



LUDWIG-  
MAXIMILIANS-  
UNIVERSITÄT  
MÜNCHEN

VOLKSWIRTSCHAFTLICHE FAKULTÄT  
SEMINAR FOR POPULATION ECONOMICS



## Curriculum Vitae

### Uwe Sunde

March 2019

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Geschwister-Scholl-Platz 1  
80539 München

#### Personal Information

Date/Place of Birth    May 29, 1973 / Garmisch-Partenkirchen  
Nationality            German

#### Current Position

Since 2012             Professor of Economics (W3), University of Munich (LMU)  
Since 2017             Dean and Head of the Economics Department at LMU Munich

#### Affiliations

Center for Economic Policy Research (CEPR), Research Fellow  
CESifo, Research Professor  
DIW German Institute for Economic Research; Research  
Professor  
Institute for the Study of Labor (IZA), Bonn, Research Fellow

#### Education and Previous Positions

2017-2018             Visiting Scientist, T.H. Chan School of Public Health, Harvard  
University  
2008-2012             Professor (Macroeconomics), University of St.Gallen,  
Director of the Swiss Institute for Empirical Economic Research  
(SEW-HSG)  
2008                    Habilitation (*venia legendi*), University of Bonn  
2003-2008             Research Associate, IZA, Bonn, and Postdoctoral Researcher,  
Bonn Graduate School of Economics  
2003                    Ph.D. Economics (*summa cum laude*), University of Bonn (EDP)  
2001-2003             University of Bonn, European Doctoral Program  
1999-2000             Universitat Pompeu Fabra, Barcelona, European Doctoral  
Program  
1998-1999             University of Bonn, European Doctoral Program  
1998                    Diploma (Diplom-Volkswirt) in Economics, University of  
Munich  
1993-1998             University of Munich and University of Warwick  
(Erasmus Exchange 1995/96)  
Undergraduate Studies, Economics

**Professional Activities**

2019- 2017-	Associate Editor, <i>Journal of Population Economics</i> Member of Selection Committee for Humboldt-Research-Awards, Alexander von Humboldt Foundation
2016-2017 2016-	Member of Scientific Panel, <i>Economic Policy (CEPR)</i> Member of the Council for Organization Economics, Verein für Socialpolitik
2015-	Member of the Survey Committee (since 2017 chairman), German Socio-Economic Panel (SOEP)
2015-2016	Member of the Extended Board of the Verein für Socialpolitik, Organizer of the Scientific Core Program of the Annual Conference 2016
2012- 2010-2016	Editor, <i>Journal of the Economics of Aging</i> Member of the Executive Board of the <i>European Association of Labour Economists (EALE)</i>
2011-	Member of the Council for Macroeconomics, Verein für Socialpolitik
2007-	Member of the Council for Population Economics, Verein für Socialpolitik
2014/2015	Guest Editor of the Conference Volume of <i>Vienna Yearbook of Population Research</i>
2011-2013 2009-2012	Associate Editor, <i>Journal of Economic Behavior and Organization</i> METEOR, Maastricht, Extramural Fellow
2009-2015	Vertrauensdozent, Studienstiftung des deutschen Volkes
2009-2012 2008-2012	Editor, <i>Applied Economics Quarterly</i> Member of the Program Committee, Master's Programs in Economics, University of St.Gallen
2008/2009	Guest Editor of the Special Issue (Conference Volume) of <i>Labour Economics</i> 16(6), 2009.
2004-2007 2004-2007	Coordinator IZA Guest and Visitors Program Coordinator IZA Research Seminar

**Refereeing**

American Economic Journal: Macroeconomics, American Economic Review, Applied Economics Quarterly, B.E. Journals, Canadian Journal of Economics, CESifo Studies, Demographic Research, Demography, Econometrica, Economic Inquiry, Economic Journal, Economic Theory, Economics Bulletin, European Economic Review, FWF, Games and Economic Behavior, German Economic Review, Health Economics, International Economic Review, Journal of Applied Econometrics, Journal of Economic Growth, Journal of Economics, Journal of Economic Theory, Journal of the European Economic Association, Journal of Health Economics, Journal of Labor Economics, Journal of Macroeconomics, Journal of Money, Credit and Banking, Journal of Political Economy, Journal of Population Economics, Journal of Public Economics, Journal of Public Economic Theory, Journal of the Economics of Aging, Labour, Labour Economics, Macroeconomic Dynamics, Manchester School Mathematical Population Studies, Oxford Economic Papers, Quarterly Journal of Economics, Research in Labor Economics, Review of Economics and Statistics, Review of Economic Dynamics, Review of Economic Studies, Review of Industrial Organization, Scandinavian Journal of Economics, World Development

Referee for German Science Foundation (DFG), Leibniz Gemeinschaft, Swiss National Fund for Research (SNF), Swiss National Bank (SNB), National Science Foundation (NSF), Social

Sciences and Humanities Research Council of Canada (SSHRC),  
 Agence Nationale de Recherche France (ANR), European  
 Research Council (ERC)

Member of Program Committee for the European Economic  
 Association Meetings 2008, 2009, 2010, 2011

Member of Program Committee for the Econometric Society  
 European Meetings 2004

Member of Program Committee for Spring Meeting of Young  
 Economists 2005

Member of Program Committee the Annual Meeting of the  
 European Association of Labor Economists 2011, 2012, 2013, 2014,  
 2015, 2016, 2017, 2018, 2019

Member of Program Committee the Annual Meeting of the  
 European Society of Population Economics 2012, 2013, 2014

Member of Program Committee for Annual Meeting of the  
 German Economic Association (Verein für Socialpolitik) 2007,  
 2008, 2009, 2010, 2011, 2013, 2014

#### **PhD Supervision**

Rudi Stracke (University of St.Gallen), Thomas Vischer  
 (University of St.Gallen), Sharon Pfister (University of St.Gallen),  
 Johannes Fritz (University of St.Gallen), Stephan Fretz  
 (University of St.Gallen), Fernando de Frutos (University of  
 St.Gallen), Lukas Buchheim (LMU Munich), Larissa Zierow (LMU  
 Munich), Andreas Backhaus (LMU Munich), Sebastian Link (LMU  
 Munich), Marie Lechler (LMU Munich), Rainer Kotschy (LMU  
 Munich), Gerrit Meyerheim (LMU Munich)

**PhD Co-Supervision** Florian Jung (University of St.Gallen), Andreas Tusch (University  
 of St.Gallen)

#### **PhD Committee (External Membership)**

Karl-Ove Aarbu (NHH Bergen), Daphne  
 Alvarez (University of Munich), Bastien Chabet-Ferret (UC  
 Louvain), Nicolai Kaarsen (University of Copenhagen), Thanee  
 Chaiwat (University of Bologna), Cyrine Hannafi (Greqam-  
 AMSE, Aix-Marseille), Thomas Kolaska (University of Munich),  
 Sara Tonini (Trento), Robert Ulbricht (University of Munich),  
 Felipe Valencia-Caicedo (University Pompeu Fabra, Barcelona),  
 Michael Zabel (University of Munich)

#### **(Co-)Organized Workshops and Conferences**

Nov. 2003 IZA Workshop "Search and Matching on  
 the Labor Market: Recent Developments  
 and Avenues for Future Research", Bonn  
 May 2005 IZA Workshop "Structural Change and the Labor  
 Market", Bonn  
 Sept. 2006 IZA Workshop "Demographic Change and Secular  
 Transitions on Labor Markets", Bonn  
 Dec. 2006 IZA Workshop "Frictions in the Labor Market:  
 Causes, Consequences and Policy Implications",  
 Bonn  
 Oct. 2007 IZA Workshop "Intergenerational Transmission of  
 Socio-Economic Status", Bonn

- Oct. 2008 CEPR-IZA European Summer Symposium for Labor Economists
- July 2014 "Demographic Change and Long-Run Development, CESifo Summer Institute, Venice
- Nov. 2014 CAS<sup>LMU</sup> Workshop "The Geography of Civil Conflict: Evidence from Subnational Data", Munich
- Nov. 2015 "Long-term Processes of Socio-Economic Development: Stagnation, Growth, Divergence and Crises", Herrenhäuser Konferenz 2015, Volkswagen Foundation (Member of Scientific Board)
- Nov. 2015 CAS<sup>LMU</sup> Workshop "Institutions, Culture, and Long-run Development", Munich
- WS2015/16 Lecture Series "Global Capitalism" (interdisciplinary lectures), LMU Munich
- June 2016 Organizer of the Annual Conference of the Panel "Macroeconomics" of the Association of German-Speaking Economists (Verein für Socialpolitik)
- Sept. 2016 Organizer of the Thematic Core Program "Demographic Change" of the Annual Conference of the Association of German-Speaking Economists (Verein für Socialpolitik)
- Feb. 2018 Organizer of the Annual Conference of the Panel "Population Economics" of the Association of German-Speaking Economists (Verein für Socialpolitik)

## Awards

Gossen-Preis, Verein für Socialpolitik 2015

Senior Researcher in Residence, CAS<sup>LMU</sup> for the academic year 2014/15

Best Paper Award 2014 for "Life Expectancy, Schooling, and Lifetime Labor Supply: Theory and Evidence Revisited" (joint with Matteo Cervellati) for category "Health Economics", Fondazione Farmafactoring-AIES 2014

"Alumni-Preis für junge Volkswirte", Prize for best Diploma in Economics 1998, University of Munich

## Research

**Fields of Interest** Long-Term Development and Growth, Political Economy, Labor Economics, Population Economics, Behavioral Economics

## Refereed Publications (in reverse chronological order)

"Individual Life Horizon Influences Attitudes Toward Democracy" (joint with Marie Lechler), *American Political Science Review*, forthcoming.

"Can Education Compensate the Effect of Population Aging on Macroeconomic Performance?" (joint with Rainer Kotschy), *Economic Policy*, 33(96), 587-634, 2018.

"Global Evidence on Economic Preferences" (joint with Armin Falk, Anke Becker, Thomas Dohmen, Benjamin Enke and David Huffman), *Quarterly Journal of Economics*, 133(4), 1645-1692, 2018.

"Long-Term Exposure to Malaria and Violence in Africa" (joint with Matteo Cervellati, Elena Esposito, and Simona Valmori), *Economic Policy*, 33(3), 403-446, 2018.

"On the Relationship Between Cognitive Ability and Risk Preference" (joint with Thomas Dohmen, Armin Falk, and David Huffman), *Journal of Economic Perspectives*, 32(2), 115-134, 2018.

"Pathogens, Weather Shocks, and Civil Conflicts" (joint with Matteo Cervellati and Simona Valmori), *Economic Journal*, 127 (607), 2581-2616, 2017.

"The Role of Saliency in Performance Schemes: Evidence from a Field Experiment" (joint with Florian Englmaier and Andreas Roider), *Management Science*, 63(12), 4061-4080, 2017.

"Risk Attitudes Across the Life Course" (joint with Thomas Dohmen, Armin Falk, Bart Golsteyn and David Huffman), *Economic Journal*, 127(605), F95-F116, 2017

"Coping with Complexity -- Experimental Evidence for Narrow Bracketing in Multi-Stage Contests" (joint with Rudi Stracke and Rudolf Kerschbamer), *European Economic Review*, 98, 264-281, 2017.

"Long Term Exposure to Malaria and Development: Disaggregate Evidence for Contemporaneous Africa" (joint with Matteo Cervellati and Elena Esposito), *Journal of Demographic Economics*, 83(1), 129-148, 2017.

"Demographic Dynamics and Long-Run Development: Insights for the Secular Stagnation Debate" (joint with Matteo Cervellati and Klaus F. Zimmermann), *Journal of Population Economics*, 30, 401-432, 2017.

"Democracy, Inequality, and Institutional Quality" (joint with Rainer Kotschy), *European Economic Review*, 91, 209-229, 2017.

"Resilience to Natural Disasters -- Insurance Penetration, Institutions, and Disaster Types" (joint with Miriam Breckner, Florian Englmaier and Till Stowasser), *Economics Letters*, 148, 106-110, 2016.

"Critical Junctures and Economic Development: Evidence from the Adoption of Constitutions Among American Indian Nations" (joint with Randall Akee and Miriam Jorgensen), *Journal of Comparative Economics*, 43(4), 844-861, 2015.

"The Economic and Demographic Transition, Mortality, and Comparative Development" (joint with Matteo Cervellati), *American Economic Journal: Macroeconomics*, 7(3), 189-225, 2015.

"Human Capital and Growth: Specification Matters" (joint with Thomas Vischer), *Economica*, 82(326), 368-390, 2015.

"Incentives and Selection in Promotion Contests: Is It Possible to Kill Two Birds With One Stone?" (joint with Rudi Stracke, Wolfgang Höchtl, and Rudolf Kerschbamer), *Managerial and Decision Economics*, 36(5), 275-285, 2015.

"The Effect of Life Expectancy on Education and Population Dynamics" (joint with Matteo Cervellati), *Empirical Economics*, 48(4), 1445-1478, 2015.

"Democratizing for Peace? The Effect of Democratization on Civil Conflicts" (joint with Matteo Cervellati), *Oxford Economic Papers*, 66(3), 774-797, 2014.

"Income, Inequality, and the Stability of Democracy: Another Look at the Lipset Hypothesis" (joint with Florian Jung), *European Journal of Political Economy*, 35, 52-74, 2014.

“Optimal Prizes in Dynamic Elimination Contests: Theory and Experimental Evidence” (joint with Rudi Stracke, Wolfgang Höchtl, and Rudolf Kerschbamer), *Journal of Economic Behavior and Organization* 102, 43-58, 2014.

“Civil Conflict, Democratization, and Growth: Violent Democratization as Critical Juncture” (joint with Matteo Cervellati), *Scandinavian Journal of Economics*, 116(2), 482-505, 2014.

“Violence During Democratization and the Quality of Democratic Institutions”, (joint with Matteo Cervellati and Piergiuseppe Fortunato), *European Economic Review*, 66, 226-247, 2014.

“Income and Democracy: Comment” (joint with Matteo Cervellati, Florian Jung, and Thomas Vischer), *American Economic Review*, 104(2), 707-719, 2014.

“Life Expectancy, Schooling, and Lifetime Labor Supply: Theory and Evidence Revisited” (joint with Matteo Cervellati), *Econometrica* 81(5), 2055-2086, 2013.

“Health and Economic Development: Evidence from the Introduction of Public Health Care” (joint with Anthony Strittmatter), *Journal of Population Economics*, 26(4), 1549-1584, 2013.

“Validating an Ultra-Short Survey Measure of Patience” (joint with Thomas Vischer, Thomas Dohmen, Armin Falk, David Huffman, Jürgen Schupp and Gert G. Wagner), *Economics Letters*, 120, 142-145, 2013.

“Consensual and Conflictual Democratization” (joint with Matteo Cervellati and Piergiuseppe Fortunato), *B.E. Journal of Theoretical Economics*, 12(1) (Contributions), Article 33, 2012.

“The Distribution of Infectious Diseases and Extrinsic Mortality Across Countries” (joint with Matteo Cervellati and Simona Valmori), *Mathematical Population Studies* 19(2), 73-93, 2012.

“The Intergenerational Transmission of Risk and Trust Attitudes” (joint with Thomas Dohmen, Armin Falk, and David Huffman), *Review of Economic Studies* 79(2), 645-677, 2012.

“Central Bank Independence and Stock Market Returns in Emerging Economies” (joint with Thomas Försch), *Economics Letters*, 115, 77-80, 2012.

“Optimal Seedings in Elimination Tournaments” (joint with Christian Groh, Benny Moldovanu und Aner Sela), *Economic Theory*, 49(1), 59-80, 2012.

“Disease and Development: The Role of Life Expectancy Reconsidered” (joint with Matteo Cervellati), *Economics Letters* 113, 269-272, 2011.

“Individual Risk Attitudes: Measurement, Determinants and Behavioral Consequences” (joint with Thomas Dohmen, Armin Falk, David Huffman, Jürgen Schupp and Gerd Wagner), *Journal of the European Economic Association* 9(3), 522-550, 2011.

“Life Expectancy and Economic Growth: The Role of the Demographic Transition” (joint with Matteo Cervellati), *Journal of Economic Growth*, 16(2), 99-133, 2011.

“Relative versus Absolute Income, Joy of Winning, and Gender: Brain Imaging Evidence” (joint with Thomas Dohmen, Armin Falk, Klaus Fliessbach, and Bernd Weber), *Journal of Public Economics* 95, 3-4, 279-285, 2011.

- "Are Risk Aversion and Impatience Related to Cognitive Ability?", (joint with Thomas Dohmen, Armin Falk, and David Huffman), *American Economic Review*, 100(3), 1238-1260, 2010.
- "Direct Evidence on Risk Attitudes and Migration" (joint with David Jaeger, Holger Bonin, Thomas Dohmen, Armin Falk, and David Huffman), *Review of Economics and Statistics*, 92(3), 684-689, 2010.
- "Collecting Genetic Samples in Population Wide (Panel) Surveys: Feasibility, Nonresponse, and Selectivity" (joint with Matthias Schonlau, Martin Reuter, Jürgen Schupp, Christian Montag, Bernd Weber, Thomas Dohmen, Nico A. Siegel, Gert G. Wagner and Armin Falk), *Survey Research Methods*, 4(2), 121-126, 2010.
- "Biased Probability Judgment: Representative Evidence for Pervasiveness and Economic Consequences" (joint with Thomas Dohmen, Armin Falk, David Huffman, and Felix Marklein), *Journal of Economic Behavior and Organization* 72, 903-915, 2009.
- "Heterogeneity and Performance in Tournaments: A Test for Incentive Effects using Professional Tennis Data", *Applied Economics*, 41(25), 3199-3208, 2009.
- "Gender Differentials in Skill Use and Skill Formation in the Aftermath of Vocational Training" (joint with René Fahr), *Applied Economics Letters*, 16(9), 885-889, 2009.
- "Did the Hartz Reforms Speed Up Job the Matching Process? A Macroeconomic Evaluation Using Empirical Matching Functions" (joint with René Fahr), *German Economic Review*, 10(3), 284-316, 2009.
- "Homo Reciprocans: Survey Evidence on Behavioral Outcomes" (joint with Thomas Dohmen, Armin Falk, and David Huffman), *Economic Journal*, 119(535), 562-612, 2009.
- "Hobbes to Rousseau: Inequality, Institutions and Development" (joint with Matteo Cervellati and Piergiuseppe Fortunato), *Economic Journal*, 118(531), 1354-1384, 2008.
- "Are All Democracies Equally Good? The Role of Interactions Between Political Environment and Inequality for Rule of Law" (joint with Matteo Cervellati and Piergiuseppe Fortunato), *Economics Letters* 99(3), 552-556, 2008.
- "Representative Trust and Reciprocity: Prevalence and Determinants" (joint with Thomas Dohmen, Armin Falk and David Huffman), *Economic Inquiry*, 46(1), 84-90, 2008.
- "Human Capital Accumulation, Education, and Earnings Inequality", *Applied Economics Quarterly*, 54(1), 7-26, 2008.
- "Real and Nominal Wage Rigidities and the Rate of Inflation: Evidence from West-German Micro-Data" (joint with Holger Bonin, Lorenz Goette, and Thomas Bauer), *Economic Journal*, 117, F508-F529, 2007.
- "Wage Rigidity: Measurement, Causes and Consequences" (joint with Lorenz Goette and Thomas Bauer), *Economic Journal*, 117, F499-F507, 2007.
- "Social Comparison Affects Reward-related Brain Activity in the Human Ventral Striatum" (joint with Klaus Fließbach, Bernd Weber, Peter Trautner, Thomas Dohmen, Christian E. Elger and Armin Falk), *Science*, 318, 1305-1308, 2007.
- "Cross-Sectional Earnings Risk and Occupational Sorting: The Role of Risk Attitudes" (joint with Holger Bonin, Thomas Dohmen, Armin Falk, and David Huffman), *Labour Economics*, 14(6), 926-937, 2007.
- "Empirical Matching Functions: Searchers, Vacancies and (Un-)Biased Elasticities", *Economica*, 74 (295), 537-560, 2007.

“Spatial Mobility and Competition for Jobs: Some Theory and Evidence for Western Germany” (joint with René Fahr), *Regional Science and Urban Economics*, 36, 803-825, 2006.

“Wirtschaftliche Entwicklung und Demokratie: Ist Demokratie ein Wohlstandsmotor oder ein Wohlstandsprodukt?” (“Economic Development and Democracy: Is Democracy an Engine of Economic Development, or a Product of Economic Development?”), *Perspektiven der Wirtschaftspolitik*, 7(4), 471-499, 2006.

“Regional Dependencies in Job Creation: An Efficiency Analysis for Western Germany” (joint with René Fahr), *Applied Economics* 38 (10), 1193-1206, 2006.

“A Dynamic Theory of Endogenous Political Institutions” (joint with Matteo Cervellati and Piergiuseppe Fortunato), in: *Institutions, Development, and Economic Growth* (ed. by Theo Eicher and Cecilia Garcia-Peñalosa), MIT Press, Cambridge MA, ch. 8, 215-248, 2006.

“Human Capital Formation, Life Expectancy, and the Process of Development” (joint with Matteo Cervellati), *American Economic Review* 95(5), 1653-1672, 2005.

“Job and Vacancy Competition in Empirical Matching Functions” (joint with René Fahr), *Labour Economics* 12(6), 773-780, 2005.

“Occupational Job Creation: Patterns and Implications” (joint with René Fahr), *Oxford Economic Papers* 56(3), 407-436, 2004.

### **Non-refereed Publications and Publications to a Wider Audience (in reverse chronological order)**

“Identifying the effect of age on willingness to take risks”, (joint with Thomas Dohmen, Armin Falk, Bart Golsteyn, and David Huffman), *VOX EU*, January 2018.

“Discussion: Firing costs and firm hiring: Evidence from an Italian reform” (by P. Sestito and E. Viviano)”, *Economic Policy* 33(93), 124-126, January 2018.

“Discussion: On the economics and politics of refugee migration” (by C. Dustmann, F. Fasani, T. Frattini, L. Minale, and U. Schönberg)”, *Economic Policy* 32(91), 535-538, July 2017.

“The Demographic Transition and Long-Term Development” (joint with Matteo Cervellati), in: M. Cervellati and U. Sunde (eds.): *Demographic Change and Long-Run Development*, MIT Press, 2017, ch. 1 and 12.

“Die Achillesferse der Demokratie”, in: *Frankfurter Allgemeine Zeitung*, Nr. 55, 6. March 2017.

“Vom Anfang und Ende des Wirtschaftswachstums”, in: *Frankfurter Allgemeine Zeitung*, Nr. 163, 15. July 2016.

“Aging and Preferences” (joint with Thomas Dohmen), *Journal of the Economics of Aging*, 7(1), 64-68, 2016.

„Health, Education, and Retirement Over the Prolonged Life Cycle: A Selective Survey of Current Research” (joint with Michael Kuhn and Alexia Prskawetz), in: Michael Kuhn, Alexia Prskawetz and Uwe Sunde (eds.) *Vienna Yearbook of Population Research 2015: Health, Education, and Retirement over the Prolonged Life Cycle*, Vienna Institute for Demography, Austrian Academy of Sciences, ch. 1, 1-22, 2016.



„Elemente des langfristigen Planungsprozesses: Eine konzeptionelle Übersicht“, in: Georg Kamp (ed.) *Langfristiges Planen: Zur Bedeutung kognitiver und sozialer Ressourcen für nachhaltiges Handeln*, ch. 3, Springer, Berlin, 2016.

"Roots and Fruits of Democracy: Natural Resources, Income Distribution and Social Violence" (joint with Matteo Cervellati and Piergiuseppe Fortunato), in: *World Economic Review*, 4, 27-42, 2015.

"Comment on Kochar "Intergenerational co-residence and schooling", in: *Journal of the Economics of Aging*, 4, 24-25, 2014.

"Humankapital als zentraler Wirtschaftsfaktor", in: *Wirtschaftspolitische Blätter*, 59. Jahrgang, 1/2012, 93-105, 2012.

"Planung, Selbstkontrolle und Ungeduld", in: *Spektrum der Wissenschaft*, 1/2012, 28-33, 2012.

"Beyond Balanced Growth: The Effect of Human Capital on Economic Growth Reconsidered", (joint with Thomas Vischer), in: E. Friedrich, G. Mennillo and T. Schlenzig (eds.), *Balanced Growth: Finding Strategies for Sustainable Development*, Springer, 2012.

"Demokratie und wirtschaftliche Ungleichheit", (joint with Florian Jung), *Ökonomenstimme*, 5 August 2011.

"Demokratie ist keine Einbahnstrasse", *HSG Blatt 2-2011*, 4 April 2011.

"Violence, Democratization and Civil Liberties: The Arab Awakening in Light of the Experiences of the 'Third Wave' of Democratization", (joint with Matteo Cervellati and Piergiuseppe Fortunato), *VOX EU*, 26 March 2011.

"Trügerische Hoffnung auf Demokratie", *St.Galler Tagblatt* 5. February 2011.

"The Intergenerational Transmission of Attitudes", (joint with Thomas Dohmen, Armin Falk, and David Huffman), *Journal of Institutional Economics, CESifo DICE Report*, 1/2009, 8-12, 2009.

„Kontrolliert und Repräsentativ: Beispiele zur Komplementarität von Labor- und Felddaten“, (joint with Thomas Dohmen and Armin Falk), *Perspektiven der Wirtschaftspolitik*, 10, 54-74, 2009.

"Social Planning with Partial Knowledge of Social Interactions: Comment on Charles Manski", *Journal of Institutional and Theoretical Economics*, 165, 164-169, 2009.

"The Intergenerational Transmission of Risk and Trust Attitudes", (joint with Thomas Dohmen, Armin Falk, and David Huffman), *VOX EU*, July 2008.

„Was heißt ‚nachhaltige Lohnentwicklung‘?“, *Personalwirtschaft*, 32(11), 2005.

„Die wahren Kosten der Frühverrentung“, *Personalwirtschaft*, 32(2), 2005.

„Wie sollte eine reformierte Arbeitslosenversicherung aussehen?“, *Personalwirtschaft*, 31(7), 2004.

„Friktionen auf dem Arbeitsmarkt: Zur empirischen Relevanz von Matching-Funktionen“ (joint with René Fahr and Klaus F. Zimmermann), *WiSt, Wirtschaftswissenschaftliches Studium*, 31(3), 2002, p. 118-123.

„Arbeitsnachfrage für Geringqualifizierte“ (joint with Anja Thalmeier and Klaus F. Zimmermann), *Wirtschaftsdienst* 79(12), S. 723-729, 1999.

**Book**

*Aggregate Returns to Individual Decisions: Education, Development, and Search*, Peter Lang, Frankfurt am Main, 2003

## Edited Books and Collected Volumes

*Demographic Change and Long-Run Development* (joint with Matteo Cervellati), MIT Press, Cambridge, Mass., 2017.

*Vienna Yearbook of Population Research 2015: Health, Education, and Retirement over the Prolonged Life Cycle* (joint with Michael Kuhn and Alexia Prskawetz), Vienna Institute for Demography, Austrian Academy of Sciences, 2016.

Guest Editor of the Special Issue (Conference Volume) of *Labour Economics* 16(6), 2009.

## Circulated Discussion Papers and Work in Progress

“Global Evidence on Economic Preferences” (joint with Armin Falk, Anke Becker, Thomas Dohmen, Benjamin Enke and David Huffman), *NBER Working Paper* 23943, 2017. (Older version available under the title “The Nature and Predictive Power of Preferences: Global Evidence” as *IZA Discussion Paper* 9504/*CEPR Discussion Paper* 11006, 2015)

“Malaria Risk and Civil Violence” (joint with Matteo Cervellati, Elena Esposito, and Simona Valmori), *CEPR Discussion Paper* 11496, 2016.

“Dynamic Incentive Effects of Heterogeneity in Multi-Stage Promotion Contests” (joint with Rudi Stracke), *IZA Discussion Paper* No. 836, 2014

“Heterogeneity in Rent-Seeking Contests with Multiple Stages: Theory and Experimental Evidence” (joint with Hörtnagl, Tanja, Rudolf Kerschbamer, and Rudi Stracke), *CESifo Discussion Paper* 4435, 2013.

“Two-Stage Elimination Contests with Endogenous Continuation Values: An Analytical Solution” (joint with Rudolf Kerschbamer and Rudi Stracke), *University of St.Gallen Discussion Paper* 2012-20, 2012.

“Ability Matters and Heterogeneity Can Be Good: The Effect of Heterogeneity on the Performance of Tournament Participants” (joint Rudi Stracke), *mimeo*, 2012.

“Interpreting Time Horizon Effects in Intertemporal Choice” (joint with Thomas Dohmen, Armin Falk, and David Huffman), *IZA Discussion Paper* 6385, 2012.

“The Non-Use of Bayes’ Rule: Representative Evidence on Bounded Rationality” (joint with Thomas Dohmen, Armin Falk, David Huffman, and Felix Marklein), *mimeo*, 2010.

“The Economic Role of Religious Norms: Insurance, Human Capital and Technology” (joint with Matteo Cervellati and Marcel Jansen), *mimeo*, 2008.

“Democratization and Endogenous Constitutions” (joint with Matteo Cervellati and Piergiuseppe Fortunato), *mimeo*, 2008.

“Risk as a Personality Trait: On the Stability of Risk Attitudes” (joint with Thomas Dohmen, Armin Falk, David Huffman, Jürgen Schupp and Gerd Wagner), *mimeo*, 2009.

“Do I Have What it Takes? Equilibrium Search With Type Uncertainty and Non-Participation” (joint with Armin Falk, and David Huffman), *IZA Discussion Paper* 2531, 2006.

“Self-Confidence and Search” (joint with Armin Falk, and David Huffman), *IZA Discussion Paper*, 2525, 2006.

“Seemingly Irrelevant Events Affect Economic Perceptions and Expectations: The FIFA World Cup 2006 as Natural Experiment” (joint with Thomas Dohmen, Armin Falk, and David Huffman), IZA Discussion Paper 2275, 2006, revised version, 2010.

“The Hold-Down Problem and the Boundaries of the Firm: Lessons from a Hidden Action Model with Endogenous Outside Option” (joint with Wendelin Schnedler), IZA Discussion Paper 464, 2002.

### Invited Presentations and Keynote Lectures

2001

University of Vigo

2002

Sozioökonomisches Institut, University of Zürich

2003

European University Institute, Florence; Minerva Workshop “From Stagnation to Growth”, Rorschach, Switzerland

2004

University of Munich; University of Bologna; Italian Central Bank, Rome; ROA Workshop on Human Diversity and Economic Performance, Maastricht; University of Tilburg

2005

Workshop on Demographics, Health and Economic Development, Stanford University; University of Innsbruck; CERGE-EI, Charles University, Prague; IADB Euro-Latin Study Network on Integration and Trade, Kiel (Discussant); DIW (German Institute for Economic Research), Berlin; Tinbergen Institute, Amsterdam

2006

Verein für Socialpolitik, Committee for Population Economics, Frankfurt O.; University of Modena; University of Aachen; Royal Holloway, University of London; University of Maastricht; University of St. Gallen; Columbia University, New York

2007

IZA Fachtagung: Reformbilanz der Aktiven Arbeitsmarktpolitik (Practitioners' Meeting on the Evaluation of Active Labor Market Policy Programs in Germany); Central European University, Budapest; University of Toulouse; Verein für Socialpolitik, Committee for Population Economics, Freinsheim/Mannheim; Vienna Institute of Demography (Austrian Academy of Sciences); University of Innsbruck; Oxford Poverty and Human Development Initiative, Oxford University; Conference on Evaluation of ALMPs for Operational Purposes, Bundesagentur für Arbeit, Nuremberg; ZEF (Center for Economic Development), Bonn; University of Louvain la Neuve; University of Heidelberg; University of Bochum

2008

University of Bonn; CESifo Munich; University of St.Gallen; University of Zurich; University of Lausanne; LSE; Conference on Coordination in the Absence of Sovereignty, Lübbenau (Discussant); TU Vienna; University of London - Queen Mary, London; University of Munich

2009

Ski&Labor Seminar, Engelberg; University of Hannover; Leibniz-Seminar (DIW-Humboldt-FU Berlin); Catholic University Milano; RWI Essen; University of Berne; University of Innsbruck; IAB Nuremberg; University of Freiburg; University of Copenhagen

2010

Ski&Labor Seminar, Engelberg; University of Dublin (Geary Institute); University of Helsinki, HECER; University of Tilburg; University of Milano; IZA, Bonn

2011

Ski&Labor Seminar, Engelberg; University of Konstanz, ETH Zurich, Ben Gurion University, University of Cologne, University of Cyprus, Technical University of Vienna, University of Linz

2012

Ski&Labor Seminar, Stuben/Arlberg; Max-Planck Institute for Economics, Jena; University of Lausanne; 7<sup>th</sup> Workshop on Aging and the Labor Market, St.Gallen; Zurich Workshop on Economics, Luzerne; EDGE Jamboree, Munich; University of Göteborg; NHH Norwegian School of Economics, Bergen; ROA - University of Maastricht; AMSE-HiCN Conference, Aix-Marseille (keynote); University of Bonn

2013

Ski&Labor Seminar, Lech/Arlberg; Verein für Socialpolitik, Committee for Population Economics, St.Gallen; Workshop on the "Political Economy of Development and Conflict", Barcelona; Workshop on the "Deep Determinants of International Comparative Development", Brown University; University of Göttingen; University of Bologna; Tagung "Gesellschaft und Entwicklung", Cusanuswerk, Bonn; "Health, Education and Retirement over the Prolonged Life Cycle", Wittgenstein Centre for Demography and Global Human Capital, Vienna

2014

Workshop on "Individual Characteristics and Economic Decisions", University of Warwick; University of Ulm; Max-Planck Institute, Bonn; University of Lausanne; University of Edinburgh; University of Paris 1, Workshop on "Deep Rooted Factors in Comparative Economic Development", Brown University; Behavioral Economics and Experimental Research Summer School, Lausanne/Kandersteg (keynote); University of Erlangen-Nürnberg; ESMT Berlin; University of Bonn; Tilburg University; University of Groningen; University of Hamburg

2015

"High-Level Conference on Inclusive Economic Growth in the Democratic Republic Congo", Kinshasa; Workshop on "Conflict and Development", Lausanne/Villars-sur-Ollon; Verein für Socialpolitik, Committee for Population Economics, Nuremberg; IZA, Bonn; LSE, London; EUI Florence; Harvard Capital&Aging Conference (keynote); 6th Annual Workshop on Growth, History and Development University of Southern Denmark, Odense; Workshop "Deep-Rooted Factors in Comparative Economic Development", Brown University; Workshop "Political Economy of Development and Conflict", UPF Barcelona; "Expert's Meeting on Diagnostics for Multidimensional Development", OECD, Paris; University of Regensburg; Tinbergen Institute, University of Rotterdam;

2016

University of Passau; UC Louvain; King's College, London; Birkbeck College, London; Max-Planck Institute for Demography, Rostock; EIEF, Rome; University of Bolzano; University of Mannheim; University of Frankfurt a.M.; University of Luxemburg; Verein für Socialpolitik, Committee for Macroeconomics, Munich; World Demographics and Aging Forum, St.Gallen (keynote); eeeconomics Workshop, University of Innsbruck (keynote); Workshop on Aging, Culture, and Comparative Development, University of Luxembourg (keynote).

2017

Ski&Labor Seminar, Zams/Landeck, Austria, Vienna Institute of Demography, WU Wien; Verein für Socialpolitik, Committee for Population Economics, Passau; Spring Meeting of Young Economists 2017, Halle/Saale (keynote); Macro-Seminar, Brown

University; Workshop "Deep-Rooted Factors in Comparative Economic Development", Brown University; University of Würzburg; ifo Conference "Economic Uncertainty and the Family" (keynote); SciencePo/Paris School of Economics; University of Bonn; University of Southern Denmark, Odense; Münchner Wissenschaftstage (keynote)

2018

Humboldt University, Berlin; IW Halle; University of Hohenheim; Institute on Behavior and Inequality (briq), Bonn; "5th Annual State of Global Health Symposium: Global Aging", Department of Global Health and Population, Harvard T.H. Chan School of Public Health (keynote); Conference "Political Economy of Democracy and Dictatorship", Münster (keynote); 67th Economic Policy Panel Meeting, Zurich; IZA World of Labor Conference

### Conference Presentations with Submission Process

2001

EDP Jamboree (Louvain la Neuve); European Society of Population Economics (ESPE), Athens; Econometric Society European Meetings (ESEM), Lausanne; South-East Economic Theory and International Economics Conference (SETI), Miami

2002

Society of Labor Economists Annual Conference (SOLE), Baltimore; ESPE, Bilbao; 10th International Conference on Panel Data (PANEL), Berlin; ESEM, Venice; Verein für Socialpolitik Jahrestagung, Innsbruck; European Summer Symposium of Labor Economists (ESSLE), Buch/Ammersee; European Association of Labor Economists Annual Conference (EALE), Paris; International Wage Flexibility Project, Project Conference, Bonn; Association of Southern European Economic Theorists Annual Conference (ASSET), Cyprus

2003

Royal Economic Society Annual Conference (RES), Warwick; European Economic Association Annual Conference (EEA), Stockholm; EALE, Sevilla; Verein für Socialpolitik Jahrestagung, Zürich

2004

7. Kolloquium zur Personalökonomie, Bonn; IZA/SOLE Transatlantic Meeting of Labor Economists, Buch/Ammersee; International Wage Flexibility Project, Final Project Conference, Frankfurt a.M.; CESifo Summer Institute on Institutions and Growth, Venice; ESEM, Madrid; EEA, Madrid; EALE, Lissabon; Congresso de Nuevos Investigadores en Analisis Economicas, Santiago de Compostela; Verein für Socialpolitik Jahrestagung, Dresden; ASSET, Barcelona; IZA/CERESS Workshop on Empirical Personnel Economics, Bonn

2005

IZA Workshop on Behavioral and Organizational Economics, IZA, Bonn; SOLE-EALE World Congress in Labor Economics, San Francisco; Society of Economic Dynamics (SED), Budapest; IZA Workshop "Structural Change and the Labor Market", Bonn; Society of the Advancement of Economic Theory (SAET), Vigo; National Bureau of Economic Research (NBER) Summer Institute, Cambridge, Mass.; Econometric Society World Congress, London; ESSLE, Buch/Ammersee; Verein für Socialpolitik Jahrestagung, Bonn; IZA Conference Frontiers in Labor Economics, Berlin

2006

IZA/SOLE Transatlantic Meeting of Labor Economists, Buch/Ammersee; ESPE, Verona SOEP User Conference, Berlin; SED, Vancouver; ESEM, Vienna; EEA, Vienna; EALE, Prague; Verein für Socialpolitik Jahrestagung, Bayreuth; IZA Conference Frontiers in Labor Economics, Berlin; IZA Workshop „Frictions on the Labor Market“

2007

EEA, Budapest; ESSLE, Buch/Ammersee; IZA Workshop „Intergenerational Transmission of Socio-Economic Status; Verein für Socialpolitik Jahrestagung, Munich; IZA Conference Frontiers in Labor Economics, Berlin

2008

SCARR Conference on Risk Taking, London; National Bureau of Economic Research (NBER) Summer Institute, Cambridge, Mass.; ESEM-EEA, Milan; EALE, Amsterdam; Verein für Socialpolitik, Graz; CREI Conference on Fertility, Culture and Education in the Transition to Self-Sustaining Growth, Barcelona

2009

ESEM-EEA, Barcelona; Verein für Socialpolitik Jahrestagung, Magdeburg; Workshop "Health and Macroeconomics", Madrid

2010

IAASA Conference on Multistage Population Models, Laxenburg/Vienna; Expertenworkshop Evaluation Mindestlöhne, BMAS Berlin; EALE-SOLE World Congress, London; LEPAS Conference, Vienna; Workshop on Natural Experiments and Controlled Field Studies, University of Munich; EEA, Glasgow

2011

RES, Royal Holloway; LEPAS Conference, Alicante; Workshop on Natural Experiments and Controlled Field Studies, University of Munich; EEA-ESEM, Oslo, Verein für Socialpolitik Jahrestagung, Frankfurt a.M.; EALE, Cyprus; CESifo Area Conference Behavioral Economics, Munich; IAASA-Wittgenstein Centre Conference on Education and Fertility, Vienna

2012

Zeuthen Workshop, Copenhagen; ESPE, Berne; Verein für Socialpolitik Jahrestagung, Göttingen; CESifo Area Conference Behavioral Economics, Munich;

2013

ASSA Meetings, San Diego; Barcelona GSE Summer Forum, "Towards Sustained Economic Growth"; Verein für Socialpolitik Jahrestagung, Düsseldorf; EALE, Turin; CESifo Area Conference Behavioral Economics, Munich;

2014

EEA-ESEM, Toulouse

2015

ASREC 2015, Boston; NBER PE&CI Meeting, Boston; Verein für Socialpolitik Jahrestagung, Münster; CESifo Area Conference Behavioral Economics, Munich

2016

Verein für Socialpolitik Jahrestagung, Augsburg; EALE, Ghent;

2017

ASREC 2017, Boston; 69°North Conference on Behavioral Economics, Svovvær; Verein für Socialpolitik Jahrestagung, Vienna; CESifo Area Conference Behavioral Economics, Munich

2018

DFG SPP1764 Conference on "Demographics, Immigration, and the Labor Market", Nuremberg; IZA World of Labor Conference, Berlin; National Bureau of Economic Research (NBER) Summer Institute, Cambridge, Mass.; World Economic History Conference 2018, MIT, Cambridge, Mass.