

LIST OF PUBLICATIONS

Books

- [4] Preisbildung von Arzneimitteln im internationalen Vergleich, Kieler Studien No. 340, Springer-Verlag, 2008, Heidelberg (with T. Drabinski and J. Eschweiler).
- [3] *Advances in Public Economics: Utility, Choice and Welfare* (edited with S. Traub), Springer, 2005, Dordrecht.
- [2] *Essays on Decision Analysis, Public Economics, and Managerial Economics*, unpublished Habilitation thesis, Oktober 2000.
- [1] *Axiomatic Utility Theory under Risk: Non-Archimedean Representations and Application to Insurance Economics*, *Lecture Notes in Economics and Mathematical Systems 461*, Springer-Verlag, 1998, Berlin, etc.

Publications in Journals

a) Refereed Journals

- [85] Gender Differences in Stereotypes of Risk Preferences: Experimental Evidence from a Matrilineal and a Patrilineal Society, forthcoming in: Management Science (with A. Pondorfer and T. Barsbai).
- [84] Overconfidence, Incentives and Prenatal Testosterone Exposure, forthcoming in: Scientific Reports (with L. Neyse, S. Bosworth and P. Ring).
- [83] Testing Independence Conditions in the Presence of Errors and Splitting Effects, forthcoming in: Journal of Risk and Uncertainty (with M. Birnbaum and M. Schneider).
- [82] Insurance Demand under Prospect Theory: A Graphical Analysis, forthcoming in: Journal of Risk and Insurance.
- [81] Overconfidence and Bubbles in Experimental Asset Markets, forthcoming in: Journal of Behavioral Finance (with J. Michailova)
- [82] The Gambler's Fallacy in Penalty Shootouts, in: Current Biology 25 (2015), R597-R598 (with S. Braun).
- [81] The Impact of Learning by Thought on Violations of Independence and Coalescing, in: Decision Analysis 12 (2015), 144-152 (with M. Birnbaum).
- [80] Exploring Public Perceptions of Stratospheric Sulfate Injection, in Climatic Change 130 (2015), 299-312 (with C. Merk, C. Kniebes, G. Pönitzsch, and K. Rehdanz).
- [79] Paradoxes and Mechanisms for Choice under Risk, in: Experimental Economics 18 (2015), 2015-250 (with J. Cox and V. Sadiraj).
- [78] Asymmetrically Dominated Choice Problems, the Isolation Hypothesis and Random Incentive Mechanisms in: PLOS ONE 9(3) (2014), e90742 (with J. Cox and V. Sadiraj).

- [77] Reconsidering the Common Ratio Effect: The Roles of Compound Independence, Reduction, and Coalescing, in: Theory and Decision 77 (2014), 323-339 (with C. Seidl).
- [76] Alternative Payoff Mechanisms for Choice under Risk, in: International Advances in Economic Research 20 (2014), 239-240. (with J. Cox and V. Sadiraj).
- [75] Insurance Demand and Social Comparison: An Experimental Analysis, in: Journal of Risk and Uncertainty 48 (2014), 97-109 (with A. Friedl and K. Lima de Miranda).
- [74] Common Consequence Effects in Pricing and Choice, in: Theory and Decision 76 (2014), 1-7 (with S. Trautmann).
- [73] Regulierung des Glücksspiels in Deutschland: Das Glücksspielgesetz Schleswig-Holsteins und der Glücksspieländerungsstaatsvertrag aus ökonomischer Perspektive, forthcoming in: Zeitschrift für Wirtschaftspolitik 62 (2013), 82-94 (with K. Lima de Miranda).
- [72] Determining Optimal Transit Charges: The Kiel Canal in Germany, in: Journal of Transport Geography 26 (2013), 29-42 (with N. Heitmann and K. Rehdanz)
- [76] Overconfidence, Experience, and Professionalism: An Experimental Study, in: Journal of Economic Behavior and Organization 86 (2013), 92-101 (with L. Menkhoff and M. Schmeling).
- [75] A Genuine Foundation for Prospect Theory, Journal of Risk and Uncertainty 45 (2012), 97-113 (with H. Zank).
- [74] Agency Costs and Income Taxation, in: Journal of Governance and Regulation 1 (2012), 64-67.
- [73] The Importance of Time Series Extrapolation for Macroeconomic Expectations, in: German Economic Review 13 (2012), 196-210 (with M.W.M. Roos).
- [72] Pricing Risk and Ambiguity: The Effect of Perspective Taking, in: Quarterly Journal of Experimental Psychology 65 (2012), 195-205 (with S.T. Trautmann).
- [71] Explaining the Harmonic Sequence Paradox, in: British Journal of Mathematical and Statistical Psychology 65 (2012) 322-333 (with A. Zimmer).
- [70] Self-Insurance and Self-Protection as Public Goods, in: Journal of Risk and Insurance 79 (2012) 57-76 (with T. Lohse and J. Robledo).
- [69] Transitivity in Health Utility Measurement: An Experimental Analysis, in: Health Economics Review 1 (2011), 1-4 (with M. Stolpe).
- [68] Das Wettmonopol in Deutschland: Status Quo und Reformansätze, in: Zeitschrift für Wirtschaftspolitik 60 (2011), 110-123 (with M. Maschke)
- [67] Are All Professional Investors Sophisticated? In: German Economic Review 11 (2010), 418-440 (with L. Menkhoff and M. Schmeling).
- [66] Testing Transitivity in Choice under Risk, in: Theory and Decision 69 (2010), 599-614 (with M. Birnbaum).
- [65] An Experimental Study on Individual Choice, Social Welfare, and Social Preferences, in: European Economic Review 53 (2009), 385-400 (with S. Traub and C. Seidl).

- [64] Parametric Weighting Functions, in: Journal of Economic Theory 144 (2009), 1102-1118 (with E. Diecidue and H. Zank).
- [63] Non-Market Household Time and the Cost of Children, in: Journal of Business and Economic Statistics 27 (2009), 42-51 (with C. Koulovatianos and C. Schröder).
- [62] Additive Utility in Prospect Theory, in: Management Science 55 (2009), 863-873 (with H. Bleichrodt and H. Zank).
- [61] Selfish-biased Conditional Cooperation: On the Decline of Contributions in Repeated Public Goods Experiments, in: Journal of Economic Psychology 90 (2009), 52-60 (with M. Loos, T. Neugebauer, and J. Perote).
- [60] Income Distribution and the Family, in: Journal of Income Distribution 18 (2009) 3-10 (with C. Koulovatianos and C. Schröder).
- [59] Noise and Bias in Eliciting Preferences, in: Journal of Risk and Uncertainty 39 (2009), 213-235 (with J. Hey and A. Morone).
- [58] A Simple Model of Cumulative Prospect Theory, in: Journal of Mathematical Economics 45 (2009), 308-319 (with H. Zank).
- [57] The Effect of Elicitation Methods on Ambiguity Aversion: An Experimental Investigation, Economics Bulletin 29 (2009), 645-650 (with A. Maffioletti and C. Schröder).
- [56] An Experimental Investigation of the Disparity between WTA and WTP for Lotteries, in: Theory & Decision 66 (2009), 229-262 (with S. Traub).
- [55] Risk Aversion in Cumulative Prospect Theory, in: Management Science 54 (2008), 208-216 (with H. Zank).
- [54] An Experimental Investigation of Violations of Transitivity in Choice under Uncertainty, in: Journal of Risk and Uncertainty 37 (2008), 77-91 (with M. Birnbaum).
- [53] An Experimental Investigation of Alternatives to Expected Utility Using Pricing Data, Economics Bulletin 4 (2008), 1-12 (with A. Morone).
- [52] Third-Generation Prospect Theory, in: Journal of Risk and Uncertainty 36 (2008), 203-223 (with C. Starmer and R. Sugden).
- [51] Ausfallerwartung und Versicherungsnachfrage, in: Zeitschrift für die gesamte Versicherungswissenschaft 97 (2008), 21-32 (with H. Zank).
- [50] Security And Potential Level Preferences With Thresholds, in: Journal of Mathematical Psychology 51 (2007), 279-289 (with A. Zimmer).
- [49] Linear Cumulative Prospect Theory with Applications to Portfolio Selection and Insurance Demand, in: Decisions in Economics and Finance 30 (2007), 1-18 (with H. Zank).
- [48] Testing Expected Utility in the Presence of Errors, in: Economic Journal 117 (2007), 470-485 (with T. Neugebauer).

- [47] Öffentliche Güter mit Versicherungscharakter, in: Zeitschrift für die gesamte Versicherungswissenschaft, Supplement Jahrestagung (2007), 139-154 (with T. Lohse and J. Robledo).
- [46] The Impact of Experience on Risk Taking, Overconfidence, and Herding of Fund Managers: Complementary Survey Evidence, in: European Economic Review 50 (2006), 1753-1766 (with T. Brozynski and L. Menkhoff).
- [45] On the Income Dependence of Equivalence Scales, in: Journal of Public Economics 89 (2005), 967-996 (with C. Koulovatianos and C. Schröder).
- [44] What ist Loss Aversion?, in: Journal of Risk and Uncertainty 30 (2005), 157-167 (with H. Zank).
- [43] Properties of Equivalence Scales in Different Countries, in: Journal of Economics 86 (2005), 19-27 (with C. Koulovatianos and C. Schröder).
- [42] The Use of Trading Strategies by Fund Managers: Some First Survey Evidence, in: Applied Economics 37 (2005), 1719-1730 (with L. Menkhoff).
- [41] Self is never Neutral – Why Economic Agents Behave Irrationally, in: Journal of Behavioral Finance 6 (2005), 27-37 (with L. Gao).
- [40] Friedman, Harsanyi, Rawls, Boulding – or None? An Empirical Investigation of Distributive Justice, in: Social Choice and Welfare 24 (2005), 283-309 (with M.V. Levati, C. Seidl, and S. Traub).
- [39] The Performance of Peer Review and a Beauty Contest of Referee Processes of Economics Journals, in: Estudios de Economía Aplicada 23 (2005), 249-286 (with C. Seidl and P. Grösche).
- [38] Neue Volatilitätsindizes auf DAX, Euro Stoxx 50 und SMI, in: Finanzbetrieb 9 (2005), 568-571 (with M. Thomas).
- [37] Volatilitätsindizes im Vergleich – Ist Volatilität handelbar?, in: Finanzbetrieb 6 (2005), 431-440 (with M. Thomas).
- [36] The Gambling Effect Reconsidered, in: Journal of Risk and Uncertainty 29 (2004), 241-259 (with E. Diecidue and P.P. Wakker).
- [35] Are Preference Reversals Errors? An Experimental Investigation, in: Journal of Risk and Uncertainty 29 (2004), 207-218 (with J. Hey).
- [34] Reference Dependence in Cumulative Prospect Theory, in: Journal of Mathematical Psychology 47 (2003), 122-131.
- [33] An Axiomatization of Risk-Value Models, in: European Journal of Operational Research 145 (2003), 216-220.
- [32] A Context-Dependent Model of the Gambling Effect, in: Management Science 48 (2002), 802-812 (with H. Bleichrodt).
- [31] An Experimental Test of Loss Aversion, in: Journal of Risk and Uncertainty 25 (2002), 233-249 (with S. Traub).
- [30] Ist das Unabhängigkeitsaxiom eine notwendige Voraussetzung der präskriptiven Entscheidungstheorie?, in: Zeitschrift für Betriebswirtschaft 72 (2002), 317-329.

[29] Lottery Dependent Utility: A Reexamination, in: Theory and Decision 50 (2001), S. 35-58.

[28] A New Axiomatization of Rank-Dependent Utility with Trade-Off Consistency for Equally Likely Events, in: Journal of Mathematical Economics 35 (2001), 483-491 (with H. Zank).

[27] Revenue Equivalence and Income Taxation, in: Journal of Economics and Finance 24 (2000), 56-63 (with V. Grimm).

[26] The Certainty Effect, Boundary Effects and Distortion of Probabilities, in: Economics Letters 67 (2000), 29-33.

[25] Equilibrium Bidding without the Independence Axiom: A Graphical Analysis, in: Theory and Decision 49 (2000), 361-374 (with V. Grimm).

[24] Certainty Preference and the Arrow-Pratt Measure, in: OR Spektrum 22 (2000), 347-359.

[23] Versicherungsnachfrage und alternative Nutzentheorien, in: Zeitschrift für die gesamte Versicherungswissenschaft 89 (2000), 689-697.

[22] Knock-out for Descriptive Utility Theory or Experimental Design Error?, in: Journal of Economics 70 (1999), 109-126 (with S. Traub, C. Seidl, and P. Grösche).

[21] Efficient Risk-Sharing and the Dual Theory of Choice under Risk, in: Journal of Risk and Insurance 66 (1999), 597-608.

[20] Moral Hazard and First-Order Risk Aversion, in: Journal of Economics, Supplement 8 (1999), 167-179.

[19] A Measurement of the Certainty Effect, in: Journal of Mathematical Psychology 42 (1998), 32-47.

[18] Pareto on Intra- and Interpersonal Comparability of Utility, in: History of Economic Ideas 5 (1997), 19-33 (with C. Seidl).

[17] Demand for Coinsurance and Bilateral Risk-Sharing with Rank-Dependent Utility, in: Risk, Decision and Policy 1 (1996), 217-228.

[16] Entwicklungstendenzen in der Entscheidungstheorie unter Risiko, in: Betriebswirtschaftliche Forschung und Praxis 47 (1996), 663-678.

b) Other Journals

[15] Fehlanreize bei der Tankregelung bei Mietwagen, in: Ökonomenstimme, 22.10.2013.

[14] Organspende in Deutschland: eine gigantische Fehlsteuerung, in: Ökonomenstimme, 1.11.2012.

[13] Arbeitslosengeld II: Arbeitsanreize und Verteilungsgerechtigkeit, in: Wirtschaftsdienst 88 (2008), 461-466.

- [12] Optimales Bietverhalten in Auktionen, in: Wirtschaftswissenschaftliches Studium 8 (2009), 413-418 (with V. Grimm and M. Weber).
- [11] Investieren in Volatilität: VDAX-Zertifikate - Zertifikate auf den VDAX?, in: Wirtschaftswissenschaftliches Studium 9 (2006), 505-509 (with M. Thomas).
- [10] Konzernmodell als Strategieoption für kommunale Krankenhäuser, in: Das Krankenhaus 97 (2005), 646-647 (with P. Kalnbach).
- [9] Internalisierung des Aktienhandels aus volkswirtschaftlicher Perspektive, in: Aktienkultur 3 (2005), 12-14.
- [8] Eine Analyse der Steuer- und Sozialpolitik mit Hilfe von Äquivalenzskalen, in: Finanznachrichten 77 (2000), 1-10 (with C. Schröder).
- [7] Optimale Auktionen, in: Wirtschaftswissenschaftliches Studium 28 (1999), 670-675 (with V. Grimm).
- [6] Prinzipal- und Agententheorie, in: Wirtschaftswissenschaftliches Studium 24 (1995), 483-486 (with B. Theilen).

Publications in Edited Volumes

- [9] Applications of Non-Expected Utility, in: P. Anand and C. Puppe (eds.), *Handbook of Rational and Social Choice*, Oxford University Press, Oxford & New York 2009, 90-112 (with H. Bleichrodt).
- [8] A Beauty Contest of Referee Processes of Economics Journals, in: M. Albert, D. Schmidtchen and S. Voigt (eds.), *Scientific Competition, Conferences on New Political Economy, Band 25*, Mohr Siebeck, Tübingen 2008, 235- 255 (with C. Seidl and Peter Grösche).
- [7] A New Subjective Approach to Equivalence Scales: An Empirical Investigation, in: U. Schmidt and S. Traub (eds.), *Advances in Public Economics: Utility, Choice, and Welfare*, Springer, Dordrecht 2005, 119-134 (with C. Schröder).
- [6] Alternatives to Expected Utility: Some Formal Theories, in: S. Babera, P.J. Hammond, and C. Seidl (eds.), *Handbook of Utility Theory, Vol. II*, Kluwer, Boston 2004, chapter 15.
- [5] Auktionen, in: Behavioral Finance Group (ed), *Forschung für die Praxis, Band 14*, Mannheim 2003 (with V. Grimm and M. Weber).
- [4] Agency Costs and Income Taxation, in *Decision Sciences Institute 2002 Proceedings*, 1496-1501.
- [3] Expected Utility Theory and Alternative Approaches, in: UNESCO (ed.), *The Encyclopedia of Life Support Systems*, Eolss Publishers, Oxford 2002.
- [2] Experimentelle Messung von Risikoattitüden, in: K. Farmer and H.-W. Wohltmann (ed.), *Quantitative Wirtschaftspolitik in offenen Volkswirtschaften: Theoretische Ansätze und aktuelle Entwicklungen*, LIT Verlag, Münster 1998, 145-171 (with C. Seidl and S. Traub).

[1] A Complete Characterization of Certainty Preference, in Dipartimento di Matematica Applicata alle Scienze Economiche Statistiche e Attuariali Bruno de Finetti ((ed.), *Pubblicazione n. 5, Mini-Conference Utility Functions on Ordered Spaces*, Triest 1998, 137-158.