

Wirtschaftstheoretisches Seminar: Themenliste

**Verhaltensforschung für den Arbeitsmarkt:
Erkenntnisse, Methoden und Anwendungen**

Wintersemester 2015/16

1. Vergütungssysteme und Mitarbeiterproduktivität (LS Bellmann)

Lazear, E. P. (2000). Performance Pay and Productivity. *American Economic Review*, 90(5), 1346-1361.

**2. Experimentelle Evidenz von Diskriminierung auf dem Arbeitsmarkt
(LS Bellmann / LS Grimm)**

Bertrand, M. & Mullainathan, S. (2004). Are Emily and Greg More Employable than Lakisha and Jamal? A Field Experiment on Labor Market Discrimination. *American Economic Review*, 94(4), 991-1013.

Kaas, L. & Manger, C. (2011). Ethnic Discrimination in Germany's Labour Market: A Field Experiment". *German Economic Review*, 13(1).

3. Experimentelle Evidenz bei der Lohnsetzung (LS Bellmann)

Jeworrek, S. and V. Mertins (2014). "When Pay Increases are Not Enough: The Economic Value of Wage Delegation in the Field". IAAEU Discussion Paper Series in Economics No. 08/2014.

4. Sortierprozesse versus Anreizwirkungen: Evidenz aus dem Labor und dem Feld (LS Stephan)

Dohmen, T., & Falk, A. (2011). Performance pay and multidimensional sorting: Productivity, preferences, and gender. *American Economic Review*, 101(2), 556-590.

Leuven, E., Oosterbeek, H., Sonnemans, J., & Van Der Klaauw, B. (2011). Incentives versus sorting in tournaments: Evidence from a field experiment. *Journal of Labor Economics*, 29(3), 637-658.

**5. Kommunikation als Leistungsanreiz: Experimentelle Evidenz
(LS Stephan)**

Brandts, J., & Cooper, D. J. (2007). It's what you say, not what you pay: an experimental study of manager-employee relationships in overcoming coordination failure. *Journal of the European Economic Association*, 5(6), 1223-1268.

Kvaløy, O., Nieken, P., & Schöttner, A. (2015). Hidden benefits of reward: A field experiment on motivation and monetary incentives. *European Economic Review*, 76, 188-199.

6. Soziales Kapital und soziale Dilemmata: Gruppenspezifische experimentelle Evidenz (LS Stephan)

Dickinson, D. L., Masclet, D., & Villeval, M. C. (2015). Norm enforcement in social dilemmas: An experiment with police commissioners. *Journal of Public Economics*, 126, 74-85.

Bellemare, C., & Kröger, S. (2007). On representative social capital. *European Economic Review*, 51(1), 183-202.

7. Der Einfluss von „Managementstilen“ auf Produktivität (LS Grimm)

Bloom et al. (2013). Does Management matter? Evidence from India. *Quarterly Journal of Economics*, 128(1), 1-51.

8. Gift-exchange auf dem Arbeitsmarkt: Feld Experimente (LS Grimm)

Uri Gneezy and John List (September, 2006). Putting Behavioral Economics to work: Testing for gift exchange in labor markets using field experiments. *Econometrica*, Vol. 74, No. 5, 1365–1384.

9. Soziale Präferenzen und Anreize (LS Grimm)

Oriana Bandiera, Iwan Barankay and Imran Rasul (Aug., 2005). Social Preferences and the Response to Incentives: Evidence from Personnel Data. *Quarterly Journal of Economics*, Vol. 120, No. 3, pp. 917-962.

10. Online Experimente: Vorteile und Probleme am Beispiel der Bedeutung einer Aufgabe als Leistungsanreiz (LS Grimm)

Dana Chandler, Adam Kapelner (2013) Breaking monotony with meaning: Motivation in crowdsourcing markets, *Journal of Economic Behavior & Organization*, Volume 90, pp. 123-133.

John J. Horton, David G. Rand and Richard J. Zeckhauser (2011). The online laboratory: conducting experiments in a real labor market, *Experimental Economics*, 14(3), 399–425.