

CURRICULUM VITAE

PERSONAL INFORMATION

Dr.habil. Katharina Gangl

Nuremberg Institute for Market Decisions
Director Studies
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Nationality: Austria

Married, 1 child

Research profile

I am interested in conducting large-scale field studies to understand how behaviour evolves and can be changed. Most of my research is in the field of financial decision making and pro-environmental behaviour. For three years, I coordinated the behavioural insights team “Insight Austria” with 12 researchers.

Education

- 2021 **University of Vienna, Austria**
Habilitation
Venia Docendi for Psychology
▪ Habilitation thesis: Trust and Cooperation between public authorities and citizens
- 10/2009 – **University of Vienna, Austria**
09/2013 *PhD in psychology, summa cum laude*
specialization in Economic Psychology
▪ PhD thesis: The impact of power and trust on tax compliance
- 10/2001 – **University of Vienna, Austria**
11/2008 *Diploma degree in psychology*
Specialization in Economic Psychology
▪ Diploma thesis: Empirical testing of the Slippery Slope Framework
- 09/2006 – **Instituto Superior de Ciencias do Trabalho e da Empresa in Lisbon, Portugal**
02/2007 Erasmus student of Management
- 10/2001 – **University of Vienna, Austria**
06/2003 Student of Sociology
- 1997 – **BORG Feldbach, Styria, Austria**
2001 *Matura with specialization in biology, physics and chemistry*

Positions

- 10/2025 **Nuremberg Institute for Market Decisions**
ongoing Director of Studies: Executive manager of the institutes’ applied research projects
- 03/2020 **University of Vienna, Austria**
ongoing Senior Fellow at the Institute of Environmental Psychology & Lecturer
- 04/2022– **Institute of Advanced Studies, Austria**
04/2025 Head of Research Group Behavioural Economics: coordinating a team of 12 (junior) researchers.
- 09/2020– **Institute of Advanced Studies, Austria**
09/2025 Senior Researcher
- 10/2019 **Institute of Advanced Studies, Austria**
ongoing Senior Researcher at Behavioural Economics
- 01/2017 – **Georg-August-University of Goettingen, Germany**

09/2019 Assistant Professor
 01/2018 – **Maternity leave**
 05/2018
 07/2015 – **Zeppelin University, Germany**
 12/2016 *Postdoctoral researcher*
 10/2013 – **University of Vienna, Austria**
 06/2015 *Postdoctoral researcher*
 06/2013 – **Queensland University of Technology, Brisbane, Australia**
 09/2013 Visiting Scholar
 01/2011 – **University of Vienna, Austria**
 09/2013 *University Assistant*
 09/2010 – **University of Vienna, Austria**
 12/2010 *Assistant of the head of the doctorate programme psychology*
 10/2010 **Vienna University of Business Administration and Economics, Austria**
Researcher
 03/2009 – **International Organization for Migration, Vienna, Austria**
 07/2009 *Researcher*
 12/2008 – **Vienna University of Business Administration and Economics, Austria**
 01/2009 *Researcher*
 08/2007 – **University of Vienna, Austria**
 06/2008 *Teaching Assistant*
 09/2007 – **Trigon Development Consultant, Vienna, Austria**
 01/2008 *Internship*

Teaching & Supervision Activities

2013 – 1 PhD, 22 Master theses, 19 Bachelor theses
 2015
 2021 - **University of Vienna:** Advanced Seminar: Work, Economy, and Society. Evaluation score:
 ongoing 2024: 1,9; 2021: 1,3 (1 = excellent, 5 = poor)
 2020 **University of Vienna:** Theory and Empirical Research (Work, Economy, Society)
 2019 **University of Goettingen:** Seminar on Economic Psychology
 2018 **University of Goettingen:** Seminar on Work Security
 2017– **University of Goettingen:** Seminar on Leadership in Organisations. Evaluation score: 2018: 5.8;
 2018 2017: 5.4 (1 = poor; 7 = excellent); Seminar on Classics in Social Psychology Evaluation score:
 2018: 5.7; 2017:5.6 (1 = poor; 7 = excellent).
 2016 – **University of Goettingen:** Elective course in social psychology: Group Opinions, Decision
 2018 Making and Effort. Evaluation score: 2017: 3.8; 2016: 4.8, (1 = poor; 7 = excellent)
 2016 **Zeppelin University:** Seminar on Leadership in Organisations
 2016 **Zeppelin University:** Social Science Seminar (empirical and statistical training)
 2016 **Zeppelin University Executive Programme:** Behavioural Business Ethics Seminar
 2013 – **University of Vienna:** Bachelor Seminar I (empirical training). Evaluation score: 2.25 (1 =
 2015 excellent, 5 = poor)
 2012 **Pedagogic School of Lower Austria:** Advanced training for teachers of psychology on
 motivation, leadership, and decision making
 2012 **University of Vienna:** Presentation techniques for young scientists
 2010– **University of Vienna:** Seminar in Economic-, Work- and Organizational Psychology.
 2013 Evaluation score: 2012: 1.7 (1 = excellent, 5 = poor)
 2010– **University of Vienna:** Assistance in the “Research Project Seminar” (supervising of student
 2013 groups), in the lecture on “Economic Psychology I and II” (substitution as lecturer, preparing and
 conducting lecture examinations) and in the “Advanced Research Seminar”

Third-Party Funding: **approx. 2.4 million Euro (approx. 923.615 as PI)**

Competitive research grants: 1.621.161,36 Euro

- 2021 FFG Digital Innovation HUB (Co-Author): 19.681 Euro
2020 OeNB Jubiläumsfond on green finance (PI) 214.000 Euro (PI)
FFG Digital Innovation HUB (Co-Author): 982.297 Euro
2019 Diligentia fund on moral emotions at work (Co-Author): 11.646 Euro
2017 Seed Fund of the Leibniz-ScienceCampus (Co-Author): 9.939,7 Euro
2013 Travel Scholarship from the University of Vienna: 1.755,- Euro
2012 Austrian Science Fund (FWF) Project (Co-author): 375.972,66 Euro
2012 Science Award of the Austrian Chamber of Commerce (PI): 14.070,- Euro
2008 Research Scholarship for scientific work by the University of Vienna: 800,- Euro

Commissioned research funds: 791.990 Euro

- 2025 Fostering the flexible use of energy in households (PI, E-control): 93.350 Euro,
2024 Development of a data-driven carsharing concept (PI, City of Vienna): 20.000 Euro, Financial literacy of women and vulnerable groups (PI, Austrian Ministry of Finance): 98.000 Euro, Evaluation of the Horizontal Monitoring Project (PI, Austrian Ministry of Finance): 8.988 Euro
2023 Field experiments on littering in Vienna I (PI, City of Vienna): 99.492, Factors fostering donations of the wealthy (PI, Fundraising Verband): 49.870 Euro, Compliance with work safety regulations (PI, German Social Accident Insurance, DGUV): 8.000 Euro, Fostering behavioral insights in Austria (PI, Chamber of Industry): 60.000 Euro, Energy Saving Campaign of the Federal Government of Austria (PI, Austrian Ministry of Climate Action): 5.000 Euro
2022 Digitalization strategy for SMEs in the agriculture & energy sector (CO-Author, Austrian Ministry of Economic Affairs): 90.000 Euro, Field experiments on recycling (PI, ARA): 74.000 Euro
2021 Field experiments on littering in Vienna I (PI, City of Vienna): 67.800 Euro
2020 Reduktion des Personenaufkommens (PI, Stadt Wien): 14.500 Euro, Einstellungen zu Varianten des 1-2-3 Tickets (PI, VOR): 37.990 Euro; Fostering cycling in Austria (PI, Österreichische Energieagentur): 49.000 Euro;
2019 Förderung umweltfreundlicher und aktiver Mobilitätsformen (PI, Land Niederösterreich): 16.000 Euro

Reviewing

Journals: Journal of Economic Psychology, Frontiers in Psychology, Journal of Business Ethics, Journal of Behavioral Decision Making, Applied Psychology: An International Review, Political Psychology, Acta Psychologica, Public Finance Analysis, European Journal of Social Psychology, European Journal of Social and Political Psychology, European Journal of Political Economy, European Journal of Political Science, Policy Studies, Review of Public Economics, Sage Open (article editor), Journal of Socio-Economics, Journal of Behavioral and Experimental Economics, Law & Policy, Journal of Economic Behavior & Organization, Behavioral Sciences, German Journal of Work and Organizational Psychology, Journal of Sustainable Tourism, Journal of Social and Political Psychology, International Journal of Public Policy, Journal of Accounting and Taxation, eJournal of Taxation

Funding agencies: Swiss National Fund (2024), Jubiläumsfond Austrian Central Bank (2023, 2024), Croatian Science Foundation (2018), European Commission: Horizon 2020 programme (2016), Czech Science Foundation (2015, 2017)

Placement committees: Seeburg University (2025), University of Göttingen (2018)

University ranking: Times Higher Education Ranking (2023, 2024)

Academic memberships and duties

- 2010 – **IAREP**
2018 – **University of Göttingen**
2019 Member of the diversity and gender working group, Member of the search committee
2010 – **DGPS, EAWOP, ÖGP**

2019	Leibniz Science Campus Primate Cognition, Göttingen, Germany
2016	Zeppelin University, Germany <i>Non-professorial faculty member of the Management Board of the University</i>
2015	University of Vienna, Faculty of Psychology, Austria <i>Non-professorial faculty member of the Management Board of the Faculty</i>
2013 –	Austrian Association of Psychologists (ÖGP)
2015	<i>Speaker of the young scientists</i>
2012 –	University of Vienna, Faculty of Psychology, Austria
2015	<i>Member of the committee for young scientists</i>
2012 –	Association of Economic Psychology, Austria
2015	<i>Secretary</i>
2010	EAWOP

Awards

2024	Best paper award at the 6 th conference on behavioral research in finance, governance and accounting
2024	Medal of recognition by the Austrian chancellor for conducting a citizen counsel on the corona crisis

Public Relations and Media

Many years of experience writing media commentaries and media relations including the organization of media events (e.g., in 2024, I had 61 clippings in print media).

- TV interviews at ORF (e.g., Im Zentrum, ZIB, Report, Eco etc.), Puls24, Servus TV.
- Radio interviews Ö1 (Journale, PunktEins, Kolleg, etc), Antenne, Radio Arabella
- Newspaper interviews, contributions and mentions in Die Zeit, Der Standard, die Presse, Kurier, Falter, die Kleine Zeitung, Die Kronen Zeitung, Salzburger Nachrichten, Wiener Zeitung, Frankfurter Rundschau, Göttinger Tageblatt

Skills

Languages: German: native; English: fluent; Portuguese and French: basic knowledge
 Programmes: MS Office, SPSS, AMOS, R, STATA, endnote, NVivo
 Methods: field-, laboratory-, and online experiments, surveys, qualitative interviews, free associations

Ongoing collaborations with academic partners

Prof. Andreas Löschel (DE), Prof. Gerhard Riener (UK), Prof. Stefan Palan (AUT), Dr. habil. Alexander Bogner (AUT), Prof. Manuele Citi (Denmark), Prof. Erich Kirchler, Prof. Sabine Pahl (AUT), Prof. Paul Van Lange (NL), Prof. Michael Razen (AUT), Prof. Elisabeth Gsottbauer (IT), Prof. Erich Kirchler (AUT), Prof. Oliver Kirchkamp (DE), Prof. Louisa Kulke (DE), Dr. Miriam Zehnter (SE)

Past collaborations with academic partners

Giuliana Spadaro (NL), Dr. Daniela Pfabigan (Norway), Prof. Carmen Tanner (CH), Prof. Eric van Dijk (NL), Prof. Wilko van Dijk (NL), Prof. Jan-Willem Van Prooijen (NL), Prof. Benno Torgler (AUS), Prof. Paul Frijters (UK), Prof. Nilüfer Aydin (AUT), Prof. Jane Frecknall-Hughes (UK), Prof. Stefan Schultz-Hardt (DE), Dr. Lukas Thürmer (DE), Dr. Thomas Schulze-Gerlach (DE), Dr. Alexia Gaudeul (DE), Dr. Janet Kleber (AUT), Dr. Eva Hofmann (AUT), Prof. Erik Hölzl (DE).

Publications

On Google Scholar (09/03/2026), my publications have 2861 citations, h-index 22.
OSF profile: osf.io/36c8w ORCID profile: <https://orcid.org/0000-0001-6009-3358>

Manuscripts in Preparation:

- Bechtold, U., Gangl, K., Ibanez, M., Riener, G., & Seifert, M. (in preparation) Representative Personalities? A large-scale field experiment on a citizen assembly in Austria.
- Gangl, K., Abstiens, K., & Hartl, B. (in preparation). The effect of a citizen counsel on citizens' affective polarization.
- Seifert, M., Spitzer, F., Homar, A.R., Palan, S., & Gangl, K., (in preparation). Sustainable finance literacy enhances stock market participation, sustainable investments and helps to identify greenwashing.
- Neuhold, S., Razen, M., & Gangl, K. (in preparation). Preferences for financial education of financial vulnerable.
- Gaudeul, A., Gangl, K., Kirchkamp, O., & Kulke, L. (in preparation). The effect of ethical feedback on moral behavior among economic actors.
- Gangl, K., Seifert, M., Abstiens, K., Walter, A., Spitzer, F., Kirchler, E., Karmasin, S., & Kimmich, C. (in preparation). Stakeholders, necessary behavioural changes, and barriers for the sustainable transitions: Empirical evidence from Austria
- Zehnter, M., Gangl, K., Grosch, K., & Spitzer, F. (in preparation). Promoting women in male-dominated professions: A model of effective measures based on interviews with top managers, middle managers and professional newcomers.

Books

1. Gangl, K., & Kirchler, E. (2019). A research agenda for economic psychology. Edward Elgar, Cheltenham, UK.

All Publications (peer-reviewed journals in bold):

1. Kleber, J., Gangl, K., & Florack, A. (2025). Taxpayers do not always follow the crowd. The effects of regulatory focus and social norm on tax compliance. **Acta Psychologica**, 259, 105288
2. Gangl, K., Seifert, M., Van Lange, P.A.M., & Pahl, S. (2025). Nature posters enhance subjective but not objective cleanliness in public housing: Evidence from a field-experiment. **Journal of Environmental Psychology**, 102496
3. Aydin, N., Kleber, J., Mahr, L.A.M., & Gangl, K. (2024). Voters' feelings of exclusion and behavioral intentions after political elections: Replicating and extending findings on vicarious exclusion. **Group Processes & Intergroup Relations**, 27(6), 1260-1280
4. Abstiens, K., Forstner, S., Gangl, K., Neuhofer, S., Schönpflug, K. & Spitzer, F. (2024) Finanzbildung für vulnerable Gruppen. Empirische Analyse und Entwicklung verhaltensökonomischer Maßnahmen. *IHS Research Report*
5. Abstiens, K., Forstner, S., Gangl, K., Neuhofer, S., Schönpflug, K. & Spitzer, F. (2024) Finanzbildung für Frauen. Verhaltensökonomische Analyse und Maßnahmenentwicklung. *IHS Research Report*.
6. Seifert, M., Spitzer, F., Haeckl, S., Gaudeul, A., Kirchler, E., Palan, S., & Gangl, K., (2024). Can information provision and preferences elicitation promote ESG investments? Evidence from a large, incentivized online experiment. **Journal of Banking and Finance**, 107114.
7. Bechtold, U., Bogner, A., & Gangl, K. (2023). Österreich am Wort. Ein Dialogprozess zur Aufarbeitung der Corona-Krise. Bogner, A. (ed). Nach Corona. Reflexionen für zukünftige Krisen. *Österreichische Akademie der Wissenschaften*, pp117-139
<https://doi.org/10.1553/978OEAW95696>

8. Gangl, K., Knaub, A., Seifert, M., Walter, A., & Abstiens, K. (2023). Sauberkeit in Müllbereichen. Die Rolle von Naturbildern, Infrastruktur und der Eigeninitiative von BewohnerInnen. *IHS Research Report*
9. Gangl, K. (2023). Übertragung der psychologischen Compliance-Forschung auf die Präventionsleistungen der Unfallversicherungsträger. *IHS Research Report*
10. Gangl, K., Kuschej, H., Abstiens, K., Riener, G., & Ropret Homar, A. (2023) Wie kann eine Kultur der Philanthropie aufgebaut werden? Verhaltenswissenschaftliche Maßnahmen mit Fokus auf Vermögende. *IHS Research Report*
11. Blasco, A., Marius, A., & Gangl, K. (2023). Energy savings at home and work. Behavioural interventions to tackle the energy crisis, 133518. *Publication Office of the European Union*, 27.
12. Aydin, N., Kleber, J., & Gangl, K. (2023). Voters' feelings of exclusion and behavioral intentions after political elections: Replicating and extending findings on vicarious exclusion. *Group Processes & Intergroup Relations*, 10.1177/1368430223120840
13. Chan, H.F., Gangl, K., Supriyadi, M. W., & Torlger, B. (2023). The effect of increased monitoring on high wealth individuals: Evidence from a quasi-natural experiment in Indonesia. *Journal of Economic Behavior & Organization*, 215, 244-267.
14. Frecknall-Hughes, J., Gangl, K., Hofmann, E., Hartl, B., Kirchler, E. (2023). The influence of tax authorities on the employment of tax practitioners: Empirical evidence from a survey and interview study. *Journal of Economic Psychology*, 97, 102629
15. Peer, S., Gangl, K., & Spitzer, F. (2023). Promoting active rural areas: Evidence based on a representative survey in Lower Austria. *Transportation Research Part D: Transport and Environment*, 118, 103688
16. Abstiens, K., Gangl, K., Keinprecht, M., Laa, E., & Plank, K. (2022) Energiesparen am Büroarbeitsplatz. Verhaltenswissenschaftliche Maßnahmenentwicklung anhand eines praktischen Beispiels. IHS Research Report
17. Gangl, K., Abstiens, K., Gsottbauer, E., Kirchler, E., Riener, G., Seifert, M., & Walter, A. (2022). Energiekrise-was tun? Verhaltenswissenschaftliche Empfehlungen. IHS Policy Brief, 10.
18. Gangl, K., Juen, B., Kirchler, E., Koenig, T., Kritzing, S., Korunka, C., Prinz, W., Schmidt, A., Schober, B., Stagl, S., et al. (2022) Polarisierung in Österreich während der COVID-19-Pandemie: Wie kann Solidarität gestärkt werden? Covid 19 Future Operations Expert Opinions
19. Spitzer, F., Abstiens, K., Czipionka, T., & Gangl, K. (2022) Verhaltensökonomische Ansätze zur Steigerung der Impfbereitschaft bei COVID-19. In: Hainzl, Christina; Dialer, Doris and Kuske, Hannah, (eds.) Gesundheitspolitik und Gesellschaft in der COVID-19-Krise. Eine globale Herausforderung. Politik und Gesundheit, 3. Wien: LIT-Verlag, p. 283.
20. Abstiens, K., Gangl, K., Keinprecht, M., Laa, E., Plank, K. (2022). Energiesparen am Büroarbeitsplatz. Verhaltenswissenschaftliche Maßnahmenentwicklung anhand eines praktischen Beispiels. *IHS research report* available under: <https://irihs.ihs.ac.at/id/eprint/6372/>
21. Gangl, K., Walter, A., & Van Lange, P.A.M. (2022). Implicit reminders of reputation and nature reduce littering more than explicit information on injunctive norms and monetary costs. *Journal of Environment Psychology*, 101914
22. Hartmann, A., Gangl, K., Kasper, M., Kirchler, E., Kocher, M., Mueller, M., & Sonntag, A., (2022). The economic crisis during the COVID-19 pandemic has a negative effect on tax compliance. Results from a scenario study in Austria. *Journal of Economic Psychology*, 102572
23. Gangl, K., Spitzer, F., Walter, A. (2022). Abfalltrennung und Littering im öffentlichen Raum. Ein verhaltensökonomisches Feldexperiment. IHS research report available under: <https://irihs.ihs.ac.at/id/eprint/6097/>
24. Abstiens, K., Czipionka, T., Gangl, K., Grosch, K., Koenig, T., Spitzer, F. & Walter, A. (2021) Zehn Gebote der Verhaltenswissenschaften in der Pandemiebekämpfung. *IHS Policy Brief* 1, 15 p.
25. Gangl, K., Grosch, K., & Walter, A. (2021). Mehr Sauberkeit im Gemeindebau. Ergebnisse eines verhaltensökonomischen Feldexperiments in den Müllbereichen. [Fostering cleanness at social housing buildings. Results from a behavioural economic field experiment] *IHS research report* available under: <https://irihs.ihs.ac.at/id/eprint/5654/>
26. Abstiens, K., Gangl, K., Karmasin, S., Kimmich, C., Kirchler, E., Spitzer, F., & Walter, A. (2021). Die Klimawandel-Landkarte Österreichs. Treibende Kräfte und nächste Schritte. *IHS*

- research report available under <https://irihs.ihs.ac.at/id/eprint/5895/>
27. Frijters, P., Gangl, K., & Torgler, B. (2021). How to tax the powerful and the sophisticated. In Erdoğan, M.M., Batrancea, L., & Çevik, S. (eds.). *Behavioural public finance: Individuals, society and the state*. Routledge; New York, NY.
 28. Gangl, K., van Dijk, W., & van Dijk, E. (2020). Building versus maintaining a perceived confidence-based tax climate: Experimental evidence. *Journal of Economic Psychology*, article 102310
 29. Spadaro, G., Gangl, K., Van Prooijen, J.W., Van Lange, P.A.M., Mosso, C.O. (2020). Enhancing feelings of security: How trustworthy state institutions promote interpersonal trust. *PlosOne* article 0237934
 30. Gangl, K., Spitzer, F., & Walter, A. (2020). Reduktion des Personenaufkommens in stark frequentierten Bereichen: Entwicklung verhaltensökonomischer Elemente [Reduction of crowding in public areas: Behavioural economic elements.] Project report available under: <https://irihs.ihs.ac.at/id/eprint/5399/>
 31. Walter, A., Gangl, K., Sonntag, A. (2020). Verhaltensökonomische Maßnahmen für mehr Sauberkeit im Gemeindebau. Project report available under: <https://irihs.ihs.ac.at/id/eprint/5376/>
 32. Karmasin, S., Gangl, K., Walter, A., Spitzer, F., & Kocher, M. (2020). Das neue Retro. Österreich nach der Corona-Krise – wie sich unser Land verändert wird. [The new retro. Austria after the Crona crisis – how our country will change.] Project report available under: <http://www.karmasin-research.at/>
 33. Gangl, K., & Sonntag, A. Digitale Kompetenzen in österreichischen KMUs. [Digital Competences in Austrian SMEs] Project report is available under: <https://www.bmdw.gv.at/Services/Publikationen/Studie-Digitale-Kompetenzen-in-%C3%B6sterreichischen-KMUs.html>
 34. Grosch, K., Gangl, K., Spitzer, F., Walter, A. (2020). Women in management positions with a focus on STEM professions – identification of barriers and measures. Projekt summary is available under: <https://irihs.ihs.ac.at/id/eprint/5270/>
 35. Gangl, K., & Torgler, B. (2020). Tax compliance by the wealthy: A review of the literature and agenda for research. *Social Issues and Policy Review*, 14(1), 108-151.
 36. Gangl, K., Hofmann, E., Hartl, B., & Berkics, M. (2020). The impact of powerful authorities and trustful taxpayers: Evidence for the extended slippery slope framework from Austria, Finland and Hungary. *Policy Studies*, 41(1), 98-111, doi: 10.1080/01442872.2019.1577375
 37. Tanner, C., Gangl, K., & Witt, N. (2019). The German ethical culture scale (GECS): Development and first construct testing. *Frontiers in Psychology*, doi: 10.3389/fpsyg.2019.01667
 38. Gangl, K., & Kirchler, E. (2019). Economic psychology: Selected contributions to an emerging discipline. In Gangl, K., & Kirchler, E. (eds.). A research agenda for economic psychology. pp. 1-10, Edward Elgar, Cheltenham, UK.
 39. Gangl, K., Hartl, B., Hofmann, E., Kirchler, E. (2019). The relationship between Austrian tax auditors and self-employed taxpayers: Evidence from a qualitative study. *Frontiers in Psychology*, doi:10.3389/fpsyg.2019.01034
 40. Gangl, K. (2019). Status quo and future research avenues of tax psychology. In Gangl, K., & Kirchler, E. (eds.). A research agenda for economic psychology. pp. 184-198, Edward Elgar, Cheltenham, UK.
 41. Gangl, K. (2019). Die Psychologie der Steuerehrlichkeit. [The psychology of tax honesty]. In J. Rauber & P. Hillbert (2019). *Warum befolgen wir Recht*. [Why do we comply with the law.]. pp. 23-41. Mohr Siebeck Verlag, Heidelberg, Germany.
 42. Gangl, K., Pfabigan, D., Lamm, C., Kirchler, E., & Hofmann, E. (2017). Coercive and legitimate authority impact tax honesty. Evidence from behavioral and ERP experiments. *Social Cognitive and Affective Neuroscience*, 12(7), 1108-1117. doi: 10.1093/scan/nsx029
 43. Gangl, K., Pfabigan, D.M., Lamm, C., Kirchler, E., & Hofmann, E. (2017). Tax decisions are more conflicting under legitimate than coercive tax authority- an ERP study. *Psychophysiology*, 54, 44-44.
 44. Hofmann, E., Hartl, B., Gangl, K., Hartner-Tiefenthaler, M., & Kirchler, E. (2017). Authorities' coercive and legitimate power: The impact on cognitions underlying cooperation. *Frontiers in*

- Psychology*, 8(5), 1-15. doi: 10.3389/fpsyg.2017.00005
45. Kirchler, E., Hartl, B., & Gangl, K. (2017). Income tax compliance. In M. Altman (Ed.), *Handbook of Behavioural Economics and Smart Decision-Making*. Elgar; Cheltenham.
 46. Gangl, K., Kirchler, E., Lorenz, C., & Torgler, B. (2017). Wealthy tax non-filers in a developing nation: The roles of taxpayer knowledge, perceived corruption and service orientation in Pakistan (pp 354-374). In Peeters, B., Gribnau, H., & Badisco, J. (eds.) *Building Trust in Taxation*, Intersentia: Antwerpen.
 47. Gangl, K., Torgler, B., & Kirchler, E. (2016). Patriotism's impact on cooperation with the state: An experimental study on tax compliance. *Political Psychology*, 37, 867-881.
 48. Gangl, K., Hofmann, E., Hartl, B., & Kirchler, E. (2016). Power of authorities and trust in authorities determine the interaction climate and tax compliance (pp 87-102). In L. Oats & D. Salter (Eds.), *Contemporary Issues in Tax Research (Volume 2)*, Fiscal Publications: Birmingham UK.
 49. Hartl, B., Hofmann, E., Gangl, K., Hartner-Tiefenthaler, M., & Kirchler, E. (2015). Does the description of a tax authority affect tax evasion? – The impact of displayed coercive and legitimate power. *PlosOne*, 10(4): e0123355.
 50. Gangl, K., Hofmann, E., de Groot, M., Antonides, G., Goslinga, S., Hartl, B., & Kirchler, E. (2015). Taxpayers' motivations relate to tax compliance: Evidence from two representative samples of Austrian and Dutch self-employed taxpayers. *Journal of Tax Administration*, 1, 15-25.
 51. Gangl, K., Hofmann, E., & Kirchler, E. (2015). Tax authorities' interaction with taxpayers: A conception of compliance in social dilemmas by power and trust. *New Ideas in Psychology*, 37, 13-23.
 52. Gangl, K., Hofmann, E., Hartl, B., & Kirchler, E. (2015). The double-edged relationship between coercive power and compliance with public authority: evidence from a representative sample of Austrian self-employed taxpayers. *SSRN working papers NR. 2667630*.
 53. Kirchler, E., & Gangl, K. (2015). Trust. In M. Altman (Ed.), *Real world decision making: An encyclopedia of behavioral economics*. (p. 442). Santa Barbara, CA: Praeger
 54. Gangl, K., Torgler, B., Kirchler, E., & Hofmann, E. (2014). Effects of supervision on tax compliance: Evidence from a field experiment in Austria. *Economic Letters*, 123, 378-382.
 55. Hofmann, E., Gangl, K., Kirchler, E., & Stark, J. (2014). Enhancing tax compliance through coercive and legitimate power of tax authorities by concurrently diminishing or facilitating trust in tax authorities. *Law & Policy*, 36, 290-31.
 56. Kirchler, E., & Gangl, K. (2014). Finanzpsychologie. [Financial psychology.] In M. A. Wirtz, *Dorsch Psychologisches Wörterbuch*. (S. 582). 17. Auflage. Bern: Hans Huber Verlag.
 57. Gangl, K., Muehlbacher, S., de Groot, M., Goslinga, S., Hofmann, E., Kogler, C., Kirchler, E., & Antonides, G. (2013). „How can I help you?“ Perceived service orientation of tax authorities and tax compliance. *Public Finance Analysis*, 69, 487-510.
 58. Kirchler, E., & Gangl, K. (2013). Finanzpsychologie. [Financial psychology.] In M. A. Wirtz, *Dorsch Psychologisches Wörterbuch*. (S. 553). 16. Auflage. Bern: Hans Huber Verlag.
 59. Gangl, K., & Kirchler, E. (2013). Finanzkrisen, Wirtschaftskrisen, Schuldenkrisen: Die Vertrauenskrise aus psychologischer Perspektive. [Financial crisis, economic crisis, debt crisis: The crisis in confidence from a psychological perspective.] In E. Hammer, & N. Tomaschek (Eds.), *Vertrauen. Standpunkte zum sozialen, wirtschaftlichen und politischen Handeln*. University – Society – Industry, Band 2.(pp 165-177). Berlin: Waxmann.
 60. Kirchler, E. & Gangl, K. (2013). Steuern: Widerstand und Kooperation. [Taxes: From deterrence to cooperation.] C. Sedmak (Ed.), *Erbschaftssteuern im Kontext*. (pp 229-249). Wiesbaden: Verlag für Sozialwissenschaften.
 61. Gangl, K., Kastlunger, B., Kirchler, E., Voracek, M. (2012). Confidence in the economy in times of crisis: Social representations of experts and laypeople. *Journal of Socio-Economics*, 41, 603-614.
 62. Kirchler, E., Hofmann, E., & Gangl, K. (2012). From mistrusting taxpayers to trusting citizens: Empirical evidence and further development of the Slippery Slope Framework. In A. N. Lebedev (Ed.), *Economic psychology in the modern world: Collected papers* (pp. 125-146). Moscow:

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63. Alm, J., Kirchler, E., Muehlbacher, S., Gangl, K., Hofmann, E., Kogler, C., & Pollai, M. (2012). Rethinking the research paradigms for analyzing tax compliance behavior. *CESifo Forum*, 13, 33-40.
64. Kirchler, E. & Gangl, K. (2012). Glück. [Happiness.] In R. Zihlmann, D. Jungo, & C. Steinebach (Eds.), *Positive Psychologie*. (pp 44-51). Berlin: Beltz.

Key Notes and Public Lectures (selection)

1. Gangl, K. (2024). Auf dem Weg zu einer Radkultur. Der Beitrag der Verhaltensökonomie. Key Note auf der Klimaaktiv Jahreskonferenz in Schloss Schönbrunn.
2. Gangl, K. (2024). Behavioural Insights for Public Policy – Examples from the Austrian Behavioural Insights Unit. Guest lecture at University of Bozen.
3. Gangl, K. (2024). Waste separation in the public sphere: Results from a field-experiment in three Austrian cities. Invited presentation to the conference “The impact of institutions on sustainable development” University of Belgrad.
4. Gangl, K. (2023). Wie ändern wir Gewohnheiten? Und die besondere Rolle von vermögenden Haushalten beim Klimaschutz. Klimaaktiv Webinar
5. Gangl, K. (2023). How can we change? TEDx talk Sofia
6. Gangl, K. (2023). Establishing a culture of sustainability: The contribution of behavioural economics. Policy Talk at the Central European University
7. Gangl, K. (2023). Auf dem Weg zu einer neuen Nachhaltigkeitskultur. Der Beitrag der Verhaltensökonomie. UniMind-Lecture des Postgraduate Centers der Universität Wien.
8. Gangl, K. (2022). Betriebliche Anreize zur Erhöhung der Impfquote. Informationsveranstaltung der Industriellen Vereinigung Österreich.
9. Gangl, K. (2022). Compliance – Eine verhaltenswissenschaftliche Perspektive. 16. Arbeitsschutzforum, Bundesministerium für Arbeit, Berlin
10. Gangl, K. (2021). Verhaltenswissenschaftliche Erkenntnisse zur Förderung des Radverkehrs. Invited presentation to the AMIGO Fachtagung „Veränderungen anstoßen“ in Hard, Vorarlberg at June 24, 2021
11. Gangl, K. (2021). Mehr Sauberkeit im Gemeindebau. Ergebnisse eines verhaltensökonomischen Feldexperiments in den Müllbereichen. Invited presentation at the Online conference „Nudging in der Verbraucherpolitik: Stand und Entwicklungen“. Organized by the Zeppelin University at June 8, 2021.
12. Gangl, K. (2020). Interviewee at the Online event “Fair & Simple: The role of taxation in recovery and long-term growth” of the European Commission (September, 21.2020).
13. Gangl, K. (2019). How to achieve tax compliance by the wealthy: A review of the literature and agenda for research and policy. Invited presentation to the conference “Enforcing tax compliance at the limits of third reporting” organized by the Walter Eucken Institute. (December, 5-7, 2019), Freiburg, Germany.
14. Gangl, K. (2019). *Tax compliance of the wealthy in developing countries*. Invited panel discussion to the OECD conference on Tax Morale in Paris (January 25, 2019), France.
15. Gangl, K. (2018). *Tax psychology: Status quo and future research possibilities*. Invited lecture to the Summer School on Economic Psychology and Experimental Economics, in Saratov (July 4-10, 2018), The Russian Federation.
16. Gangl, K., & Torgler, B. (2017). *Fostering tax morale in the digital age: The evidenced-based tax administration*. Invited key note for the SmartEST Taxation conference organized by the Estonian Tax and Customs Board during the Estonian Presidency of the Council of the European Union (October 4-5, 2017), Tallinn, Estonia (video of the talk: <https://youtu.be/yiAP2Tgg9W4>)
17. Gangl, K. (2015). *Stick or carrot on the firm level: When can a cooperative approach improve tax compliance?* Paper presented at the European Commission Workshop on “How to increase tax compliance – new tools and insights from behavioral economics” (April 23-24, 2015). Kiev, Ukraine.
18. Gangl, K., Muehlbacher, S., de Groot, M., Goslinga, S., Hofmann, E., Kogler, C., Kirchler, E., & Antonides, G. (2012, July). „How can I help you?“ *Perceived service orientation of tax*

authorities and tax compliance. Paper presented at the The Netherlands Tax and Customs Administration, Utrecht, Netherlands.

Symposia

1. Social injustice: People protest in the short term and acquire in the long term. Symposium organized with D. Leiser at the 15th biennial conference of the International Society of Justice Research (ISJR), New York, USA, June 19-22, 2014. Invited speakers: K.D. Vohs & F. Christandl.

Conference Presentations

1. Seifert, M., Spitzer, F., Haeckl, S., Gaudeul, A., Kirchler, E., Palan, S., & Gangl, K. (2024, June 17). Can information provision and preference elicitation promote ESG investments? Evidence from a large, incentivized online experiment [Conference presentation]. Maastricht Behavioral and Experimental Economics Symposium, Maastricht, The Netherlands.
2. Seifert, M., Palan, S., Ropret Homar, A., Spitzer, F., Kirchler, E., & Gangl, K. (2024, June 10-13). Sustainable finance literacy, investment behavior, and greenwashing identification [Conference presentation]. Society for Experimental Finance Conference, Stavanger, Norway.
3. Seifert, M., Palan, S., Ropret Homar, A., Spitzer, F., Kirchler, E., & Gangl, K. (2024, June 10-13). Sustainable finance literacy, investment behavior, and greenwashing identification [Conference presentation]. Experimental Sustainable Finance Symposium, Nijmegen, The Netherlands.
4. Seifert, M., Palan, S., Ropret Homar, A., Spitzer, F., Kirchler, E., & Gangl, K. (2024, February 16). Sustainable finance literacy, investment behavior, and greenwashing identification [Conference presentation]. Vienna Doctoral School of Ecology and Evolution Symposium, Vienna, Austria.
5. Gangl, K., & Walter, A. (2023). Implicit reminders of reputation and nature reduce littering more than explicit information on injunctive norms and monetary costs. ICEP conference at University of Aarhus, Denmark, June 21-23, 2023
6. Seifert, M., Spitzer, F., Haeckl, S., Gaudeul, A., Kirchler, E., Palan, S., & Gangl, K. (2023, August 20-25). Can information provision and preference elicitation promote ESG investments? Evidence from a large, incentivized online experiment [Conference presentation]. Subjective Probability, Utility, and Decision Making, Vienna, Austria.
7. Gangl, K., & Walter, A. (2022). Waste separation and littering behaviour in the public sphere. IAREP conference at University of Adger, Norway, June 9-12, 2022.
8. Gangl, K., Schulze, T., & Schulz-Hardt, S. (2019). Extreme tax evasion and honesty in shared compared to individual tax decisions: Evidence from three laboratory experiments. (2019). Oral Presentation at the 6th Shadow Economy Conference in Trento, Italy (July 11-13, 2019).
9. Gangl, K., Pfabigan, D., Lamm, C., Kirchler, E., & Hofmann, E. (2018). Coercive and legitimate authority impact tax honesty: Evidence from behavioural and ERP experiments. Oral presentation at the Conference on Decision Sciences at the University of Konstanz, Germany, September 25 – 28, 2018.
10. Gangl, K., Pfabigan, D., Lamm, C., Kirchler, E., & Hofmann, E. (2018). Coercive and legitimate authority impact tax honesty: Evidence from behavioural and ERP experiments. Oral presentation at the DFG Conference in Frankfurt, Germany, September 15 – 20, 2018.
11. Gangl, K., Pfabigan, D., Lamm, C., Kirchler, E., & Hofmann, E. (2017). Coercive and legitimate authority impact tax honesty: Evidence from behavioral and ERP experiments. Conference on Decision Sciences, Konstanz, Germany, September 25 – 28, 2018.
12. Gangl, K., Pfabigan, D., Lamm, C., Kirchler, E., & Hofmann, E. (2017). Coercive and legitimate authority impact tax honesty: Evidence from behavioral and ERP experiments. 51st Congress of the German Association of Psychology, Frankfurt, Germany, September 15 – 20, 2018.
13. Gangl, K., van Dijk, W., & van Dijk, E. (2017). Changing interaction climates between public authorities and citizens: The impact of coercive and legitimate power. Oral presentation at the IAREP conference, Rishon LeZion, Israel, September 03 – 06, 2017.

14. Spadaro, G., Gangl, K., & Mosso, C. O. (2016, September). Caratteristiche e determinanti della fiducia interpersonale: il ruolo delle istituzioni. Features and determinants of interpersonal trust: the role of institutions. Oral presentation at the 12th National Congress of Italian Association of Psychology (AIP), Napoli, IT.
15. Hofmann, E., Gangl, K., Hartl, B., Berkics, M. & Kirchler, E. (2015). Powerful authorities and trusting citizens: Interaction climate and tax compliance in Austria, Finland and Hungary. Invited speech (Erich Kirchler) at "The Informal Economy - Global and Local. An International Conference". The University of Sheffield, UK, Centre for Criminological Research, Sheffield, UK, 24-26 June, 2015.
16. Gangl, K., Hofmann, E., Hartl B., & Kirchler, E. (2015). *The double edged character of coercive power in social dilemmas. Evidence from a representative sample of self-employed taxpayers.* 16th International Conference on Social Dilemmas, Hongkong, China, 23rd-26th July 2015.
17. Hartl, B., Hofmann, E., Hartner-Tiefenthaler, M., Gangl, K. & Kirchler, E. (2014). *Severe punishment or supportive procedures? The impact of coercive power on tax.* (Poster) 49. Kongress der Gesellschaft für Psychologie, Bochum, Germany, 22-25 September, 2014.
18. Gangl, K., Kirchler, E., & Lorenz, C. (2014). *Tax non-filing in Pakistan: Ignorance of one's own rights and corrupt authorities fuel non-filing.* 28th International Congress of Applied Psychology. Paris, France, 8-13 July, 2014.
19. Hofmann, E., Hartl, B., Gangl, K., & Kirchler, E. (2014). *Interview studies in tax research. Using the example of interviews with Austrian taxpayers to assess their perception of tax authorities' measures.* 28th International Congress of Applied Psychology. Paris, France, 8-13 July, 2014.
20. Gangl, K., Kastlunger, B., Kirchler, E., Voracek, M., & S. Tement (2014). *Confidence in the economy in times of crisis: Social representations of experts and laypeople.* Paper presented at the 15th biennial conference of the International Society of Justice Research (ISJR), New York, USA, June 19-22, 2014.
21. Hartl, B., Hofmann, E., Hartner-Tiefenthaler, M., Gangl, K., & Kirchler, E. (2014). *Strenge Bestrafung oder Anbieten von Unterstützung? Der Einfluss coerciver und legitimer Macht auf das Steuerverhalten [Strict punishment or offering support? The influence of coercive and legitimate power on tax behavior.]* 11. Tagung Österreichische Gesellschaft für Psychologie, Vienna, Austria, April 24-26, 2014.
22. Hofmann, E., Hartl, B., Gangl, K., Hartner-Tiefenthaler, M., & Kirchler, E. (2014). *Steuerehrlichkeit durch strenge Strafen oder hilfreiche Unterstützung? Die Auswirkung von coerciver und legitimer Macht auf psychologische Prozesse zur Kooperation [Tax compliance through strict penalties or helpful support? The impact of coercive and legitimate power on psychological processes of cooperation.]* 11. Tagung Österreichische Gesellschaft für Psychologie, Vienna, Austria, April 24-26, 2014.
23. Gangl, K., Kleber, J., Hofmann, E., Florack, A., & Kirchler, E. (2014). *Regulatory fit increases efficacy of social norms' impact on tax compliance.* "Taxation, Social Norms and Compliance", Nuremberg, Germany, March 6-8, 2014.
24. Muehlbacher, S., Gangl, K., de Groot, M., Goslinga, S. Hofmann, E., Kogler, C., Antonides, G., & Kirchler, E. (2013). *"How can I help you?" Perceived service orientation of tax authorities and tax compliance.* Shadow 2013 "Shadow Economy, Tax Evasion and Governance", Münster, Germany, July 25-28, 2013.
25. Hofmann, E., Hartner-Tiefenthaler, M., Gangl, K., & Kirchler, E. (2013). *The impact of coercive and legitimate power on tax compliance: experimental evidence.* Shadow Conference 2013 The Shadow Economy, Tax Evasion and Governance, Münster, Germany, 25-28 July, 2013.
26. Gangl, K., Hofmann, E., Kirchler, E., Hartmann, K., & Eder, M. (2013). *The impact of communication and motivation strategies on tax compliance.* Paper presented at the TEAP, Vienna, Austria, 24-27 March, 2013.
27. Gangl, K., Hofmann, E., Pfabigan, D., Kirchler, E., & Lamm, C. (2013). *The effect of coercive power and legitimate power of tax authorities on tax bahavior.* Paper presented at the EAWOP conference, Münster, Germany, 22-25 May, 2013.
28. Gangl, K., Hofmann, E., & Kirchler, E. (2012, September). *Tax Authorities' Interaction with Taxpayers: Compliance by Power and Trust.* Paper presented at the Conference on "Tax

Governance – The Future Role of Tax Administrations in a Networking Society”. Vienna Economics University, Austria.

29. Kirchler, E., Gangl, K., Muehlbacher, S., de Groot, M., Goslinga, S., Hofmann, E., Kogler, C., & Antonides, G. (2012, September). *Service orientation and tax compliance*. Paper presented at the 21st annual conference of TRN-Tax Research Network, London, Great Britain.
30. Gangl, K., Muehlbacher, S., de Groot, M., Goslinga, S., Hofmann, E., Kogler, C., Kirchler, E., & Antonides, G. (2012, September). *Service orientation, trust and tax compliance*. Paper presented at the IAREP conference, Wroclaw, Poland.
31. Hofmann, E., Gangl, K., Stark, J. & Kirchler, E. (2012, September). *The impact of coercive and legitimate power of tax authorities on taxpayers' trust in authorities and their tax behavior: An extension of the Slippery Slope Framework*. Paper presented at the IAREP Conference, Wroclaw, Poland.
32. Gangl, K., Hofmann, E., Pollai, M., & Kirchler, E. (2012, July). *The dynamics of power and trust in the „Slippery Slope Framework“ and its impact on the tax climate*. Paper presented at the International Society of Political Psychology Meeting "Power, Politics, and Paranoia", Amsterdam, Netherlands.
33. Hofmann, E., Gangl, K. & Kirchler, E. (2012, July). *SSF-Inventory: A measurement instrument to assess the perception of tax authorities' power and trust in authorities*. Paper presented at the International Society of Political Psychology Meeting "Power, Politics, and Paranoia", Amsterdam, Netherlands.
34. Gangl, K., Muehlbacher, S., Antonides, G., Goslinga, S., de Groot, M., Hofmann, Kirchler, E. & Christoph Kogler (2012, June). *Service orientation, trust and tax compliance in the Netherlands*. Poster presented at the Posterausstellung der JungwissenschaftlerInnen der Fakultät für Psychologie, Universität Wien, Wien, Österreich.
35. Gangl, K., Kirchler, E., Hofmann, E., & Pollai, M. (2012, April). *Die Dynamik von Macht und Vertrauen im „Slippery Slope Framework“ und ihr Einfluss auf das Steuerklima*. Paper presented at the OeGP conference, Graz, Austria.
36. Hofmann, E., Gangl, K., & Kirchler, E. (2012, April). *Konsequenzen von Machtwechsel in der Steuerbehörde auf das Steuerverhalten: Eine experimentelle Überprüfung des „Slippery Slope Frameworks“*. Paper presented at the OeGP conference, Graz, Austria.
37. Gangl, K., Kirchler, E., Hofmann, E., & Pollai, M. (2011, July). *Managing tax climates: The interaction of power and trust in the “Slippery Slope Framework”*. Paper presented at the IAREP/SABE/ICABEEP conference, Exeter, Great Britain.
38. Gangl, K., Kastlunger, B., & Kirchler, E. (2011, June). *Confidence in the economy in times of crisis: Social representations of experts and laypeople*. Poster presented at the Conference on Behavioural Decision Making, Herzliya, Israel.
39. Gangl, K., Kastlunger, B., & Kirchler, E. (2010, July). *Confidence in the economy in times of crisis: Social representations of experts and laypeople*. Paper presented at the 16th International Summer School of the European PhD on Social Representations and Communications, Rom, Italy.
40. Kirchler, E., Kastlunger, B. & Gangl, K. (2010, September). *Trust in times of financial crisis: An analysis of social representations of Austrian experts and laypeople about financial crisis*. Paper presented at the IAREP/SABE/ICABEEP 2010 Conference, Cologne, Germany.