

# Hans-Theo Normann

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## *contact details*

### *office address*

Duesseldorf Institute for Competition Economics (DICE),  
40225 Duesseldorf, Germany, Tel.: +49 211 81 15297

### *email*

[normann@dice.hhu.de](mailto:normann@dice.hhu.de)

### *web*

<http://www.dice.hhu.de/~normann.html>

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## *current positions and affiliations*

*since 2010*

Professor of Economics, DICE, Düsseldorf University

*since 2008*

Research Affiliate, Max-Planck-Institute, Bonn

*since 2014*

EARIE Executive Committee

*since 2015*

Advisory Board Berlin Centre for Consumer Policies (BCCP)

*since 2015*

Industrieökonomischer Ausschuss, Verein für Socialpolitik

*since 2017*

Associate Editor, Games

*since 2010*

Associate Editor, Journal of Industrial Economics

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## *education*

2001

Habilitation in economics (German *venia legendi*), Humboldt University Berlin

1996

PhD in Economics, European University Institute, Florence  
Advisors: Stephen Martin, Louis Phlips

1992

Diploma (MSc) in Economics, University of Freiburg  
Studies of Economics and Philosophy at University of

1987-1996

Münster, University of Freiburg, European University Institute (Florence), and Oxford University (Nuffield College)

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## *research interests*

Industrial organisation, competition policy, experimental economics, game theory, behavioural economics

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*previous and visiting positions*

- 2018 Harris Distinguished Visiting Professor, Dartmouth College (three months)
- 2012-2016 Associate Editor, Journal of Economic Behavior and Organization
- 2008-2010 Professor of Economics, Goethe University Frankfurt
- 2007-2008 Fellow, Max-Planck-Institute for Research on Collective Goods, Bonn
- 2006 Visiting Professor Tilburg University (three months)
- 2007 Visiting Professor Laboratorium für experimentelle Wirtschaftsforschung, Bonn (three months)
- 2001-2006 Reader and Professor, Royal Holloway College, University of London
- 1996-2001 Lecturer, Humboldt University Berlin

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*grants and awards*

- Deutsche Forschungsgemeinschaft (DFG), PhD Programme “Competition Economics”, 2019-2023, approximately 2,800,000€, Speaker of the programme
- Deutsche Forschungsgemeinschaft (DFG), PhD Programme “Competition Economics”, 2014-2019, approximately 2,500,000€, Speaker of the programme
- Binational DFG-Agence nationale de la recherche (ANR) grant, 200,000€, 2012
- Deutsche Forschungsgemeinschaft (DFG) Sachbeihilfe, 140,000€, 2011
- Reinhard-und-Emmi-Heynen Research Prize (6.250€), 2011
- Teaching Prize Goethe University Frankfurt, 2009; Humboldt University Teaching Award, 2001
- Social Sciences Research Grant, Nuffield Foundation 2008 (with Miguel Fonseca), 2007 (with Dirk Engelmann) and 2002
- Leverhulme Research Fellowship, Leverhulme Trust, 2005
- Research Grant ESRC (with D. Engelmann), 2004
- Research Project Grant, Leverhulme Trust, 2003
- Two-year PhD grant, Deutscher Akademischer Austausch-dienst (DAAD), 1992-1994

publications in refereed journals

- 2019 Collusion and Bargaining in Asymmetric Cournot Duopoly—An Experiment (with Christian Fischer), *European Economic Review*, 111, 2019, 360-379.
- How Much Priority Bonus Should be Given to Registered Organ Donors? An Experimental Analysis (with Annika Herr), *Journal of Economic Behavior and Organization*, 158, 367-378.
- Shrouding Add-On Information: an Experimental Study (with Tobias Wenzel), forthcoming in *Scandinavian Journal of Economics*.
- 2018 The Willingness to Sell Personal Data (with Volker Benndorf), *Scandinavian Journal of Economics*, 120 (4), 2018, 1260-1278.
- 2017 Depth of Reasoning and Information Revelation: A Note on the Distribution of k-Levels (with Volker Benndorf and Dorothea Kübler), *International Game Theory Review*, 19(4). 18 pages.
- Experienced vs. inexperienced participants in the lab: do they behave differently? (with Volker Benndorf and Claudia Moellers), *Journal of the Economic Science Association* 2017, 3(1), 12–25.
- Communication in Vertical Markets: Experimental Evidence (with Claudia Moellers and Christopher M. Snyder), *International Journal of Industrial Organization*, 50, 2017, 214-258.
- 2016 Organ Donation in the Lab: Preferences and Votes on the Priority Rule (with Annika Herr), forthcoming *Journal of Economic Behavior and Organization*, 131B, 2016.
- How Competitiveness May Cause a Gender Wage Gap: Experimental Evidence (with Matthias Heinz and Holger Rau), *European Economic Review*, 90, 2016, 336–349.
- Equilibrium Selection with Coupled Populations in Hawk-Dove Games: Theory and Experiment in Continuous Time (with Volker Benndorf and Ismael Martínez-Martínez), *Journal of Economic Theory*, 165, 2016, 472-486.
- 2015 Privacy Concerns, Voluntary Disclosure of Information, and Unraveling: An Experiment (with Benndorf and Kübler), *European Economic Review*, 75, 2015, 43-59.
- Do Buyer Groups Facilitate Collusion? (with Jürgen Rösch and Luis-Manuel Schultz), *Journal of Economic Behavior and Organization*, 109, 2015, 72-84.
- Simultaneous and Sequential Contributions to Step-Level Public Goods: One vs. Two Provision Levels (with Holger A. Rau), *Journal of Conflict Resolution*, 59(7), 2015, 1273-1300.
- 2014 Preferences and Beliefs in a Sequential Social Dilemma: A Within-Subjects Analysis” (with Mariana Blanco, Dirk Engelmann and Alexander Koch), *Games and Economic Behavior*, 87, 2014, 122–135.

publications in refereed journals (contd.)

Endogenous Cartel Formation: Experimental Evidence (with Miguel A. Fonseca), *Economics Letters*, 125, 2014, 223–225.

Output Commitment Through Product Bundling—Experimental Evidence (with Jeroen Hinloopen and Wieland Müller), *European Economic Review*, 65, 2014, 164-180.

The Effects of Cartel Policy: Evidence from the German Cable Industry (with Elaine Tan), *Industrial and Corporate Change*, 23(4), 2014, 1037-1057.

First Impressions are More Important Than Early Intervention: Qualifying Broken Windows Theory in the Lab (with Christoph Engel et al.), *International Review of Law and Economics*, 37, 2014, 126–136.

Do Short-Term Laboratory Experiments Provide Valid Descriptions of Long-Term Economic Interactions? A Study of Cournot Markets (with Israel Waichman and Till Requate), *Experimental Economics*, 17(3), 2014, 371-390.

2013 Excess Capacity and Pricing in Bertrand-Edgeworth Markets: Experimental Evidence (with Miguel A. Fonseca), *Journal of Institutional and Theoretical Economics*, 169(2), 2013, 199-228.

2012 Explicit vs. Tacit Collusion – The Impact of Communication in Oligopoly Experiments (with Miguel A. Fonseca), *European Economic Review*, 56(8), 2012, 1759-1772.

Signaling in Deterministic and Stochastic Settings: A Theoretical and Experimental Investigation (with Thomas Jeitschko), *Journal of Economic Behavior and Organization*, 82(1), 2012, 39-55.

The Impact of the Termination Rule on Cooperation in a Prisoner's Dilemma Experiment (with Brian Wallace), *International Journal of Game Theory*, 41, 2012, 707-718.

2011 Do Vertical Mergers Enable to Raise Rivals' Costs? Experimental Evidence: *Journal of Industrial Economics*, LIX(3), 2011, 506-527.

Leading with(out) Sacrifice? A Public-Good Experiment with a Super-Additive Player (with Glöckner, Irlenbusch, Kube and Nicklisch), *Economic Inquiry*, 49(2), 2011, 591-597.

2010 A Within-Subject Analysis of Other-Regarding Preferences (with Mariana Blanco and Dirk Engelmann), *Games and Economic Behavior*, 72(2), 2010, 321-338.

Belief Elicitation in Experiments: Is there a Hedging Problem? (with Mariana Blanco, Dirk Engelmann and Alexander K. Koch), *Experimental Economics*, 13, 2010, 412–438.

Maximum Effort in the Minimum Effort Game (with Dirk Engelmann), *Experimental Economics*, 13, 2010, 249–259.

publications in refereed journals (contd.)

Asymmetric Enforcement of Cooperation in a Social Dilemma (with Nikos Nikiforakis and Brian Wallace), *Southern Economic Journal*, 76(3), 2010, 638–659.

2009 Vertical Integration, Raising Rival's Cost and Upstream Collusion, *European Economic Review*, 53, 2009, 461-480.

Experiments for Economic Policy Making (with Roberto Ricciuti), *Journal of Economic Surveys*, 23(3), 2009, 407-432.

2008 Job Market Signalling and Screening in Laboratory Experiments (with Dorothea Kübler and Wieland Müller), *Games and Economic Behavior*, 64, 2008, 219-236.

Mergers, Asymmetries and Collusion: Experimental Evidence (with Miguel A. Fonseca), *Economic Journal*, 118, 2008, 387-400.

A Comparative-Statics Analysis of Punishment in Public Good Experiments (with Nikos Nikiforakis), *Experimental Economics*, 11(4), 2008, 358-369.

Giving in Dictator Games: Regard for Others or Regard by others? (with Alexander Koch), *Southern Economic Journal*, 75(1), 2008, 223-231.

2007 Do Buyer-Size Discounts Depend on the Curvature of the Surplus Function? Experimental Tests of Bargaining Models (with Bradley Ruffle and Chris Snyder), *RAND Journal of Economics*, 38(3), 2007, 747-767.

The Merger Paradox and Why Aspiration Levels Let it Fail in the Lab (with Steffen Huck, Kai A. Konrad and Wieland Müller), *Economic Journal*, 117, 2007, 1073-1095.

Conjectural Variations and Evolutionary Stability in Finite Populations (with Wieland Müller), *Journal of Evolutionary Economics*, 17, 2007, 53-61.

An Experimental Evaluation of Strategic Trade Policy (with Dirk Engelmann), *Journal of Economic Behavior and Organization*, 64(1), 2007, 144-156.

Vertical Cross-Shareholding: Theory and Experimental Evidence (with Werner Güth and N. Nikiforakis), *International Journal of Industrial Organization*, 25, 2007, 69-89.

2006 Endogenous Timing in Duopoly: Experimental Evidence (with Miguel Fonseca and Wieland Müller), *International Journal of Game Theory*, 34, 2006, 443-456.

2005 Conjectural Variations and Evolutionary Stability - A New Rationale for Consistency (with Wieland Müller), *Journal of Institutional and Theoretical Economics*, 161, 2005, 491-502.

publications in refereed journals (contd.)

GLAD: A Simple Adaptive Strategy that Yields Cooperation in Dilemma Games (with Steffen Huck and Jörg Oechssler), *Physica D*, 200, 2005, 133-138.

Playing Cournot Although They Shouldn't: (with Steffen Huck and Miguel A. Fonseca), *Economic Theory*, 25, 2005, 669-677.

2004 Through Trial and Error to Collusion (with Steffen Huck and Jörg Oechssler), *International Economic Review*, 45, 2004, 205-224.

Strategic Delegation in Experimental Markets (with Steffen Huck and Wieland Müller), *International Journal of Industrial Organization*, 22, 2004, 561-574.

Durable Goods Monopoly with Privately Known Impatience (with Werner Güth and Sabine Kröger), *Economic Inquiry*, 42, 2004, 413-424.

Vertical Foreclosure versus Downstream Competition with Capital Precommitment (with Pio Baake and Ulrich Kamecke), *International Journal of Industrial Organization*, 22, 2004, 185-192.

Two are Few and Four are Many - On Number Effects in Cournot Oligopoly (with Steffen Huck and Jörg Oechssler), *Journal of Economic Behavior and Organization*, 53, 2004, 435-446.

2003 Capacity Choices and Price Competition in Experimental Markets (with Werner Güth, Vital Anderhub, and Ulrich Kamecke), *Experimental Economics*, 6, 2003, 27-52.

Zero Knowledge Cooperation in Dilemma Games (with Steffen Huck and Jörg Oechssler), *Journal of Theoretical Biology*, 220, 2003, 47-54.

2002 Stability of the Cournot Process: Experimental Evidence (with Steffen Huck and Jörg Oechssler), *International Journal of Game Theory*, 31, 2002, 123-136.

Collusive Intra-Industry Trade in Identical Commodities (with Pio Baake), *World Economics - Weltwirtschaftliches Archiv*, 138, 2002, 482-492.

Tax Liability-Side Equivalence in Experimental Posted-Offer Markets (with Rainald Borck, Dirk Engelmann and Wieland Müller), *Southern Economic Journal*, 68:3, 2002, 672-692.

To Commit or not to Commit: Endogenous Timing in Experimental Duopoly (with Steffen Huck and Wieland Müller), *Games and Economic Behavior*, 38, 2002, 240-264.

Endogenous Timing with Incomplete Information and with Observable Delay, *Games and Economic Behavior*, 39, 2002, 282-291.

Vertical Integration and Market Foreclosure with Convex Downstream Costs (with Pio Baake and Ulrich Kamecke), *Journal of Economics*, 75, 2002, 125-135.

publications in refereed journals (contd.)

- 2001 Vertical Foreclosure in Experimental Markets (with Stephen Martin and Christopher Snyder), *RAND Journal of Economics*, 32:3, 2001, 466-496.
- Der Fall des Kabelherstellerekartells -- Zur Bedeutung des Kartellverbots (with Verena Hahn), *Schmollers Jahrbuch - ZWS*, 121:3, 2001, 407-426.
- Stackelberg beats Cournot - On Collusion and Efficiency in Experimental Markets (with Steffen Huck and Wieland Müller, *Economic Journal*, 111, 2001, 749-765.
- Exchange Agreements Facilitate Collusion, *German Economic Review*, 2:2, 2001, 113-125.
- Market Volatility and Inequality in Earnings: Some Experimental Evidence (with Steffen Huck and Jörg Oechssler, *Economics Letters*, 70, 2001, 363-368.
- 2000 Conscious Parallelism in Asymmetric Oligopoly, *Metroeconomica*, 51:3, 2000, 343-366.
- Does Information about Competitors' Actions Increase or Decrease Competition in Experimental Oligopoly Markets? (with Steffen Huck and Jörg Oechssler), *International Journal of Industrial Organization*, 18, 2000, 39-57.
- 1999 Learning in Cournot Oligopoly (with Steffen Huck and Jörg Oechssler), *Economic Journal*, 109, 1999, C80-C95.
- 1997 Endogenous Stackelberg Equilibria with Incomplete Information, *Journal of Economics*, 66, 1997, 177-187.

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books

Industrial Organization: Theory and Practice (edited together with Subhasish M. Chowdhury and Jeroen Hinloopen), forthcoming *Cambridge University Press*.

Experiments and Competition Policy, *Cambridge University Press*, 2009 (edited together with Jeroen Hinloopen).

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*publications in collected volumes*

Experimental Economics in Antitrust (with Wieland Müller) in: Blair, R. D. and Sokol, D. Daniel, *Oxford Handbook of International Antitrust Economics*, 2014, Volume 1, Chapter 10.

Mercados no Competitivos (with Nikos Georgantzís), Chapter 10 in: A. Bosch (ed.) *Economía Experimental y del Comportamiento*, Barcelona 2011.

Random Dictators: A First Investigation into Social von Neumann Morgenstern Preferences (with Steffen Huck and Jim Engle-Warnick), in: Franz, W., Güth, W., Ramser, H.-J. and Stadler, M. (eds.) *Wirtschaftswissenschaftliches Seminar Ottobeuren*, Volume 38, *Experimentelle Wirtschaftsforschung*, 43-56.

Experimental Economics in Antitrust, in: Wayne Dale Collins (ed.), *Issues in Competition Law and Policy*, American Bar Association Book Series, 2008, 773-801.

Price Ceilings as Focal Points? An Experimental Test (with Dirk Engelmann), in: Jeroen Hinloopen and Hans-Theo Normann (eds.): *Experiments for Antitrust Policies*, *Cambridge University Press*, 2009, 61-80.

Experimental Tests of Consciously Parallel Behavior in Oligopoly (with Ron Harstad and Stephen Martin), in: Louis Philips (ed.): *Applied Industrial Economics*, Cambridge University Press, 1998, 123-151.



seminar and conference presentations

- 2019 Berlin (WZB) Workshop for Werner Güth's 75<sup>th</sup> birthday • Grenoble University • Max-Planck Institute for Tax Law and Public Finance (Munich)
- 2018 Dartmouth College • Verein für Socialpolitik (VfS) Sozialwissenschaftlicher Ausschuss • Gesellschaft für experimentelle Wirtschaftsforschung (Paderborn)
- 2017 Copenhagen University • Winter Seminar (Montafon) • Verein für Socialpolitik (VfS) Sozialwissenschaftlicher Ausschuss
- 2016 Paris Polytechnique • Göttingen University • Toulouse School of Economics (ANR Workshop) • Bologna University • Canadian Economic Association (Ottawa)
- 2015 London (LEW Royal Holloway) • Verein für Socialpolitik (VfS) Industrieökonomischer Ausschuss (Berlin) • Verein für Socialpolitik (VfS) Münster • Amsterdam (ABEE) • Paris ANR-DFG Meeting
- 2013 NHH Norwegian School of Economics, Bergen • Heidelberg University • Economic Science Association (ESA) Zurich
- 2012 MPI München • Paris Sorbonne • Copenhagen Business School • Paris CREST • XXVII Jornadas de Economía Industrial (Madrid) Murcia • WHU School of Management
- 2011 US Department of Justice (DOJ) Antitrust Division • International Industrial Organization Conference (IIOC) Boston • University of Hamburg • Wissenschaftszentrum Berlin (WZB) • Royal Economic Society (RES) London
- 2010 MBees Maastricht • Munich University • ALCE Amsterdam • DIW Berlin • DIW Workshop on Vertical Restraints • Verein für Socialpolitik (Kiel) • ESA Copenhagen • XXV Jornadas de Economía Industrial (Madrid) • METEOR Seminar Maastricht • Mannheim University
- 2009 European Commission, DG Competition • UEA Conference of Cartels and Tacit Collusion (Norwich) • University of Innsbruck • University of Nuremberg • Max-Planck-Institute Jena • ESA (Innsbruck)
- 2008 University of Mannheim • Max-Planck-Institute Bonn • International Industrial Organization Conference (IIOC) Arlington
- 2007 Tilburg Center for Law and Economics (TILEC) • Humboldt University Berlin • Max-Planck-Institute Bonn • Max-Planck-Institute Jena • TU Berlin • J.-W.-Goethe University Frankfurt • University of Heidelberg • University of Osnabrück • University of Göttingen • St. Gallen University • Wissenschaftszentrum Berlin

- 2006 ACLE Workshop on Forensic Economics in Competition Law Enforcement • Tilburg University • Symposium on Psychology and Economics Tilburg • Ben-Gurion University • Exeter University • Royal Economic Society (RES) Nottingham • Office of Fair Trading (OFT) London
- 2005 Finexe Workshop, Joensuu • European Association for Research in Industrial Economics (EARIE), Porto • Zurich University • Network of Industrial Economists Meeting Warwick
- 2004 University of Amsterdam (ENCORE seminar) • ESA Amsterdam • EARIE Berlin • Dutch Competition Authority (NMa) Den Hague
- 2003 Tilburg University • University of Nottingham • University of Marburg • University of Hannover • University College London • Economic Science Association (ESA), Erfurt • Verein für Socialpolitik (VfS), Zurich
- 2002 University of Oxford • New-York University • George-Washington University • University of Magdeburg • Cologne University • EARIE Madrid • Max-Planck-Institut Jena (keynote speaker Summer School) • University of Groningen • Verein für Socialpolitik (VfS) Rostock
- 2001 Allied Social Science Association (ASSA), New Orleans • Free University Berlin • Warwick University • Royal Holloway College, London • Verein für Socialpolitik (VfS) Magdeburg • University of Erfurt • Tinbergen Institute Amsterdam • Wissenschaftszentrum Berlin (WZB)
- 2000 Economic Science Association (ESA) New-York • EARIE Lausanne • Verein für Socialpolitik (VfS) Berlin • Gesellschaft für Experimentelle Wirtschaftsforschung (GEW) Magdeburg
- 1999 Bonn University • European Economic Association (EEA) Santiago de Compostela • ESA Grenoble • Gesellschaft für Experimentelle Wirtschaftsforschung (GEW), Wittenberg • Verein für Socialpolitik (VfS) Mainz
- 1998 Royal Economic Association (RES) Warwick • Econometric Society European Meeting (ESEM) Berlin • EARIE Copenhagen • Verein für Socialpolitik (VfS) Rostock
- 1997 ESA Mannheim • “Thebora” Workshop Bonn University (Poster Session) • EARIE Leuven • VfS Bern
- 1996 EARIE Vienna • Center for Economic Policy Research (CEPR) Workshop, Florence • Summer School on Empirical Industrial Organization Copenhagen
- 1995 Nuffield College, University of Oxford
- 1994 European Economic Association (EEA) Maastricht

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*teaching*

Game Theory (MSc, PhD)  
Microeconomics (BSc, MSc, PhD)  
Industrial Economics (MSc, PhD)  
Experimental Economics (BSc, MSc, PhD)  
Competition Policy (MSc)  
International Trade (BSc)

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*refereeing and editing*

*editing*

Games, Associate Editor  
Journal of Industrial Economics, Associate Editor  
Journal of Econ Behavior and Organization, Associate Editor (2012-2017)  
Games, Editor, special issue on The Economics of Privacy and Data Protection (2018)  
International Journal of Industrial Organization, special issue, guest editor (vol. 29(1), 2011)  
Economic Journal, Conference Volume (editorial board) 2005

*refereeing*

American Economic Review • Econometrica • Economic Journal • European Economic Review  
• Journal of Economic Theory • Journal of the European Economic Association • Journal of  
Political Economy • RAND Journal of Economics • Review of Economic Studies • American  
Economic Journal Micro • Australian Economic Papers • B.E. Journals • Bulletin of Economic  
Research • Cambridge University Press • Canadian Journal of Economics • Computational  
Economics • Economic Inquiry • Economic Modeling • Experimental Economics • Games •  
Games and Economic Behavior • German Economic Review • Information Economics and Policy  
• International Economic Review • International Journal of Industrial Organization • International  
Journal of Game Theory • Journal of Bioeconomics • Journal of Competition Law and Economics  
• Journal of Conflict Resolution • Journal of Economic Behavior and Organization • Journal of  
Economic Dynamics and Control • Journal of Economics and Management Strategy • Journal of  
Economic Psychology • Journal of the Economic Science Association • Journal of Economics •  
Journal of Empirical Legal Studies • Journal of Evolutionary Economics • Journal of Health  
Economics • Journal of Industrial Economics • Journal of Industry, Competition and Trade •  
Journal of Institutional and Theoretical Economics • Journal of Public Economics • Management  
Science • Managerial and Decision Economics • Mathematical Social Sciences •  
Metroeconomica • Operations Research • Philosophical Psychology • Public Finance Review •  
Review of Industrial Organization • Review of Network Economics • Scandinavian Journal of  
Economics • Scottish Journal of Political Economy • Social Choice and Welfare • Southern  
Economic Journal • Strategic Management Journal • Theory and Decision

*chair of the programme committee*

Verein für Socialpolitik (Annual Meeting of the German Economic Association), 2013

*programme committee*

EEA Congress 2004, 2006, 2007, 2008, 2009, 2010, 2011  
EARIE Meetings 2004, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018  
Salento Workshop 2011  
Verein für Socialpolitik 2007, 2008, 2013, 2019

*reviewer*

British Academy  
Deutscher Akademischer Austauschdienst (DAAD)  
Deutsche Forschungsgemeinschaft (DFG)  
Economic and Social Research Council (ESRC)  
German-Israeli Foundation (GIF)  
Israel Science Foundation (ISF)  
Her Majesty's Revenues & Customs (HMRC)  
National Science Foundation (NSF)  
Nederlandse Organisatie voor Wetenschappelijk Onderzoek (NOW)  
Norwegian Research Council (Oslo Panel 2010, 2016, 2017)  
Schweizer Nationalfonds (SNF)  
Thyssen Stiftung

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*administrative responsibilities*

Strategischer Forschungsfond, Heinrich-Heine University (2017 -)

Speaker Graduate Programme in Competiton Economics, DICE, (2014 -)

Dean of the Graduate School, DICE, (2011 -)

PhD Programme Coordinator, MSc Selection Committee DICE (2011 -)

Pruefungsausschuss, University of Duesseldorf (2011-2014)

Pruefungsausschuss, Goethe University Frankfurt (2009-10)

Director of the experimental laboratory, Royal Holloway College (2001-2007)

Director of Graduate Studies, Royal Holloway College, (2001-2004), including admissions and curriculum development for various MSc courses and design of MSc and PhD programmes

External examiner, Finance and Economics Experimental Laboratory at Exeter (FEELE) and MSc in Economics and Experimental Economics, Exeter University (2004-2009)

Selection committee Master in Economics and Management Science (MEMS), Humboldt University Berlin (1999-2001)

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*phd supervision*

*responsible supervisor*

Claudia Moellers (now Post-Doc at DICE), *Competition in Concentrated Markets: Three Essays in Experimental Industrial Organization*, completed in 02/2017.

Ismael Martínez-Martínez (now Post-Doc at DICE), *Three Essays on Equilibrium Selection with Coupled Populations*, completed in 11/2016.

Katrin Köhler (now: Business Consultant Digitalisierung Insurance), *Four Essays in Behavioural Economics*, completed 11/2015.

Markus Dertwinkel (now Cologne University), *Essays on Behavioral Economics and Industrial Organization*, completed 09/2015.

Volker Benndorf (now Frankfurt University), *Privacy and Economics*, completed in 11/2014.

Georg Clemens (now Compass Lexecon), *Strategic and Behavioral Aspects of (Anti-)Competitive Conduct in Oligopolies: Four Essays in Industrial Organization*, completed in 02/2014.

Holger A. Rau (now University of Göttingen), *The Impacts of Social Preferences and Biases on Individual and Group Decision Making: Four Essays in Experimental Economics*, completed in 12/2012

Mariana Blanco (now Universidad del Rosario, Bogota): *Within-Subjects Analyses on Other-Regarding Preferences*, completed 09/2008

Nikos Nikiforakis (now New York University Abu Dhabi): *On Decentralized Enforcement of Cooperation: An Experimental Investigation*, PhD degree completed in 2007

Massimo Finnochiario Castro (now Università Reggio di Calabria): *The Bright and the Dark Side of Cooperation*, PhD degree completed in 09/2006

Miguel A. Fonseca (now Exeter University): *An Experimental Investigation of Leadership in Markets and Contests*, PhD degree completed in 12/2005

*advisor (second marker)*

Valentin Wagner, *Field Experiments in Behavioral Economics of Education*, completed 02/2017.

Christian Fischer, *Essays on Repeated Strategic Interactions*, completed 01/2017.

Verena Nowak, *Essays on the Organization of Multinational Firms*, completed 09/2016.

Hamid Aghadadshli, *Essays on Industrial Organization*, completed 06/2016.

Julia Graf, *Rebate Contracts and Consumer Tariff Choice: Three Essays* completed 12/2013.

Hans Christian Müller, *Studies on Competition and Behavioral Economics*, completed 03/2013.

Hamid Aghadadashli, *Competition for Attention in Search Models*, completed in 06/2016.

*external examiner*

Florian Spitzer (Universität Wien): *How Detrimental Behavior is Shaped by the Institutional Environment – Three Essays in Behavioral and Experimental Economics*, PhD completed in 12/2018.

Liang Lu (University of East Anglia): *Essays on Strategic Firms, Vertical Contracts and Horizontal Agreements*, PhD degree completed in 01/2017.

Kenan Kalycı (Tilburg University): *Essays in Behavioral Economics*, PhD degree completed in 02/2011.

Luke Garrod (University of East Anglia): *Essays that Reassess Common Simplifying Assumptions of Microeconomic Behaviour*, PhD degree completed 07/2007

Heike Harmgart (University College London): *Consumer Behavior, Information Feedback and the Supermarket Industry*, PhD degree completed in 11/2006

Ping Zhang (University of Nottingham): *Theoretical and Experimental Approaches to Institutional Design: Applications to IPO Auctions and Weighted Voting Games*, PhD degree completed in 01/2006

*C.V. Hans-Theo Normann, 05/04/2019*