

Prof. Dr. Lisa V. Bruttel | Curriculum Vitae

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

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	Doctorate (<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

Industrial Organization, Experimental and Behavioral Economics, Data Science

Grants

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)

Awards

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

Teaching Experience

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: Communication and Cooperation (German), Aspiration and Reality (German), 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

How to pre-register experimental studies that involve machine learning for text data analysis (forthcoming), with Juri Nithammer, *Journal of Behavioral and Experimental Economics*.

Pre-election communication in public good games with endogenous leaders (2025), with Gerald Eisenkopf and Juri Nithammer, *Economics Letters* 251, 112317.

Legal compliance and detection avoidance: Results on the impact of different law-enforcement designs (2024), with Tim Friehe and Lennart Rehm, *Review of Law and Economics*.

Does communication increase the precision of beliefs? (2024), with Vasilisa Werner, *Economics Letters* 244, 112032.

How do people discount over spatial distance? (2023), with Niklas Ziemann, *German Economic Review* 24(1), 33-67.

How communication makes the difference between a cartel and tacit collusion: A machine learning approach (2023), with Max Andres and Jana Friedrichsen, *European Economic Review* 152, 104331.

Measuring strategic-uncertainty attitudes (2023), with Muhammed Bulutay, Camille Cornand, Frank Heinemann, and Adam Zylbersztejn, *Experimental Economics* 26(3), 522-549.

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.

Current Projects

Communicating cartel intentions, with Max Andres

Suspicion and communication, with Friedericke Fromme and Vasilisa Werner

Communication and collusion in oligopoly experiments: A meta-study using machine learning, with Max Andres

Payoffs, beliefs, and cooperation in infinitely repeated games, with Max Andres and Juri Nithammer

Partial cartels and ringleaders: An experimental study, with Holger Rau and Vasilisa Werner

A simple measure of strategic uncertainty aversion

Conference Presentations and Invited Talks

2025 Mannheim (Sozialwissenschaftlicher Ausschuss), East Anglia (Behavioural Game Theory Workshop)

2024 Berlin (Center for Adaptive Rationality), Vienna (VCEE Seminar), Amsterdam (EARIE), Berlin (Verein für Socialpolitik)

2023 Oxford (OMI Learning in Games and Algorithmic Collusion Workshop), Lyon (Economic Science Association)

2022 Bologna (Economic Science Association), Bonn (ECONtribute LawEcon Workshop), Frankfurt (Sozialwissenschaftlicher Ausschuss), Basel (WWZ)

2021 Seoul (Society for the Advancement of Economic Theory)

2020 Berlin (Sozialwissenschaftlicher Ausschuss)

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

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 Law and Economics, Journal of the Economic Science Association, Labour Economics, Management Science, Managerial and Decision Economics, PLOS One, 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

2025 Organizer of the Text as Data in Behavioral Economics Workshop
since 2020 Head of the faculty board
since 2022 Special lectures for school children
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, Law, and Sociology
2016 – 2019 Deputy dean of studies
2016 – 2017 Working group *Research Ethics*, GfEW
2015 – 2017 Working group *Research Ethics*, German Data Forum (RatSWD)
2014 – 2015 Bafög representative, University of Potsdam
2010 – 2014 Co-organizer of the Thurgau Experimental Economics Meeting (theem)

Memberships

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

July 2025