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Curriculum Vitae

Robert F. Göx

University of Zurich

Department of Business Administration

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Chair of Managerial Accounting

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Academic Appointments

Full Professor and Chair of Managerial Accounting, University of Zurich, since 2/2013

Full Professor and Chair of Managerial Accounting, University of Fribourg, 2001-1/2013

Adjunct Faculty (Managerial Accounting), Universitäre Fernstudien Schweiz, since 2015

Invited Professor, University of Lausanne, 2006-2011

Visiting Professor, University of Vienna, Summer 2006

Visiting Professor, University of Graz, Summer 2006

Adjunct Faculty (Managerial Accounting), SIMT Stuttgart, 2002-2006

Privatdozent, University of Magdeburg, 2000-2001

Postdoctoral Research Assistant, University of Magdeburg, 1998-2000

Research and Teaching Assistant, University of Magdeburg, 1993-1998

International research visits

UCLA, January 2015, January 2018, August 2019, May 2023

New York University, September 2014, May 2023

Columbia University, September 2014

Stanford GSB, spring quarter 2012

Rice University, January 2012

UT Austin, January 2012 and January 2013

Education

Habilitation in Business Administration, University of Magdeburg 2000

Doctorate in Business Administration University of Magdeburg 1998

Diploma in Business Administration University of Lüneburg 1993

Professional services

Director of the PhD program, Graduate School of Business, University of Zurich, since 2013

Director Zurich, Swiss Doctoral Program Network in Accounting Research, from 2013

Member of the Publications Committee, European Accounting Association (EAA) 2010-2015

Member of the Standing Scientific Committee for the Annual Congresses of the European Accounting Association (EAA) 2005-2008

Swiss representative in the Board of the European Accounting Association (EAA) 2004-2010

President, Department of Business Administration, University of Fribourg (2003-2011)

Member of the Senate, University of Fribourg 2003-2012, Vice-President from 2011

Co-organizer of the biannual conference series Accounting Research Workshop since 2000

Local Coordinator "Swiss Doctoral Program" Gerzensee, University of Fribourg (2002-2005)

Editorial Appointments

European Accounting Review, Associate Editor since 2016, Board Member since 2002

European Accounting Review, Co-Guest Editor of Special Issue on “Regulation and Disclosure of Executive Compensation” 2015

Business Research (Board member since 2015)

Journal of Management Accounting Research (Board member 2002-2006)

Management Accounting Research (Board member since 2015)

Review of Managerial Science (Board member since 2006)

Ad-hoc Reviewer for:

International Journals: Accounting, Organizations and Society (AOS), Accounting Review (TAR), Contemporary Accounting Research (CAR), Economic Inquiry, Journal of Accounting and Economics (JAE), Journal of Accounting Research (JAR), Journal of Accounting and Public Policy (JAAP), Journal of Business, Finance & Accounting (JBFA), Journal of Economics & Management Strategy (JEMS), Journal of Institutional and Theoretical Economics (JITE), Journal of Management Accounting Research (JMAR), Management Accounting Research (MAR), Management Science (MS), Review of Accounting Studies (RAST).

German Journals: Die Betriebswirtschaft (DBW), OR Spectrum, Schmalenbachs Business Review (SBR), Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung (ZfbF), Die Unternehmung, Zeitschrift für Betriebswirtschaft (ZfB).

Associations: American Accounting Association MAS section meetings (AAA), European Accounting Association Annual Meetings, Annual Meetings Verband der Hochschullehrer für Betriebswirtschaft (VHB), Schweizerischer Nationalfonds (SNF).

Professional Affiliations

American Accounting Association (AAA)

American Economic Association (AEA)

Erich-Gutenberg-Arbeitsgemeinschaft zu Köln e.V.

European Accounting Association (EAA)

GEABA

Schmalenbach-Gesellschaft für Betriebswirtschaft

Verband der Hochschullehrer für Betriebswirtschaftslehre e.V.

Verein für Socialpolitik ; Member « Ausschuss für Unternehmensrechnung » since 2004

Awards and professional recognition

Accounting and Economics Society, Fellow since 2019

2009 Journal of Accounting & Economics Best Paper Prize for “Optimal Impairment Rules” coauthored with Alfred Wagenhofer, University of Graz.

Nominated by Kommission Rechnungswesen for 2009 VHB Best Paper Award for “Tax Incentives for Inefficient Executive Pay and Reward for Luck” published in Review of Accounting Studies (2008)

Erich-Gutenberg Price 1998 for outstanding contributions to the theory of the firm by young academics in business administration for dissertation “Strategische Transferpreispolitik im Dyopol”

Research Interests

Managerial Accounting, Cost Accounting, Transfer Pricing and Responsibility Accounting, Capacity Planning and Pricing, Incentive Systems and Performance Evaluation, Executive Compensation and Corporate Governance, Disclosure, Earnings Management.

Journal publications

- Göx/Michaeli (2022) Private Predecision Information, Performance Manipulation, and the Pay-Performance Relation, *The Accounting Review* 98 (2):177-199. DOI: 10.2308/TAR-2019-0665
- Göx/Hemmer (2020): On the Relation between Managerial Power and CEO Pay. *Journal of Accounting and Economics* 69 (2-3), 101300 <https://doi.org/10.1016/j.jacceco.2020.101300>.
- Ferri/Göx (2018): Executive Compensation, Corporate Governance, and Say on Pay, *Foundations and Trends in Accounting*: 12(1): 1-103.
- Göx (2016): Wachstum und Höhe der Managementvergütungen, Theorien empirische Befunde und deren Relevanz für den DAX 30, *Perspektiven der Wirtschaftspolitik*, 17(4): 1-24.
- Duerr/Göx (2013): Specific Investment and negotiated transfer pricing in an international transfer pricing model, in *Schmalenbachs Business Review*, Vol. 65 of ZfbF, 27-50.
- Göx/Kunz (2012): Say on Pay: Ein Überblick über Gestaltungsoptionen, ökonomische Konsequenzen und Erkenntnisse aus Empirie und Laborexperimenten, *Zeitschrift für Betriebswirtschaft*, Special Issue 5/2012, 123-151.
- Duerr/Göx (2011): Strategic Incentives for Keeping One Set of Books in International Transfer Pricing, *Journal of Economics and Management Strategy*, Vol. 20, No1, 269-289.
- Göx (2011): Die Höhe der Managerlöhne in grossen Schweizer Publikumsaktiengesellschaften: Problemfall oder drohende Überregulierung?, in: Osterloh/Rost (Hrsg) "Der Anstieg der Managementvergütung: Markt oder Macht?", in: *Die Unternehmung, Swiss Journal for Business Research and Practice*, 65. Jg., Sonderband 1/2011, 51-80.
- Göx/Wagenhofer (2010): Optimal Precision of Accounting Information in Debt Financing, *European Accounting Review*, Vol. 19, No. 3, 579-602.
- Göx/Wagenhofer (2009): Optimal Impairment Rules, *Journal of Accounting and Economics*, 48, 2-16.
- Göx (2008): Tax Incentives for Inefficient Executive Pay and Reward for Luck, *Review of Accounting Studies*, Vol. 13, 452-478.
- Duerr/Göx/Heller(2008): Verfahrenswahl bei Risiko, *Zeitschrift für Betriebswirtschaft*, 78. Jg., Heft 7/8, 813-832
- Göx/Heller (2008): Risiken und Nebenwirkungen der Offenlegungspflicht von Vorstandsbezügen, Individual- vs. Kollektivausweis, *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung*, 60. Jg., 98-123
- Göx/Schöndube (2004): Strategic Transfer Pricing with Risk Averse Agents, *Schmalenbachs Business Review*, Vol. 56 of zfbf, 98-118.
- Göx (2004): Erfolgsabhängige Gehälter, Belohnung für den Zufall und der Einfluss des Managements auf die Gestaltung seines eigenen Vergütungssystems, *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung*, Sonderheft No. 51, 27-55.
- Göx/Wunsch (2003): Cost oder Profit Center? Eine informationsökonomische Untersuchung der relativen Vorteilhaftigkeit dezentraler Organisationsalternativen, *Die Unternehmung*, Heft 4, 291-309.
- Göx (2002): Capacity Planning and Pricing under Uncertainty, *Journal of Management Accounting Research*, Vol. 14, 59-78.
- Göx/Budde/Schöndube (2002): Das lineare Agency-Modell bei asymmetrischer Information über den Agentennutzen, *Zeitschrift für Betriebswirtschaft*, 54. Jg., Heft 1, Januar 2002, 65 - 79.
- Göx (2001): The Impact of Cost Based Pricing Rules on Capacity Planning under Uncertainty, *Schmalenbachs Business Review*, Vol. 53 of zfbf, 197-228.
- Göx (2001): Betriebswirtschaftliche Konsequenzen einer gesetzlichen Überstundenregulierung, *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung*, 53. Jg., Heft 7, November 2001, 690 - 704.
- Göx (2000): Strategic Transfer Pricing, Absorption Costing, and Observability, *Management Accounting Research* , Vol. 11, No. 3, 327-348.
- Budde/Göx (1999): The Impact of Capacity Costs on Bidding Strategies in Procurement Auctions, *Review of Accounting Studies*, Vol. 4, No. 1, 1999, 5-13.
- Göx (1998): Pretiale Lenkung als Instrument der Wettbewerbsstrategie, *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung*, 50. Jg., 260-288.
- Budde/Göx/Luhmer (1998): Absprachen beim Groves-Mechanismus - eine spieltheoretische Untersuchung, *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung*, 50. Jg., 3-20.

Discussions, smaller articles & book reviews

- Göx (2014): Review of V.G. Narayanan and Michael Smith, Competition and Cost Accounting, *The Accounting Review*, Vol 89, No. 5, 1931-1933.
- Göx (2011): Innerbetriebliche Verrechnungspreise zur Koordination von Handels- und Investitionsanreizen, Kommentar zum Beitrag von Clemens Löffler, Thomas Pfeiffer, Ulf Schiller und Joachim Wagner, *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung*, Sonderheft 63/11, S. 34-44.
- Göx (2010): Discussion of Decentralized Capacity Management and Internal Pricing, *Review of Accounting Studies*, Vol. 15, 479-502.
- Göx (2005): Discussion of "Incentive Properties when there is an option to wait", in *Schmalenbachs Business Review*, Vol. 57 of zbf, 22-28.
- Göx/Heller (2005): Rezension zu Peters/Pfaff "Controlling, Das Einmaleins renditeorientierter Entscheidungen" in: *Die Unternehmung* Heft 6.
- Göx (2000) Rezension zu Trost, Stefan: Koordination mit Verrechnungspreisen, *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung*, 52. Jg. 2000, S. 785-787.
- Göx (1999): Kommentar zu "Preis- und Kapazitätsplanung mit Hilfe kostenorientierter Standardentscheidungsregeln" von H. Jahnke und A. Chwolka, *Betriebswirtschaftliche Forschung und Praxis*, Heft 1, S. 17-20.

Books & book chapters

- Göx/Wagenhofer (2007): Economic Research on Management Accounting, in Northcott/Hopper/Scapens (Eds.): Issues in Management Accounting, 3rd Edition, S.399-423.
- Göx (2000): Three Essays on the Interrelation between Capacity Planning and Pricing under Uncertainty, unpublished Habilitation Thesis, Magdeburg.
- Göx (1999): Strategische Transferpreispolitik im Dyopol, Gabler Wiesbaden.

Contributions to edited books

- Braun/Göx/Niggemann/Schäfer (2021): Theoretische Erkenntnisse zur Wirkung und Eindämmung bilanzpolitischer Maßnahmen. Stéphanie Mittelbach-Hörmanseder, Alexander Schiebel (eds.), Rechnungswesen und Wirtschaftsprüfung - Festschrift für Romuald Bertl, 213-224
- Göx (2009): Performancemessung und Anreizgestaltung, in: Bertl/Eberhartinger et.al. Mitarbeiterbeteiligungen im Unternehmens- und Steuerrecht, 43-59, Linde Verlag Wien.
- Göx (2008): Ökonomische Konsequenzen einer verstärkten Regulierung von Managergehältern, in: Max Boemle / Festschrift zum 80. Geburtstag, 184-204, Verlag SKV, Zürich 2008.
- Göx/Schiller (2007): An Economic Perspective on Transfer Pricing, in: C. S. Chapman, A. G. Hopwood, & M. D. Shields (Eds.), Handbook of Management Accounting Research (Vol.2). Oxford: Elsevier, 673-693.
- Göx (2007) Stichwort "Verrechnungs- und Lenkpreissysteme" in: Köhler/Küpper/ Pfungsten (Hrsg.), Handwörterbuch der Betriebswirtschaftslehre, 6. Aufl., Schäffer-Poeschel-Verlag, Stuttgart, Sp. 1909-1917.
- Göx, Robert (2006): Stichwort "Kostenvorgabe", in Handelsblatt, Wirtschafts-Lexikon, Band 6, Schaeffer-Poeschel-Verlag, Stuttgart, aktualisierter Wiederabdruck aus HWU 2002.
- Göx (2002): Stichwort "Kostenvorgabe" in: Küpper/Wagenhofer (Hrsg.), Handwörterbuch Unternehmensrechnung und Controlling, 4. Aufl., Schäffer-Poeschel-Verlag, Stuttgart, Sp. 1169-1177
- Göx (2000): Capacity Planning under Uncertainty in a Gutenberg Production Model, in: Albach, H., Brockhoff, K. et. al. (Hrsg.): Theory of the Firm, Springer Heidelberg, S. 319-335.
- Göx (1999): Optimale Verfahrenswahl und Preispolitik im horizontalen Joint Venture, in: Engelhardt, Johann and Sinz, Elmar (Hrsg.): Kooperation im Wettbewerb, Gabler Wiesbaden, S. 151-165.
- Göx (1999): Optimale Planung der Personalkapazität in einem Gutenberg-Produktionsmodell mit stochastischer Nachfrage, in: Albach, H., Eymann, E. et. al. (Hrsg.): Die Theorie der Unternehmung in Forschung und Praxis, Springer Heidelberg, S. 239-260.

Active working papers and work in progress

Voluntary Disclosure in Leader-Follower Games (with Hui Chen)

Real Effects of Measuring and Reporting unrealized Fair Value Gains (with Verena Braun, Felix Niggemann and Ulrich Schäfer)

Industry Reporting Norms, Information Aggregation, and Capital Market Efficiency (with Beatrice Michaeli and Ulrich Schäfer)

Investor Sophistication, Earnings Management, and Price Efficiency (with Miro Feller and Ulrich Schäfer)

Inactive working papers and previous versions of published work (selection)

Göx/Michaeli (2019): Optimal Information Design and Incentive Contracts with Performance Measure Manipulation, <https://ssrn.com/abstract=3484199>

Göx (2016): Say on Pay, Governance Quality, and Shareholder Pressure, <https://ssrn.com/abstract=1908592>

Göx (2015): Relative Performance Evaluation in Presence of Exposure Risk, <https://ssrn.com/abstract=2478554>

Göx/Imhof/Kunz (2014): The Enforcement of Say on Pay Votes and CEOs' Investment Incentives, <http://ssrn.com/abstract=1588682>.

Göx/Heller (2008): The Dual Role of Peer Groups in Executive Pay: Relative Performance Evaluation Versus Benchmarking, <http://ssrn.com/abstract=1103784>.

Göx (1999): A Performance Comparison of Strategic Transfer Pricing and Tidy Cost Allocation in Presence of Product Market Competition and Congestion Costs, <http://ssrn.com/abstract=150598>.

Göx (1998): Strategic Transfer Pricing, Absorption Costing, and Vertical Integration, <http://ssrn.com/abstract=98661>.

Publications and mentions in the popular press

Minder: la pire option possible. Interview on executive compensation and "say on pay" regulation with Guillaume Meyer, L'Agefi, 24.8.2011.

Göx (2011): Der Mythos vom Abzocker und die ökonomische Realität, NZZ 27.05.2011.

Göx (2008): Die Regulierung der Managergehälter schadet meist mehr, als sie nützt, ZZ 25./26. 10 2008.

Conference organizing

13th Accounting Research Workshop, Zurich 2023 (with H. Chen and U. Schiller)

12th Accounting Research Workshop, Basel/Zurich 2021 (online with H. Chen and U. Schiller)

11th Accounting Research Workshop, Zurich 2019 (with U. Schiller)

10th Accounting Research Workshop, Basel 2017 (with U. Schiller)

9th Accounting Research Workshop, Zurich 2015 (with U. Schiller)

8th Accounting Research Workshop, Basel 2013 (with U. Schiller)

Accounting Alumni Workshop 2012, University of Magdeburg (With B. Pirchegger-Schöndube)

7th Accounting Research Workshop, Fribourg 2011 (with U. Schiller)

6th Accounting Research Workshop, Bern 2009 (with U. Schiller)

Jahrestagung Ausschuss für Unternehmensrechnung beim Verein für Socialpolitik, Uni Fribourg, 2009 (with M. Wallmeier)

5th Accounting Research Workshop, Fribourg 2007 (with U. Schiller)

Workshop, 65th birthday of Prof. Dr. Alfred Luhmer, University of Magdeburg

4th Accounting Research Workshop, Bern 2005 (with U. Schiller)

3rd Accounting Research Workshop, Stuttgart 2003 (with U. Schiller)

2nd Accounting Research Workshop, Magdeburg 2000 (with A. Luhmer)

Invited Conference presentations

EIASM Workshop on Accounting and Economics, Vienna 2024 (Keynote lecture, scheduled)

“Real Effects of Measuring and Reporting unrealized Fair Value Gains”, Wharton Spring Accounting Conference 2023

“Real Effects of Measuring and Reporting unrealized Fair Value Gains”, Purdue Accounting Theory Conference 2023

“On the subtle relation between pay and performance”, 30th anniversary conference FWW, University of Magdeburg, 2023

“Real Effects of Recognizing and Measuring Unrealized Fair Value Gains” EIASM Workshop on Accounting and Economics, Rotterdam 2022.

“Real Effects of Recognizing and Measuring Unrealized Fair Value Gains” Tel Aviv Accounting Conference 2022.

“Voluntary Disclosure in Leader-Follower Games” Tel Aviv online Accounting Conference 2021.

“On the subtle relation between pay and performance” Invited keynote lecture CAR Symposium 2021, Graz University.

“Investor Sophistication, Earnings Management, and Price Efficiency“ 2021 EAA annual meeting (online).

“Bayesian Persuasion, Incentive Contracting, and Performance Manipulation” 2019, AAA annual meeting, San Francisco.

“Bayesian Persuasion, Incentive Contracting, and Performance Manipulation” 2019, EAA annual meeting, Paphos, Cyprus.

“Zur Entwicklung der analytischen Accounting-Forschung“, Symposium zu Ehren von Ralf Ewert und Alfred Wagenhofer, Graz 2019. (Invited keynote)

“Relevanz der Prinzipal-Agenten Theorie aus betriebswirtschaftlicher Sicht am Beispiel der Vergütung von Managern“, Jahrestagung 2018 der Erich-Gutenberg-Arbeitsgemeinschaft Köln e.V.

“Managerial Power and CEO Pay“, 2018, EIASM Workshop on Accounting and Economics, Paris.

“Managerial Power and CEO Pay“, 2018, EAA Annual Congress Milan.

“Managerial Power and CEO Pay“, 2018 Management Accounting Section Research and Case Conference of the American Accounting Association, Scottsdale AZ.

“Executive Pay and Corporate Governance“ Ausschuss für Unternehmensrechnung, Verein für Socialpolitik, Konstanz 2017

“Relative performance Evaluation in Presence of Exposure Risk“, 2016 EIASM Workshop on Accounting and Economics, Tilburg.

“Relative performance Evaluation in Presence of Exposure Risk“, EAA Annual Congress Glasgow 2015.

“Relative performance Evaluation in Presence of Exposure Risk“, 2015 Management Accounting Section Research and Case Conference of the American Accounting Association, Newport Beach CA.

“Was bringt die Regulierung von Manager-Gehältern?“ Keynote Speech, Sowi-Fakultätstag, Universität Graz 2013

“Regulation and disclosure of executive compensation” EAA Annual Congress, European Accounting Review Symposium, Paris 2013

“Say on Pay Design, Executive Pay, and Board Dependence, Compensation, and Firm Profit“, 2012 EIASM Workshop on Accounting and Economics, Segovia.

„Publikationstrends in den wichtigsten US-Accounting-Journals und Beitrag der „Germanic“ Accounting Community“, Invited keynote lecture, Frühjahrstagung 2012 der Wissenschaftlichen Kommission Rechnungswesen des VHB, Rostock.

“Say on Pay Design, Executive Pay, and Board Dependence, Compensation, and Firm Profit“, 2012 Management Accounting Section Research and Case Conference of the American Accounting Association, Houston TX.

"Say on Pay design and its Repercussion on CEO Investment Incentives, Compensation, and Firm Profit", XII. GEABA Symposium 2011, University of Zürich.

„Say on Pay: Gestaltungsoptionen, ökonomische Konsequenzen und Erkenntnisse aus Empirie und Laborexperimenten“. Jahrestagung des Ausschusses für Unternehmensrechnung, Verein für Socialpolitik, Hannover 2011.

"Harte und weiche Steuerungsmechanismen im Rahmen der Corporate Governance", invited panel presentation on „Soft Modes of Governance oder formalisierte Steuerungs-mechanismen? Ein kritischer Dialog“ 72. Wissenschaftliche Jahrestagung des Verbands der Hochschullehrer für Betriebswirtschaft e.V., University of Bremen 2010.

"Say on Pay and its Repercussion on CEO Investment Incentives, Compensation, and Firm Profit", 2010 EIASM Workshop on Accounting and Economics, Vienna.

"Performancemessung und Anreizsysteme", Wiener Bilanzrechtstage 2009.

"Understanding Recent Trends in Executive Pay: An Agency Perspective", Invited Plenary Presentation, Annual Conference of the Accounting Section of the German Academic Association for Business Research (AS-VHB) in collaboration with the International Association for Accounting Education and Research (IAAER), Munich 2009.

"The Dual Role of Peer Groups in Executive Pay: Relative Performance Evaluation Versus Benchmarking" 2008 EIASM Workshop on Accounting and Economics VIII, Bocconi University Milan.

"Tax Incentives for Inefficient Executive Pay and Reward for Luck", 2006 EIASM Workshop of Accounting and Economics VII, NHH, Bergen.

„Tax Incentives for Inefficient Executive Pay and Reward for Luck“, Jahrestagung des Verbands der Hochschullehrer für Betriebswirtschaft, Dresden 2006.

„Erfolgsabhängige Gehälter, Belohnung für den Zufall und der Einfluss des Managements auf die Gestaltung seines eigenen Vergütungssystems“, Jahrestagung des Ausschusses für Unternehmensrechnung beim Verein für Socialpolitik, Munich 2004.

2003 Annual Congress of the European Accounting Association, Seville.

2001 Management Accounting Section Research and Case Conference of the American Accounting Association, Savannah, Georgia.

2000 EIASM-Workshop on Accounting and Economics IV, Copenhagen.

2000 Annual Congress of the European Accounting Association, Munich.

2000 Management Accounting Research Conference of the American Accounting Association, Phoenix, Arizona.

1999 Jahrestagung des Verbandes der Hochschullehrer für Betriebswirtschaft, Bamberg.

1999 Annual Congress of the European Accounting Association, Bordeaux.

1998 EIASM-Workshop on Accounting and Economics III, London School of Economics.

1998 Annual Congress of the European Accounting Association, Antwerp.

1997 Erich-Gutenberg-Konferenz, Cologne.

1997 Management Accounting Section Research Conference of the American Accounting Association, Memphis TN.

1997 Annual Congress of the European Accounting Association, Graz.

Invited Conference Discussions

"The Complementarity between Signal Informativeness and Monitoring", P. Chaigneau and N. Sahuguet EIASM Workshop on Accounting and Economics, Rotterdam 2022.

"Relative Performance Evaluation and Sabotage: Evidence from Voluntary Earnings Guidance". M. Bloomfield, M. Heinle and O. Timmermans Jahrestagung Ausschuss für Unternehmensrechnung beim Verein für Socialpolitik 2021 (online).

"Incentives and the Delegation of Task Assignment", A. Rohlfsing-Bastian and A. Schöttner, 2017 EAA Annual Congress, Valencia 2017.

"Contractual Incentives and Career Concerns", P. O. Christensen et al., 2015 Management Accounting Section Research and Case Conference of the American Accounting Association, Newport Beach, CA.

"CEO power and relative performance evaluation", S. Dikolli et al., 2014 EIASM Workshop on Accounting and Economics, Odense.

"Common vs. Firm-Specific Risks in Relative Performance Evaluation", M. Wu, 2014 Management Accounting Section Research and Case Conference of the American Accounting Association, Orlando.

"Private Information and Performance Measurement Bias with Multiple Agents", N.R. Rothenberg, 2013 Management Accounting Section Research and Case Conference of the American Accounting Association, New Orleans.

"Strategic Use of Demand-Enhancing Investment to Elicit Market Information", B. Mittendorf, Jiwoong Shin & Dae-Hee Yoon, 2012 Management Accounting Section Research and Case Conference of the American Accounting Association, Houston TX.

- “Centralized versus Decentralized External Financing and Project Selection” C. Löffler and T. Pfeiffer, 2011 GEABA Symposium, University of Zürich.
- “The Optimal Use of Non-verifiable Information Regarding the Agent’s Action in Compensation Contracts”, P. Adithipyangkul, 2011 EAA Annual Congress, Rome.
- "Assessing the Impact of Alternative Fair Value Measures on the Efficiency of Project Selection and Continuation", J. Caskey and J. Hughes, 2010 EIASM Workshop on Accounting and Economics, Vienna.
- „Zentralisierungs- versus Transferpreisverfahren im betriebswirtschaftlichen Vergleich: Ein selektiver Überblick“ C. Löffler, T. Pfeiffer, U. Schiller, J. Wagner, Jahrestagung Ausschuss für Unternehmensrechnung beim Verein für Socialpolitik, University of Giessen 2010.
- "Decentralized Capacity Management and Internal Pricing", S. Dutta and S. Reichelstein. 2009 Review of Accounting Studies Conference, Tilburg University.
- "Board Independence, Executive Pay, and the Adoption of Pet Projects", V. Laux and B. Mittendorf. 6. Accounting Research Workshop 2009, University of Bern.
- "The Incentive Value of Inventory and Cross-Training in Modern Manufacturing" V. Nagar, M. Rajan, and R. Saouma, 2008 EIASM Workshop on Accounting and Economics VIII, Bocconi University Milan.
- “A strategic rationale of having overoptimistic managers’ by F. Englmaier, 2007 GEABA Symposium, University of Tübingen.
- 'Optimal Pay-Performance-Sensitivity in the presence of Exogenous Risk' by T. Hemmer, 2006 EIASM Workshop of Accounting and Economics, NHH Bergen.
- "Anreizwirkungen kostenbasierter Verrechnungspreise und die Vergabe von Verfügungsrechten für Investitionen" by S. Lengsfeld, 2004 GEABA Symposium, University of Bonn.
- Diaw & Bragelin, 2004 EIASM-Workshop on Accounting and Economics in Frankfurt 2004.
- G. Friedl, 2003 GEABA Symposium, University of Frankfurt.
- I. Vaysman, 2002 EIASM-Workshop on Accounting and Economics, Madrid.
- V.G. Narayanan & J. Larsen, 2001 Management Accounting Research Conference of the American Accounting Association, Savannah, Georgia.
- V.G. Narayanan & J. Larsen, 2000 EIASM-Workshop on Accounting and Economics, Copenhagen.
- S. Hansen & R. Banker; Homburg, 2000 Management Accounting Research Conference of the American Accounting Association, Phoenix.
- H. Jahnke & A. Chwolka, Accounting Research Workshop, University of Cologne 1998.

Invited seminar presentations and workshops

- 2023: BI Norwegian Business School
- 2022: HKU Business School (online)
- 2021: NYU Stern (online), Boston University (online)
- 2020: HKUST (online)
- 2019: Mannheim, LMU Munich
- 2018: HEC Paris, UCLA
- 2015: UCLA
- 2014: Baruch College, Columbia University, HEC Lausanne
- 2012: UT Austin, University of Basel, University of Graz, Rice University, Stanford University
- 2011: Tilburg University, University of Zurich
- 2010: City University of London
- 2008: University of Hannover, University of Lugano
- 2007: Lancaster University
- 2006: University of Mainz, University of Graz
- 2003: University of Konstanz
- 2001: TU Munich, University of Fribourg, University of Giessen
- 2000: University of Hannover, University of Innsbruck, WHU Koblenz

1999: University of Mannheim, WZB Berlin, UC Berkeley, University of Tübingen, London Business School