

CURRICULUM VITÆ

PROF. DR. SEBASTIAN J. GOERG

8th July 2026

Director Research
NIM – Nuremberg Institute for Market Decisions
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POSITIONS IN RESEARCH

since 04/2026	Director Research, NIM – Nuremberg Institute for Market Decisions, Germany
since 05/2018	Associate Professor for Economics (W3), TUMCS for Biotechnology and Sustainability, Technical University Munich, Germany
2012-2018	Assistant Professor of Economics, tenure granted in 2018, Department of Economics, Florida State University, Tallahassee, USA
2009 - 2012	Senior Research Fellow, Max Planck Institute for Research on Collective Goods, Bonn, Germany
2005 - 2009	Research Associate, BonnEconLab, Laboratory for Experimental Economics, University of Bonn, Germany

RESEARCH AFFILIATIONS AND VISITS:

since 2018	Affiliated Member, TUM School of Management, TUM
since 2017	Research Fellow, IZA – Institute of Labor Economics
2012 - 2025	Research Affiliate, Max Planck Institute for Research on Collective Goods
2011 - 2012	Visiting Research Scholar, School of Information, University of Michigan
2007 - 2008	Visiting Researcher, Antai College, Shanghai Jiao Tong University

EDUCATION

2005 - 2010	Dr. rer. pol. <i>summa cum laude</i> University of Bonn, Germany — Supervisors: Reinhard Selten, Armin Falk
2001 - 2005	Diplom-Volkswirt University of Bonn, Germany

RESEARCH INTERESTS

Behavioral & Experimental Economics
Consumer Decisions & Market Behavior
Behavioral Organizational Economics
Behavioral Policy Design

PUBLICATIONS

REFEREED RESEARCH ARTICLES

- 2025 Sebastian J. Goerg, Andreas Pondorfer, and Valentina Stöhr (2025) Public support for more ambitious climate policies: Empirical evidence from Germany. **Ecological Economics**, Vol. 231, 108538.
- 2024 Christoph Drobner and Sebastian J. Goerg (2024) Motivated Belief Updating and Rationalization of Information. **Management Science**, Vol. 70, No. 7, 4167–4952.
- Sebastian J. Goerg, Andreas Pondorfer, and Valentina Stöhr (2024) Regional variation in social norm nudges. **Scientific Reports** Vol. 14, 16773.
- Sebastian J. Goerg, Oliver Himmler, and Tobias König (2024) Norm violations and behavioral spillovers – Evidence from the lab and the field. **European Economic Review**, Vol. 166, 104776.
- Sebastian Goerg, Corinna Hempel, and Andreas Pondorfer (2024) Stated purchase of bio-based products: Personal and regional factors in Germany, **Cleaner and Circular Bioeconomy** Vol. 8, 100087.
- Allister Loder, Fabienne Cantner, Lennart Adenaw, Nico Nachtigall, David Ziegler, Felix Gotzler, Markus Siewert, Stefan Wurster, Sebastian Goerg, Markus Lienkamp, and Klaus Bogenberger (2024) Observing Germany's nationwide public transport fare policy experiment "9-Euro-Ticket" - Empirical findings from a panel study. **Case Studies in Transport Policy**, Vol. 15, 101148.
- Fišar, M., Greiner, B., Huber, C., Katok, E., Ozkes, A., and the Management Science Reproducibility Collaboration (2024). Reproducibility in Management Science. **Management Science** Volume 70, Issue 3, 1343 Note: Member of the Management Science Reproducibility Collaboration.
- 2022 Christoph Engel, Sebastian J. Goerg, and Christian Traxler (2022) Intensified Support for Juvenile Offenders on Probation: Evidence from Germany, **Journal of Empirical Legal Studies**, Vol. 19, No. 2.
- 2020 Luke Boosey and Sebastian J. Goerg (2020) The Timing of Discretionary Bonuses: Effort, Signals, and Reciprocity, **Games and Economic Behavior**, Vol. 124, 254–280.
- Sebastian J. Goerg, David Rand, and Gari Walkowitz (2020) Framing effects in the Prisoner's Dilemma but not the Dictator Game, **Journal of the Economic Science Association** , Vol. 6, No. 1, 1–12.
- Ilan Fischer, Shacked Avrashi, Tomer Oz, Rabab Fadul, Koral Gutman, Daniel Rubenstein, Gregory Kroliczak, Sebastian Goerg, and Andreas Glöckner (2020) The behavioural challenge of the COVID-19 pandemic: indirect measurements and personalized attitude changing treatments (IMPACT), **Royal Society Open Science**, Vol. 7, No. 8, 201131.
- Michael Babington, Sebastian J. Goerg, and Carl Kitchens (2020) How Robust is the Superstar Effect in Tournaments, **Journal of Sports Economics** Vol. 21, No. 1, 44–63.
- 2019 Sebastian J. Goerg, Sebastian Kube, and Jonas Radbruch (2019) The effectiveness of incentive schemes in the presence of implicit effort costs, **Management Science** Vol. 65, No 9, 3949–4450.
- 2018 Christoph Engel and Sebastian J. Goerg (2018) If the Worst Comes to the Worst: Dictator Giving When Recipient's Endowments are Risky, **European Economic Review**, Vol. 105, 51–70.
- 2017 Sebastian J. Goerg, David B. Johnson, and Jonathan D. Rogers (2017) Endowments, Perceived Similarity and Dictator Giving, **Economic Inquiry**, Vol. 55, No. 2, 1130–1144.
- 2016 Thorsten Chmura, Sebastian J. Goerg, and Pia Weiss (2016) Natural Groups and Economic Characteristics as Driving Forces of Wage Discrimination, **European Economic Review**, Vol. 90, 178–200.
- Christoph Engel, Sebastian J. Goerg, and Gaoneng Yu (2016) Symmetric vs. Asymmetric Punishment Regimes for Collusive Bribery, **American Law and Economics Review**, Vol.18, No.2, 506–556.
- Sebastian J. Goerg, Tibor Neugebauer and Abdolkarim Sadrieh (2016) Impulse response dynamics in weakest link games, **German Economic Review**, Vol. 17, No. 3, 284–297.

- Emanuel Towfigh, Sebastian J. Goerg, Andreas Glöckner, Philip Leifeld, Carlos Kurschilgen, Aniol Llorente-Saguer, and Sophie Bade (2016) Do Direct-Democratic Procedures Lead To Higher Acceptance Than Political Representation? Experimental Survey Evidence from Germany, **Public Choice**, Vol. 167, No. 1, 47–65.
- Sebastian J. Goerg, Heike Hennig-Schmidt, Gari Walkowitz, and Eyal Winter (2016) In wrong anticipation - Miscalibrated beliefs on trust between Germans, Israelis, and Palestinians, **PLOS ONE**, June 16th.
- Sebastian J. Goerg, John Lightle and Dmitry Ryvkin (2016) Priming the charitable pump: An experimental investigation of two-stage raffles, **Economic Inquiry**, Vol. 54, No. 1, 508–519.
- 2015 Sven Fischer, Sebastian J. Goerg, and Hanjo Hamann (2015) Cui Bono, Benefit Corporation? An Experiment Inspired by Social Enterprise Legislation in Germany and the US, **Review of Law & Economics**, Vol. 11, No. 1, 79–110.
- Sebastian J. Goerg (2015) Goal setting and worker motivation, **IZA World of Labor** 2015: 178
- 2014 Thorsten Chmura, Sebastian J. Goerg, and Reinhard Selten (2014) Generalized Impulse Balance: An experimental test for a class of 3×3 games, **Review of Behavioral Economics**, Vol. 1, No. 1-2, 27–53.
- 2013 Ilan Fischer, Alex Frid, Sebastian J. Goerg, Simon Levin, Daniel Rubenstein, and Reinhard Selten (2013) Fusing Enacted and Expected Mimicry Generates a Winning Strategy that Promotes the Evolution of Cooperation, **Proceedings of the National Academy of Sciences**, Vol. 110, No. 25, 10229–10233.
- 2012 Thorsten Chmura, Sebastian J. Goerg, and Reinhard Selten (2012) Learning in repeated 2x2 games, **Games and Economic Behavior**, Vol. 76, 44–73.
- 2011 Reinhard Selten, Thorsten Chmura, and Sebastian J. Goerg (2011) Stationary Concepts for Experimental 2x2 Games: A Reply, **The American Economic Review**, Vol. 101, No. 2, 1041–44.
- Johannes Abeler, Steffen Altmann, Sebastian J. Goerg, Sebastian Kube, and Matthias Wibrall (2011) Equity and Efficiency in Multi-Worker Firms: Insights from Experimental Economics, **Analyse & Kritik**, Vol. 33, No. 1, 325–347.
- 2010 Sebastian J. Goerg, Sebastian Kube and Ro'i Zultan (2010) Treating Equals Unequally - Incentives, Motivation and Production Technology in Teams, **Journal of Labor Economics**, Vol. 28, 747–72.
- Sebastian J. Goerg, and Gari Walkowitz (2010) On the Prevalence of Framing Effects Across Subject-Pools in a Two-Person Cooperation Game, **Journal of Economic Psychology**, Vol. 31, 849–859.
- 2009 Sebastian J. Goerg, and Reinhard Selten (2009) Experimental Investigation of a Cyclic Duopoly Game, **Experimental Economics**, Vol. 12, No. 3, 253–271.
- Sebastian J. Goerg, and Johannes Kaiser (2009) Non-Parametric Testing of Distributions - the Epps-Singleton two-sample test using the Empirical Characteristic Function, **The Stata Journal**, Vol. 9, No. 3, 454–465.
- CHAPTERS IN BOOKS, TEXT BOOKS, AND EDITED VOLUMNES
- 2026 Sebastian J. Goerg, Michael Kurschilgen, and Sebastian Kube, *The Engel Effect? Experimental Evidence on Rule Compliance*, in **Law, Behavior, and Decision – Recht, Verhalten und Entscheidung Festschrift zum 70. Geburtstag von Christoph Engel**, S. Bechtold and I. Spiecker gen. Döhmman (Eds.), 1. Auflage, Nomos, Baden-Baden.
- 2023 Sebastian J. Goerg and Niels Petersen, *Empirische Methoden*, in **Ökonomische Methoden im Recht - Eine Einführung für Juristen**, E.V. Towfigh and N. Petersen (Eds.), 3. Auflage, Mohr Siebeck, Tübingen.
- 2020 Magnus Fröhling, Claudia Dobliger, Sebastian J. Goerg, and Cordt Zollfrank (2020) Economics and Bio-inspired Materials Research. In: *Materials Research: Inspired by Nature – Innovation Potential of Biologically Inspired Materials* (acatech DISCUSSION), Munich, 2020.
- 2017 Sebastian J. Goerg and Niels Petersen, *Empirische Methoden*, in **Ökonomische Methoden im Recht - Eine Einführung für Juristen**, E.V. Towfigh and N. Petersen (Eds.), 2. Auflage, Mohr Siebeck, Tübingen.
- 2016 Sebastian J. Goerg, Sebastian Kube, Jonas Radbruch, and Philipp Weinschenk (2016) Do teams procrastinate? Strategic procrastination in a dynamic environment, **Experiments in Organiza-**

tional Economics, Research In Experimental Economics Vol. 19, S.J. Goerg and J. Hamman (Eds.), Emerald Group Publishing

- 2010 Sebastian J. Goerg, and Sebastian Kube (2010) The equity principle in employment relationships, **The Selten School of Behavioral Economics - A Collection of Essays in Honor of Reinhard Selten**, A. Ockenfels and A. Sadrieh (Eds.), Springer, Berlin Heidelberg New York.
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WORKING PAPERS AND WORK IN PROGRESS

- 2026 Christoph Drobner, Sebastian J. Goerg, and Orestis Kopsacheilis (2026) Real incentives really matter. **NIM Working Paper No 1/2026**
Revise and resubmit at Experimental Economics
- 2026 Christoph Drobner, Sebastian J. Goerg, and Michael Kurschilgen (2025) Distorted Beliefs and Consumers' Carbon Emissions, **Registered Report**
In-principle accepted at Communications Sustainability
- 2025 Moritz Bohland, Sebastian J. Goerg, and Sebastian Schwenen (2025) Carbon Pricing, Strategic Play, and Market Efficiency, **SSRN Discussion Paper 5665951**
Revise and resubmit at The Economic Journal
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SUPERVISION OF RESEARCHERS IN EARLY CAREER PHASES

PH.D. STUDENTS AT TUM

Martin Speckner (since 2023)
Fabienne Cantner (since 2018)
Christoph Drobner (2018 - 2025, now: TT Assistant Professor, Central European University)
Valentina Stöhr (2020 - 2024, now: Senior Pricing Analyst, Octopus Energy)

POSTDOCS AT TUM

Anri Sakakibara (since 2024)
Orestis Kopsachelis (2020-2026, now: tenured Assistant Professor, University of Crete)
Abu Siddique (2019-2021, now: Associate Professor, Royal Holloway University of London)

PH.D. STUDENT COMMITTEES AT FSU

Phil Brookins (2016, Associate Professor, University of South Carolina), James Ahloy (2017, State of Florida Department of Economic Opportunity), Dan Neal (2017, Google), Joe Stinn (2018, Lecturer, Trinity University), Alexander Usvitskiy (2020, Assistant Professor, Higher School of Economics)

TEACHING

COURSE TAUGHT AT TUM

Behavioral Economics (Bachelor), Behavioral Public Economics (Master),
Empirical Research Methods (Bachelor), Evidence Based Management and Policy (Bachelor),
Macroeconomics I (Bachelor), Microeconomics I and II (Bachelor),
Organizational Behavior (Bachelor), Organizational and Personnel Economics (Master),
(Advanced) Seminar in Behavioral Economics (Bachelor, Master)

Project studies with students on applied problems in cooperation with institutions and firms such as City of Straubing, E.ON, MHP – A Porsche Company, Müncon, Octopus Energy, Siemens, Sonplas, and VoltStorage

EXECUTIVE AND PROFESSIONAL EDUCATION WITH TUM IL3

Lecturer in the certificate programs *Patient Safety* and *Sustainable Management & Technology - Transformation to Sustainability*

Several tailored talks for industry, i.e., BMW and Lechwerke

COURSE TAUGHT AT FSU

Personnel Economics (Master, Ph.D.), Experimental Economics Workshop (Ph.D.),
Organizational Theory of the Firm (Bachelor), Applied Microeconomic Analysis (Bachelor),

AWARDS

- 2024 Supervisory Award of the TUMCS Graduate School
- 2023 Teaching Excellence Award of the TUMCS Fachschaft
- 2015 Nominated for University Teaching Award, FSU
- 2010 Heinz Sauermann Award, award of the Gesellschaft für Experimentelle Wirtschaftsforschung for the best dissertation in Experimental Economics in 2010
- 2008 Lindau Meeting of Noble Laureates in Economic Sciences, Scholarship

PROFESSIONAL SERVICES

EDITOR

since 2021 Economics, The Open-Access, Open-Assessment Journal, Co-Editor
2016 Research in Experimental Economics Vol. 19: Experiments in Organizational Economics,
Guest editor jointly with John Hamman

REFEREEING

Deutsche Bundesstiftung Umwelt, Deutsche Forschungsgemeinschaft,
German-Israeli Foundation for Scientific Research, National Science Foundation,
The British Academy

American Economic Review, American Economic Journal: Applied, American Political Science Review, Applied Economics Letters, British Journal of Political Science, Conflict Management and Peace Science, Die Betriebswirtschaft, Economic Inquiry, Economic Journal, European Economic Review, Experimental Economics, Games, Games and Economic Behavior, International Economic Review, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior & Organization, Journal of Economics and Statistics, Journal of Economic Interaction and Coordination, Journal of Economic Psychology, Journal of the Economic Science Association, Journal of Public Economics, Journal of Public Economic Theory, Journal of Socio-Economics, Journal of Sport Economics, Labour Economics, Management Science, Oxford Economic Papers, PLOS ONE, PNAS Nexus, Review of Law & Economics, The Review of Economic Design, The Review of Economic Studies

UNIVERSITY

Technical University of Munich (since 2018):

Member Faculty Council TUMCS (2021-)
Search committees for tenure track Assistant Professorships (2×)
Search committees for open-rank Professorships (3×head, 7×member)
Tenure Evaluation Committee (2×head, 4×member)
Academic Program Director Professional Profile Bioeconomy (2022-2026)
TUM representative for the Studentenwerk Niederbayern/Oberpfalz (2022 – 2026)
Scientific advisory for the TUM Sustainable Futures Report 2024
Academic lead Goals and Ambitions for the TUM Sustainable Futures Strategy 2030 (2022)
Speaker for the Economics & Policy Department, TUM SoM (2019-2021)

Florida State University (2012-2018):

Member Executive Committee of the Economics Department (2016-2017)
Department Liaison for Library Acquisitions (2014-2018)
Search committees for Professors (4×)

COMMUNITY

Research Council, Bavarian Graduate Program in Economics (2020 –)
Chairman of the TUMCS Alumni Association (2024 –)
Straubinger Nachhaltigkeitsgespräche (with V. Sieber, SR Hochschulstadtverein e.V.) (2023 –)
TUM Sustainability Career Day (with A. Hübner, TUMCS, TUMCS Alumni) (2023 –)
TUM Sustainability Dialogue (with A. Hübner, C. Paul-Helten) (2019 –)
Executive committee of the European Community of Practice for Bioeconomy Education (2025)

WORKSHOPS AND SEMINARS

TUM Political Economy Seminar (with T. Büthe, H. Hottenrott and T. Rommel) (2020 –)
TUM Economics & Policy Research Seminar (with H. Hottenrott and A. Pondorfer) (2018 – 2025)
2019, 2022, 2024, 2025 TUMCS Workshop on Behavioral Economics (Gäubodenworkshop)
2023 TUM Interdisciplinary Workshop on Motivated Beliefs
2022 Bavarian Micro Day
2014 FSU Workshop on Behavioral and Experimental Economics

MEDIA COVERAGE

My work has been covered by newspapers and websites (Alltagsforschung.de, Berliner Morgenpost, Frankfurter Allgemeine Zeitung, Mittelbayrische Zeitung, Straubinger Tagblatt, SZ.de, N24.de, Yahoo, Focus, FNP.de, Fehr Advice, web.de, MAZ online, Rhein Zeitung und Wirtschaftspsychologie aktuell), magazines (WirtschaftsWoche, MaxPlanckResearch), and radio stations (BR Bayern 2, DRadio Wissen). I also gave radio interviews on the Wells Fargo scandal (1320 WILS), goal setting in general (detektor.fm), and truck toll with carbon price (BR24).

PROFESSIONAL AFFILIATIONS

American Economic Association, Economic Science Association, Gesellschaft für Experimentelle Wirtschaftsforschung, Southern Economic Association, Verein für Socialpolitik