

# Prof. Dr. Lisa V. Bruttel – Curriculum Vitae

University of Potsdam  
Department for Economics and Social Sciences  
Chair for Economics | Markets, Competition, and Institutions  
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## Education

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Since June 2014	Professor for Markets, Competition & Institutions, University of Potsdam
September 2008 - May 2014	Assistant Professor for Behavioral Economics, University of Konstanz
December 2007	Promotion ( <i>summa cum laude</i> ), Humboldt-University Berlin
January 2005 - August 2008	Teaching and Research Assistant, Humboldt-University Berlin
December 2004	Humboldt-University Berlin, Diplom-Volkswirtin (M.Sc. [Econ])
August 2004 - December 2004	Visiting Student, University of Stockholm
June 2002 - August 2004	Student Assistant, Humboldt-University Berlin

## Research Interests

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Industrial Organization, Experimental and Behavioral Economics, Data Science

## Awards

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October 2014	LUKS Award for Excellent Teaching, University of Konstanz
November 2008	Heinz Sauermann Award for Research in Experimental Economics, Gesellschaft für experimentelle Wirtschaftsforschung
Januar 2008	Award for the Best Tutorial in Undergraduate Economics, Humboldt-University Berlin
August 2007	Young Economist Award, European Economic Association

## Grants

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July 2020	Momentum grant (956.000), VolkswagenStiftung
March 2018	Research grant (143.000), DFG (joint with Jana Friedrichsen)
January 2012	Research grant (6.000), Fritz-Thyssen-Stiftung (joint with Tim Friehe)
February 2011	Research grant (14.000), DFG
December 2009	Research grant (7.000), Young Scholar Fund, University of Konstanz
April 2009	Research grant (2.000), Young Scholar Fund, University of Konstanz
July 2006	Conference grant, Society for Economics and Management at the Humboldt-University Berlin (WWG)
August 2004 - December 2004	Erasmus Scholarship for Stockholm University
April 2003 - January 2005	Scholarship, Studienstiftung des Deutschen Volkes (German National Academic Foundation)

## Teaching Experience

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*Lectures:* Principles of Economics (German), Introductory Microeconomics (German), Intermediate Microeconomics (German), Advanced Microeconomics (English), Industrial Organization (English), Behavioral Economics (English), Experimental Industrial Organization (English)

*Seminars:* Research Project Nudging (German), Experimental Methods in Economics (English and German), Applied Microeconomics (German), Economics of Love (German), Cartel Stability (English), Market Experiments (German), Current Cartel Cases (German), Academic Writing (German)

## Journal Articles

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Inefficient cooperation under stochastic and strategic uncertainty (2022), with Werner Güth, Juri Nithammer, and Andreas Orland, *Journal of Conflict Resolution* 66(4-5), 755-782.

“Thanks in advance” – The negative effect of a polite phrase on compliance with a request (2022), with Juri Nithammer and Florian Stolley, *German Economic Review* 23(1), 61-78.

The leniency rule revisited: Experiments on cartel formation with open communication (2021), with Max Andres and Jana Friedrichsen, *International Journal of Industrial Organization* 76, 102728.

Getting a yes. An experiment on the power of asking (2020), with Florian Stolley, *Journal of Behavioral and Experimental Economics* 86.

Is there a loyalty-enhancing effect of retroactive price-reduction schemes? (2019), *Review of Industrial Organization* 54(3), 575-593.

Asymmetric voluntary cooperation – A repeated sequential best-shot experiment (2018), with Werner Güth, *International Journal of Game Theory* 47(3), 873-891.

The limits of buyer power: Experimental evidence (2018), *Review of Behavioral Economics* 5(2), 149-167.

The effects of recommended retail prices on retailer and buyer behavior (2018), *Economica* 85(339), 649-668.

Gender differences in the response to decision power and responsibility – Framing effects in a dictator game (2018), with Florian Stolley, *Games* 9(2), 28.

A note on making humans randomize (2015), with Tim Friehe, *Journal of Behavioral and Experimental Economics* 58, 40-45.

Can short-term incentives induce long-lasting cooperation? Results from a public-goods experiment (2014), with Tim Friehe, *Journal of Behavioral and Experimental Economics* 53, 120-130.

On the path dependence of tax compliance (2014), with Tim Friehe, *European Economic Review* 65, 90-107.

Taking the initiative. What characterizes leaders? (2013), with Urs Fischbacher, *European Economic Review* 64, 147-168.

Can subgame perfect equilibrium threats foster cooperation? An experimental test of finite-horizon Folk theorems (2013), with Werner Güth, Ulrich Kamecke and Vera Angelova, *Economic Inquiry* 51(2), 1345-1356.

No contract or unfair contract: What's better? (2012), with Gerald Eisenkopf, *Journal of Socio-Economics* 41, 384-390.

Competition within firms (2012), with Simeon Schudy, *Journal of Competition Law and Economics*, 8(1), 167-185.

Finitely repeated prisoners' dilemma experiments without a commonly known end (2012), with Werner Güth und Ulrich Kamecke, *International Journal of Game Theory* 41(1), 23-47.

Infinity in the lab. How do people play repeated games? (2012), with Ulrich Kamecke, *Theory and Decision* 72(2), 205-219.

Strategic buyers and market entry (2011), with Jochen Glöckner, *Journal of Competition Law and Economics* 7(2), 403-426.

Predatory pricing and recoupment under EC competition law – Per-se rules, underlying assumptions and the reality: Results of an experimental study (2010), with Jochen Glöckner, *European Competition Law Review* 31(11), 423-431.

The critical discount factor as a measure for cartel stability? (2009), *Journal of Economics* 96(2), 113-136.

Group dynamics in experimental studies – The Bertrand paradox revisited (2009), *Journal of Economic Behavior and Organization* 69(1), 51-63.

## Other Publications

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Richard H. Thaler – Wirtschaftsnobelpreisträger 2017, with Florian Stolley, *Wirtschaftsdienst* 97(11), 780-784.

Ist es im Interesse der Bürger, wenn ihre Regierung Nudges implementiert?, with Florian Stolley, *Wirtschaftsdienst* 94(11), 767-771.

Tacit collusion: Four experimental studies (2008), Shaker Verlag: Aachen.

## Working Papers

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How communication makes the difference between a cartel and tacit collusion: A machine learning approach, with Max Andres and Jana Friedrichsen (r&r at *European Economic Review*).

Measuring strategic uncertainty attitudes, with Muhammed Bulutay, Camille Cornand, Frank Heinemann, and Adam Zylbersztejn (r&r at *Experimental Economics*).

How do people discount over spatial distance?, with Niklas Ziemann (r&r at *German Economic Review*).

Sanctioning the choice to communicate precisely hits cartels, with Max Andres.

Do people harness deliberate ignorance to avoid envy and its detrimental effects?, with Werner Güth, Ralph Hertwig, and Andreas Orland.

## Current Projects

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Communication and cooperation: A meta-study using machine learning methods

Umbrella effects, with Holger Rau

Leadership and communication, with Gerald Eisenkopf and Juri Nithammer

## Conference Presentations and Invited Talks

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**2022** Frankfurt (Sozialwissenschaftlicher Ausschuss), Bonn (ECONtribute LawEcon Workshop), Basel (WWZ)

**2021** Seoul (Society for the Advancement of Economic Theory, online)

**2020** Berlin (Sozialwissenschaftlicher Ausschuss, online)

**2019** Düsseldorf (DICE Research Seminar), Leipzig (Verein für Socialpolitik), Düsseldorf (Gesellschaft für experimentelle Wirtschaftsforschung), Essen (Sozialwissenschaftlicher Ausschuss), Kreuzlingen (theem), WU Vienna

**2018** Freiburg (Verein für Socialpolitik), Berlin (Economic Science Association), Maastricht (M-BEES), Vienna (Workshop on Cooperation for Exploitation)

**2017** Vienna (Economic Science Association), Kassel (Gesellschaft für experimentelle Wirtschaftsforschung), Mainz

**2016** Geneva (European Economic Association)

**2015** Heidelberg (Economic Science Association), Hamburg (Gesellschaft für experimentelle Wirtschaftsforschung)

**2014** Vienna (VCEE Seminar), Innsbruck (Brown Bag Lunch Seminar)

**2013** Maastricht (Workshop on the Economics of Enforcement), Tilburg (TIBER XII), Bonn (Law Econ Workshop), Zurich (Economic Science Association), Nuremberg, HSU Hamburg

**2011** Magdeburg, Nuremberg (Gesellschaft für experimentelle Wirtschaftsforschung), Oslo (European Economic Association), Florence (Workshop on Behavioural and Experimental Economics)

**2010** WZB Berlin, Kiel (Verein für Socialpolitik), Copenhagen (Economic Science Association), Tilburg

**2009** Innsbruck (Economic Science Association), Ottobeuren, Lecce (Workshop on Industrial Organization), Nuremberg

**2008** Mannheim (Gesellschaft für experimentelle Wirtschaftsforschung)

**2007** Rome (Economic Science Association), Munich (Verein für Socialpolitik), Goslar (Gesellschaft für experimentelle Wirtschaftsforschung)

**2006** Jena, Paris (IAREP/SABE), Magdeburg (Gesellschaft für experimentelle Wirtschaftsforschung), Frauenthiemsee (Munich Summer Institute on Economics and Psychology)

**2005** Jena (Summer Institute on Bounded Rationality in Economics and Psychology)

## Refereeing

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*Scientific Journals:* Economic Journal, Economics Letters, European Economic Review, European Journal of Finance, Experimental Economics, Games, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior and Organization, Journal of Economics, Journal of Institutional and Theoretical Economics, Journal of the Economic Science Association, Labour Economics, Management Science, Managerial and Decision Economics, Review of Economic Design, Review of Industrial Organization

*Grants:* DFG, VolkswagenFoundation, German National Academic Foundation, Netherlands Organization for Scientific Research (NWO)

## Service to the Profession

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since 2020	Head of the faculty board
2018	Program committee, ESA World Meeting
since 2016	Member of the faculty board
since 2016	Departmental student advisory service
since 2016	Member of many search committees for professorships in Economics, Business, Politics, and Sociology
2016-2019	Deputy dean of studies
2016-2017	Working group <i>Research Ethics</i> , GfEW
2015-2017	Working group <i>Research Ethics</i> , German Data Forum (RatSWD)
2014-2015	Bafög representative, University of Potsdam
2010-2014	Co-organizer of the Thurgau Experimental Economics Meeting (theem)

## Memberships

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Economic Science Association, Gesellschaft für Experimentelle Wirtschaftsforschung, Verein für Socialpolitik, Mensa e.V.

*July 2022*