *RAND Journal of Economics*, 35(4), p. 787-802, 2004.

"Zur Organisation von Unternehmensbeziehungen: Eigenständige Unternehmungen, Integration oder vertragliche Vereinbarungen?", *Zeitschrift für Betriebswirtschaft*, Ergänzungsheft 5/2003, p. 23-46, 2003.

"Informational Externalities, Herding, and Incentives: Comment", *Journal of Institutional and Theoretical Economics*, 158(1), p. 106-109, 2002.

"Gibrats Gesetz und das Wachstum von Firmen" (joint with Lilo Locher), *WiSt - Wirtschaftswissenschaftliches Studium*, 29(12), p. 699-701, 2000.

"Suttons Alpha: Eine Untergrenze für die Marktkonzentration" (joint with Lilo Locher), *WiSt - Wirtschaftswissenschaftliches Studium*, 29(8), p. 451-454, 2000.

### **Publications to a Wider Audience**

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"Protecting Whistle-Blowers" (joint Lydia Mechtenberg and Gerd Mühlheusser), *VOX EU*, 04 June 2017.

"Individual Versus Group Decisions: Female Versus Male Honesty" (joint Gerd Mühlheusser and Niklas Wallmeier), *VOX EU*, 16 February 2015.

### **Book**

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Incentive Provision in and between Firms: The Boundaries of the Firm, Long-Term Contracts, and Delegation, *Dissertation.de – Verlag im Internet*, Berlin, 2003.

### **Discussion Papers**

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"Whistle-Blower Protection: Theory and Experimental Evidence", (with L. Mechtenberg and G. Mühlheusser), *CEPR Discussion Paper No. 11898*, 2017.

"On the Foundations of the Property-Rights Theory of the Firm: Cooperative Investments and Message-Dependent Contracts", *Bonn Econ Discussion Paper No. 12/2000*, University of Bonn, 2000.

### **Teaching Experience**

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Lectures: Microeconomics, Game Theory, Industrial Organization, Contract Theory, Organizational Economics, Corporate Governance, Microeconomics of Banking, Economics of Information, Political Economy

Seminars: Topics in Contract Theory, Institutional Economics, Family Firms, Financial Market Crises, Corporate Governance

Classes: Game Theory, Microeconomic Principles, Introductory Public Economics, Introductory Statistics