

Publications, current work and academic work published

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Journal Publications

- Building an Equilibrium: Rules versus Principles in Relational Contracts (with Robert Gibbons, Holger Herz, & Christian Zehnder). *Organization Science* (forthcoming)
- The effects of investigative sanctioning systems on wrongdoing, reporting, and helping: a multiparty perspective” (with Celia Chui). *Organization Science* 31, no. 5 (2020): 1090-1114.
- Nudging the Poor and the Rich – A Field Study on the Distributional Effects of Green Electricity Defaults (with Claus Ghesla & Renate Schubert). *Energy Economics* 86 (2020): 104616.
 - Covered as a research highlight by *Nature Energy*, Feb 2020
- Loss Aversion and Pro-Environmental Incentives: A Field Experiment on Electricity Saving Behavior (with Claus Ghesla, Jan Schmitz, & Marcel Stadelmann). *Energy Policy* 137 (2020): 111131.
- How Group Identification Distorts Beliefs (with Maria-Paula Cacault). *Journal of Economic Behavior & Organization* 164 (2019): 63-76.
- Nudge for Good? Choice Defaults and Spillover Effects (with Claus Ghesla & Jan Schmitz). *Frontiers in Psychology* 10 (2019): 178.
- Competitive Pricing Reduces Wasteful Counterproductive Behaviors (with Björn Bartling & Christian Zehnder). *Journal of Public Economics* 156 (2017): 34-47.

Working Papers (available online or on request)

- Strategic Competition and Self-Confidence (with Stefanie Brilon, Simona Grassi, & Jonathan Schulz).
Revise & resubmit at *Management Science*
- The Behavioral Effects of Carbon Taxes – Experimental Evidence (with Rebekka Bärenbold, Jan Schmitz, & Renate Schubert)
- The Hidden Benefits of Corporate Social Responsibility (with Deborah Kistler & Jan Schmitz)
- How Choice Complexity in Liberalized Markets Hurts the Demand for Green Electricity (with Rebekka Bärenbold & Renate Schubert)
- Delegation in Bonus Pool Arrangements: An Experimental Comparison of Different Control Mechanisms (with Karl Schumacher & Christian Zehnder).
- Asking to give: Moral licensing and pro-social behavior in the aggregate (with Jan Schmitz & Renate Schubert)
- Not Only for the Money: Nudging SMEs to Promote Sustainability (with Deborah Kistler & Jan Schmitz)

- How Sludge Impairs the Effectiveness of Policy Programs: A Field Experiment with SMEs (with Deborah Kistler & Jan Schmitz)
- Designing Rating Systems (with Rafael Lalive, Victoria Valle Lara & Christian Zehnder)

Book Chapters

- Environmental Decision Making in Small Companies: a Behavioral Economics Perspective (with Deborah Kistler & Jan Schmitz). In E. Quah & R. Schubert (Eds.), *Sustainable Development – Sustainability and Environmental Decision Making* (2021): 129–151, Springer.
- Peux-tu me dire si je dois lire cet article ? - Une introduction théorique et expérimentale à l'évaluation de la recherche par les non-scientifiques (with Dominique Foray, Rafael Lalive, & Christian Zehnder). In O. Glassey, J.-P. Leresche, & O. Moeschler (Eds.), *Penser la valeur d'usage des sciences* (2013): 199-212, éditions des archives contemporaines.

Selected Work in Progress

- Clarity in Relational Contracts (with Robert Gibbons, Holger Herz & Christian Zehnder)
- Fostering the Sustainable Use of Natural Resources in Small to Medium Sized Enterprises (with Deborah Kistler & Jan Schmitz; project financed by the Swiss National Science Foundation within the NRP 73 on “sustainable economy”)
- Leadership and Sustainability in Humanitarian Organizations (with Deborah Kistler & Jan Schmitz)
- Corporate Culture, Organizational Sanctions, and Unethical Behavior (with Celia Chui)