

---

## Publications in Refereed Journals

- 2017           Who is attracted by teamwork? Evidence of multidimensional sorting from a real-effort experiment. *German Journal of Human Resource Management* 31(1): 32-70 (with Pull).
- 2016           Time to Go? (Inter)National Mobility and Appointment Success of Young Academics. *Schmalenbach Business Review* 17(3): 401-421 (with Breuninger, Muschallik, Pull, Backes-Gellner).
- 2015           Non-tenured post-doctoral researchers' job mobility and research output: An analysis of the role of research discipline, department size, and coauthors. *Research Policy* 44(2015): 634-650. doi: 10.1016/j.respol.2014.12.012.
- The Willingness to Pay for Partial vs. Universal Equality. *Journal of Behavioral and Experimental Economics* 56(2015): 55-61 (with Güth, Pull, Stadler).
- The downside of looking for team players in job advertisements. *Journal of Business Economics* 85(2015)2: 157-179. doi:10.1007/s11573-014-0725-5.
- 2014           Entitlement and the efficiency-equality trade-off: an experimental study. *Theory & Decision* 76(2014)2: 225-240 (with Güth, Pull, Stadler).
- 2013           Risk-sorting and preference for team piece rates. *Journal of Economic Psychology* 34(2013)1: 285-300 (with Mertins).
- Creativity, Analytical Skills, Personality Traits, and Innovative Capability: A Lab Experiment. *Homo Oeconomicus* 30(2013)2: 203-221 (with Güth, Pull, Stadler).
- The Ambivalent Role of Idiosyncratic Risk in Asymmetric Tournaments. *Theoretical Economics Letters* 3(2013): 16-22 (with Pull, H. Bäker).
- 2012           Beating thy Neighbor: Derby Effects in German Professional Soccer. *Journal of Economics and Statistics* 232(2012)3: 224-246 (with Mechtel and Vetter).
- 2011           Red Cards: Not Such Bad News for Penalized Guest Teams. *Journal of Sports Economics* 12(2011)6: 621-646 (with Mechtel, Brändle and Vetter).
- 2010           Equity versus Efficiency? Evidence from Three-Person Generosity Experiments. *Games* 1(2010)2: 89-102 (with Güth, Pull and Stadler).

---

## Digital Articles

- 2016 Why The Best Hospitals Are Managed by Doctors. *Harvard Business Review*, 27<sup>th</sup> of December 2016, <https://hbr.org/2016/12/why-the-best-hospitals-are-managed-by-doctors#> (with Stoller, Goodall).

---

## Monographs

- 2010 Wer wählt Teamarbeit? Eine theoretische und empirische Analyse der Effekte der Forderung von Teamfähigkeit. München, Mering: Hampp.

---

## Contributions to Anthologies

- 2015 A Theory Exploring How Expert Leaders Influence Performance in Knowledge-Intensive Organizations. In: Welpel, Isabell, Jutta Wollersheim, Stefanie Ringelhan, Margit Osterloh (Eds.): *Incentives and Performance: Governance of Research Organizations*. Heidelberg: Springer, 49-68 (with Goodall).
- 2011 Gleich aufteilen oder effizient handeln? Theoretische Ideen und experimentelle Befunde. In: Genser, Bernd, Hans Jürgen Ramser; Manfred Stadler (Eds.): *Umverteilung und soziale Gerechtigkeit*. 40. Wirtschaftswissenschaftliches Seminar Ottobeuren. Tübingen: Mohr Siebeck 2011, 39-53 (with Güth, Pull, Stadler).

---

## Working Papers

- 2017 How do Expert Leaders Influence Employee Job Satisfaction and Quit Intentions? (with Goodall).
- 2016 Light my Fire! Effects of Observed (In-)activity on Effort Choice in Teams (with Zaby).  
Will you work or will you shirk? Heterogeneous attitudes and effort choices in teams (with Zaby).  
Peer Settings Induce Cheating on Task Performance (with Mechtel).
- 2014 The Role of Task Meaning on Output in Groups: Experimental Evidence. SSRN-Working Paper Nr. 2276648 (with Mechtel). <http://ssrn.com/abstract=2276648>.
- 2012 On the Context-Dependency of Inequality Aversion – Experimental Evidence and a Stylized Model. Jena: Jena Economic Research Papers No. 2012-023 (with Güth, Pull, und Stadler).
-