

Dr. rer. pol. Irenaeus Wolff

Post-Doc at the *Thurgau Institute of Economics at the University of Konstanz*, and at the Chair of Behavioral Economics, University of Konstanz)

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Background: German, born in Berlin on 30th May, 1981, 2 children (born in 2011 and 2015).

Education

Dissertation (“Stress-Testing the Punishment Solution: Sanctions and Performance in Public-Good Games”; summa cum laude, Univ. of Erfurt, 2010; supervisor: B. Rockenbach); Diplom in Economics (O.-v.-Guericke Univ. Magdeburg, 2007, on a grant of the German Academic Scholarship Foundation/Studienstiftung d. dt. Volkes); Master of International Relations (Macquarie Univ. Sydney, 2006, on a foreign-studies grant of the German Academic Scholarship Foundation); Baccalaureus Oeconomicus (O.-v.-Guericke Univ. Magdeburg, 2004); Studies abroad at St.Petersburg State Univ. (faculties of applied mathematics and economics, 2003-04, on a grant of the German Academic Exchange Service/DAAD); High-School A-levels (F.-Engels-Gymnasium, Berlin, 2000).

Previous Positions

Research assistant (Chair of Microeconomics, Univ. of Erfurt, 2007-2010); Student research assistant (Chair of e-Business, O.-v.-Guericke University Magdeburg, 2004-2006); Tutor for decision theory (2003), microeconomics (2004), and macroeconomics (2005/06).

Grant applications

Excellence Cluster Fund Application (granted, 363'660 Euros; applicants: Barbara Fruth, Urs Fischbacher, Mattia Bessone, Irenaeus Wolff), project: “Ecological and social triggers of human (predator) and animal (prey) movement patterns in Central DRC”, 2022–.

Excellence Cluster Fund Application (granted, 238'000 Euros; applicants: Adrian Chadi, Urs Fischbacher, Katrin Schmelz, Irenaeus Wolff), project: “Selection into Leadership and Perceptions of Inequality: The Case of Consistency”, 2020–, project initiator.

Swiss National Fund (granted, full amount, CHF 12'272), project: “Cooperative behaviour: preferences, beliefs on preferences, and beliefs in rationality”, 2014–2017.

Swiss National Fund, Agora programme (granted, full amount, CHF 64'316; applicants: Urs Fischbacher, Katrin Schmelz, Ulrich Wacker, Irenaeus Wolff), project: “Economic Decision Making—An Interactive Exhibition on New Findings of Behavioral Economics”, 2014, project manager.

ERC-Synergy proposal (finalists 2013, 11'015'150 Euros; principal investigators: Arthur Schram, Karl Sigmund, Urs Fischbacher, and Martijn Egas; further team members: Ingela Alger, Maus Sabelis, Aljaz Ule, Matthijs van Veelen, Jorgen Weibull, Irenaeus Wolff), project: “The Emergence of Pro-Social Behavior: Connecting Behavioral Economics and Evolutionary Theory”.

Young Scholar Fund, Univ. of Konstanz (granted, full amount, 9'360,- Euros), project: “The basis of strategic thinking and strategic behaviour”, 2013–2014.

Publications

Behavioural Game Theory

- “Heuristic Centered-Belief Players”, *Journal of Economic Psychology*, 108: 102806 (2025).
- “Why Is Belief-Action Consistency so Low? The Role of Belief Uncertainty”, with Dominik Folli, *Journal of Economic Behavior & Organization*, 227: 106722 (2024).
- “The Lottery-Player’s Fallacy: Why Labels Predict Strategic Choices”, *Journal of Economic Behavior & Organization*, 184: 16–29 (2021).
- “Elicited Salience and Salience-Based Level- k ”, *Economics Letters*, 141: 134–137 (2016).

Models of Social Preferences

- “Predicting Voluntary Contributions by ‘Revealed-Preference Nash-Equilibrium’”, *Economic Inquiry*, 63(3): 846–864 (2025).
- “On the Nature of Reciprocity: Evidence From the Ultimatum Reciprocity Measure”, with Andreas Nicklisch, *Journal of Economic Behavior & Organization*, 84(3): 892–905 (2012).

Private Provision of Public Goods

- “The Dose Does it: Punishment and Cooperation in Dynamic Public-Good Games”, with Bettina Rockenbach, *Review of Behavioral Economics*, 6: 19–37 (2019).
- “What are the Equilibria in Public-Good Experiments?”, *Economics Letters*, 150: 83–85 (2017).
- “Designing Institutions for Social Dilemmas”, with Bettina Rockenbach, *German Economic Review*, 17(3): 316–336 (2016).
- “Retaliation and the Role for Punishment in the Evolution of Cooperation”, *Journal of Theoretical Biology* (Impact Factor: 2.208, 5-Year Impact Factor: 2.415), 315: 128–138 (2012).
- “Cooperation Norms in Multiple-Stage Punishment”, with Andreas Nicklisch, *Journal of Public Economic Theory*, 13(5): 791–827 (2011).

Behavioural Public Choice

- “Does Being Elected Increase Subjective Entitlements? Evidence From the Laboratory”, with Arne R. Weiss, *Economics Bulletin*, 33(1): 794–796 (2013).
- “The Limited Power of Voting to Limit Power”, with Hong Geng and Arne R. Weiss, *Journal of Public Economic Theory*, 13(5): 695–719 (2011).

Other Applied Topics

- “Personal-Data Disclosure in a Field Experiment: Evidence on Explicit Prices, Political Attitudes, and Privacy Preferences”, with Joachim Plesch, *games*, 9(2), 24 (2018).
- “Incentive Effects of Funding Contracts: An Experiment”, with J.Philipp Reiss, *Experimental Economics*, 17(4): 586–614 (2014).

Methods

“Editorial: Symposium ‘Pre-results review’”, with Urs Fischbacher, *Experimental Economics*, 26:491–498 (2023).

“Biases in Belief Reports”, with Dominik Folli, *Journal of Economic Psychology*, 88: 102458 (2022).

“The Reliability of Questionnaires in Laboratory Experiments: What Can We Do?”, *Journal of Economic Psychology*, 74: 102197 (2019).

Selection of working papers and work in progress

“Beliefs about Others: A Striking Example of Information Neglect”, with Sebastian Fehrler and Baiba Renerte (submitted).

“Whose Norms to Follow? A Field Experiment on Both Sides of a Border”, with Pascal Sulser and Urs Fischbacher (submitted).

“How to uphold good norms, and how to abandon bad norms: The role of generational change”, with Fabian Dvorak, Urs Fischbacher, and Regina Stumpf.

“On the Efficiency of Patenting Opportunities”, with Malte Baader, Urs Fischbacher, and Moritz Weik.

“Electoral Gift Giving: An Experimental Study”, with Junofy A. Rozarina.

“Searching for Stars or Avoiding Catastrophes: The Role of Loss Aversion for Trust in AI”, with Julia Werner and Lara Suraci.

“Don’t Do What I Would, Do What’s Best: Reliance on Normative vs Preferential Algorithms”, with Lara Suraci, Robin Cubitt, and Chris Starmer.

Refereeing

Economic Inquiry (1), Economics Bulletin (2), Economics Letters (2), European Economic Review (1), European Journal of Political Economy (2), Evolution & Human Behavior (2), Experimental Economics (4), games (2), Games and Economic Behavior (1), Group Decision and Negotiation (1), International Economic Review (1), Journal of Behavioral and Experimental Economics (3), Journal of Economic Behavior & Organization (7), Journal of Economic Psychology (11), Journal of the Economic Science Association (2), Journal of Public Economics (1), PLoS ONE (4), Review of Economic Studies (1), Revue Economique (1) Scientific Reports (2), Social Psychology (1). *Science Organisations*: DFG (1).

Editorial Activities

Guest Editor for a Special Symposium at *Experimental Economics*, devoted to papers submitted under a pre-results-review process.

Supervision of Junior Researchers

PhD theses (D. Folli, *né* Bauer, 2013-2017; J. Plesch, M. Hussien, & J. Werner, ongoing; formal supervisor: U. Fischbacher); 16 Master theses (E. Crawley, 2023; D. Frei, J. Michel, M. Weik, 2020; L. Suraci, 2019; J. A. Rozarina, 2018; D. Grylka, I. Mößinger, and J. J. Sherwani, 2017; with U. Fischbacher: A. Brown, 2022; B. Gaus, 2022; P. O. Brocklehurst, Y. Li, 2020; M. Linder, 2018; D. Bauer, 2013; with S. Fehrler: G. Hudson, 2016).

Teaching Activities

Lectures: Microeconomics (Univ Appl Sci of the Grisons, Bachelor programme, 2019/20, 2020/21) and Quantitative Research Methods (Univ Appl Sci of the Grisons, Master programme, 2019/20, 2020/21, 2021/22, 2022/23), Behavioural Economics (Master programme, 2015/16, 2016/17, 2017/18, 2018/19), Experimental Methods (Bachelor programme, 2013, 2020), Evolution of Cooperation (Master programme, 2011), Behavioural Public Choice (Master & PhD programme, 2010/11), z-Tree (Master and PhD programme plus external guests, with U. Fischbacher and K. Hesler, 2014, 2015, and with U. Fischbacher, M. Hussien, & J. Werner, 2025).

Seminar-type courses: Advances in Behavioral Ethics: Dishonesty (Zeppelin University, Master programme, 2023, 2024), Bargaining Over Risk (project seminar, Master programme, 2023), Experiments in Economics (preparatory course for participants' Bachelor theses, 2022), The Disregarded Option Value of Uncertainty (project seminar, Master programme, 2019/20), The Effects of Uncertainty on Investment: A Behavioural-Economics Perspective (preparatory course for participants' Bachelor theses, 2018), Rationality in Economic Behaviour and its Boundaries (PhD programme, 2017), Behavioural Economics (Master & PhD programme, 2016, only Master programme: 2019), Subjective Probability Judgements in Economic Games (PhD programme, 2014), Strategic Behaviour in Simple Games (preparatory course for participants' Bachelor theses, with S. Schudy, 2012), Behavioural Institutional Design (strategy-seminar, Master programme, with U. Fischbacher, 2011/12), Behavioural Public Choice (Master programme, 2009, and with B. Rockenbach, 2008), Social Dilemma (strategy-seminar, Bachelor programme, with B. Rockenbach, 2007).

Tutorials (as research assistant): Game Theory (Master programme "Public Policy", 2009/10 and 2008/09), Introduction to microeconomics (Bachelor programme, 2007/08).

Organisation of Conferences

Co-organiser of them (Thurgau Experimental Economics Meeting) since 2015 with Gerald Eisenkopf (until 2016), Sebastian Fehrler (2017–2020), Urs Fischbacher, Katrin Schmelz (until 2023), and numerous others (2023–25).

Co-organiser of a Workshop on Behavioral Decision-Making (2018), with Baiba Renerte, Jan Hausfeld, and Sebastian Fehrler.

Co-organiser of the First Warwick-Konstanz Workshop on Social Norms (2023), with Petia Popova and Urs Fischbacher.

Public events

Tutor (topic: “Economy, Energy and Climate Change”) at the Taiwan Autumn School at the University of Konstanz for ministerial public servants from Taiwan (2011).

“theo experimentikus” (Interactive exhibition on current findings of behavioural economics, Stein am Rhein, 2014, project manager).

Co-organiser of the TWI’s “Wirtschaftsforen”: “Der grosse Fang – Persönliche Daten im Netz” (2015), “Nudging – Subtile Beeinflussung durch den Staat” (2016), and “Künstliche Intelligenz $\frac{1}{2}$ zwischen Begeisterung und Sorge” (2024).

Presentation of the TWI’s work and its relations to the economy at a joint meeting of high-school students of the Kantonsschule Kreuzlingen and the Ellenrieder-Gymnasium Konstanz (2016), and at the Kantonsschule Kreuzlingen (2020, 2023).

Representative of the TWI Institute on the occasion of the joint visit by Baden-Württemberg’s minister of science, research, and arts, Theresia Bauer, and Thurgau’s councillor Monika Knill (2017).

Conferences and invited talks

Association for Public Economic Theory (APET, Lyon 2009 Workshop on “Public Economics: Theoretical and Experimental Approaches”, Istanbul 2010, Strasbourg 2019; Marseille 2022), European Economic Association (EEA, Lisbon 2017, Cologne 2018), Econometric Society (online 2020 World Meeting, online 2020 European Winter Meeting, Berlin 2022 European Winter Meeting), Economic Science Association (ESA, Rome 2007 World Meeting, Innsbruck 2009 European Meeting, Copenhagen 2010 World Meeting, Luxemburg 2011 European Meeting, Cologne 2012 European Meeting, Zurich 2013 World Meeting, Prague 2014 European Meeting, Heidelberg 2015 European Meeting, Vienna 2017 European Meeting, Berlin 2018 World Meeting, Vancouver 2019 World Meeting, Lyon 2023 World Meeting), Foundations of Utility & Risk (FUR, Ghent 2022), World Congress of the Game Theory Society (GAMES, Maastricht 2016), German Society of Experimental Economics (GfEW, Magdeburg 2006, Mannheim 2008, Karlsruhe 2012, Helmstedt 2013, Passau 2014, Magdeburg 2021, Erfurt 2023, Köln 2024), Concluding Conference of the Graduate School of Economics (GSDS, Konstanz 2018), International Conference on Social Dilemmas (ICSD, Zurich 2013, Copenhagen 2022, Leiden 2024), International Meeting on Experimental and Behavioral Economics (IMEBE, Alicante 2008), Maastricht Behavioral and Experimental Economics Symposium (M-BEES, 2011), Matterhorn Symposium on Behavior, Cooperation, and Institutions (Brig, 2023), Nordic Conference on Behavioral and Experimental Economics (NCBEE, Aarhus, 2014), Spring Meeting of Young Economists (SMYE, Lille 2008), Thurgau Experimental Economics Meeting (THEEM, 2011, 2012, 2017, 2024), UEA Behavioral Game Theory Workshop (2016, online 2020, 2022), Verein für Socialpolitik (VfS, Vienna 2017, Leipzig 2019, Regensburg/online 2021, Basel 2022, Berlin 2024).

Invited seminars: Stockholm School of Economics (2008), University of Bonn (2009), Thurgauer Wirtschaftsinstitut (TWI, 2009), University of Vienna (2015), University of Innsbruck (2016), University of Nottingham (2016), University of Bremen (2021), University of Magdeburg (2021), Institute for Advanced Studies, Vienna (2022), University of Nottingham (2023), Vienna University of Economics and Business (2023), Leuphana University Lüneburg (2024), Technical University of Munich, Heilbronn Campus (2024).