

# Jun.-Prof. Dr. Holger A. Rau

Assistant Professor of Experimental Economics • University of Göttingen

## Office Contact Information

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## ***Personal Information***

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Born: July 13, 1980 in Heilbronn, Germany  
Citizenship: German  
Marital Status: Single

## ***Positions***

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09/2014 – present Assistant Professor of Experimental Economics,  
University of Göttingen

07/2013 – 08/2014 Postdoctoral Researcher, FAU University of Erlangen-Nuremberg  
(Chair of Economic Theory, Prof. Dr. Veronika Grimm)

01/2013 – 06/2013 Postdoctoral Researcher Duesseldorf Institute for Competition  
Economics (DICE)

08-12/2012 Visiting Scholar at the Economic Science Institute (ESI), *Chapman  
University in Orange (CA, USA)*

04/2010-12/2012 Doctoral Student and research assistant at Duesseldorf Institute for  
Competition Economics (DICE), University of Duesseldorf

10/2008-03/2010 Doctoral Student and research assistant at University of Frankfurt

## ***Research Interests***

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Experimental Economics, Gender Differences, Behavioral Finance, Institutional &  
Organizational Economics, Industrial Organization

## **Education**

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- 12/2012            Doctor Rerum Politicarum (Summa Cum Laude), *University of Duesseldorf*  
Thesis:  
*The Impacts of Social Preferences and Biases on Individual and Group Decision Making: Four Essays in Experimental Economics*  
Thesis supervisor: Prof. Dr. Hans-Theo Normann
- 10/2008            PhD-Candidate at the University of Frankfurt  
Thesis supervisor: Prof, Dr. Hans-Theo Normann
- 10/2008-2009      Visiting Student at Graduate School of Economics in Finance and Management at *University of Frankfurt*
- 2007                Diplom Volkswirt (equiv. to M.A. in Economics)  
*University of Heidelberg*
- 2007                Diploma Thesis: *An Empirical Analysis of the Disposition Effect's long-run impacts on investor's performance (Supervised by Prof. Oechssler, PhD)*
- 2003                Vordiplom in Volkswirtschaftslehre (equiv. to B.A. In Econmics)  
*University of Heidelberg*

## **Publications**

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### **Refereed Journals:**

Simultaneous and Sequential Contributions to Step-Level Public Goods: One vs. Two Provision Levels (with Hans-Theo Normann)  
Forthcoming in *Journal of Conflict Resolution*.

The Disposition Effect and Loss Aversion: Do Gender Differences Matter?  
in *Economics Letters* 123, 2014, 33-36.

Do Women Behave more Reciprocally than Men? Gender Differences in Real-Effort Dictator Games. (with Matthias Heinz and Steffen Juraneck),  
in *Journal of Economic Behavior & Organization* 83, 2012, 105-110.

Does Ambiguity Aversion Survive in Experimental Asset Markets?

(with Sascha Füllbrunn and Utz Weitzel),

in *Journal of Economic Behavior & Organization* 107B, 810-826.

### **Book Contribution:**

Trust and Trustworthiness: A Survey of Gender Differences

*Psychology of Gender Differences*, ed. Sarah McGeown.

### **Working Papers**

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Minimizing Learning Behavior in Experiments with Repeated Real-Effort Tasks (with Volker Benndorf and Christian Sölch)

How Competitive Behavior May Cause a Gender-Wage

Gap: Experimental Evidence (with Matthias Heinz and Hans-Theo Normann)

Do Leniency Policies Facilitate Collusion? Experimental Evidence (with Georg Clemens)

The Disposition Effect in Team Investment Decisions: An Experimental Analysis

Cartel Coordination and the Role of Payoff Asymmetries: Experimental Evidence on Partial Cartels (with Georg Clemens)

Fairness and Learning in Multi-Employee Gift-Exchange Games: An Experimental Analysis (with Volker Benndorf)

### **Work in Progress**

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On the Impact of Quotas and Decision Rules in Collective Bargaining

(with Robert Feich, Veronika Grimm and Gesine Stephan)

Gender Differences in the Crowd out of Work Performance (with Volker Benndorf and Christian Sölch)

The Impacts of Minimum Wages and Labor Unions on Worker Performance

(with Katrin Köhler and Beatrice Pagel)

### **Employment & Academic Positions**

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- 09/2014 – present Assistant Professor of Experimental Economics, *University of Göttingen*
- 07/2013 – 08/2014 Post Doctoral Researcher, *Chair of Economic Theory (Prof. Dr. Veronika Grimm), University of Erlangen-Nuremberg*
- 01/2013 Post Doctoral Researcher, *Duesseldorf Institute for Competition Economics (DICE)*
- Since 04/2013 Member of the appointment committee of the W1 professorship in Economics, *Duesseldorf Institute for Competition Economics (DICE)*
- 05-08/2011 Member of the appointment committee of the W1 professorship in Experimental Economics, *Duesseldorf Institute for Competition Economics (DICE)*
- 04/2010 Research Assistant to Prof. Dr. Hans-Theo Normann  
*Duesseldorf Institute for Competition Economics (DICE)*  
*University of Duesseldorf*
- 2008- 04/ 2010 Research Assistant to Prof. Dr. Hans-Theo Normann  
*University of Frankfurt*
- 2007 – 2008 Teaching Assistant to Prof. Timo Goeschl, PhD  
*University of Heidelberg*
- 2007 – 04/ 2008 Visiting Lecturer  
*University of Cooperative Education Mannheim*

### **Teaching Experience**

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#### *University of Göttingen*

- 2015 Behavioral Game Theory (Master Lecture)  
Gender Differences in Labor Economics (Master Seminar)
- 2014 Behavioral Game Theory (Master Lecture)  
Behavioral Finance (Bachelor Seminar)

#### *IREBS Immobilienakademie/ University of Regensburg*

- 2014 Invited MBA Lecture on Decision-Based Game Theory (Lecture)

### *University of Erlangen-Nuremberg*

- 2014 Behavioral Economics (Master Tutorial)  
2013/14 Experimental Design Course (Seminar/ Lecture Graduate Program)

### *University of Duesseldorf*

- 2013 Institutional and Organizational Economics (Bachelor Lecture)  
2012 Game Theory (Master Tutorial)  
2011 Game Theory (Master Tutorial)  
Microeconomics (Master Tutorial)  
2010 Game Theory (Master Tutorial)  
Price and Competition Theory (Master Tutorial)  
Principles of Microeconomics (Bachelor Tutorial)

### *University of Frankfurt*

- 2009 Fundamentals of Microeconomics (Master Tutorial)  
Behavioral Finance (Master Seminar)

### *University of Heidelberg*

- 2008 The Economics of Innovation & the Life Sciences (Master Tutorial)  
The Private Provision of Public Goods (Master Seminar)  
Environment and Development (Master Seminar)  
2007 Principles of Economics (Bachelor Tutorial)

### *University of Cooperative Education Mannheim*

- 2007 Principles of Macroeconomics (Bachelor Lecture)

## **Conferences & Invited Talks**

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### *Conferences*

- 2014 2014 NERD Workshop in *Nuremberg* (Germany)  
2014 Annual Meeting of the "Verein für Socialpolitik" in *Hamburg* (Germany)  
2014 ESA International Meetings in *Honolulu*, Hawaii (USA)  
2014 MBEES Conference in *Maastricht* (Netherlands)  
2014 Annual Conference of the Royal Economic Society in *Manchester* (UK)

### *Invited Talks*

- 2014      Invited speaker at Workshop on Gender Issues in Experimental Economics: “Men are from Mars. Women are from Venus”,  
*Alicante (ESP)*
- 2013      ESA World Meeting 2013, *Zurich (CH)*  
Thurgau Experimental Economics Meeting 2013  
*Kreuzlingen (CH)*  
11<sup>th</sup> Annual International Industrial Organizations Conference  
*Boston (MA, USA)*
- 2012      82<sup>nd</sup> Annual Meetings of the Southern Economic Association (SEA)  
*New Orleans (LA, USA)*  
SABE 2012 in Granada (*Spain*)
- 5th Maastricht Behavioral and Experimental Economics Symposium  
(*Netherlands*)  
10<sup>th</sup> Annual International Industrial Organizations Conference  
*Arlington (VA, USA)*

### *Invited Talk*

- 2012      Research Seminar of *ESI* at Chapman University, Orange, (*CA, USA*)

### *Conferences*

- 2011      Economic Science Association (ESA) – World Meeting 2011  
*Chicago (IL, USA)*  
Annual Congress of the European Economic Association (EEA)  
*Oslo (Norway)*  
Annual Meeting of the “Verein für Socialpolitik” in  
*Frankfurt (Germany)*  
Experimental Finance Conference  
*Innsbruck (Austria)*
- 2010      Economic Science Association (ESA) – World Meeting 2010  
*Copenhagen (Denmark)*

2009 Economic Science Association (ESA) – European Meeting 2009  
*Innsbruck (Austria)*

#### *Invited Talks*

2011 Research Seminars of  
University of Frankfurt, University of Heidelberg, and Centre for  
European Economic Research Mannheim

### **Attended Summer Schools & Workshops**

#### *Workshop*

2013 Shedding Light on the Shadow of Economy: a Critical Assessment of  
methods in tax research *Vienna (Austria)*

2011 Market Design and the Public Sector in Laboratory Experiments  
*MPI Munich (Germany)*

#### *Summer Schools*

2010 CSCA Summer School 2010 in Neuroeconomics: An exciting  
joint venture  
*Amsterdam (Netherlands)*

1<sup>st</sup> Heidelberg Summer School in Neuroeconomics  
*Heidelberg (Germany)*

#### *Workshops*

2010 15<sup>th</sup> Graduate Student Workshop in Experimental Economics at *ESI/  
Chapman University, Orange (CA, USA)*

1<sup>st</sup> Workshop in Organizational Economics, University of Frankfurt  
*Bad Homburg (Germany)*

### **Scholarships and Grants**

2012 Anton Betz Stiftung der Rheinischen Post Düsseldorf  
Sachbeihilfe (with Georg Clemens), 3.000€

Scholarship of the Deutscher Akademischer Austauschdienst (DAAD)  
for a research stay at the ESI, Chapman University, Orange (USA)

2011           Scholarship of the Swiss National Bank for participation and presentation  
at the Annual Congress of the European Economic Association 2011  
Ministerium für Innovation, Wissenschaft und Forschung des Landes  
Nordrhein-Westfalen; Sachbeihilfe für den Bereich Gleichstellung  
(with Hans-Theo Normann, Justus Haucap), 38.387€

### **Refereeing Journals**

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*Economic Inquiry, Economic Journal, International Journal of Industrial Organization, Games, Journal of Economic Behavior & Organization, Journal of Behavioral Economics and Experimental Economics.*

### **Other Activities**

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Since 2008           Advisory board member of the 'Initiative Wertpapier Heidelberg  
(IWH) e.V.'

2006 – 2008           Chairman of the 'Initiative Wertpapier (IWH) e.V.'

### **Computer Skills**

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Latex, Stata, zTree, MS Office, Linux, Windows

### **Languages**

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*German (native speaker), English (fluent), French (basic)*

### **Memberships**

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*Economic Science Association (ESA)*  
*European Economic Association (EEA)*  
*Royal Economic Society (RES)*  
*Southern Economic Association (SEA)*  
*Verein für Socialpolitik e. V.*  
*Initiative Wertpapier Heidelberg (IWH) e. V.*  
*Bundesverband der Börsenvereine an deutschen Hochschulen (BVH) e. V*



## **References**

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Prof. Dr. Hans-Theo Normann  
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Prof. Dr. Justus Haucap  
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Bergheimer Str. 58  
69115 Heidelberg (Germany)  
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Prof. Dr. Veronika Grimm  
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