

Curriculum Vitae



Dr. Christoph Bühren

Academic work experience:

April 2022 – present: Interim professor for Sport Management and Sport Consulting at Ruhr-Universität Bochum

October 2019 – September 2021: Interim professor for Economics at Clausthal University of Technology

April 2018 – present: Lecturer for Environmental and Behavioral Environmental Economics at the University of Kassel

January 2009 – present: Research associate at the Chair of Applied Microeconomics, University of Kassel

October 2016: Visiting lecturer for International Economics at the University of Furtwangen

January 2014 – September 2014: Interim professor (W3) for Behavioral Economics at the Helmut-Schmidt-University in Hamburg

October 2011 – June 2013: Interim professor (W2) for Industrial Economics/Behavioral Economics at the Helmut-Schmidt-University in Hamburg

April 2011: Visiting lecturer for Strategic Marketing at the Friedrich-Schiller-Universität Jena

October 2006 – December 2008: Research associate at the Chair of Marketing, University of Jena

September 2006: Research assistant at the Chair of Industrial Economics, University of Würzburg

Ph.D.: October 20th, 2010: Dr. rer. Pol. in Economics from the University of Jena, thesis: 'Preference Measurement for Really New Products - Comparison of Target Group Specific Warm-Up and Attribute Selection Methods'

College: October 2001 – May 2006: University of Würzburg, Economics and Business Administration, Main courses: Econometrics, Industrial Economics, Human Resource Management, thesis: 'Decisions under Uncertainty - From Expected Utility Theory to Prospect Theory'

Research interests:

Sports Economics and Management, Behavioral Economics, Experimental Economics, Marketing

Further work experience:

September 2020 – March 2022: Project on behavioural instruments to reduce plastic waste in cooperation with Darmstadt University of Applied Sciences, RWTH Aachen financed by the Federal Ministry of Education and Research

January 2014 – October 2015: Project on behavioural instruments to save energy in cooperation with the Federal Environmental Agency, Adelphi (Berlin), and Städtische Werke Kassel

March 2011 – November 2014: Project on market research for SMA, Niestetal

June – December 2008: Project on market research for innovative products for OneVision, (Regensburg, Germany and Andover, Massachusetts)

October 2006 – September 2008: Project on preference measurement financed by the German Research Foundation (DFG)

Teaching:

Master level: *Ruhr-Universität Bochum:* Sports Marketing and Communication (seminar), Empirical Methods of Social Research (seminar), Research Methods (seminar), Research Project (seminar), Socioeconomics and Politics in Sport (seminar)

Clausthal University of Technology: Industrial Organization, Energy Economics, Experimental Economics (seminar), Sports Economics (seminar)

University of Kassel: Behavioral Economics, Psychology, and Management (lecture and seminar), Foundations for Experimental Economics (lecture), Quantitative Methods of Experimental Economics (lecture and seminar), Experimental Economics (lecture and seminar), History of Economic Thought – My Favorite Nobel Laureates (lecture), Sports Economics

Helmut-Schmidt-University Hamburg: Behavioral Economics (lecture), Sports Economics (lecture and seminar), Experimental Economics (lecture and seminar), Game Theory (lecture), Advanced Microeconomics, Competition and Industrial Economics (lecture), Industrial Economics (seminar), Master thesis colloquium (seminar)

University of Jena: Strategic Marketing (seminar), Logistics and Marketing (seminar in cooperation with the University of St. Gallen and the University of Warsaw)

Bachelor level: *Ruhr-Universität Bochum:* Sports Economics (seminar), Sports Marketing (seminar), Sports Sponsoring (seminar)

Clausthal University of Technology: General Economics (lecture), Microeconomics (lecture), Experimental Economics (seminar) Sports Economics (seminar), Introduction to Behavioral Economics (lecture and seminar), Experiments in Environmental Economics (lecture and seminar)

University of Kassel: Microeconomics (lecture with 700 students), Environmental Economics (lecture and seminar), Introduction to Economics (lecture), Introduction to Economics for Law and Economics Students (lecture), Microeconomics (tutorial), Game theory (tutorial)

Helmut-Schmidt-University Hamburg: Microeconomics (lecture), Microeconomics for Engineers (lecture), Sports Economics (seminar), Game Theory (lecture), Experimental Economics (lecture and seminar), Bachelor thesis colloquium (seminar)

University of Jena: Strategic Marketing (lecture)

University of Furtwangen: International Economics (lecture)

School level: Workshop on Experimental Economics for the talent program of the Burggymnasium Altena

Publications in peer-reviewed journals:

- Bühren, C.; Träger, L. (2022): The Impact of Psychological Pressure and Psychological Traits on Performance – Experimental Evidence of Penalties in Handball. *Journal of Sports Economics*, 23 (1), 3-38. <https://doi.org/10.1177/15270025211027120>
- Bühren, C.; Krabel, S. (2021): Human Performance after Success and Failure – Evidence from the NBA, *International Journal of Human Resource Management*, 32 (16), 3402-3427. <https://doi.org/10.1080/09585192.2019.1634121>
- Bühren, C.; Meier, F.; Pleßner, M. (2021): Ambiguity Aversion - Bibliometric Analysis and Literature Review of the last 60 Years, *Management Review Quarterly*, forthcoming. <https://doi.org/10.1007/s11301-021-00250-9>
- Bühren, C.; Dannenberg, A. (2021): The Demand for Punishment to Promote Cooperation Among Like-Minded People. *European Economic Review*, 138, 103862. <https://doi.org/10.1016/j.euroecorev.2021.103862>
- Bühren, C.; Michailova, J. (2021): Social Ties and Money Priming in Bargaining Games and the Prisoner's Dilemma. *International Journal of Applied Behavioral Economics*, 10 (4), 59-90. <https://doi.org/10.4018/IJABE.2021100105>
- Bühren, C.; Kadriu, V. (2020): The Fairness of Long and Short ABBA-Sequences: A Basketball Free-Throw Field Experiment. *Journal of Behavioral and Experimental Economics*, 89 (101562), 1-11. <https://doi.org/10.1016/j.socec.2020.101562>
- Bühren, C.; Meyer, T.; Pierdziuch, C. (2020): Experimental Evidence on Forecaster (Anti)Herding in Sports Markets. *Sciamus - Sport und Management*, 2020 (2), 1-27. <https://www.sport-und-management.de/index.php/archiv/52-ausgabe-nr-2-2020>
- Bühren, C. (2020): Staff Rotation as an Anti-Corruption Policy in China and in Germany: An Experimental Comparison. *Journal of Economics and Statistics*, 240 (1), 1-18. <https://doi.org/10.1515/jbnst-2018-0036>
- Beck, T.; Bühren, C.; Frank, B.; Khachatryan, E. (2020): Can Honesty Oaths, Peer Interaction, or Monitoring Mitigate Lying?, *Journal of Business Ethics*, 163, 467-484. <https://doi.org/10.1007/s10551-018-4030-z>
- Mauersberger, F.; Nagel, R.; Bühren, C. (2020): Bounded Rationality in Keynesian Beauty Contests: A Lesson for Central Bankers? *Economics: The Open-Access, Open-Assessment E-Journal*, 14 (2020-16), 1–38. <http://dx.doi.org/10.5018/economics-ejournal.ja.2020-16>
- Bühren, C.; Steinberg, P. J. (2019): The Impact of Psychological Traits on Performance in Sequential Tournaments: Evidence from a Tennis Field Experiment, *Journal of Economic Psychology*, 72, 12-29. <https://doi.org/10.1016/j.joep.2018.12.010>
- Pleßner, M.; Bühren, C.; Frank, B. (2018): Market Research with the Aid of a Smart Phone Application – A Case Study, *Production Planning and Control*, 29 (2), 117-130. <https://doi.org/10.1080/09537287.2017.1391345>
- Nagel, R.; Bühren, C.; Frank, B. (2017): Inspired and Inspiring: Hervé Moulin and the Discovery of the Beauty Contest Game, *Mathematical Social Sciences*, 90, 191-207. <https://doi.org/10.1016/j.mathsocsci.2016.09.001>
- Bühren, C.; Pleßner, M. (2015): Rating Agencies – An Experimental Analysis of their Remuneration Model, *German Economic Review*, 16 (3), 324-342. <https://doi.org/10.1111/geer.12074>
- Li, S.; Bühren, C.; Frank, B.; Qin, H. (2015): Group Decision Making in a Corruption Experiment: China and Germany Compared, *Journal of Economics and Statistics*, 235 (2), 207-227. <https://doi.org/10.1515/9783110511628-006>
- Bühren, C.; Kundt, T. C. (2015): Imagine Being a Nice Guy: A Note on Hypothetical vs.

Incentivized Social Preferences, *Judgment and Decision Making*, 10 (2), 185-190.
<http://sjdm.org/journal/14/141118a/jdm141118a.pdf>

Bühren, C.; Kundt, T. C. (2014): Does the Level of Work Effort Influence Tax Evasion?, *Review of Economics*, 65 (2), 137-158. <https://doi.org/10.1515/roe-2014-0203>

Bühren, C.; Pleßner, M. (2014): The Trophy Effect, *Journal of Behavioral Decision Making*, 27 (4), 363-377. <https://doi.org/10.1002/bdm.1812>

Bühren, C.; Frank, B.; Krabel, S.; Werner, A. (2012): Decision-Making in Competitive Framings – Strategic Behavior of Chess Players in Mini-Ultimatum Game Chess Puzzles, *Economics Letters*, 115 (3), 356-358. <https://doi.org/10.1016/j.econlet.2011.12.080>

Bühren, C.; Frank, B. (2012): Chess Players Performance Beyond 64 Squares: A Case Study on the Limitations of Cognitive Abilities Transfer, *Talent Development and Excellence*, 4 (2), 157-169. <https://www.researchgate.net/publication/236175990>

Helm, R.; Bühren, C.; Pabst, R. (2011): Using Warm-Up Stages Before Measuring Preferences for Innovative Products, *International Journal of Product Development*, 15 (4), 227-248. <https://doi.org/10.1504/IJPD.2011.044186>

Publications in books and proceedings:

Bühren, C. (2019): Experimente in der Sportökonomik, in: Güllich, A.; Krüger, M. (Hrsg.): Sport in Kultur und Gesellschaft, Springer Verlag.
https://link.springer.com/content/pdf/10.1007%2F978-3-662-53385-7_9-2.pdf

Beckenbach, F.; Daskalakis, M.; Bühren, C.; Hofmann, D.; Kollmorgen, F.; Kind, C.; Savelsberg, J.; Kahlenborn, W.; Puke, S. (2016): Verhaltensökonomische Erkenntnisse für die Gestaltung umweltpolitischer Instrumente, Umweltbundesamt.
<https://www.umweltbundesamt.de/publikationen/verhaltensoekonomische-erkenntnisse-fur-die>

Bühren, C. (2010): Präferenzmessung für Produkte mit hochinnovativen Attributen. Entwicklung und Vergleich von konsumentenspezifischen Aufwärm- und Attributselektionsphasen, Cuvillier Verlag, Göttingen. ISBN: 978-3-86955-552-2. <http://d-nb.info/1008545309>

Bühren, C.; Helm, R.; Pabst, R. (2010): Warming Up for Preference Measurement on Innovative Products, EMAC 2010 Conference Proceedings, Copenhagen. ISBN: 9788792569011.
<https://www.worldcat.org/title/emac-39th-conference-copenhagen-denmark-1-4-june-2010-conference-proceedings/oclc/696295305>

Discussion papers:

Bühren, C.; Gschwend, M.; Krumer, A. (2022): Feedback, Gender, and Choking Under Pressure: Evidence from Alpine Skiing. MAGKS Joint Discussion Paper Series in Economics 37-2022.

Bühren, C.; Jung, D. (2022): Performing without pressure? The effect of ghost games on effort- and skill-based tasks in the football Bundesliga, MAGKS Joint Discussion Paper Series in Economics 27-2022. under review: *Journal of Sports Economics*.

Bühren, C.; Gabriel, M. (2021): Performing Best When it Matters the Most: Evidence from Professional Handball, MAGKS Joint Discussion Paper Series in Economics No. 19-2021. under review: *Journal of Quantitative Analysis in Sports*.

Asanov, I.; Bühren, C.; Zacharodimou, P. (2020): The power of experiments – How big is your *n*. MAGKS Joint Discussion Paper Series in Economics 32-2020. revise and resubmit: *Journal of the Economic Science Association*.

Bühren, C.; Pleßner, M. (2020): IKEA vs. Trophy Effect – An Experimental Comparison. MAGKS Joint Discussion Paper Series in Economics 37-2020. revise and resubmit: *Journal of Consumer Marketing*.

Khachatryan, E.; Bühren, C. (2020): Letting off Steam! Experimental Evidence on Inappropriate Punishment. MAGKS Joint Discussion Paper Series in Economics 39-2020. under review: *Journal of Behavioral and Experimental Economics*.

Bühren, C.; Daskalakis, M. (2020): Which Green Nudge Helps to Save Energy? Experimental Evidence. MAGKS Joint Discussion Paper Series in Economics 42-2020. under review: *Environmental Economics and Policy Studies*.

Bühren, C.; Träger, L. (2020): The Impact of Psychological Pressure and Psychological Traits on Performance – Experimental Evidence of Penalties in Handball. MAGKS Joint Discussion Paper Series in Economics 43-2020. published: *Journal of Sports Economics*.

Bühren, C.; Dannenberg, A. (2020): The Demand for Punishment to Promote Cooperation Among Like-Minded People, MAGKS Joint Discussion Paper Series in Economics 44-2020. published: *European Economic Review*.

Bühren, C.; Steinberg, P. J. (2017): The Impact of Psychological Traits on Performance in Sequential Tournaments: Evidence from a Tennis Field Experiment, MAGKS Joint Discussion Paper Series in Economics 05-2017. published: *Journal of Economic Psychology*.

Bühren, C.; Krabel, S. (2015): Individual Performance after Success and Failure – A Natural Experiment, MAGKS Joint Discussion Paper Series in Economics 05-2015, published: *International Journal of Human Resource Management*.

Michailova, J.; Bühren, C. (2015): Money Priming and Social Behavior of Natural Groups in Simple Bargaining and Dilemma Experiments, MAGKS Joint Discussion Paper Series in Economics 30-2015.

Bühren, C.; Daskalakis, M. (2015): Do Not Incentivize Eco-Friendly Behavior - Go for a Competition to Go Green! MAGKS Joint Discussion Paper Series in Economics 34-2015.

Bühren, C.; Pleßner, M. (2014): Rating Agencies – An Experimental Analysis of their Remuneration Model, MAGKS Joint Discussion Paper Series in Economics 54-2014. published: *German Economic Review*.

Bühren, C.; Kundt, T. C. (2013): Imagine Being a Nice Guy: A Note on Hypothetical vs. Incentivized Social Preferences, MAGKS Joint Discussion Paper Series in Economics 49-2013. published: *Judgment and Decision Making*.

Bühren, C.; Kundt, T. C. (2013): Worker or Shirker – Who Evades More Taxes? A Real Effort Experiment, MAGKS Joint Discussion Paper Series in Economics 26-2013. published: *Review of Economics*.

Bühren, C.; Frank, B.; Nagel, R. (2012): A Historical Note on the Beauty Contest, MAGKS Joint Discussion Paper Series in Economics 11-2012. published: *Mathematical Social Sciences*.

Bühren, C.; Pleßner, M. (2011): The Trophy Effect, MAGKS Joint Discussion Paper Series in Economics 25-2011. published: *Journal of Behavioral Decision Making*.

Selected work in progress:

Bühren, C.; Gottschlich, D.; Semmler-Ludwig, R. (2022): Fascia Training and Wellbeing – Experimental Evidence.

Bönte, W.; Bühren, C.; Steinberg, P. J. (2022): Competitive Preferences and Selection into Competition – A Field Experiment.

Bühren, C.; Haarde, J.; Hirschmann, C.; Kesten-Kühne, J. (2022): Social Preferences in the Public Goods Game – An Agent-Based Simulation with EconSim.

Bühren, C.; Frank, B.; Khachatryan, E.; Von Loessl, V.; Wetzels, H. (2022): Would You Lie About Your Mother's Birthday?, under review: *Experimental Economics*

Blaschke, J.; Bühren, C.; Meier, F.; Pleßner, M.; Wilper, A.-K. (2022): The Endowment Effect –

A Bibliometric Analysis.

Bühren, C.; Daskalakis, M. (2022): Instruments to Reduce Plastic in the Environment.

Bühren, C.; Todorovic, A. (2022): The Effect of Ratings on Bargaining Results.

Bühren, C.; Dannenberg, A. (2022): The Role of Information on the Demand for Punishment to Promote Cooperation.

Bühren, C.; Händel, P.; Dannenberg, A. (2022): The Demand for Incomplete Punishment Institutions to Promote Cooperation.

Benhabib, J.; Bühren, C.; Duffy, J.; Nagel, R. (2022): Level k Reasoning and Focal Points.

Third party funding:

October 2022 – September 2025: FORGIVE: The Role of Signals, Forgiveness, and Reputation for Cooperation, DFG project at the Chair of Environmental and Behavioral Economics of Prof. Dr. Astrid Dannenberg (University of Kassel)

August 2020 – March 2022: Environmental policy instruments to reduce plastic pollution, Chair of Economic Policy, Innovation and Entrepreneurship of Prof. Bünstorf (University of Kassel), financed by the Federal Ministry for Education and Research

January 2014 – October 2015: Environmental and behavioral economic tools to incentivize energy saving, Chair of Applied Microeconomics of Prof Frank (University of Kassel), financed by the Federal Environmental Agency

March 2011 – November 2014: Development and implementation of a business climate index, consulting project at the Chair of Applied Microeconomics of Prof. Frank (University of Kassel), financed by SMA Solar Technologie AG

June 2008 – December 2008: Market research for innovative products, consulting project at the Chair of Marketing of Prof. Dr. Roland Thomas Helm (Friedrich-Schiller-University Jena), financed by OneVision (Regensburg, Germany and Andover, Massachusetts)

October 2006 – September 2008: Preference measurement for innovative products, DFG project at the Chair of Marketing of Prof. Dr. Roland Thomas Helm (Friedrich-Schiller-University Jena)

Selected conferences and invited talks:

September 2022: Workshop on Behavioral Economics, Clausthal, 'Performing without pressure? The effect of ghost games on effort- and skill-based tasks in the football Bundesliga'

August 2022: European Sports Economics Association Conference, Helsinki, 'Gender Differences in Choking Under Pressure: Evidence from Alpine Skiing'

September 2021: Social Policy Association, 'The Demand for Punishment to Promote Cooperation Among Like-Minded People'

August 2021: European Sports Economics Association Conference, 'Performing best when it matters the most: Evidence from professional handball'

July 2021: Economic Science Association Global Online Meetings, 'The Demand for Punishment to Promote Cooperation Among Like-Minded People'

September 2020: Economic Science Association Global Online Meetings, 'Shifting Level 0 in Modified Beauty Contest Games'

June 2018: ESA World Meeting, Berlin 'Sentiments and Anchor Effects in the Beauty Contest Game'

May 2018: Annual Meeting of the Sports Economics Association, Munich: 'Experimental Evidence on Forecaster (Anti)Herding in Sports Markets'

September 2017: 'GfeW-Meeting', Kassel

February 2017: Graduate School of Economic Behavior and Governance, University of Kassel, discussion on Dannenberg et al.: 'Voting on the Threat of Exclusion in a Public Goods Experiment'

August 2016: European Sports Economics Association Conference, Groningen, 'Psychological Pressure in Competitive Environments: How Does Heterogeneity in Incentive Schemes and Psychological Traits Affect Individual Performance in Sequential Tournaments?'

June 2016: Certification Workshop, University of Kassel, discussion on Halfmeier: 'Rating and Contracts with Protective Effects on Third Parties'; Workshop 'Scientists' Careers Inside and Outside the University, University of Kassel

February 2016: GLOBE Seminar on Experimental and Behavioral Economics, Göttingen, 'Individual Performance after Success and Failure - A Natural Experiment'

October 2014: 14th Eurasia Business and Economics Society Conference, Barcelona, 'Imagine Being a Nice Guy: A Note on Hypothetical vs. Incentivized Social Preferences'

September 2014: Social Policy Association, Helmut-Schmidt-Universität Hamburg

December 2013: Law and Economics Colloquium, Kassel, 'Letting off Steam! Experimental Evidence on Irrational Punishment'

July 2013: Economics Colloquium at IAAEU, Trier, 'Worker or Shirker – Who Evades More Taxes? A Real Effort Experiment'

April 2013: Hohenheimer Oberseminar, Kassel, 'Worker or Shirker – Who Evades More Taxes? A Real Effort Experiment'

September 2012: ESA-Konferenz, Köln, Präsentation: 'Agency Theory and Experimenters' Payment Schemes'

February 2012: Southern Europe Experimentalists Meeting, Lanzarote, 'The Trophy Effect'

March 2011: Workshop on Behavioral and Experimental Economics, Beijing, 'Introduction to Experimental Economics'

March 2011: 'Sino-German Academic month on Experimental and Behavioral Economics', Tianjin (China), 'Experimental Economics: Introduction and Examples'

October 2010: 'GfeW-Meeting', Luxembourg

June 2010: EMAC conference, Copenhagen, 'Warming Up for Preference Measurement on Innovative Products'

May 2010: 'Hohenheimer Oberseminar', Esbjerg (Denmark), 'Chess Players Performance Beyond 64 Squares'

November 2009: MAGKS Ph.D. Colloquium, Marburg, 'Human Behavior in Chess Players'

November 2009: Law and Economics Colloquium, Kassel, 'Centipede Game and Beauty Contest among Chess Players'

October 2009: 'GfeW-Meeting', Essen, 'Beauty Contest Among Chess Players'

March 2009: MAGKS Ph.D.-seminar, 'Creative Writing', Kassel

March 2009: MAGKS Ph.D.-colloquium, Rauschholzhausen

October 2008: 'Dichtl-Meeting', Dresden, 'Preference Measurement for Innovative Products'

December 2007: Marketing Ph.D.-seminar, Jena, 'Attribute Selection for Preference Measurement'

October 11th, 2022

November 2003: 'Psychology of Bargaining: The Role of Judgement Biases', Seminar at the Chair of Psychology, University of Würzburg

Referee activities:

Applied Economics, Applied Economics Letters, Applied Financial Economics, Applied Sciences, Current Psychology, Developmental Psychology, Energies, European Economic Review, Games, Games and Economic Behavior, Group Decision and Negotiation, International Journal of Environmental Research and Public Health, International Journal of Public Administration, Journal of Behavioral and Experimental Economics, Journal of Behavioral Decision Making, Journal of Behavioral Finance, Journal of Business Ethics, Journal of Economics and International Finance, Journal of Economic Behavior and Organization, Journal of Economics and Statistics, Journal of Economic Psychology, Journal of Sports Economics, Mathematics, Public Finance and Management, Societies, Sustainability, Sport Management Review, Theory and Decision

Fellowships: European Sports Economics Association, Gesellschaft für experimentelle Wirtschaftsforschung, European Marketing Academy, Economic Science Association, Verein für Socialpolitik

Committees: Appointments Committee for the W3 professorship in Business Administration and Controlling at University of Kassel

Marketing committee for the Department of Economics at University of Kassel

Staff representative in the Institute of Economics at University of Kassel

Language skills: German, English, French, Latin

Software skills: MS Office, STATA, SPSS, EViews, Typo3

Hobbies: Tennis, basketball, skiing and biking, guitar