



Annual Report 2017



CELEBRATE

Conference on Decision Sciences 25.09.-28.09.18

DISCUSS

Four Questions to Five People

MEET

Our New Members

JUGGLE

PhD Thesis and Parenting

EXPLORE

Four Articles about Excellent Papers

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FOUR QUESTIONS TO FIVE PEOPLE

How do the representatives of the graduate school think about their fields and about the GSDS? We asked them four questions: How the research in their fields has developed in the last five years, what they think about interdisciplinarity, and how the graduate school should develop content-wise as well as structurally. The answers reflect not only different views between people but also different approaches in the respective research fields.

From left to right:

Wolfgang Gaissmaier, Susanne Goldlücke, Urs Fischbacher, Gerald Schneider, Susumu Shikano

WOLFGANG GAISSMAIER,

Area A, Psychology,
in Konstanz since 2014

What do you consider to be the most exciting and important developments in your field in the last five years? What are hot topics?

Wolfgang Gaissmaier: In my view, the most important topic in the last five years in psychology (and the social sciences more generally) has been the reproducibility crisis. Thanks to the Open Science Collaboration and related initiatives, there has been an increasing awareness that many psychological results are not at all as robust as we would like them to be. This particularly holds true for many surprising, “sexy” findings. There is an ongoing debate about how we can improve on the science: By improving our empirical research practices (e.g., pre-registration of studies), better statistical methods, and better incentive structures that reward more solid research projects rather than many small sexy studies. To become a more mature science, I additionally think it would be important to have a stronger emphasis on developing precise, quantitative theories that allow accumulating knowledge.

Interestingly, this crisis in the social sciences is mirrored by a sometimes shocking lack of trust in science in the public. This is not limited to obvious topics such as anthropogenic climate change and evolutionary theory, but also concerns (mis-)perceptions of

genetically modified organisms, chemicals, alternative as well as traditional medicines, and differences related to culture or sex. Even in educated circles, people often dismiss scientific evidence because it does not fit to their beliefs, be they based on political ideologies, conspiracy theories, or religion. Psychology can make important contributions to better understand the rejection of science and use these insights to increase the acceptance of scientific evidence.

What is your scientific experience with interdisciplinary collaboration?

Wolfgang Gaissmaier: Much of my basic research on how people make decisions and how they deal with risk has important implications for and applications in medicine. This is why I have repeatedly collaborated with medical researchers and practitioners, for instance on diagnostic decision making, on risk perception, and on risk communication. In my view, these collaborations have been extremely fruitful. They open a door to the real world and illustrate the importance of the basic decision sciences for actual practice and policy making. At the same time, they inform us about the usefulness and shortcomings of our theories. The biggest challenges are of a practical nature: How should one trade-off realism, feasibility, and controlled experimental designs?

How can one get access to the relevant samples of patients and physicians? Furthermore, writing for medical journals was challenging at first, because their priorities are very different from psychological journals. Because medicine is an applied field, they care much more about the practical relevance of the question, representative samples, and generalisability, but much less (or not at all) about psychological theory: This is what we’ve done, this is what we found, and this is why it matters. Not more, not less.

How should the GSDS develop with respect to its content?

Wolfgang Gaissmaier: On the one hand, the GSDS should broaden in terms of the involved disciplines, for instance by also including behavioural biology – which is likely to happen should the cluster initiative on collective behaviour be successful. On the other hand, it would be great if we improved on painting a more overarching picture together. Both the involved disciplines as well as specific research topics are not sufficiently connected to one another. In many instances, it could already help if we made a larger effort of finding a common language or of finding common, overarching research questions. At the moment, the GSDS is still largely a patchwork of excellent individuals and projects, but falls short in terms of harvesting

the great opportunities of its interdisciplinary setup. Note that I am also guilty of that and do not mean to blame others more than myself. Both cluster initiatives that are related to the GSDS, collective behaviour and perceived inequality, will likely be helpful in this regard.

How should the GSDS develop with respect to its structure?

Wolfgang Gaissmaier: Related to the last point, we need to think of structures that foster interdisciplinary collaboration more strongly. This could be achieved by generating more space and opportunities for discussing research and exchanging ideas in forums that are larger than the PIs’ research groups, but smaller than the whole GSDS (or even the Areas). The doctoral students could fuel this exchange by working on projects co-supervised by different PIs. To create more space for research, I would aim at avoiding course requirements that are not directly related to the doctoral students’ own research projects. It is great that doctoral students have opportunities to participate in courses both at the University of Konstanz and elsewhere to obtain specific skills or knowledge they need for their research, but the goal should not be just to collect credit points.

PERSONAL QUESTIONS

Title of the thesis.

The mnemonic decision maker: How search in memory shapes decision making (2007, Free University Berlin)

Favorite own paper.

Wolfgang Gaissmaier and Lael J Schooler. 2008. “The Smart Potential Behind Probability Matching.” *Cognition*, 109(3), 416-22. I chose this paper, because it is a nice demonstration of how biased behaviour can be a side product of otherwise adaptive mechanisms.

What kind of business would you found if you had to work outside of university?

I have the narcissistic dream of developing and selling consumer products that I love myself under my own brand. These could be fancy suits, foods, or drinks such as “Dr. Gaissmaier’s Incredible Chocolate Fudge” or “Dr. Gaissmaier’s Spicy Ginger Brew.” Of course, I do lack the entrepreneurial skills and probably would not like the day-to-day business, so this will never happen.



“IT WOULD BE GREAT IF WE IMPROVED ON PAINTING A MORE OVERARCHING PICTURE TOGETHER.”



“CONTENT CAN DEVELOP AND CHANGE, WHICH MEANS THAT THE AREAS SHOULD EVOLVE.”

SUSANNE GOLDLÜCKE,

Area B, Economics,
in Konstanz since 2014

What do you consider to be the most exciting and important developments in your field in the last five years? What are hot topics?

Susanne Goldlücke: One thing that will still keep game theorists busy over the next few years is incorporating findings from experimental economics into theory, including the development of theories of bounded rationality and reduced complexity in behaviour – which will of course not mean reduced complexity of the analysis! Area B consists mostly of macroeconomics and finance, which as a combination one could already call a hot topic, since expertise in both fields is necessary to study phenomena of high economic impact like financial crises.

What is your scientific experience with interdisciplinary collaboration?

Susanne Goldlücke: I have written an article on manager liability together with a law professor and we would like to work further on this issue of what can and what should be regulated by courts. Cooperation between law and economics is natural and established – there are many questions about the effects of legal rules that can

be addressed with economic theory. Joining forces to write a paper is less common, and the paper was difficult to publish. Maybe it had too many proofs for a law paper and too many footnotes and discussions for an economics paper.

How should the GSDS develop with respect to its content?

Susanne Goldlücke: The GSDS was built on interdisciplinarity and I would say it has been quite successful in identifying fruitful connections between research fields at this university. It should continue with this interdisciplinary focus. As before, this means that it should offer rigorous training in the respective disciplines but also encourage cooperation between fields.

How should the GSDS develop with respect to its structure?

Susanne Goldlücke: It does not have to be the case that the structure follows the content so closely as it does now. Content can develop and change, which means that the areas should evolve. But it is crucial that the GSDS administration is based on permanent structures.

PERSONAL QUESTIONS

Title of the thesis.

“Essays on Optimal Contracts and Renegotiation”.

Favorite own paper.

Susanne Goldlücke and Sebastian Kranz. 2012. “Infinitely Repeated Games with Public Monitoring and Monetary Transfers.” *Journal of Economic Theory*, 147(3), 1191-1221, because it really felt like discovering something. We were interested in renegotiation in repeated interactions, and then realised that some characterisation results that we needed actually hold very generally.

What would you do if you had to choose a field other than the one you chose?

I arrived at economics after studying mathematics and switching my minor subject from psychology to computer science to economics, so if I had to choose again, the only difference would be that I would choose economics earlier. ┘

GERALD SCHNEIDER,
Area C, Political science,
in Konstanz since 1995

What do you consider to be the most exciting and important developments in your field in the last five years? What are hot topics?

Gerald Schneider: The development that I still find most exciting is a bit older and not the least influenced by Becky Morton, the head of the GSDS board. The so-called Empirical Implications of Theoretical Models movement in political science has led to a number of great tests of formal models. Although the initial hype over this development has now faded, the entire movement and the summer schools that it inspired have improved the theoretical knowledge and methodological toolbox of an entire generation of political scientists. This collective effort had the nice result that we do not observe the strict dichotomy between theorists and empiricists in political science that has haunted economics now for some time (with the exception of behavioural economics).

What is your scientific experience with interdisciplinary collaboration?

Gerald Schneider: My best collaborative interdisciplinary experience was with Joan Esteban, a Spanish economist who won the prestigious Rey Jaime I award in 2007. This collaboration (which was, by the way, requested by the European Commission initially) opened up an entire set of new

research questions for me. Importantly, the empirical tests that I did together with Nina Wiesehomeier (now an Associate Professor in Madrid) supported the theoretical models of Joan and Debraj Ray. The main disadvantage of this sort of collaboration is that there is little professional recognition for this and that German universities with their stifling bureaucratic rules also do not incentivise cross-departmental collaborations through joint appointments and the like, despite the SFB and cluster rhetorics. A further problem is that economists do rarely read outside of their own field (political scientists are also sinners, but to a lesser degree, I think). This leads to a reinvention of the wheel over and over again.

How should the GSDS develop with respect to its content?

Gerald Schneider: We should move away from journal lists as a requirement for promotion such as the silly list of top-five journals that lead to the disciplinary parochialism that we all loathe and that hampers scientific progress. Making it to the top is difficult in any discipline, and if an economist, political scientist, or psychologist is able to publish in a top-level journal in another discipline this should carry as much weight for promotion as similar publications in their own discipline. This means that the university leadership needs to build structures that

encourage collaboration in cutting-edge areas. My vision would be a unification of all the behavioural disciplines in one school.

How should the GSDS develop with respect to its structure?

Gerald Schneider: In addition, I would recommend that every doctoral committee should have someone from another discipline as a member, perhaps only for the oral examination. We should also open up Area B for interdisciplinary research.

Finally, we ought to prepare our doctoral students much better for the academic job market. This might be possible if we move towards a situation where we can fund the best students for four years. We should then require that they go through the prelims in one or two areas in which they would like to teach after leaving Konstanz.



“THE GSDS IS AND SHOULD REMAIN OPEN TO DIFFERENT TOPICS IN THE FUTURE.”

PERSONAL QUESTIONS

Title of thesis:

Time, Planning, and Policy-Making

Favorite own paper

Gerald Schneider. 2011. “How to Avoid the Seven Deadly Sins of Academic Writing.” *European Political Science*, 10(3), 337-45., co-authored with my friend Uncle G.

What would you do if you had to choose a field other than the one you chose?

I was juggling between economics and political science originally, but went to study the latter as there were some

good professors at the University of Zürich as the time I started and the Econ Department was quite mediocre in the early 1980s (and I did not want to study in St. Gallen). I perhaps would also consider social or clinical psychology today.

How did you spend your last sabbatical?

I spent my last sabbatical as the Grosser Chair at Sciences Po in Paris, and I will spend the upcoming sabbatical as the Helmut Schmidt fellow of the German Marshall Fund in Washington DC.

What kind of business would you found if you had to work outside of the university?

I am a trained journalist, and this would certainly have been my fallback option in my early academic career. I also believe that I could do work as a consultant, but I do not believe that this kind of job would be fulfilling for me in the long run.



"THE GSDS PROVIDES A ROLE MODEL FOR AN INTERDISCIPLINARY GRADUATE SCHOOL."

SUSUMU SHIKANO,
Area D, Political science,
in Konstanz since 2008

What do you consider to be the most exciting and important developments in your field in the last five years? What are hot topics?

Susumu Shikano: In recent years, we have experienced a drastic change in the quality and quantity of available data for our social- and decision-scientific research. This can be without doubt attributed to the rapid development of information technologies, which influenced our way of communicating. Individuals not only consume information provided by established media, but they share information on different platforms of social media like Facebook, Twitter, etc. They reveal not only individuals' explicit communication behaviour, but also further attributes of the individuals through meta data. All these data provide valuable information about social interaction of individuals.

While this development has opened up new possibilities to collect data, the volume of collected data has become enormous, which poses further challenges for social science research. The most important one is how to gain the relevant information from such huge masses of data in order to answer our research questions in an efficient way. For this challenge, computer science offers various kinds of machine learning techniques, which have been increasingly applied in diverse social

science sub-fields. They are not only used to detect hidden patterns or to make predictions, which are classical application cases. We can also use machine learning techniques to reduce the number of parameters of a statistical model or to speed up parameter estimation based on a huge data set.

What is your scientific experience with interdisciplinary collaboration?

Susumu Shikano: It is not research project, but I am involved in the interdisciplinary master programme "Social and Economic Data Science", which was founded to better prepare students for our graduate school, in particular for Area D. In this programme, colleagues from various disciplines are involved: Computer science, economics, political science, psychology, sociology, and statistics. For organisation and administration, it is very challenging since the programme resides in so many departments. Also, for teaching, we had to level the knowledge of students with different backgrounds more or less after one year. Despite these challenges, students with a social science background gain more computational and programming skills, while those with computer science and statistics background experience a wide variety of social science research questions. This successful development is mainly due to the hard work of my colleagues Peter Selb (head of the programme),

Karsten Donnay (junior professor in the programme) and Alexandra Morris (administration).

Besides, I am now preparing an interdisciplinary project with colleagues from different fields, which aims to collect and analyse the discourse of political elites and citizens over a quite long time span. Since we wish to use both data sources, recent digital media and historical documents, we are cooperating with computer scientists as well as historians.

How should the GSDS develop with respect to its content?

Susumu Shikano: The GSDS is and should remain open to different topics in the future. Our research colloquium shows a wide variety of research questions we are working on. The GSDS should be a forum where various researchers, including PhD candidates, can present their ideas and obtain feedback from other disciplines. This is the main strength of an interdisciplinary graduate school, and different from other formats such as clusters.

How should the GSDS develop with respect to its structure?

Susumu Shikano: In future, more co-teaching of instructors from different disciplines could be undertaken. This can stimulate more interdisciplinary

research ideas and also facilitate the interaction between principal investigators. For this goal, and also for the sake of further interdisciplinary projects, the GSDS should have a stronger organisational basis of its own. Currently, the GSDS is strongly depending on the participating departments, which hinders flexibilities in different aspects.

PERSONAL QUESTIONS

Title of thesis:

Die soziale Konstruktion politischer Wirklichkeit. Zur kollektiven Deutung der Bundestagswahl 1998 durch Medien und Wähler.

Favorite own paper:

Susumu Shikano and Bernhard Kittel. 2016. "Dynamics of Voting Propensity: Experimental Tests of Adaptive Learning Models." Political Research Quarterly, 69(4), 813-29.

What would you do if you had to choose a field other than the one you chose?

I would do biology. I have always been fascinated by herd behaviour that emerges from social interactions. I would like to investigate how herd behaviour can emerge without language communication and whether the same species can have some equivalence to the different languages in the human world. ┌

URS FISCHBACHER,
Coordinator, Economics,
in Konstanz since 2007

What do you consider to be the most exciting and important developments in your field in the last five years? What are hot topics?

Urs Fischbacher: Experimental and behavioural economics are now quite mature in the sense that many phenomena have been demonstrated and robustly confirmed in different settings. I think, for example, about the evidence on loss aversion, reference dependence in general, time-inconsistent behaviour, and social preferences. In more recent times, this evidence has been refined in a couple of directions. One direction was to document and understand individual heterogeneity. Particularly relevant to the GSDS is the attempt to go beyond purely behavioural models and study the psychological and even neural mechanisms that produce these behaviours.

A further ongoing research area is the understanding of the conditions under which deviations from the standard model are relevant and where the standard model provides a good approximation on the aggregate level. This shift in the research questions led to larger experiments, more field experiments and field studies and a wider set of methods, in particular more sophisticated econometrics and the use of methods from neighbouring fields like psychology.

What is your scientific experience with interdisciplinary collaboration?

Urs Fischbacher: I regularly collaborate with psychologist. In these projects, we, the experimental economists, provide the methodology to create interesting situations, and the psychologists provide the methods to study the psychological processes. In a specific project, we studied how stress affects social preferences. The psychologists in the team provided the methods to induce stress. So we used a variant of the Trier Social Stress Test, in which participants are exposed a job interview situation. The experimental economists designed a set of games that measured different components of social preferences such as trust, pro-sociality, and the desire to punish. Somewhat surprisingly, we found that stress made people more pro-social.

Working together in this project was rather easy because it was based on an established collaboration. In particular, we had no conflict with respect to the use of deception, which is a frequent problem when economists and psychologist work together. In this project, we had a quite traditional division of labour where all team members provided their specific expertise. I also enjoy interdisciplinary research because I can get insight into interesting new topics. In this project,

I learned a lot about physiological stress response because it was crucial for the timing of the experiment.

How should the GSDS develop with respect to its content?

Urs Fischbacher: The GSDS covers a broad set of fields in the social sciences, and as a school of behavioural science, there are even close links to biology. The GSDS is very closely related to two of the cluster proposals of our university, the cluster on the politics of inequality and the cluster on collective behaviour. The GSDS can be opened and adapted to integrate these fields as well. Depending on the success of the cluster, we plan to develop the GSDS in such a way.

How should the GSDS develop with respect to its structure?

Urs Fischbacher: The GSDS provides a role model for an interdisciplinary graduate school. It provides a good basis for one's own discipline, but, with the seminars and retreats, also stimulating impulses across the disciplinary borders. What is missing is more direct funding of interdisciplinary.

PERSONAL QUESTIONS

Title of thesis:

Zur Kombinatorik der Algebren mit endlich vielen Idealen.

Favorite own paper:

Urs Fischbacher and Franziska Föllmi-Heusi. 2013. "Lies in Disguise - an Experimental Study on Cheating." Journal of the European Economic Association, 11(3), 525-47. In this paper we present a simple experiment to investigate honesty. It was very exciting to develop and implement

many different treatments and it is great to see that this idea is now used in dozens of studies.

What kind of business would you found if you had to work outside of university?

I would like to develop software tools for consumers to avoid behavioural mistakes and to avoid that their behavioural mistakes are exploited... and would probably fail as many startups.



1ST YEAR DOCTORAL STUDENTS



KONSTANTIN BÄTZ

EDUCATION: MSc in Political Economy, University of Konstanz
 MAJOR AREA: (C) Political Decisions and Institutions
 MINOR AREA: (D) Information Processing and Statistical Analysis
 FIRST SUPERVISOR: Prof. Dr. Gerald Schneider
 RESEARCH INTERESTS:

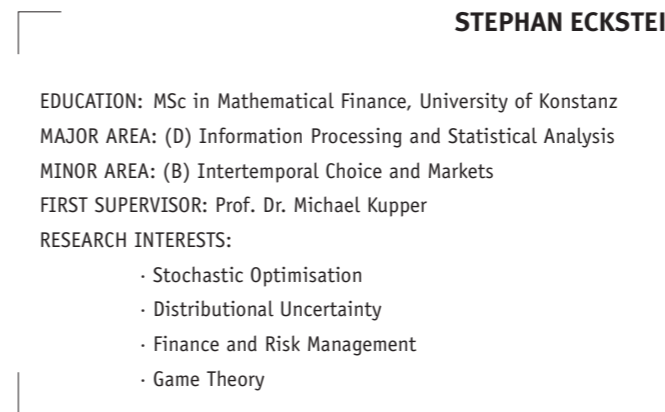
- Politics of Trade
- Commercial Liberalism
- Analytical Political Philosophy



ARAS CANIPEK

EDUCATION: MSc in Economics, University of Cologne
 MAJOR AREA: (B) Intertemporal Choice and Markets
 MINOR AREA: (C) Political Decisions and Institutions
 FIRST SUPERVISOR: Prof. Dr. Axel Kind
 RESEARCH INTERESTS:

- Corporate Finance and Macroeconomics
- Creditor Rights
- Financial Frictions
- Monetary Theory and Policy



STEPHAN ECKSTEIN

EDUCATION: MSc in Mathematical Finance, University of Konstanz
 MAJOR AREA: (D) Information Processing and Statistical Analysis
 MINOR AREA: (B) Intertemporal Choice and Markets
 FIRST SUPERVISOR: Prof. Dr. Michael Kupper
 RESEARCH INTERESTS:

- Stochastic Optimisation
- Distributional Uncertainty
- Finance and Risk Management
- Game Theory



JULIA BECKER

EDUCATION: MA in Politics and Public Administration, University of Konstanz
 MA in Public Policy, University of Edinburgh
 MAJOR AREA: (C) Political Decisions and Institutions
 MINOR AREA: (A) Behavioural Decision Making
 FIRST SUPERVISOR: Prof. Dr. Gerald Schneider
 RESEARCH INTERESTS:

- European Union Politics, European Integration
- Individual Voting Behaviour in (EU) Referendums
- Economic Voting



DEEPTI BHATIA

EDUCATION: MA in Applied Economics, Jawaharlal Nehru University, Delhi
 MAJOR AREA: (A) Behavioural Decision Making
 MINOR AREA: (D) Information Processing and Statistical Analysis
 FIRST SUPERVISOR: Prof. Dr. Urs Fischbacher
 RESEARCH INTERESTS:

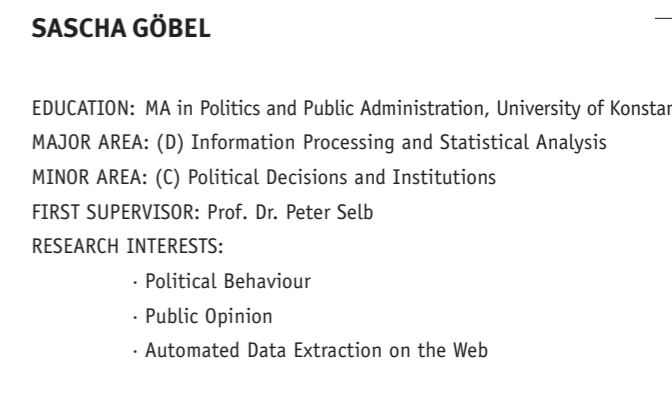
- Behavioural and Experimental Economics
- Dishonesty



NICO GRADWOHL

EDUCATION: MA in Psychology, University of Konstanz
 MAJOR AREA: (A) Behavioural Decision Making
 MINOR AREA: (D) Information Processing and Statistical Analysis
 FIRST SUPERVISOR: Prof. Dr. Wolfgang Gaissmaier
 RESEARCH INTERESTS:

- Ecological Rationality
- Heuristic Decision Making
- Collective Decision Making and Social Influences



SASCHA GÖBEL

EDUCATION: MA in Politics and Public Administration, University of Konstanz
 MAJOR AREA: (D) Information Processing and Statistical Analysis
 MINOR AREA: (C) Political Decisions and Institutions
 FIRST SUPERVISOR: Prof. Dr. Peter Selb
 RESEARCH INTERESTS:

- Political Behaviour
- Public Opinion
- Automated Data Extraction on the Web



BENJAMIN GUINAUDEAU

EDUCATION: MA in International Affairs, Institut d'Etudes Politiques de Bordeaux,
MA in Empirical Research in Social Sciences, University of Stuttgart

MAJOR AREA: (C) Political Decisions and Institutions

MINOR AREA: (D) Information Processing and Statistical Analysis

FIRST SUPERVISOR: Prof. Dr. Christian Breunig

RESEARCH INTERESTS:

- Partisan Competition
- Accountability
- Welfare State



LUKAS KAWERAU

EDUCATION: MA in Politics and Public Administration, University of Konstanz

MAJOR AREA: (C) Political Decisions and Institutions

MINOR AREA: (D) Information Processing and Statistical Analysis

FIRST SUPERVISOR: Prof. Dr. Nils B. Weidman

RESEARCH INTERESTS:

- Political Influence of Information and Communication Technology
- Censorship
- Propaganda
- Political Violence

THERESA KÜNTZLER

EDUCATION: MA in Politics and Public Administration, University of Konstanz,
MSc in Communication Science - Political Communication,
University of Amsterdam

MAJOR AREA: (D) Information Processing and Statistical Analysis

MINOR AREA: (A) Behavioural Decision Making

FIRST SUPERVISOR: Prof. Dr. Susumu Shikano

RESEARCH INTERESTS:

- Elections
- Political Psychology
- Political Communication



DALILA LINDOV

EDUCATION: MSc in Economics, University of Konstanz

MAJOR AREA: (C) Political Decisions and Institutions

MINOR AREA: (B) Intertemporal Choice and Markets

FIRST SUPERVISOR: Prof. Dr. Marius Busemeyer

RESEARCH INTERESTS:

- Political Economy of Education
- Inequality
- Democracy



SANDRA MORGENSTERN

EDUCATION: European Master in Government, University of Konstanz,
Research Master in Political Science, University Pompeu Fabra,
Barcelona

MAJOR AREA: (C) Political Decisions and Institutions

MINOR AREA: (D) Information Processing and Statistical Analysis

FIRST SUPERVISOR: Prof. Dr. Christian Breunig

RESEARCH INTERESTS:

- Migration Politics, Network Analysis
- International and National Migration Movements
- Xenophobia

CHRISTIAN MÜCHER

EDUCATION: MSc in Economics, University of Konstanz

MAJOR AREA: (D) Information Processing and Statistical Analysis

MINOR AREA: (C) Political Decisions and Institutions

FIRST SUPERVISOR: Dr. Roxana Halbleib

RESEARCH INTERESTS:

- Financial Econometrics
- Multivariate Stochastic Volatility Models
- Simulation-Based Estimation Methods



TJASA OMERZU

EDUCATION: MSc in Psychology, University of Maribor

MAJOR AREA: (A) Behavioural Decision Making

MINOR AREA: (D) Information Processing and Statistical Analysis

FIRST SUPERVISOR: Jun. Prof. Dr. Janina Hoffmann

RESEARCH INTERESTS:

- Unsupervised and Supervised Judgement
- Memory-Based Decision Making
- Methods in Decision Making

LIVIA SHKOZA

EDUCATION: MSc in Economics, University of Konstanz

MAJOR AREA: (D) Information Processing and Statistical Analysis

MINOR AREA: (C) Political Decisions and Institutions

FIRST SUPERVISOR: Prof. Dr. Winfried Pohlmeier

RESEARCH INTERESTS:

- IV Estimation
- Network Analysis and Modelling
- Peer Effects



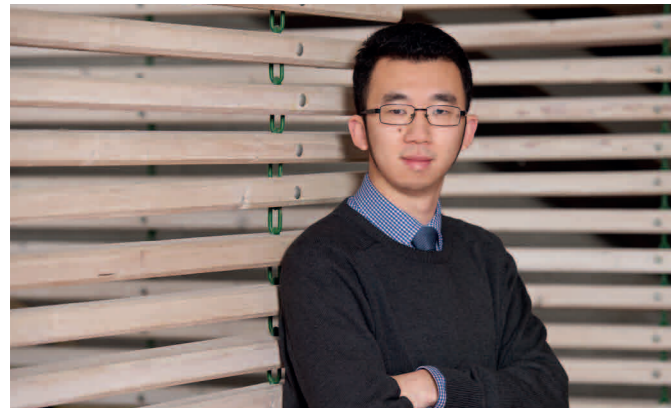
OLGA SOKOLOVA

EDUCATION: MSc in Finance and Investment, University of Nottingham
MAJOR AREA: (B) Intertemporal Choice and Markets
MINOR AREA: (A) Behavioural Decision Making
FIRST SUPERVISOR: Prof. Dr. Nick Zubanov
RESEARCH INTERESTS:
· Personnel Economics
· Teleworking and Urban Spatial Structure
· ICT and Digital Working Hubs



YIBO SUN

EDUCATION: MSc in Economics, University of Mannheim,
Research Master in Economics, Orientation Econometrics,
Université libre de Bruxelles
MAJOR AREA: (B) Intertemporal Choice and Markets
MINOR AREA: (D) Information Processing and Statistical Analysis
FIRST SUPERVISOR: Prof. Dr. Jens Jackwerth
RESEARCH INTERESTS:
· Hedge Funds
· High-Dimensional Financial Time Series Analysis
· Quantitative Portfolio Management



KEVIN TIEDE

EDUCATION: MSc in Psychology, University of Koblenz-Landau
MAJOR AREA: (A) Behavioural Decision Making
MINOR AREA: (D) Information Processing and Statistical Analysis
FIRST SUPERVISOR: Prof. Dr. Wolfgang Gaissmaier
RESEARCH INTERESTS:
· Decision Making under Risk
· Individual Differences in Decision Making
· Risk Communication



AHMET TOPCU

EDUCATION: MSc in Economics, Istanbul Bilgi University
MAJOR AREA: (A) Behavioural Decision Making
MINOR AREA: (D) Information Processing and Statistical Analysis
FIRST SUPERVISOR: Prof. Dr. Urs Fischbacher
RESEARCH INTERESTS:
· Decision Making under Risk
· Prosocial Behaviour



2ND YEAR DOCTORAL STUDENTS

NONA BLEDOW

EDUCATION:

MSc Political Economy, MA Philosophy,
University of Konstanz

MAJOR AREA:

(C) Political Decisions and Institutions

MINOR AREA:

(D) Information Processing and Statistical
Analysis

FIRST SUPERVISOR:

Prof. Dr. Marius Busemeyer

RESEARCH INTERESTS:

- Comparative Political Economy and Welfare State Research
- Labour Unions
- Inequality
- Political Theory and Political Philosophy



Labour unions are considered one of the major forces in the construction and expansion of the welfare state. In recent decades, however, challenges have emerged that put both welfare states and unions under pressure. These include demographic change, increasing tertiarisation, an increasing numbers of workers in fixed-term and part-time employment, increasing female labour market participation, and new labour market demands arising from the emerging “knowledge” society.

Accordingly, for several decades, unions as well as welfare states have been undergoing an enormous change. As concerns welfare states, there is some disagreement as to which development predominates, but one trend that is increasingly discussed is a turn towards social investment, i.e. the idea of “preparing” individuals for post-industrial, knowledge-intensive labour markets and reducing the risks they may face ex ante, rather than compensating them ex post. As concerns unions, union membership has declined significantly almost universally across all developed countries and the membership composition of unions has changed as well.

In my dissertation project, I investigate the role of unions in recent welfare state developments in the context of these changes. I focus in particular on unions and their members, looking at how unions’ positions and individual welfare preferences are related and how the decision to become a union member has changed.

In my first project I look at the two-way relation between union membership and welfare policy preferences, exploring how this relation differs between social investment preferences and preferences for classic welfare policies. Here I attempt to disentangle self-selection effects driven by union member characteristics from actual preference shaping through unions. In my second project, I investigate the positions different types of unions take with regard to welfare policy in general and social investment policy in particular. I model union positions on these policy issues in a two-dimensional space, with their position depending on certain union attributes, and subsequently test the model’s plausibility by looking at union publications. In my third project, I consider the determinants of becoming a union member and how they have changed over time.

In sum, I want to contribute with my dissertation project by adding a focus on intermediary organisations, i.e. unions, which has been neglected by the literature on recent welfare state and societal developments. By focusing on the level of unions and individual union members I also go beyond looking at unions as a homogeneous actor, which has been a frequent approach in the welfare state literature.



SARA COLELLA

EDUCATION:

MSc in Physics of Complex Systems,
University of Torino

MAJOR AREA:

(D) Information Processing and
Statistical Analysis

MINOR AREA:

(C) Political Decisions and Institutions

FIRST SUPERVISOR:

Prof. Dr. Ulrik Brandes

RESEARCH INTERESTS:

- Network Analysis
- Centrality
- Information Sharing on Twitter
- Mutual Influence on Topic Diffusion

Social media baptised the year 2016 the “annus horribilis for celebrity deaths”. But was that really the case or was our perception of the events distorted?

Attention towards a certain topic may be influenced by other topics. Interference of several pieces of information may have consequences through mechanisms of positive, negative, or null feedbacks. For example, human attention is prone to create mental associations among topics that are highly related, making them more likely to be shared on social media (positive feedback). On the other hand, topics that are considered very important may influence negatively the spread of other pieces of information (negative feedback). An example is the avalanche effect that Donald Trump’s election had on the diffusion of other topics. When Trump was elected, other daily news were moved away from the front pages of most newspapers. Nowadays not only traditional newspapers, but also the general public might influence the spread of a certain message or statement by sharing it on social media (for example, retweeting a certain information). In fact, the number of people that get informed mainly, or at least as a secondary channel, through updates that are shared by their contacts on social media is increasing.

To investigate the human perception of information, we generate a network of topics on (social) media, in which the links between two topics are weighted according to their similarity, defined as the overlap of their audience. In a case study, we focus only on the sharing of the announcements about sudden celebrity deaths on Twitter. Since many people are highly interested in the life of celebrities, sharing such stories on Twitter is likely to happen and is a strong indicator of attention.

My main research interest is not limited to investigate sharing dynamics on Twitter, but to develop an efficient and general approach to ranking the nodes of a weighted network. In the case of celebrity death, I rank each celebrity death according to influence on other topics’ spread. In order to be able to rank the nodes of a network by their importance, I am analysing the various formulations of centrality for weighted networks to develop a general and inclusive ranking method based on positional dominance. ┐

Should I have another drink now and risk a worse hangover tomorrow? Do I order a fish dish I crave although I know that this fish species is overfished already due to high consumer demand? A decision situation with conflicting rewards may be intertemporal (alcohol consumption example) or social (overfishing example) – either way, humans frequently fail to choose the best global option in the presence of a locally more attractive, but globally inferior option. A lot of research has been devoted to studying situations with conflicting incentives and the resulting dilemmas for individuals in such situations. Real-world decision situations, however, are messy: We often have to decide with little information at hand, with other individuals around, and our decisions impact our future. Interestingly enough, the effects of informational insecurity on individual outcomes, the role of social information for strategic interactions, and decision making in dynamic environments have mostly been studied under lab conditions in isolation, but not in configuration. I intend to bring these aspects together and study how humans perform if they unknowingly enter a dynamic task environment with an undisclosed dilemma structure.

In my first project, I plan on examining whether and how social information can help individuals to learn an adequate interpretation of a dilemma situation that helps them steer away from locally more attractive, but globally inferior choice options. If people learn to prevail in such a dynamic environment, what information are they using? My second project seeks to shed light on the underlying process by modelling it as reinforcement learning. Finally, a third project idea is to explore how robust or fragile learning in such dilemma situations is depending on social preferences, that is, how much individuals care about other individuals and their outcomes.

My introductory examples of alcohol consumption and overfishing suggest that humans may be notoriously bad in individual self-regulation and group coordination when facing dilemma situations. A better understanding of when and how we use available information to form our interpretations of messy decision situations might help us to avoid falling prey to short-lived temptations. ┐



FELIX GAISBAUER

EDUCATION:

Diploma in Psychology, University of Konstanz

MAJOR AREA:

(A) Behavioural Decision Making

MINOR AREA:

(D) Information Processing and
Statistical Analysis

FIRST SUPERVISOR:

Prof. Dr. Wolfgang Gaissmaier

RESEARCH INTERESTS:

- Distributed Choice
- Learning in Dilemmas
- Ecological Rationality

Hitler's appointment as chancellor on January 30, 1933, had severe consequences for the German economy. For example, Jewish firms and investors suffered through the "Aryanisation" of the German economy, while some large non-Jewish banks and corporations profited by participating on the other side; also, the arms industry was revived by cancelling the Treaty of Versailles. Although these events during the Third Reich are well-studied in general, quantitative research remains scarce. My dissertation intends to close this gap by investigating whether, and to what extent, contemporaneous investors were informed about these events.

In a first project, which is joint work with Prof. Jens Jackwerth, I investigate whether investors were aware of the maltreatment of Jews during the Nazi regime in three ways. First, I quantify the discrimination which Jewish firms experienced up to their "Aryanisation." I classify a firm as Jewish if a manager, a board member, or a blockholder was Jewish. I conjecture that Jewish firms' stock returns experience sizeable discounts due to discrimination. For example, suppliers broke their contracts with Jewish firms, scarce resources were distributed only to non-Jewish firms, and customers were prevented from buying at Jewish firms. Since an "Aryanised" firm no longer suffered from the discrimination, I further conjecture that such discount disappears after the firm's "Aryanisation." Second, I investigate if direct competitors profited from the discrimination of Jewish firms.

Under the assumption that total demand for a certain good or service was not influenced by the growing antisemitism, customers should have obtained the good or service more often from a non-Jewish competitor, if there is discrimination. Therefore, I expect a premium in the stock returns of non-Jewish direct competitors. Third, I apply the above insights to analyse investors' anticipation of Hitler's appointment as chancellor of Germany on January 30, 1933. Utilising an event study methodology, I investigate the abnormal performance of Jewish and non-Jewish firms during Hitler's rise to power. While I expect no abnormal behaviour of non-Jewish firms' stock, I conjecture that Jewish firms had already started to accumulate large negative abnormal returns well before the election, but none thereafter. The average cumulative abnormal return then serves as a proxy for the likelihood of Hitler's appointment.

I conduct my analysis on weekly stock returns of firms listed on the Berlin stock exchange between 1923 and 1944. These data have never been used before and need to be hand-collected, which is rather labour-intensive. However, this novel dataset contains further interesting events besides Hitler's rise to power and "Aryanisations." A few examples are the Great Depression, the German banking crisis in 1931, and World War II. I intend to analyse these events in further work.



JENS IHLOW

EDUCATION:
MSc in Mathematical Finance,
University of Konstanz
MAJOR AREA:
(B) Intertemporal Choice and Markets
MINOR AREA:
(D) Information Processing and Statistical Analysis
FIRST SUPERVISOR:
Prof. Dr. Jens Jackwerth
RESEARCH INTERESTS:

- Asset Pricing
- Hedge Funds
- Empirical Finance

MICHELLE JORDAN

EDUCATION:
MSc in Economics, University of Konstanz
MAJOR AREA:
(A) Behavioural Decision Making
MINOR AREA:
(B) Intertemporal Choice and Markets
FIRST SUPERVISOR:
Prof. Dr. Susanne Goldlücke
RESEARCH INTERESTS:

- Behavioural and
Experimental Economics
- Applied Game Theory
- Moral and Prosocial Behaviour



My major goal is to get a more detailed understanding of the motives and factors that drive decisions – in particular, decisions that have a moral or prosocial dimension. When it comes to morality, the precise context matters often. For instance, small details in someone's behaviour may impact how moral he appears to others. Moreover, the precise choice environment may matter. Recent research suggests that when decisions with moral relevance are made in a group, the specific organisational features play an important role in the tendency to behave morally. My first project tries to build upon and extend these insights; the second project aims to address the first example.

The first project, which is joint work with Moritz Janas, deals with prosocial behaviour in groups. More specifically, we assume image concerns and focus on a setting in which a group has to collectively decide whether to implement a costly prosocial act or not. The existing literature identifies conditions under which the group setting allows for the possibility to cheaply signal one's morality (or prosocial character). For a simultaneous, unanimous voting rule with the non-social act as default option, the potential is rather apparent: Given that another group member opposes the prosocial option, deciding (visibly) for the prosocial option demonstrates morality at no costs. Different voting rules and information structures are predicted to lead to sharply different outcomes.

Once the game-theoretic calculations are completed, we will use a laboratory experiment to assess the behavioural importance of the effects.

The second project uses a game-theoretic approach to investigate how making decision speed visible might affect the inclination to act morally. Recent empirical evidence indicates that moral appearance is shaped by more than just the final decision, i.e., whether someone acted morally or not. Among other things, how fast the final decision was reached is found to play a role. One explanation put forward in literature is that decision speed is perceived to reflect a person's certainty. Consequently, it should allow inferences about the relative strength of motives in line with the decision. To the best of my knowledge, the reputational effects of decision speed have so far not gotten much attention in models of moral behaviour. Thus, the second project attempts to theoretically account for their impact on the incentive to act morally.



PHILIPP KLING

EDUCATION:

Master of Science in Social and Economic Data Analysis, University of Konstanz

MAJOR AREA:

(D) Information Processing and Statistical Analysis

MINOR AREA:

(C) Political Decisions and Institutions

FIRST SUPERVISOR:

Prof. Dr. Karsten Donnay

RESEARCH INTERESTS:

- Analysis of Social Media Data
- Opinion Formation/Polarisation
- Agent-Based-Modeling

On December 4th, 2016, an armed man entered a pizzeria in Washington to investigate what he believed was part of a child sex-trafficking ring. His beliefs stemmed from a fake news campaign that originated from online forums such as '4Chan' and 'Reddit'. Over the last decade, social media platforms and online forums have emerged as an alternative to traditional news outlets such as newspapers, television, and radio channels. The case above stands as one drastic example of what a possible outcome could be. While journalistic standards take on the role of a gate-keeper for the publication of false information, these filter mechanisms are often assumed to not exist in uncontrolled online discussions. Additionally, online resources provide a high degree of customisation and therefore people potentially can expose themselves to extreme content without any regulation.

For me, as a social scientist with a Master's degree in data analysis, the emergence of social media motivates new research ideas in two major ways: On the one hand, these platforms provide new forms of data retrieval through, for example, their public API or by scraping information which can then be used to re-evaluate existing research assumptions concerning the link between media consumption and opinion formation. On the other hand, new forms of media consumption may alter the way people perceive norms and politics and therefore should be the focus of research themselves.

In my dissertation project, I combine my knowledge of social science theories with my expertise in state-of-the-art computational methods to examine more closely the relation between media consumption and voicing one's opinion. I will focus on the individual consciousness of biased media consumption patterns, also known as 'filter bubbles' or 'echo chambers'. The exact design of my cumulative dissertation is threefold: In a first project I will analyse whether Twitter users are aware of the heterogeneity of their own newsfeed by a combination of data retrieved through the official Twitter-API (application programming interface), scraped information, and an online survey. The second project is concerned with a simulation of the impact of the introduction of new forms of media on opinion by an Agent-Based-Modelling approach. Finally, the third research design examines conversations in online forums, namely subforums of the online platform 'Reddit', and the impact of the quality of sources shared among the users. By combining the results of these projects I will shed light on online media consumption patterns and the decision processes behind the individual news outlet choice and therefore hope to systematically explain phenomena such as the assault on the pizzeria mentioned in the beginning. ┐

The resource curse literature focuses on the counterintuitive finding that many resource-rich countries tend to suffer rather than profit from their endowments. Adverse effects were initially found in the economies of developing countries, where booms in the resource sector can thwart growth by decreasing the competitiveness of other sectors. A prominent study by the World Bank transfers the competition argument to the conflict literature. It maintains that often intrastate conflict occurs because insurgents strive to enrich themselves with natural resources. By now, a large body of literature emphasises how natural resources generate vicious incentives that prolong such conflicts.

Yet, there are also other actors affected by conflict. Why should local populations, companies and political elites sustain natural resource production if this attracts violence? Provided that at least some of them find the condition unfavourable, the close connection between conflict and natural resources is surprising. My dissertation project addresses this puzzle at the micro-, meso-, and macro-level.

My first paper seeks to unravel the violent strategies that rebel groups employ to maintain access to natural riches. Although violence may be necessary to maintain profit extraction by destabilising the state, it could also discourage workers from producing minerals. Potentially, rebels could resolve this inconsistency if they link violence to natural resources in a geographically indirect manner. I examine this conjecture with new data on artisanal mining and rebel activities in the Eastern DRC.

The puzzle addressed in the second paper is that some communities experience social conflict in case of less natural resource earnings, but others do not. Local Peruvian governments, for instance, were able to settle discords with mining companies in times of dwindling production. Bolivian local governments, on the other hand, reacted violently against the diversion of their rents in 2008. Using new disaggregated data gathered at the Chair of International Politics, I test how the ownership structure of extracting company affects social conflicts.

MARIO KRAUSER

EDUCATION:

MA in Politics and Public Administration, University of Konstanz

MAJOR AREA:

(C) Political Decisions and Institutions

MINOR AREA:

(D) Information Processing and Statistical Analysis

FIRST SUPERVISOR:

Prof. Dr. Kristian Skrede Gleditsch

RESEARCH INTERESTS:

- Political Effects of Natural Resources
- Violent Conflict
- Development, Democratisation and Inequality



The third paper asks why only some resource-rich governments face violent contentions with their challengers. Scholars have argued that most oil-rich Middle Eastern countries experience no intrastate wars because the earnings strengthen the governments. In other countries such as Nigeria, conflicts seem to occur because oil increases the prize that rebels can gain from overthrowing the government. I argue that this can be explained by the government's uncertainty about the strength of the challenger. ┐



ROMAN KRTSCH

EDUCATION:
MA in Politics and International Studies, University of Warwick; MA in Politics and Public Administration, University of Konstanz

MAJOR AREA:
(C) Political Decisions and Institutions

MINOR AREA:
(D) Information Processing and Statistical Analysis

FIRST SUPERVISOR:
Dr. Johannes Vüllers

RESEARCH INTERESTS:

- Armed Intrastate Conflicts
- Nonviolent Resistance
- International Relations of South and Southeast Asia
- Resource Conflicts

We typically conceive of civil wars as extraordinary political situations in which the authority of the government is challenged by an organised armed rebel group. Accordingly, the analysis of actor behaviour in these contexts has traditionally placed an almost exclusive emphasis on the dynamics between both combatant parties, usually with regard to their capacity to inflict damage by means of violent coercive capabilities. But is this restriction appropriate? Anecdotal evidence suggests on the one hand that particularly civilian actors rarely remain

passive bystanders in times of violent conflict, but often organise in order to articulate their genuine demands and interests. Moreover, examples ranging from the hunger strikes of imprisoned IRA fighters to the organisation of large-scale work shutdowns by Maoist guerrillas in Nepal and Eastern India suggest that the limited view on only violent means of contention fails to adequately explain actor behaviour during armed conflicts.

Against the backdrop of these research gaps, my PhD project aims to provide a more comprehensive and precise view on civil war dynamics by analysing tactical choices from three actor perspectives: Focussing on non-combatants, my first paper investigates the conditions under which civilian activism emerges during active conflict. Relying on a large, cross-national dataset on protests and conflicts for the African continent, I argue that clashes between rebels and the government at a specific locality increases the probability for civilian activism in the form of protests to occur in the same place.

The second paper turns to the rebel perspective and investigates the conditions under which insurgents shift between violent and non-violent means of contention. Examining the case of India's Maoist insurgency, I argue that the choice for a stronger reliance on non-violent resistance primarily depends on the government's respective counterinsurgency approach. When the government actively pursues to dissuade the civilian population from

rebel support by launching development and employment programmes, the use of strikes and boycotts can undermine the state's endeavour. When the government by contrast launches repressive measures in form of large-scale police operations, rebels can benefit from increasing active forms of protest (acts of commission) in order to provoke backfire effects against the incumbent. The argument is tested using a self-coded event dataset on non-violent protests in Eastern India on the district level.

The third paper will assume the government perspective and examine more closely the outcome of non-violent protests in armed conflict settings. Relying on the self-coded event dataset on non-violent protests in Eastern India, I attempt to examine how the allocation decision for development projects and the geographical concentration of state-led operations against rebels is related to prior civilian protests against rebel violence. Taken together, my PhD project contributes to the hitherto underexplored research field of civilian activism during intrastate conflicts by broadening the perspective on both the actors involved in intrastate conflicts and the applied means of contention. ┌

The frequency and intensity of cyberattacks have increased over the last years. However, thus far most of the academic literature on this topic has exclusively focused on the deployment of such attacks between states. Much less is known about the use of cyberattacks within states. My dissertation links cyberattacks with the more general debate about modern information and communication as a liberation or repression technology.

One prominent type of cyberattacks is the so-called Denial-of-Service (DoS) attack, which floods servers and websites with so much traffic that they are not reachable anymore. Many examples highlight that DoS attacks are used by authoritarian governments in order to censor, as well as by activists to protest against government actions. In my first project, I want to investigate whether we see a systematic increase of DoS attacks during contentious periods, especially election periods, in non-democratic regimes. In contrast to the existing research on cyberattacks, I am not only relying on newspaper articles that mention politically motivated Denial-of-Service attacks, but also use passively measured Internet traffic data to capture Denial-of-Service attacks. For this, I collaborate with computer scientists from the Center for Applied Internet Data Analysis (CAIDA) at UC San Diego. My results highlight that the number of Denial-of-Service attacks indeed increases around election dates within non-democratic countries compared to democratic ones.

In my second project, I approach the use of cyberattacks within authoritarian regimes from the perspective of hacktivists. Previous sociological studies highlight that hacktivists are responsive to real-world events and use tactics such as DoS attacks to protest against repressive government actions and to support protests on the ground. However, why should it actually matter whether these actors use Denial-of-Service attacks against government website? First, DoS attacks are able to temporally disrupt the communication between governments and the broader population and might signal regime weakness. Second and more importantly, these attacks create media attention. Both factors could potentially increase "real-world" mobilisation against authoritarian governments. Using my database on politically motivated attacks as well as data from the "Mass Mobilization in Autocracies Database (MMAD)" collected at the University of Konstanz, I aim to explore these mechanisms empirically.

My third project shifts the focus to the use of Denial-of-Service attacks that try to censor news websites. More precisely, I want to explore whether the content of published articles increases a website's likelihood of being attacked. Previous work on censorship in China, for example, highlights that the regime censors content that might spark collective action against it. In my project, I want to answer whether this finding also holds in other authoritarian regimes and if articles on other

PHILIPP LUTSCHER

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MSc in Conflict Resolution, University of Essex, MA in Politics and Public Administration, University of Konstanz

MAJOR AREA:
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MINOR AREA:
(D) Information Processing and Statistical Analysis

FIRST SUPERVISOR:
Prof. Dr. Nils Weidmann

RESEARCH INTERESTS:

- Modern Information Technology
- Contentious Politics
- Authoritarian Regimes



topics also increase the likelihood of Denial-of-Service attacks. To answer these questions empirically, I monitor the online status of almost 400 news websites in authoritarian regimes that hold elections in 2018. Furthermore, I scrape the content of these websites on a daily basis to investigate what kind of content is likely to attract cyberattacks. ┌



KAI MERKEL

EDUCATION:

MA in Politics and Public Administration,
University of Konstanz (International
Administration and Conflict Management)

MAJOR AREA:

(C) Political Decisions and Institutions

MINOR AREA:

(A) Behavioural Decision Making

FIRST SUPERVISOR:

Dr. Johannes Vüllers

RESEARCH INTERESTS:

- Peace and Conflict Studies
- Nonviolent Campaigns in Civil Wars
- Violence and Nonviolence

Regarding nonviolent activism, scientific attention so far has focussed on mass nonviolent campaigns, self-determination and identity disputes, whereas data on campaigns are aggregated and small campaigns are left out. Existing research has totally neglected nonviolent activism that takes place during civil wars. Still, anecdotal evidence like single case studies or news reports suggest that nonviolent action is a common phenomenon in modern civil wars. Some citizens refuse to flee or take up arms and instead organise nonviolent action like strikes, sit-ins, demonstrations, and more to resist

armed groups and as a method to lessen their plight. This is a puzzle that is worth analysing, considering the well-known positive effects of nonviolent activism regarding effectiveness and violence. In my project, I want to investigate from a micro-/civilian and in a second step from a meso-/organisational perspective how mobilisation and facilitation of nonviolent activism is feasible in a civil war environment. To answer these questions, my first aim is to establish a highly disaggregated quantitative dataset on nonviolent activism during a civil war. The civil war under study will be the Nepalese civil war, 1996-2006. The dataset will be the first of its kind, constructed with the help of local newspapers, a novelty which provides detailed insight into the microstructure of nonviolent activism. This approach provides information on the actual persons that facilitate nonviolent activity, the organisations behind them, their aims, the tactics they employed, levels of violence, and reaction of police or security forces.

In my first research paper, the focus lies on two common features of civil wars which make the civil war environment unique. Those are changing territorial control either by the regime or competing rebel forces, and a changing level of violence that the citizens have to endure. Both severely influence the daily life and very basic physiological and security needs of civilians and should therefore play a major part in establishing discontent and despair, which then lead to mobilisation and nonviolent activities. The goal is to

answer the questions: What effects do government and insurgent structures have on nonviolent activism? How does civil war violence affect nonviolent activism?

In the second paper, the attention will be on the organisations which decide to organise nonviolent activism in civil wars. Questions I want to address include what kind of organisational goals leads to which kind of nonviolent tactics in civil wars, and whether the degree of civil war violence shapes the decisions for certain tactics?

The third research paper will pursue a more qualitative but still organisational approach. This will include field research to conduct a survey with NGOs' representatives in Nepal which were involved in nonviolent activity during the Nepalese civil war. I will investigate how information spreads between organisations when they coordinate nonviolent activity in civil wars. What is the effect of external support and training that some organisations received, for example during workshops to conduct nonviolent activity? How does external funding affect nonviolent activism? ┐



JULIE SCHNAITMANN

EDUCATION:

MSc in Economics and Finance,
University of Tübingen

MAJOR AREA:

(D) Information Processing and Statistical
Analysis

MINOR AREA:

(B) Intertemporal Choice and Markets

FIRST SUPERVISOR:

Prof. Dr. Ralf Brüggemann

RESEARCH INTERESTS:

- Structural Time Series Analysis
- Indirect Inference
- Estimation of DSGE Models

Central banks and researchers have many observed time series and indices for macroeconomic aggregates at hand which can be used for informed decision making. However, the empirical methodology conventionally used for monetary policy analysis can only deal with a restricted number of time series at once. The model used in my research aims to include many time series in the analysis parametrically. The main idea of factor-augmented vector autoregressions (FAVAR) is to combine the advantages of vector autoregressions, which are used to investigate the impact of (exogenous) shocks on all included variables, and factor models, which enable a good description of the common dynamics in time series via a few latent factors. The FAVAR model consists of latent factors and observables variables which are combined in a vector autoregression.

In the FAVAR literature, it is assumed that at least one factor exists which affects the observed time series and is observable. A prominent example is the policy instrument which is used by the central bank to conduct monetary policy. The advantage of a factor-augmented vector autoregression approach is that the impact of an exogenous monetary policy shock can be traced out on many observed variables.

In a first step, the latent factors of the FAVAR model are estimated from the observed time series by a simulation-based estimation approach, principal components, or a filter. This estimation approach is investigated in my first project. Moreover, in this project we tackle inference of FAVAR model-implied impulse responses. We compare asymptotic and bootstrap-based inference where the FAVAR is either taken as a state-space model or as a (misspecified) autoregression with fixed factors.

In a second project, we work on the estimation of a misspecified dynamic stochastic general equilibrium (DSGE) model. This is achieved using an indirect inference approach where a nonlinear time series model is used as an auxiliary model. Both strands of research focus on the synthesis of nonlinear time series models, indirect inference estimation approaches, and potentially misspecified models. ┐



JULIAN SCHÜSSLER

EDUCATION:
MRes Political Science, University of Essex

MAJOR AREA:
(D) Information Processing and Statistical Analysis

MINOR AREA:
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FIRST SUPERVISOR:
Prof. Dr. Peter Selb

RESEARCH INTERESTS:
· Political Economy
· Causal Inference

The European Union is the most ambitious political and economic integration project in the modern world. Since its inception, the historical arc had bent towards “ever deeper integration”. In recent years, however, the idea of a common union has become highly contested. So far, the climax of this development has been the decision of the UK to leave the EU. To what extent does support for the EU and deeper integration vary over time and what drives differences between people, regions, and nations? My PhD project aims to enhance our understanding of these issues, using modern statistical and causal inference techniques.

My first project estimates the effect of large monetary transfers - the Structural and Regional Development Funds - on individual attitudes towards the EU. These transfers make up around a quarter of the EU budget and are directed towards the Union’s poorest regions. Eligibility for these funds depends on a regional GDP threshold, which allows for identification of a causal effect using a regression discontinuity design. For measurement of the outcome, I mostly rely on extensive individual-level survey data from the Eurobarometer that span multiple decades. Since these data are financed by the EU commission, which also has the final say about which regions are eligible for the funds, the data also allow me to reconstruct the decision making process of the commission and to look into why the commission sometimes deviated from the GDP threshold rule. For estimation, I employ a novel multilevel modelling approach as well as nonparametric techniques.

The second project looks deeper into how to draw valid descriptive inferences about the support for the EU from the Eurobarometer data. These data are based on a non-probability sample from the European population and additionally suffer from systematic nonresponse, which so far has hindered adequate estimation of the quantities of interest. I use multilevel regression with synthetic post-stratification to tackle these problems. The third project uses a survey experiment to better understand causes of EU support.

Finally, I’m also interested in non-parametric causal inference, especially using causal graphs. I have one project that investigates instrumental variable identification when variables beyond the treatment are influenced by the instrument. I document that many applied researchers try to “control away” violations of the exclusion restriction, and that there exists confusion about whether and how this could work. I give a series of assumptions for when such an approach is valid and explain various potential reasons for non-identification. Additionally, I propose a new sensitivity analysis to deal with this problem. Finally, I have another project on testing identification assumption in causal mediation analysis. ┐

The bust of the American housing market bubble in 2006 and its dramatic consequences for the real economy have illustrated the necessity to improve our understanding of price drivers in markets for residential homes. Beyond macro-financial influences such as credit conditions and income growth, researchers have identified micro-level factors, such as air pollution and revitalisation programmes in urban areas. Most notably, however, price discounts due to foreclosures are found to spill over to subsequent sales in the direct neighbourhood. Put simply, my neighbour’s mortgage default is likely to negatively affect my own home’s value.

My first project, which is joint work with my supervisor Marcel Fischer and Roland Füss, aims to shed light on such micro-level dynamics by showing that prices are not only influenced by specific events such as foreclosures, but price spillovers are constantly present over time. That is, the price of a regular (arm’s-length) transaction does spill over to subsequent trades, even without the presence of an event-specific externality.

Theoretically, spillover effects in regular sales can be explained by two main channels. First, homes in the same neighbourhood share the same locational amenities such as access to schools, parks, and shopping facilities. Consequently, close-by homes are substitutes to each other. Thus, when prices increase in a certain neighbourhood, households substitute them with relatively cheaper homes in the direct vicinity, resulting in price spillovers. Second, in order to reduce informational asymmetries between buyer and seller, households have an incentive to inform themselves about realised past prices in the neighbourhood. This way, prices function as an anchor and thus spill over to future transactions.

Using transaction-level data from Manhattan Island, New York City, from 2000 to 2015, we find that even after controlling for monthly price changes on the borough level, zip-code-year fixed effects, as well as a wide range of controls, past realised sales prices still matter for future transactions of neighbouring properties. The spillover effects die out quickly with increasing distance. The role of spatial distance varies over the housing market cycle, which we link to changes in liquidity and volatility. ┐

SIMON STEHLE

EDUCATION:
MSc in Economics, University of Konstanz

MAJOR AREA:
(B) Intertemporal Choice and Markets

MINOR AREA:
(D) Information Processing and Statistical Analysis

FIRST SUPERVISOR:
Prof. Dr. Marcel Fischer

RESEARCH INTERESTS:
· Real Estate Finance
· Data Analysis



PATRICK WEBER

EDUCATION:

MSc in Political Economy, University of Konstanz

MAJOR AREA:

(C) Political Decisions and Institutions

MINOR AREA:

(D) Information Processing and Statistical Analysis

FIRST SUPERVISOR:

Prof. Dr. Gerald Schneider

RESEARCH INTERESTS:

- Economic Sanctions
- Formal and Empirical Methods in Political Economy
- Decision Making in the European Union



When a state violates international norms, it faces the risk that other countries will impose economic sanctions. However, the perceived misbehaviour of the target is not the only determinant for their imposition. Economic interests also affect the choice and impact of sanctions.

In a globalised world, economic considerations shape the whole sanctioning process. Interlinkages between sanction-sender and target countries affect the behaviour of potential target states as they do not want to jeopardise mutual economic benefits with countries that might condemn the violation of certain international norms. Sanction threats can thus be more successful as target states want to avoid the imposition of costly sanctions. However, sanctions and sanction threats can also become less successful when sender states are reluctant to impose sanctions because of their own economic stakes in the target country. Regarding all these selection mechanisms, at first glance it is not obvious how varying economic interlinkages influence the sanctioning process. In my PhD thesis, I aim to provide a general and encompassing analysis of how economic interests determine whether sanctions are imposed and whether they are going to be effective.

In the first project, which is joint work with Gerald Schneider, we show how economic interlinkages affect the selection of sanction targets at the macro-level. By evaluating our newly created EUSANCT sanctions dataset which covers economic sanctions for

the period between 1989 and 2015, we compare EU and US sanctions and find that the European Union cannot as easily impose sanctions when different member countries have varying economic interests in the target.

Research on sanctions often neglects firms and businesses as crucial intermediaries. When a sender imposes sanctions on a target, it is not that governments do not trade with each other anymore. Sender governments rather have to make their firms stop trading with firms in the target state. Thus, at the micro-level, these entities influence the imposition of sanctions from the very beginning. Lobbying efforts by companies can make the imposition less likely in the first place or lead to sanction types which are more symbolic and have less bite. Politicians might also be reluctant to expose their domestic companies to economic losses. Beyond their influence at the imposition stage, the way industries operate in a sanctions regime crucially affects the effectiveness of sanctions. Noncompliance and sanctions-busting can render sanctions ineffective. The goal of my dissertation is to jointly analyse these mechanisms. Based on company survey data which we have obtained within the EUSANCT research project, in my second project, I evaluate the influence of firms at the micro level.

The impact of economic interests both before and after the imposition of sanctions as well as resulting selection mechanisms are part of my dissertation. ┘



JOHANNES ZAIA

EDUCATION:

MSc in Economics, University of Konstanz

MAJOR AREA:

(B) Intertemporal Choice and Markets

MINOR AREA:

(A) Behavioural Decision Making

FIRST SUPERVISOR:

Prof. Dr. Axel Kind

RESEARCH INTERESTS:

- Corporate Governance
- Corporate Finance
- Mergers & Acquisitions
- Takeover Auctions

In modern corporations, ownership and control are separated between shareholders and managers. Besides many advantages of this structure, it causes so-called agency conflicts between company insiders (such as managers) and the outsiders (owners) because of information asymmetries paired with conflicting interests. Ultimately, such conflicts can be extremely costly for firms – for instance, inefficiently high monitoring expenses could be necessary to prevent the management from actions that are detrimental to shareholder value. I dedicate my dissertation to the study of corporate governance.

This can be defined as a system of mechanisms that reduces agency costs by providing incentives for the management (among others) to act in the best interest of the shareholders.

My first project (joint work with Axel Kind and Marco Poltera) focuses on the effect of the introduction of binding or advisory votes on management compensation, also called “Say on Pay”. Such regulatory changes that recently could be observed in numerous European countries give shareholders the right to say “no” if they perceive compensation plans by the management to be inappropriate. A question that naturally arises is whether shareholders value this feature and whether they include it in their pricing decision. Additionally, it would be interesting to know whether “Say on Pay” is particularly valuable for shareholders of firms that have certain corporate governance structures, such as weak compensation practices (e.g. when remuneration is not linked to performance). Using a method based on option prices, we can measure how much it is worth for shareholders to be able to vote and test for the effect of these regulatory changes.

For my second and third project, I use data from corporate mergers and acquisitions. This is an interesting setup to study corporate governance issues because of the monitoring effect that the threat of potential mergers has on the incumbent management. Over the last decades, firms have started to implement takeover defence structures that preclude other firms from

acquiring them. For the management, this has the advantage that the firm might be sold for a better price because an acquisition of the firm is only possible if the management voluntarily accepts the deal and drops the protective measure (“bargaining power hypothesis”). In my second project, I use a new measure based on estimated valuations to test if increased bargaining power can be observed for firms with takeover defence measures.

Using a novel dataset including data from confidential merger negotiations, the third project aims to test whether certain takeover defence measures are used to exclude only certain types of bidders. Managers, employees, and other stakeholders fear to become acquired by financial bidders such as private equity firms because they expect short-termism and job cuts as a result. Firms with employer representatives on the board of directors, large stock holdings by employees, and strong unions are thus expected to use takeover defence measures to make their firm less attractive for such acquirers by slowing down the sale process. ┘

EMILIO GALLI ZUGARO ON CAREER DECISION MAKING AND PHD STUDENT HAPPINESS

This interview with Emilio Galli Zugaro, Chairman of Methodos S.p.A. Milan, author, executive coach for top-managers and entrepreneurs as well as mentor for start-ups, was conducted by Lucia Görke. Lucia is a PhD student at the Graduate School of Decision Sciences, and she held a workshop on “Motivation and Leadership” together with Emilio Galli Zugaro at the GSDS in June 2017.



Emilio Galli Zugaro is chairman of Methodos S.p.A. Milan, a leading European change management company. He coaches executives and directors of DAX30 companies and teaches communicative leadership at Ludwig-Maximilian-Universität Munich as well as at ESTM Berlin. In 2017, he published “The Listening Leader”, a book on communicative leadership he wrote with his daughter Clementina Galli Zugaro, a psychologist. In 2018, his new book “Ich bin so frei, raus aus dem Hamsterrad – Rein in den richtigen Job” (co-authored with Jannike Stöhr) will be published. From 1992 until 2015, he was responsible for global corporate communications at Allianz SE.

Lucia Görke: Emilio, as a mentor, you help many young people to navigate the professional world. What would you recommend a PhD graduate for the future?

Emilio Galli Zugaro: To try out things. Shape your own working identity by testing and learning new areas. Make sure you become aware of your strengths and deploy them. Leveraging your strengths will guarantee you 60% more performance on average than trying to mellow down your weaknesses. Do not forget that every second, a person quits because of a bad boss: So pick your supervisor wisely. Ask him or her what her achievements are and if she answers with too many “I” and “me” instead of “we” and “us”, you may look for better options.

LG: We GSDS students may know a lot about data analysis and scientific theories, but what is, in your opinion, the most important quality we should have in our professional life?

EGZ: Empathy, the ability to listen to relevant stakeholders and to make good use of what was heard, for the benefit of the employer and the team.

LG: What is your best piece of career and life advice for students?

EGZ: Do not forget that you will have a much longer working life than the generation of your parents. This means you will have three or four different careers in front of you. This should take away the anguish of “choosing the right job”. You have ample opportunities to correct your choices. Go for what makes you burn, what enthuses you.

LG: What was the biggest challenge you faced in your career?

EGZ: Understanding the importance of constant learning.

LG: In our world today, there are too many variables with regard to our career paths, many of them beyond our control, including luck, timing, and personal chemistry. What is the best way to handle this complexity?

EGZ: Never forget what will make you happy, job-wise. Motivation makes us happy and motivation is made of excellence in what we do, in the autonomy allowing us to thrive and the purpose of what we are doing. Get this clear, first. Try out where you can achieve these

motivation drivers. The right boss is more important than the right brand. Timing and luck are not beyond our control. If we do what we truly love, we shall exude the passion for our job. This will attract new opportunities. If you are prepared to follow your calling, you will discover that luck does not exist, nor does bad timing; you will attract opportunities and they will come in the right moment.

LG: Emilio, you are a top coach and you were a leader in one of the world’s largest financial services companies for a long time. Are there some qualities beyond the obvious - hard work and perseverance - that explain why some individuals ultimately get into top positions?

EGZ: Luck and timing... ;-)

LG: Many PhD graduate students here either stay in academia or are thinking about transitioning from academia into the management consulting business. It seems like we might not have any career goals laid out in front of us besides these two options. How can we better understand what other alternative careers for PhD students are out there?



GO FOR WHAT MAKES YOU
BURN, WHAT ENTHUSES YOU.

EGZ: Herminia Ibarra, author of “Working Identity”, recommends not to follow the traditional pattern of people who look for a new career, which is the process called “plan and implement”. She suggests to follow the “test and learn” approach. Try things out.

LG: You recently wrote a book about happiness: Do we deserve happiness at work and if so, why it is so hard for many of us to achieve it?

EGZ: Whether we deserve happiness at work sounds like a rather pietistic question to me as a baroque Catholic. I honestly do not know if we deserve it. I can say that it is possible to lead a perfectly happy working life with enormous satisfaction. I have met a truly happy carpenter and a beaming waiter in a restaurant and dozens of other happy professionals. If you know your calling

and you live by it, the amount of dopamine produced by your brain will be a constant source of pleasure.

LG: Scholars found that we are happier at work when we have an impact – even if it is just a small one. In your opinion, how can we create and grow if we struggle with dysfunctional organisations, difficult leader-member relationships, and stress?

EGZ: We simply cannot grow within dysfunctional organisations with difficult leader-member relationships and when we suffer from stress. In such situations, you should change your job.

Lucia Görke is currently a PhD candidate at the GSDS. As a psychologist and political scientist, her research is in self-regulation of leadership and teams. Her research seeks to understand under what conditions teams with leaders are efficient, and under what circumstances teams help do develop female leadership. Prior to coming to Konstanz, Lucia worked as a council at a fortune 100 company, where she gained experience at Group Communications and Group HR. In search of answers as a leader council Lucia started to be interested in exploring leadership and team processes experimentally. The combination of scientific knowledge and practical applications continues to be her passion.



FAMILY FRIENDLY UNIVERSITY

The University of Konstanz works to promote the compatibility of university study, career, and research with family responsibilities. Therefore, the University released a Gender Codex in 2011 and signed in 2015 the Family Friendly Charta of the Best Practice-Club ‘Family at Universities’.

THE FAMILY-FRIENDLY UNIVERSITY

The University of Konstanz undertakes many ambitious efforts to offer the three different “employment” groups at the University – scientists, technical-administrative staff, and students and their families – a great deal of work-life balance based on individual and structural concepts to fit the different challenges of work-life balance.

Since the year 2006, the University of Konstanz has been officially nominated a family-friendly University by the employment-and-family association, an audit company founded by the Hertie Association Germany. Additionally, the University initiated the “Charta Familie in der Hochschule”, a nationwide voluntary commitment for family friendly-universities.

The University is committed to promoting Gender Equality between men and women as well as promoting families. The services and offerings provided by the University in these fields have won several awards and prizes as a

best-practice university nationwide. Among the most notable institutions is the campus Kinderhaus for 140 children at the age between 6 month and 10 years, which opened in Autumn 2011, and the flexible at home emergency support in case parents or children turn sick and need additional help or parents have important professional appointments or exams and no childcare at hand.

Unique are the efforts of group-specific advisory services offered and conducted by the staff of the Equal Opportunity and Family Affairs Department of the University of Konstanz. On one hand, the staff works on finding a tailor-made solution for families and on the other hand puts much effort into establishing family-friendly university structures. As outputs, the important practical measures like childcare solutions and career support programmes are complemented by university agreements referring to the importance of a family-friendly culture and work-life

balance for students and employees. Therefore, beside the family-friendly audit programme, the University released a Gender Codex in 2011 as well as a policy on dual career.

BALANCING ACADEMIA WITH KIDS

Researchers with children or planning families receive advice on the University’s programmes and important information on the topic of work-life balance, e. g. maternity leave, maternity pay, parental leave, parental allowance, child benefits, childcare options, and more. For parents in academia, the programme also offers advisory services and support through flexible working conditions and freedoms, individual “Agreements on Balance”, special coaching, and career-enhancing measures. In addition to directly supporting parents, the programme seeks to encourage the leaders of the University and caregivers to help create a child-friendly environment.

Christiane Harmsen, Office for Equal Opportunity, Family Affairs and Diversity, www.uni-konstanz.de/gleichstellungsreferat/familie

JUGGLING PHD THESIS AND PARENTING

Susanne Goldlücke: Nadiia, you are a PhD student in area A of the GSDS, and you have an eight-year-old son who goes to the school kid childcare at the University's Kinderhaus, like one of my children.

Nadiia Makarina: Yes, I actually started graduate school at the same time my son started school.

SG: How does it feel for you to be a parent and a PhD student, and how unique is that situation in the graduate school?

NM: Sometimes I feel that I miss out on socialising, but overall it is fine. Being a parent and a PhD student is not a unique situation. I know of at least one other student in our graduate school who has children. High-quality childcare is the most important thing you need when you want to combine research and family. The Kinderhaus is a real blessing for students with children. They have excellent staff there and they organise a lot of activities for our kids.

SG: I can only agree. It is easier to focus on your work if you know that your children are in good hands in the Kinderhaus. What other support

Susanne Goldlücke is Professor of Micro-economic Theory at the Department of Economics. Her research focuses on game theory, which studies interactive decision making. In particular, she works on infinitely repeated games. Moreover, she applies game theory to study the incentives generated by legal rules. With this topic, she has embraced the interdisciplinary approach, which is at the heart of the GSDS.



does the university offer for parents during their PhD studies, and where do you see room for improvement?

NM: Our university is rather family-friendly. There are many small but important things. For example, there is a room at the university where you can feed your baby or have some rest between lectures during pregnancy. We have a "family corner" in Mensa and you can buy food for your toddler at a special price.

As a student with a child I get an enhanced scholarship that is supposed to cover additional expenses for childcare. But, as you probably know, it is not that easy to get a place at a daycare center. Our Kinderhaus is the greatest asset for that matter. I was devastated to find out that their school kid group closes down at the end of this

school year because their funding runs out. This is a big loss. My experience is that everyone is very compassionate when it comes to younger children, but even with the older children who are not yet old enough to stay home alone, one needs good childcare. I sometimes feel unreliable because I cannot promise to keep appointments and meet deadlines.

SG: Not being able to promise to meet short deadlines is something I also worry about. My husband and I try not to have important deadlines at the same time, because that often ends up becoming a stressful time for the whole family. One can never know when kids get sick or just need more attention than usual. Sometimes it seems that the less time you have to spend with your kids the more time they require.

NM: Yes! When I am stressed because I had to leave some work unfinished, it affects communication with my son, and I cannot shield him from the stress. That is a trap when you balance academic work and family life: An advantage of being a PhD student is the flexibility that you have in research. A disadvantage is that you can keep constantly working on your thesis - or feel constantly guilty when you don't.

SG: Do you have any advice for other doctoral students with kids?

NM: Ask for help. I have benefitted a lot from the support that Academic Staff Development and Gleichstellungsreferat offer. They consult students with children on many questions regarding accommodation, childcare, financing, and also offer psychological support. Whenever a problem comes up, there are probably people who had to deal with a similar problem. After all, balancing work and parenting has been done many times before! It is important to share experiences with others

who are in similar situation, build networks, or look for role models.

SG: Role models are important, but I think only if they don't look like superhumans who can do everything by themselves. If, as a PhD student, you only look to famous professors who seem to be able to easily manage it all, then you may get the feeling that you are only allowed to have kids in academia if you are some exceptional organisational talent.

NM: Before I had a kid, I thought I was good at organising, but now I realise that you cannot plan everything. People ask me „How do you manage?“ Honestly, I sometimes want to answer „Quite bad, actually“. Life feels like juggling plates at times. But I wanted to be a mother early in life, and, of course, this has a cost. Maybe I am slower with my studies, or cannot attend a particular conference. A child is a life-changer, no matter at what time you have them. Children are also an endless source of inspiration!



Nadiia Makarina is a doctoral student and a scholarship holder at the Graduate School of Decision Sciences. She obtained her MA in Economics at Kyiv National Economic University and BSc in Psychology at University of Konstanz. In her doctoral thesis, she explores cognitive processes underlying value-based decision making. The main focus of her research is the interaction between subjective preferences and attention.

They teach you creativity and flexibility, persistence, but also patience.

SG: You have been studying and doing your PhD with a kid, I had my kids only after the PhD, so between us we have been through many stages of the academic career with children. What do you think are the advantages and disadvantages of having children at different stages of the career?

NM: I think this is a very personal decision and there can be no advice on this. Being a parent early in life, later in life, having no children at all, all decisions are fine and, ideally, we have to build the environment in which any of these scenarios would work.

SG: When I look back, I cannot decide when it would have ever been an ideal time. There is always something to do, looking for jobs, just starting new jobs, and some people might even ask why the baby was not born in the semester break. I think there is never a right time...

NM: ...and never a wrong time! People who make the decision to become parents, but also the people around them, should accept that you cannot control everything. The whole experience of being a parent adds a new perspective to your life. You can learn so much from children. And if you ask me whether I would have done anything differently - looking back, I would not want to change a thing! ┘

The following portraits are extracts of the current exhibition 'balancing family and research – international impressions and perspectives'. The photo exhibition is running from 19th February to 30th June 2018 in front of the window gallery of the library on level B 4. Arash Naghavi and Keshun Zhang, members of the Graduate School of Decision Sciences, took part in the photo exhibition which is a joint project of the Office for Equal Opportunity, Family Affairs and Diversity and the Welcome Center of the University of Konstanz. www.uni-konstanz.de/rgf

THE UNIVERSITY OF KONSTANZ IS A TRULY FAMILY-FRIENDLY UNIVERSITY
Arash and Mansa lived in Konstanz from 2013 to 2017. Arash was a doctoral student at the GSDS and completed his dissertation in economics in 2017. The family moved to Wuppertal in fall 2017, where Arash accepted a position as a post-doctoral researcher. Mansa works as an artist.

While Mansa was pregnant with twins, Arash and Mansa were very happy to be able to contact the Welcome Centre for advice. Especially because they were expecting twins, there were a lot of questions to address regarding insurance, parental leave, and good medical care. Arash reflects: "I had never understood what 'family-friendly university' meant, until I experienced it for myself". It was especially helpful for the parents to use the checklist they had received to keep track of all the administrative tasks they needed to take care of both before and after the birth. They received guidance and support with all their questions from both the Welcome Centre and the Office for Equal Opportunity, Family Affairs and Diversity.

In the interview, the parents express their surprise that it was much easier to chat with people on the street when they had the twins along. They also notice some differences in parenting styles between Germany and their home country. They appreciate that

their home culture is very easy-going and natural when it comes to children and parenting.

Mansa has particularly fond memories of her twins' play group in Konstanz. It was especially important for Arash and Mansa to be able to share their experiences with other parents. They recommend making a very concerted effort to connect international parents with each other in order to promote increased dialogue on both family- and work-related matters.

Arash reflects on his ability to achieve a work-life balance in Konstanz by saying, "As a foreigner who didn't even know the German language, I don't know how I could have kept a balance between my PhD studies and my family obligations without all the support I received".

Their twins, Aban and Mani, are now two years old. A selection of Mansa's art is available online at: mansasabaghian.com.

... IT IS NOT JUST A KINDERGARTEN
Keshun Zhang and Shuang Song became parents during their stay in Konstanz. Keshun completed his doctorate at the University of Konstanz in 2016, and stayed here for his postdoctoral research. Shuang followed to complete her master's degree and then began her doctoral studies in Freiburg. Having a child in Germany was a positive experience for both. In the interview, they describe how parenthood is very different in China: "In China, we have this special tradition that the grandparents take care of the baby most of the time. There are no professionals taking care of very small children, and we have to rely entirely on our parents".

They also experienced pregnancy and childbirth as something pleasant: "In China, the first month after childbirth is seen as a sick period. You are not allowed to touch cold water and so on, but here things are very different. We preferred the midwife's idea of taking it easy and relaxing...The midwife really helped us. She told us

that there should be an equilibrium. Here, they believe that the mother should feel good, which in turn makes the baby feel good. It is different in China, where the baby comes first".

The parents enjoy the German concept of the childminder because it has allowed them to return to work earlier. There are hardly any daycare centres for babies in China. Keshun and Shuang believe that this lack of professional nursery and pre-school teachers has to do with the Chinese tradition of grandparents taking care of small children: "We do not have as many trained professionals to take care of our children... People really think that it is just a kindergarten, and that the kids do not need to be taught so much at an early age. But this is not true".

Due to his own experience, Keshun finds the concept of including family-friendliness in internationalisation efforts very interesting and worthy of further support. He wants to encourage others to think about this more from a scientific perspective, for example

by investigating how important family support services are to scholarship recipients. How do international students think about this? Is it something one should spend more money on or not?

In his own opinion, family support plays a key role in the parents' personal well-being and integration. Keshun has noticed that he is more likely to know those of his colleagues who also have children: "The only connection is that we are parents and that we are young parents". This shared experience sometimes also leads to professional networking opportunities. ┘



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PROMOTING DISCOURSE ABOUT BIOETHICS IN PERSONALISED ONCOLOGY

Johannes Doerflinger

The model project of bioethical discourse about personalised oncology at the intersection between school and research is my first post-doc project planned for fall 2018. It is an interdisciplinary collaboration between biologists, philosophers, and psychologists. My part in the project covers behavioural research on moral identity and moral judgments.

The last decade has seen rapid advancements in medical treatment and diagnosis. This is especially apparent in the field of personalised medicine. Development of high-throughput screening, a combination of methods that allows to test vast numbers of chemical compounds in a short time for genetic, chemical, and pharmaceutical properties, has revolutionised oncology. Using these new technologies, the aim of personalised oncology is to provide every patient suffering from cancer with a tailor-made treatment. The key to this is a stratified therapy based on individual biomarkers. This constitutes a paradigm shift: Diagnosis and treatment rest less on the locality of a tumor and more on the molecular signature and its communication. This dramatic change in medicine poses important questions in the realms of ethics, society, and economics. Personalised oncology employs a double reductionism: First from the person to the organism, then from the organism to the genome. What does this

reductionism mean for understanding of what it means to be human? How is research influenced by the recent genomics discourse? What social responsibilities emerge? How should resources for research and treatment be distributed? Dealing with these questions is not just of academic interest, but also necessary for society and policy makers.

In our project, we aim to foster a discourse about these questions and investigate how learning about the scientific background and ethical implications changes self-conceptions and moral judgments in an applied setting. It is an interdisciplinary collaboration between biologists, philosophers, and psychologists. A sensible discussion of any sufficiently complex matter of societal importance requires at least basic knowledge of the background. Our project builds on the concept of consensus conferences. In a consensus conference, a group of citizens without any prior specific knowledge is invited



Johannes Doerflinger is a PhD student at the Department of Psychology and the Graduate School of Decision Science. He investigates decisions under risk and uncertainty as well as morality. His research focus is on moral judgment and the dynamic complexity of moral identity goals.

to learn about the issue at hand in exchange with experts. As informed laypeople, they then prepare recommendations for policy and decision makers.

Our project includes a collaboration with the Life-Science Lab Heidelberg, an extracurricular programme for highly gifted students in high school. The Life-Science Lab is part of the German Cancer Research Institute and offers project groups for most natural sciences, mathematics, informatics, and philosophy. Members of the Life-Science Lab will form the participant pool of our consensus conference. Thus, the primary target group of our project is

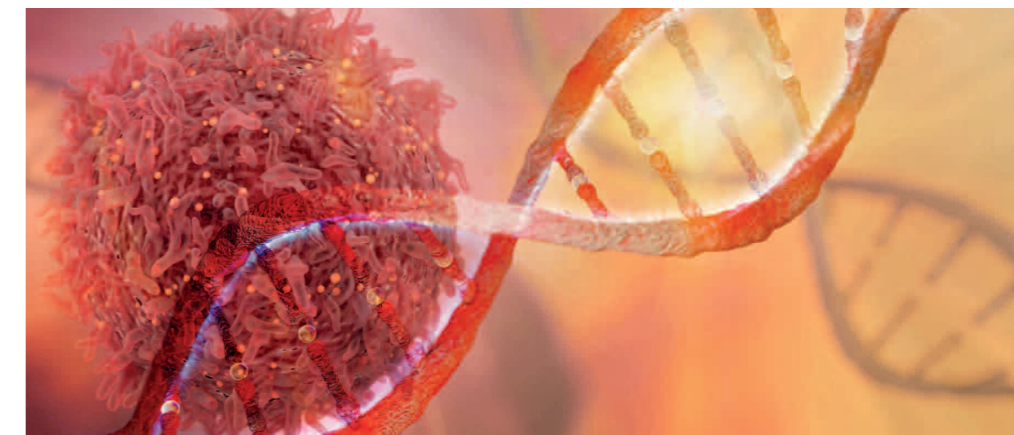
highly gifted students. The students will learn, over the course of one year, about personalised oncology. They will meet experts from medicine, ethics, pharmacology, economics, and law. Within the programme they will learn the science of genome-based medicine. This will be complemented by hands-on experiments, where every student will learn the principles of gene-sequencing by performing a sequencing of a cancer cell. In addition, workshops on the ethical implications of personalised medicine are designed to stimulate the participants to critically evaluate the topic. At the end of the project, the participants will prepare a recommendation for the German Federal Ministry for Education and Research. If successful, the project will serve as a blueprint for future integrations of education and citizen participation.

The discourse will be accompanied by basic research on moral judgment and moral identity goals and its evaluation can be seen as a validation of moral psychological research. In these regards, the project is a direct continuation of my GSDS studies, albeit in a highly applied context. The collaboration with the Life-Science lab allows me and my collaborators to design the new studies as field experiments. Both a treatment group who will take part in the consensus conference as well as a control group will be recruited from participants of the Life-Science lab. In addition, effects of the treatment can be investigated over time. This will all be done on the level of individual participants.

Of special interest to us is the effect of the programme on moral self-schemata. Schemata are memory structures in which information is efficiently selected, stored, and organised. Each schema can be understood as a network of information related to a core concept. The schema determines which new information is congruent or incongruent with the existing pattern. They determine how new information is processed and stored information is retrieved from long-term memory. Generally speaking, schemata facilitate the effective use of a memory system, especially when the individual deals with complex situations. Self-schemata are the frameworks individuals use to make sense of their past behaviour. These frameworks are specific to life domains and constitute a connected set of autobiographic memories, affective reactions, motivational inclinations, behavioural patterns, and thoughts. Within the domain of a self-schema, information processing about the self in relation to that domain is facilitated. This includes directing attention towards schema-relevant cues, filtering of information, knowledge integration, retrieving related memory content,

and directing future behaviour. The more experience an individual has in a specific domain, the more interconnected are the elements of the schema. The construction of schemata can be understood in terms of the acquisition of expertise. As experts become knowledgeable and skillful in a certain domain, they represent domain-specific information chunked into meaningful information clusters.

Moral self-schemata are likely to work the same way. However, there is an ongoing discussion in the moral-self literature on whether moral identity is a unified entity or whether it is particular to a given context. Our project allows me to investigate the expertise-morality link over time. Additionally, it gives me the opportunity to compare domain-specific moral judgments and self-concepts (moral identity in relation to personalised oncology) to domain-general moral judgments and moral self-concepts. It will be interesting to explore how self-concepts and identity goals are organised and how they are connected to non-moral goals, knowledge and identity (e.g., self-concepts as experts). ┘



DON'T HESITATE, GO ABROAD!

Torsten Twardawski



Torsten Twardawski is currently a PhD student in the doctoral programme "Quantitative Economics and Finance". He conducts research in the areas of strategic management and corporate finance, with a focus on top managers and corporate governance.

When I submitted my first research article that studies the influence of the board of director's overconfidence on the quality of a firm's merger and acquisition decisions, to the renowned "Academy of Management" (AoM) conference in 2016, I could not have imagined the far-reaching consequences of an acceptance. Presenting at AoM was a unique experience. I received excellent feedback and had great conversations with outstanding researchers. One of these researchers was Prof. Jim Westphal, whose prior studies had built the foundations of my paper. Jim is Donald C. Cook Professor of Business Administration at the renowned Ross School of Business (University of Michigan, Ann Arbor). He conducts research in the areas of strategic management and organisational theory, with a focus on corporate governance and strategic decision making. When I decided to conduct a research stay abroad, Jim instantly agreed to host my six months' visit, due to our common research interests and the fruitful discussion we had at AoM.

For my long-term stay in the US, I was required to apply for the Exchange Visitor Programme (J-1 visa). To be eligible, I needed to demonstrate my English skills to the University of

Michigan via a Skype interview, apply online for a visa, and have an interview at the US embassy in Munich. In this interview, I was asked, for example, who was going to pay for my stay. In this respect, I deeply thank the Graduate School of Decision Sciences for generous financial support. After successfully finishing the entire application process, I received approval for my visa. As one of the last steps prior to my departure, I was asked to complete an online pre-arrival training which aimed at introducing the (legal) requirements for staying in the US.

The first few days in Ann Arbor were full of administrative work. J-1 visa holders at the University of Michigan are required to attend an introductory lecture and conduct a post-arrival training. In addition, I still had to find a long-term accommodation since I only booked a motel for the first couple of days. Fortunately, I managed to find a nice and decent room in a student house on campus. On my first day at Ross, I could move into my office immediately, which was equipped with a personal computer and a phone. I also received access to the school's network and databases. During my stay, I attended the weekly brown bag seminars of the Department

of Strategy, met several times with my host Jim Westphal and other faculty members, and worked on my dissertation projects.

In my opinion, a research stay in the US is worthwhile for several reasons. First, personal meetings as well as participating in seminars provided me with valuable feedback and changed my way of thinking about research and academia. Second, I improved my English language skills in terms of fluency and enunciation. Third, I met many great people who deeply enriched my personal development and made my stay in the US very cheerful. Finally, through this research stay, Michael Jensen, Professor of Strategy at Ross School of Business, took notice of and joined a common project with Nadja Younes from the University of Konstanz. Michael's research focuses on (social) status and on developing a role-theoretic perspective on reputation. In our common project, we argue that sudden positive status shifts create status ripples when the social actors experiencing the direct status shifts are more constrained from fully exploiting their new status advantages than the social actors to whom they are affiliated. We emphasise specifically the status ripple paradox that the indirect status effects

experienced by the affiliated actors can be as important and sometimes more enduring than the direct status effects experienced by the upwardly mobile actors themselves. Focusing empirically on prestigious CEO awards from nationwide US news magazines, we examine the consequences of status shifts for the awarded CEOs and the CEOs who are directors on the awarded CEOs' boards (director CEOs). We find evidence of status ripples in CEO compensation by showing that awarded CEOs have relatively greater immediate but smaller subsequent increases in compensation and partial evidence of status ripples in directorships by showing that they have similar immediate but smaller subsequent increases in the number of directorships. Our analyses reveal that awarded CEOs suffer from a higher burden of celebrity status than affiliated director CEOs that hinders them to fully exploit their increased status. We also provide evidence that a traditional status spillover occurs when awarded CEOs are not more constrained than the affiliated director CEOs, by showing that the performance of an awarded CEO is immediately and subsequently worse than to the performance of a director CEO.



Ross School of Business, University of Michigan, Ann Arbor, Source: Wikipedia

In conclusion, I would encourage all doctoral students to spend some time at a US university to better connect with the American scientific community, to get additional feedback on their research projects, and to develop personally and professionally.

YOUNG RESEARCHERS AT THE LINDAU NOBEL LAUREATE MEETING ON ECONOMIC SCIENCES

Jana Mareckova and Dr. Roxana Halbleib, two young researchers from the GSDS and the Chair of Economics and Econometrics at the Department of Economics of University of Konstanz participated at this year Lindau Nobel Laureate Meeting on Economic Sciences from 22nd of August until 26th of August 2017.

The meeting was attended by 16 Nobel laureates in economics, namely Peter Diamond, Lars Peter Hansen, Oliver Hart, James Heckman, Bengt Holmström, Finn E. Kydland, Eric Maskin, Daniel McFadden, James Mirrlees, Roger Myerson, Christopher Pissarides, Edward Prescott, Brian Schmidt, Myron Scholes, Christopher Sims and Jean Tirole and approximately 360 young researchers in economics.



Jana Mareckova is a PhD candidate at the GSDS. In her research she extends and applies statistical and machine learning methods in economics. Bridging economics, statistics and computational methods is a great inspirational environment opening ways to analyse data differently. The range of her applications spans from time series to microeconometrics methods. What will data tell her?



Roxana Halbleib is Margarete von Wrangell Research Fellow at the Department of Economics and Zukunftskolleg Fellow. Her research is in the field of econometrics and it focuses on the estimation and forecasting of financial risks, but also on solving difficult estimation problems by means of simulation-based methods. For her outstanding research results, in 2017, she was rewarded with the Wolfgang Wetzels Award of the German Statistical Society.

“WHAT A WEEK”

Recapitulating my participation in the 6th Lindau Nobel Laureate Meeting on Economic Sciences, nominated by the Graduate School of Decision Sciences at University of Konstanz and supported by the AKB Stiftung and Lindau Nobel Laureate Meetings Foundation, it can be summarised in three words: “What a week!” A week full of great lectures, interesting talks, newly built friendships and incredible spirit. What makes this event work? Everyone is connected by Economics. All of us go to talks and panel discussions ranging from inequality over monetary policy to climate change. Every single talk was very inspirational. It was a pleasure to listen to them and challenge some of the mentioned points. Discussion inspired by the talks was a good platform for pinning down important economic issues and looking for ways how economic science could address them. There are still many questions to be asked and answered by rigorous research based on data and right methods. The meeting is not only about science. Going to the meeting gives a great opportunity to build personal relationships and connections. The participants have a lot of opportunities to engage in conversation with the Nobel Laureates. The Nobel Laureates are around during the coffee breaks, lunches and dinners. Topics to discuss are free to choose and endless. During one of the lunches, we listened to a story how Peter Diamond received the news of winning the Nobel Prize. During the first “Get-Together” dinner with Nobel Laureates, I had a chance to join the table of Daniel McFadden and talk about his latest work. As a highlight of the whole Lindau meeting I got a promise from Prof. McFadden that he will send me his Econometrics lecture notes with new chapters about Bayesian estimation. What can I say? What a week!

– Jana Mareckova



“A UNIQUE EXPERIENCE”

My privilege to participate at the 6th Lindau Nobel Laureate Meeting on Economic Sciences is due to the nomination from Zukunftskolleg and the financial support by Zukunftskolleg and the Foundation Lindau Nobel Laureate Meetings. The meeting was a once in a life experience during which the young economists got inspired by the academic leaders in the field from listening to their official talks or from the numerous personal discussions. The meeting was a great experience that offered unique opportunities to learn about the laureates’ latest research interests and share and discuss with them, but also with the peer colleagues, research ideas and views. Particularly inspiring were the talks given by Jean Tirole on the morality of markets and the role of individual and corporate responsibility in the market economy as well as by Bengt Holmström on the opacity of banking and money markets and the necessity of making them more transparent in the light of the previous financial crisis. Although one expected more talks/discussions related to financial crises and on what we, the ones in the academic community, should focus on in the future in order to avoid such disasters, the talks of Lars Peter Hansen (on uncertainty in climate economics modelling), Christopher Sims (on the role of central banks), Oliver Hart (on the communication between shareholders and managers on maximising welfare versus wealth), Christopher Pissarides (on the role of technological changes on the job profiles) and Erik Maskin (on what is an appropriate election system for presidents) were also very interesting and inspiring. Also at the personal level, participating at this meeting was a great success as it led to become part of a broad networking and community of young economists from all over the world and, in particular, to make, hopefully, long lasting friendships with several peer colleagues. In one sentence, it was a long, but very intensive week filled up with continuous great intellectual challenges and very pleasant social encounters. ┘

– Dr. Roxana Halbleib

*Peter Diamond, Roxana Halbleib, Jana Mareckova
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THAT ESCALATED QUICKLY – PLANNING TO IGNORE RPE CAN BACKFIRE

Maik Bieleke and Wanja Wolff

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Abstract: Ratings of perceived exertion (RPE) are routinely assessed in exercise science and RPE is substantially associated with physiological criterion measures. According to the psychobiological model of endurance, RPE is a central limiting factor in performance. While RPE is known to be affected by psychological manipulations, it remains to be examined whether RPE can be self-regulated during static muscular endurance exercises to enhance performance. In this experiment, we investigate the effectiveness of the widely used and recommended self-regulation strategy of if-then planning (i.e., implementation intentions) in down-regulating RPE and improving performance in a static muscular endurance task. 62 female students (age: $M = 23.7$ years, $SD = 4.0$) were randomly assigned to an implementation intention or a control condition and performed a static muscular endurance task. They held two intertwined rings as long as possible while avoiding contacts between the rings. In the implementation intention condition, participants had an if-then plan: “If the task becomes too strenuous for me, then I ignore the strain and tell myself: Keep going!” Every 25 ± 10 s participants reported their RPE along with their perceived pain. Endurance performance was measured as

time to failure, along with contact errors as a measure of performance quality. No differences emerged between implementation intention and control participants regarding time to failure and performance quality. However, mixed-effects model analyses revealed a significant Time-to-Failure \times Condition interaction for RPE. Compared to the control condition, participants in the implementation intention condition reported substantially greater increases in RPE during the second half of the task and reached higher total values of RPE before task termination. A similar but weaker pattern evinced for perceived pain. Our results demonstrate that RPE during an endurance task can be self-regulated with if-then plans. This finding is particularly important given how frequently RPE is used in exercise science as a correlate of physiological processes that ultimately limit performance. Unexpectedly, participants with implementation intentions reported higher RPE than control participants. This suggests that strategies to self-regulate RPE might have ironic effects that hamper performance, maybe by increasing attention to RPE. This implication is important for exercise physiologists, athletes and coaches.



Maik Bieleke is postdoctoral researcher at the Department of Psychology. He studies the science of motivation and self-regulation, which is concerned with how people set and attain their goals. His focus is on both the cognitive processes of goal striving and the development of self-regulatory strategies for applied settings. This approach involves several interdisciplinary collaborations, most recently with sport psychologists and physiologists.



Lukas Thürmer is a Post-Doctoral Researcher at the Chair for Organisational Studies at the Department of Politics and Public Administration at the University of Konstanz as well as the Department of Psychology at the University of Pittsburgh. His research focusses on how teams attain their goals. In particular, he works on how self-regulation can improve performance, how attribution processes determine reactions to low performers, and how group members respond to threatening criticism. Lukas' research cuts across disciplines, including Motivation Science, Small Group Research, Social Psychology, and Organisational Studies.

Lukas Thürmer: Maik, your paper is about performance in a physical endurance task. You are a motivation scientist and decision researcher. How did you become interested in physical performance?

Maik Bieleke: Physical performance has many facets that are interesting from a motivational perspective. Taking up and sticking to a regular exercise regimen is among the top ten New Year's resolutions people make. Yet, they often struggle with realising their goals. Even professional athletes may fall short of their aspirations, for instance, when deviating from their pacing strategies or choking under the pressure of a competition. Common to these phenomena is that people need effective strategies to self-regulate their behaviour. In order to develop such strategies, I teamed up with my coauthor Wanja Wolff two years ago and we started to conduct research on the psychological limits of endurance performance. Beyond my scientific interest, I am a marathon runner and thus have a personal stake in understanding the motivational aspects of endurance.

LT: Your paper addresses the question of how if-then plans can help ignore the strain during a physical task. Can you explain how if-then plans work?

MB: If-then plans are a self-regulation strategy that people can use to better attain their goals. Once you have set a goal for yourself, you specify a situation that is critical for attaining it

(e.g., a good opportunity to act or an obstacle that you may encounter along the way). You then link this situation to a goal-directed behaviour to use the opportunity or deal with the obstacle. This “if (situation) – then (behaviour)” plan helps you to perform the planned behaviour efficiently when critical situations emerge. In the domain of endurance performance that we are studying, for example, if-then plans could specify how to deal with the soaring sensations of effort and pain during an endurance task. Even though these sensations are uncomfortable, one can usually endure them for quite some time.

LT: This seems like a broad and important field for motivation research. What was your specific research question or starting point? And why did you decide to team up with Wanja?

MB: Wanja is a sport psychologist and we share an interest in motivation and self-regulation of performance. We quickly discovered that research on effective self-regulation strategies like if-then plans for endurance performance is fairly sparse. This was surprising to us, given that many institutions, the public press, and even the scientific community encourage athletes to enhance their performance by making plans. We thus asked a simple question to begin with: Can if-then plans indeed facilitate endurance performance as it is commonly assumed? The paper describes the first results of the research we conducted to address this question.



LT: What did participants in your study do?

MB: In our study, we asked participants to hold two intertwined aluminum rings for as long as possible while avoiding contacts between the rings. This task becomes increasingly strenuous over time and therefore requires effective self-regulation to deal with negative sensations like effort and pain. We instructed half of the participants to form an if-then plan prior to performing the task: “If the task becomes too strenuous for me, then I ignore the strain and tell myself: Keep going!” The remaining participants instead rehearsed the general task instructions. We then measured how long participants managed to persist, and we repeatedly assessed their perceptions of effort and pain.

LT: And what did you find?

MB: We observed that effort and pain steadily increased, indicating that the task was indeed strenuous and required effective self-regulation. However, participants with if-then plans displayed a much steeper increase in these negative sensations and ended up experiencing more effort and stronger pain than other participants. The plans apparently had the ironic effect of

intensifying negative sensations rather than attenuating them. Moreover, we found no reliable differences between conditions regarding persistence. So at the bottom line, if-then planning did not improve endurance performance and even made the experience of the task worse.

LT: Your results run counter to existing research that usually finds that such plans increase performance. Do you have an explanation why the if-then plan in your study did not enhance performance and even backfired on perceived strain?

MB: Honestly speaking, we were surprised by our results. Beneficial effects of if-then planning have indeed been documented across several domains. And although research on if-then planning in the domain of athletic activities is still scarce, it suggests that if-then plans should enhance endurance performance. Moreover, our results seem rather robust: in a follow-up study with the same task and a similar if-then plan we again failed to find beneficial effects on performance. But this time we additionally monitored brain activity in the dorsolateral prefrontal cortex (DLPFC) during the entire task performance, a brain region commonly associated with various aspects of effort

self-control. We found that DLPFC activity, and thus effortful self-control, was important for performing the task – but this DLPFC activity was significantly reduced among participants with if-then plans. A tentative conclusion is that the if-then plans we used in our studies might have crowded out effortful control processes, which are required for successful endurance performance. If this was indeed the case, if-then plans should gauge people towards attending to and dealing with their internal sensations rather than trying to neglect them. Prior research indeed suggests that many successful professional athletes attend closely to their internal sensations during competition. We think that we should modify the if-then plans accordingly.

LT: The studies that we conduct within the GSDS usually look at cognitive decisions: People decide how much money to invest, which candidate to vote for, or how to behave at work. In which ways does your study go beyond these paradigms and research settings?

MB: Endurance performance has indeed been investigated as a purely physiological phenomenon for a long time. The implicit assumption was that people work like batteries and simply

endure a straining task until their physiological resources are exhausted. But this assumption has been challenged. Accumulating evidence suggests that people have limits for the effort they are willing to invest in a given task. Once a task requires more effort than that, people decide to disengage even when their physiological resources would allow them to continue for quite some time. From this perspective, the core of our research revolves around cognitive decisions, although in a domain that has so far not been investigated in the GSDS. And I think that this domain is interesting for decision researchers because it involves real and meaningful consequences for participants. Deciding to continue holding a weight when you feel throbbing pain is a decision that matters and your sore muscles will remind you of this decision the next day. This is a nice complement to other research in the GSDS, which typically studies decisions with monetary or hypothetical consequences.

LT: Your paper thus is still different from the topics that we usually discuss within the GSDS. Is your paper nevertheless relevant to the work of other decision researchers? And how can practitioners benefit from your research?

MB: I think that our research touches upon some basic principles of motivation and decision making that are relevant for other researchers in the GSDS as well. For instance, Wanja and I organised a symposium in October 2017 to which we invited psychologists, physiologists, and neuroscientists to discuss the role of self-regulation for endurance performance. The symposium revealed a broad interest in investigating how people determine how much effort to invest in a task, the physiological correlates of effort, and effective strategies for self-regulating effort. This suggests that our results are not only relevant in the domain of sport but could inform other disciplines as well. And you are right, a sound understanding of what limits endurance performance and knowledge about strategies that help utilise one’s resources would be highly relevant for practitioners. To reach out to them, we currently wrap up the existing research on the self-regulation of endurance performance along with our own findings in a contribution to an edited book that explicitly targets athletes and their coaches. ┘

TEAM INCENTIVES AND PERFORMANCE: EVIDENCE FROM A RETAIL CHAIN

Guido Friebel, Matthias Heinz, Miriam Krueger and Nikolay Zubanov
American Economic Review 2017, 107(8): 2168–2203

Abstract: In a field experiment with a retail chain (1,300 employees, 193 shops), randomly selected sales teams received a bonus. The bonus increases both sales and number of customers dealt with by 3 percent. Each dollar spent on the bonus generates \$3.80 in sales, and \$2.10 in profit. Wages increase by 2.2 percent while inequality rises only moderately. The analysis suggests effort complementarities to be important, and the effectiveness of peer pressure in overcoming free-riding to be limited. After rolling out the bonus scheme, the performance of the treatment and control shops converges, suggesting long-term stability of the treatment effect.



Nick Zubanov is a Professor of Organisational Economics at the Department of Economics. His approach to research is inherently interdisciplinary, as he applies the methods of economics to the questions of general and HR management. He does empirical research on the effects of management practices on firm performance. He works with colleagues world-wide on the design and implementation of field experiments in real firms. Recent topics of his research include the performance effects of incentive schemes, manager-employee communications, and workforce composition.

Sebastian Fehrer: In one sentence: What is the main contribution of the study?

Nick Zubanov: It demonstrates that team incentives can be very effective to motivate workers and increase their performance in a very realistic setting.

SF: In addition to high ecological validity (degree of realism) of the study – it was conducted in a real company, and the intervention was presented to the workers by the management like other organisational changes before – what characterises your empirical design?

NZ: The design is actually quite straightforward. It is a randomised controlled trial with treatment and control groups. A key feature is the clean implementation. We took great care to avoid spill-overs and resistance from the different stakeholders - the different management levels and the workers council - by developing the intervention with them in a way that every group could benefit from it. This was crucial for the implementation. Another interesting feature of the setting is the group of “Mini-Jobbers” that had to be excluded from the team bonus treatment for legal (tax) reasons. This gave us variation in the team compositions. Our findings show that the treatment effect decreases with the number of non-eligible “Mini-Jobbers” in the teams, despite the fact that the financial incentive was stronger for

the eligible team members as they had to share the potential bonus with fewer colleagues. This suggests that the individual work inputs in the teams are complements rather than substitutes. So, in addition to the mean treatment effects, our study gives insights into the team production function and on how the incentives work.

SF: You already mentioned the importance of avoiding resistance from the various organisational units that could potentially be affected by the intervention. Can you give a few more details?

NZ: Luckily, we had full support from the top management, which was very interested in learning how to improve their incentive schemes from the study. Having them on board was extremely helpful to convince the other key players: the workers council and the district and shop managers. To convince the latter group, for example, we had to design the bonus scheme in a way that posed no risk of losing resources to them. Understandably, they were reluctant to invest a part of their budgets for bonuses with ex-ante uncertain effectiveness. After we became aware of their concerns, we were able to convince the top management to pay the bonuses from a different pot. We had many, many meetings with all involved groups, which turned out to be important to identify and circumvent such potential obstacles to the implementation.

SF: Unlike most research, your study had an immediate impact

outside academia. The company rolled out the team bonus scheme in all shops after your positive impact evaluation. Have you received further reactions from outside academia?

NZ: Indeed, another company approached us after learning about our results. We are currently designing a new experiment with them. It is very exciting to see how our research impacts management practices in real companies and the exchange with the managers is also very fruitful for our research.

SF: Your study was published in one of the top 5 journals in economics. Do you have some advice for our GSDS youngsters regarding publication strategy?

NZ: The publication process at the *American Economic Review* was very smooth and our paper was accepted after two rounds of revisions. However, before sending it to this journal, the paper was rejected at the *Quarterly Journal of Economics* and even desk-rejected at the *Journal of Political Economy* (two other top 5 journals). So, my advice is: Do not let rejections discourage you, even if they are frustrating. Rejections are a normal part of the process. One of my co-authors uses to say that every paper has to be rejected at least once. If not, this indicates that you should have submitted it to a better ranked journal first. Before submitting a paper, I go through the following steps. I polish the paper really well, including making use of a professional proof-reading

service. Then I publish it in a working paper series to increase visibility. I present it in workshops and seminars and try to get as much feedback as possible, ideally including feedback from experts in the field. Taking these comments into account, I revise the working paper and then submit it to a highly-ranked journal. If it is rejected, I submit it to the next highly-ranked journal. The reviewers that you get at a journal are a small sample draw from the pool of reviewers. Views about the relevance of a paper's contribution and on whether it is of general interest are highly subjective. So, you always need some luck. However, you need less luck if you let the law of large numbers work for you by staying patient and drawing more samples.



Sebastian Fehrer is Juniorprofessor at the Department of Economics. His research interests lie in the fields of public, organisational, and behavioural economics, and his current research agenda focuses on decision making and communication in groups, such as committees or cartels. Further research projects address questions related to pro-social behaviour and the design of effective poverty alleviation policies for developing countries.

TO CLAIM OR NOT TO CLAIM?: HOW TERRITORIAL VALUE SHAPES DEMANDS FOR SELF-DETERMINATION

Comparative Political Studies, Vol. 50, Issue 7,
2017, pp. 992 – 1020.

Friederike Luise Kelle

Abstract: The literature on nationalism and civil war provides compelling evidence that territory is highly identity-relevant and strongly associated with conflict. However, it remains unclear which territorial characteristics determine this process, and how groups demanding self-determination differ from their counterparts not seeking greater rights. I argue that groups claim self-rule if they assign symbolic relevance to their land in contrast to material or strategic value, due to the positive effect of symbolic attachments on group cohesion. I present new data on the value of territory and self-determination demands, and propose a new and comprehensive measure of symbolic territory. The findings reveal that variation in symbolic value shows a considerably stronger association with self-determination demands than material and strategic territory. This highlights new research avenues investigating the role of territorial value in subnational conflicts, as well as the systematic differences in conflict behaviour between groups demanding self-rule and non-disputants.

Friederike Luise Kelle completed her PhD at the GSDS in 2017 and is now a Postdoctoral Researcher at the Berlin Social Science Center (WZB). Her research interests include the role of territory in self-determination demands as well as sovereignty referendums in the EU.



Miriam Hänni: Your paper is about claims for self-determination among ethnic groups. How did you become interested in this topic?

Friederike Luise Kelle: My interest in the topic stems from a graduate course on territory and conflict I did with David Carter at Princeton. While we tackled the issue from both the international and the domestic perspective, I particularly found the implications for subnational conflicts intriguing. So it was only natural for me to work on a related topic for my Master's thesis and, later, to build the research design of my dissertation around these issues. The link to self-determination stems from the observation that self-rule is closely related to territory, as it is always specific to a distinct piece of land. Having laid the groundwork for my interest in territory, conflict, and self-determination, David supervised my dissertation as external committee member.

MH: Territory has been an important variable in studies on conflict and nationalism for a long time. What is the problem with this literature?

FK: The nationalism literature acknowledges the relevance of territory, and particularly symbolic territory, for identity and conflict processes, but

does not systematically conceptualise or measure it. The conflict literature is more differentiated in this regard, but comparative studies on the subnational level mostly cover individual aspects of the territory pertaining to conflict processes, such as mountainous terrain or resource availability, or conceptualise symbolic features poorly by using problematic proxies. By building on the work done in these two traditions, I had the chance to add a more nuanced perspective on territorial value in a global comparative setting.

MH: How do you address these issues?

FK: I develop theoretical and empirical responses to these issues. For one, I join the theoretical contributions from the two traditions and extend them to provide a distinction of symbolic, material, and strategic features of territory, which compares the three alternatives on an equal footing. Symbolic territory, in particular, has been treated rather unidimensional in the conflict literature, for instance focusing on homeland or lost autonomy only, while being conceptualised in a more comprehensive manner in the nationalism literature. In a second step, I link territory and self-determination in general and specify the relevance of this distinction by developing the

mobilisation mechanism conditional on the type of territorial value.

From an empirical perspective, I develop a new measure of symbolic value on a global scale (more about this below). Moreover, I address a methodological problem from which many studies in the conflict literature suffer, where observations are selected on the dependent variable in order to explain how this outcome comes about. To take an example, you would investigate the role of diamonds in civil wars by analysing civil wars only. Any results, however, only allow for generalisations within the population of civil war cases. To remedy this issue, I use a case-control design, where I compare self-determination groups to an equal number of other socially relevant groups.

MH: You have just mentioned three types of territorial value. Symbolic value is related to factors such as homeland attachment and historical autonomy, material value refers mostly to natural resources, strategic value to military importance of a territory. You argue that symbolic value trumps material or strategic value. Why?

FK: In contrast to strategic and material value, symbolic features have immediate mobilisation advantages. These are twofold: First, symbolic territory is directly identity relevant. Think, for instance, of historical homelands, a former battlefield, or of a holy forest or river, which speak directly to individual and collective self-definitions. But symbolic features do not only offer an issue to mobilise around, but also increase the collective capacity to do so. As symbolic territorial features are perceived as being critical for individual and collective identities, real or perceived threats to these sites are by extension threats to the identity. Most of the self-determination groups are furthermore territorially concentrated, which helps developing strong group networks and ensures effective monitoring. Strategic and material terrain, in contrast, exhibit associations with fighting advantages or mobilisation through grievances or peripheral position, but these links are indirect and do not per se constitute a potential threat to group survival. Empirically, the association between symbolic territory and self-determination demands is strong and very robust, whereas material and strategic features fare comparatively badly when it comes to accounting for demand incidence.

MH: You develop your own dataset for the analysis. Why was this necessary and what were the main challenges you faced?

FK: Developing a new dataset was necessary due to methodological and conceptual issues. I partly built on existing data, but no full dataset could provide the structure and information I needed. As mentioned above, I develop a new measure of symbolic value on a global scale, taking into account political, historical, cultural, and landrights-related issues, and joined it with georeferenced data on territorial elevation and distance from the capital, as well as resource availability. Moreover, addressing the methodological problem of selection bias outlined above required the extension towards groups which were not covered in previous sources.

One of the main challenges was making sure that my main explanatory variable, symbolic territory, is exogenous to the incidence of self-determination demands. Moreover, I familiarised myself with ArcGIS in order to handle georeferenced data. This software is highly useful for a variety of purposes.

MH: Your study shows that groups who value their territory for symbolic reasons are up to 10 times more likely to raise demands for self-determination than groups who live on non-symbolically valuable land. What are the implications of this finding for studies on conflict and nationalism and what does this imply for conflict resolution or prevention?

FK: This finding supports evidence from the IR literature on international territorial conflict: When symbolic attachments are involved, conflict and, as subsequent work shows, low-scale nonconventional strategies are more common. It also adds more nuance to existing work from the conflict and nationalism literatures by offering a systematic comparative study on a global scale, which allows for the exogenous measurement of a differentiated measure of symbolic territorial attachments.

From a practical viewpoint, this means that conflict prevention probably has better chances of success than resolution, as conflicts involving intangible issues are notoriously difficult to tackle. In an ideal world, conflict prevention then should target arrangements that

ensure increased degrees of autonomy of the disputed regions, while offering a transparent democratic process to address related grievances.

MH: You put lots of effort into the collection of the data. It must have opened up many new avenues for research. Are you still working on the topic?

FK: It did! For one, I am working on several extensions of the project. In one of the papers, I investigate the role of territory in explaining why some self-determination groups gain concessions from the state, while others do not. An additional paper offers the first comparative study to investigate the relation between religion and self-determination on a global scale. Additional co-authored projects are currently under preparation.

In addition to the work directly related to this project, the dissertation has also inspired the project I currently work on. While studying self-determination on a global scale, obvious differences in the conditions which groups face as a function of world region triggered my interest in those regions where groups are protected by a legal framework that counters serious discrimination

or repression and have conventional political means at their disposal. Why do we see these demands in Europe and how are they tackled? My new project therefore studies sovereignty referendums in the European Union, such as in Catalonia or Lombardy last year. ┘



Miriam Hänni is a Postdoctoral Researcher in the working group of Comparative Politics and works in a DFG-funded Project on Conditional Responsiveness in Germany and France. Her main research interests include policy responsiveness and representation, with a particular focus on disadvantaged groups such as socio-economic, political, and ethnic minorities.

WHY SHOULD WOMEN GET LESS?

EVIDENCE ON THE GENDER PAY GAP FROM MULTIFACTORIAL SURVEY EXPERIMENTS

American Sociological Review, 82(1), 179-210.

Karin Auspurg, Thomas Hinz and Carsten Sauer

Abstract: Gender pay gaps likely persist in Western societies because both men and women consider somewhat lower earnings for female employees than for otherwise similar male employees to be fair. Two different theoretical approaches explain “legitimate” wage gaps: same-gender referent theory and reward expectations theory. The first approach states that women compare their lower earnings primarily with that of other underpaid women; the second approach argues that both men and women value gender as a status variable that yields lower expectations about how much each gender should be paid for otherwise equal work. This article is the first to analyse hypotheses contrasting the two theories using an experimental factorial survey design. In 2009, approximately 1,600 German residents rated more than 26,000 descriptions of fictitious employees. The labour market characteristics of each employee and the amount of information given about them were experimentally varied across all descriptions. The results primarily support reward expectations theory. Both men and women produced gender pay gaps in their fairness ratings (with the mean ratio of just female-to-male wages being .92). Respondents framed the just pay ratios by the gender inequalities they experienced in their own occupations, and some evidence of gender-specific evaluation standards emerged.



Sebastian Koos: How did you become interested in the gender pay gap?

Thomas Hinz: It is a long-standing research interest of mine. When I was a post-doc at LMU Munich, I had the chance to work on organisations and their impact on social inequality. One particular part of my research focus at that time was on gender inequality within organisations. What are the driving factors of inequality within and between firms? Wages obviously are an important dimension of inequality. I was able to work with rich and innovative employer-employee data and

implemented fixed-effects approaches to get reliable estimates of gender wage inequality within firms and within jobs. This research was related to the interesting question of how to interpret the within-gap. Is it discrimination? What kind of discrimination? Some years later and together with my colleagues Katrin Auspurg (LMU Munich) and Carsten Sauer (Radboud Universiteit Nijmegen), we had the chance to complete the picture by focussing on the attitudes of employees towards wage inequality. To put it differently: Is there some evidence that the persisting gender pay gap is considered to be fair – at least to a certain degree?

Thomas Hinz is Professor of Empirical Social Research with a Focus on Survey Research at the Department of Sociology. His research focuses on survey experiments, methods of empirical social research, labour market sociology, social inequality and organisational and economic sociology.

SK: The research question of the paper seems normative in tone: Why should women get less? What is the underlying research puzzle and how can Analytical Sociology help to address such questions?

TH: Let me clarify that we did not take a normative perspective as researchers. We studied normative judgements of men and women in our society and asked where the normative judgements on wages came from. We were challenged by the irritation that – although people endorse gender equality norms in great majority – they judge a wage gap in favour of men as fair. Our contribution to the scientific programme of Analytical Sociology is that we could precisely test hypotheses from competing theoretical approaches.

SK: So why do people in Germany think women should get less?

TH: As just mentioned, we had the chance to test several theoretical approaches. The discussion distinguishes same-gender referent theory (women compare their earnings primarily with that of other women) and reward expectations theory (gender functions as general status variable). We found evidence for the second approach: Both men and women evaluated a mean ratio of 92% female-to-male wage as fair. Men and women framed the pay ratios by gender

inequalities they experienced over their occupational careers. By the way, we could rule out that the judgements of our respondents from a representative survey in Germany were driven by statistical discrimination. Of course, statistical discrimination (based on information uncertainty about characteristics that determine productivity) could play a significant role if we studied hiring and promotion decisions of employers.

SK: You and your co-authors have done extensive work on developing and teaching the method of factorial survey experiments. Can you briefly explain the advantage of this method and how it is reflected in the paper?

TH: A factorial survey experiment contains hypothetical scenarios or descriptions of situations and persons (“vignettes”). All dimensions which describe the situation are systematically varied – with an experimental setup, i.e., the dimensions are orthogonal and with maximal variance. Using this kind of setup and randomly assigning vignettes to respondents, we succeeded in combining the strengths of an experimental design (mainly: causality, internal validity) with the strength of surveys (external validity). In our paper, we presented 10 to 30 randomly ordered vignettes to our respondent sample. The respondents learned about employees with varying

age, gender, vocational degree, occupation, experience, tenure, performance, etc., and were asked to evaluate gross earnings on an 11 point-rating scale. Principally, we presented men and women on average vignette employees with identical characteristics. To our understanding, research can benefit a lot from survey experiments.

SK: The American Sociological Review is the highest ranked journal in Sociology. In the past, there has been a lot of contention about the length and contingencies in the review process of this journal. Can you share some of your experiences with the publication process, for instance, how long it took you, how many reviewers and rounds you needed until the final acceptance?

TH: Our experience with a submission to ASR was really great. Apart from the final result (which was, of course, joyful), the review process was thoughtful and dedicated. The most important hurdle to overcome was to convince the editors of the relevance and potential of our work. We received four comprehensive and helpful reviews in the first round, they were critical, but encouraged to resubmit the paper. The editors agreed on the overall positive evaluation of our research. The resubmission got a conditional acceptance status – again based on serious and critical reviews. We had to do

additional work on minor points for some weeks. Regarding the timeframe, decisions were made quite timely. We submitted the first version in April 2015, received the revise/resubmit decision by July 2015. Resubmission was delivered in November 2015, conditional acceptance by February 2016. The paper was published in the first issue of ASR volume 2017. To sum up, if you have a promising research paper – why not reach out for the top journals? It would have been rewarding even without a final acceptance.

SK: Finally, based on your results, what would be potential suggestions or policy recommendations to close the gender pay gap?

TH: According to our research results, the new transparency law on wages will not really help to close the gap. We think that – in the long run – experience with more women in top-positions would reduce the wide-spread devaluation of females based on gender as a status category. In a new project, we focus on supply side factors: Are women willing to trade flexible working conditions for money? What kind of flexibility is relevant? There is some evidence that more family-friendly working conditions (regarding time and spatial flexibility) would contribute to decrease the gender wage gap. ┘



Sebastian Koos is Assistant Professor of Corporate Social Responsibility at the Department of Politics and Public Administration since 2015. He received his PhD in Sociology from the University of Mannheim and was a John F. Kennedy Memorial Fellow at the Center for European Studies, Harvard University. Before coming to Konstanz, he worked as a Postdoc Fellow at the Mannheim Centre for European Social Research (MZES), University of Mannheim. His research focuses on corporate social responsibility, sustainable and political consumerism, employment relations, the moral economy of capitalism, and pro-social behaviour. Koos currently serves as Chair of the Economic Sociology Research Network of the European Sociological Association (ESA).

ANSELM RINK

JUDGMENTS IN THE ABSENCE OF FEEDBACK



Anselm Rink is a junior professor for Political Economy. He studied at the London School of Economics and received his PhD from Columbia University in 2017. At the GSDS, his research focuses on the political economy of development.

1) Why did you choose the University of Konstanz and the GSDS as the next place for continuing your academic career?

Konstanz has a unique blend of scholars studying developing countries using a variety of methodological approaches. The faculty are exceptionally good (and nice!) and its location at the Bodensee is yet another bonus.

2) In research, I am currently most interested in...

Big questions that I can study using modern methods of causal inference. For example, I have a couple of new projects that study political activism - a field where exogenous variation is notoriously hard to come by.

3) The GSDS is an interdisciplinary Graduate School. How will your research benefit from such an integrated approach?

At the risk of a sweeping generalisation: The economists at the GSDS can help me sharpen my empirical skills, the political scientists can help sharpen my theoretical arguments, and the computer scientists can help me use the right data.

4) What has influenced you the most in your academic career so far?

Talking to scholars from other subfields or even disciplines. There is no better way to get new ideas.

5) From your personal experience: what advice can you give to the doctoral students of the Graduate School?

Nurture your curiosity. Or, in the words of Nietzsche, "Die Glücklichen sind neugierig." If you have a good idea, pursue it. And, accept failure. ┘

The ability to make judgments is a core capacity in personal and professional life. Individuals spontaneously form impressions about strangers based upon their appearance, employees prioritise their daily duties according to their urgency and importance, and lecturers grade their students' essays considering their arguments and writing style. The question of how individuals integrate these multiple pieces of information into a global judgment is key to understanding human judgments and decisions. In the past decade, judgment research has successfully unraveled the cognitive processes and abilities underlying judgments in situations in which the individual repeatedly receives feedback about an objectively correct criterion. Yet, individuals rarely receive objective feedback for many daily judgments, such as forming impressions about strangers, and instead have to base their judgments upon some internally generated criterion.

The project "Towards understanding the cognitive representations underlying unsupervised judgment", funded by a DFG research grant from 2017-2019, aims to transfer the knowledge gained about the cognitive processes underlying judgments with feedback to

situations in which no objective feedback or criterion exists. The project group involves Janina A. Hoffmann as the principal investigator, Tjasa Omerzu, a current PhD student at the GSDS, and Maarten Speekenbrink, a collaborator from University College London. In a first step, we attempt to identify the statistical properties people pay attention to when asked to form intuitive judgments. In addition, we contrast to what degree people only attend to a single feature or consider all features to the same extent. For instance, when encountering strangers people may attend to features that strongly vary between persons, such as the clothing style, but ignore less variable features, such as eye color. First results indicate that features with a higher variability allow participants to make more consistent judgments. In addition, when judging new objects, participants appear to attend to all features to the same degree and do not preferably base their judgments on a single piece of information. These initial results have been presented to a broader audience at the 60. Conference of Experimental Psychologists (Tjasa Omerzu as the first author).

In a next step, we aim to investigate the statistical properties that likely

encourage retrieving past experiences from memory when making intuitive judgments. Ultimately, these results will help to disentangle the factors that may underlie information integration and memory-based processes in evaluative judgments and allow to spell out a computational judgment theory that can be applied to every-day judgments, such as impression formation.



Janina A. Hoffmann is Assistant Professor for Information Processing and Economic decision making at the Department of Psychology and the Graduate School of Decision Sciences. In her research, she aims to understand the memory foundations of human judgment and decision making processes. Currently, she pursues the question of how people learn to select among different judgment strategies.

ANNUAL MEETING OF THE FOJUS – YOUNG SCHOLARS ASSOCIATION IN POLICY ANALYSIS AND PUBLIC ADMINISTRATION AT THE GSDS

Exchange and discussion about current research projects is an important part of academic work. Promoting early and informal exchange already at the level of doctoral students is therefore one of the goals of the Forum Junge Staats-, Policy- und Verwaltungsforschung (FoJuS), whose annual conference took place at the University of Konstanz.



On February 22 and 23, 2018, Yvonne Hegele, current member of the GSDS, hosted the 11th Annual Meeting of the FoJuS at the University of Konstanz. Under the title “Administration as an Actor - Actors in Administration”, doctoral students from various German universities discussed their current research in the field of policy analysis and administrative science.

The FoJuS is the young scholars association of the section of Policy Analysis and Public Administration of the German Association for Political Science (DVPW). The FoJuS aims at promoting networking and exchange among junior researchers and represents their interests in the section and the association. For this purpose, the FoJuS spokespersons organise a conference every year, with different topics at changing university locations in Germany. (Further information on www.fojus.de).



The research projects presented at the annual conference in Konstanz underlined the central importance of actors in public administration research. In a total of five panels, this was examined at different levels and for different policy areas. At the municipal level, it became clear that individual administrative actors could make a difference to the policy outcome, be it as a savings commissioner in indebted municipalities or through cooperation with companies in order to jointly realise public tasks. The discussion on actors at the European level showed that administrative science provides important insights, in particular in the analysis of the European Commission and its directorates-generals as well as in the analysis of the implementation of European laws and regulations by the member states at the national level. Furthermore, it was pointed out that the influence of the ministerial administration

on policy processes and results has not yet been adequately investigated and that further research is needed. At a roundtable on Thursday evening, the conference participants discussed with Dr. Katrin Auel (Institute for Advanced Studies Vienna), Prof. Dr. Gijs Jan Brandsma (University of Utrecht) and Prof. Dr. Ines Mergel (University of Konstanz) the topic “Pursuing an international career in academia”. First of all, the discussion revealed the differences in the scientific systems of the Netherlands, Austria and the USA and the respective status of administrative science. While public administration research is hardly ever pursued in Austria, it has a very high status in the Netherlands. In the USA, a more strict distinction is made between economic and management-oriented public management research and political science oriented administrative research. In

addition, the participants received important tips on prerequisites and strategies for an academic career. Furthermore, Prof. Dr. Nathalie Behnke, Jun. Prof. Sebastian Koos and Jun. Prof. Christina Zuber, all PIs and JIs of the GSDS, participated as discussant of the papers. The event was also financially supported by the GSDS. ┘

INTERDISCIPLINARY WORKSHOP “NEW DEVELOPMENTS IN SPATIAL MODELS OF PARTY COMPETITION”

For several decades, spatial models have served as workhorse models in different areas of modern political science. Researchers have successfully applied these formal models to various topics including coalition formations, legislative processes, international negotiations, and judicial decision making. However, spatial models remain firmly rooted in the context where they were originally introduced in political science: models of candidate or party competition during electoral campaigns. As a result, the theoretical and empirical analysis of party competition have strongly driven various developments of spatial models such as extensions to multi-dimensional spaces, competition and interactions among multiple parties (actors), distinction between extrinsic and intrinsic motivation, introduction of random utility models, etc.

Despite this long list of important innovations, different aspects of spatial models are still in need of improvement and research: The role of uncertainty in exogenous and endogenous valence factors, appropriate measurement

strategies for party positions, and statistical models that are consistently derived from the theoretical models. Additionally, the model predictions should be tied more closely to psychological models of decision making processes. These topics are currently addressed by a group of researchers in Europe and the US; however, they often present their findings at various large conferences with little communication with each other. Given this situation, Bernard Grofman (UC Irvine), who was a visiting professor in Summer 2015 at the GSDS, and Susumu Shikano came to the idea to organise an annual workshop on spatial models of party competition. In this workshop, scholars working on the topic should meet and exchange their newest findings with each other. To kick off the workshop, both were able to secure financial support from the international office and GSDS at the University of Konstanz as well as the Center for the Study of Democracy at UC Irvine. Konstantin Käppner, a GSDS PhD candidate, was also involved in the organisation of the workshop in Konstanz.

19 researchers from Europe and the US joined us for the workshop on July 21-22, 2017. Both political scientists and economists were among the participants, and many colleagues from Konstanz also participated actively in discussion. 13 papers were presented and discussed in seven sessions, each of which covered topics like issue salience, ideology and valence, position ambiguity, elite-voter linkage, and local party competition. Such a coherent programme enabled participants with similar research interest to discuss potential answers to the challenges in spatial modelling mentioned above. Therefore, the participants agreed to continue this workshop in the future in other places and to work on a conference volume. ┘



WORKSHOP ON DYNAMICAL SYSTEMS AND BRAIN-INSPIRED INFORMATION PROCESSING

Organising Committee:

- Lyudmila Grigoryeva, Universität Konstanz
- Herbert Jaeger, Jacobs, University Bremen
- Laurent Larger, FEMTO-ST, Université Bourgogne Franche-Comté
- Juan-Pablo Ortega, Universität St. Gallen, CNRS

The availability of adequate information-processing solutions is of paramount importance for the progress of decision-related sciences. In that respect, digital processors and microelectronic technologies have profoundly changed our society. They have provided a large array of devices and tools that make possible an extremely fast automation of complicated tasks. The basic principles of this computational approach were theoretically devised by Alan Turing already 80 years ago, and were later implemented in hardware using the so-called Turing-von Neumann architectures, that have lead nowadays to the availability of numerous “smart” technologies that use integrated digital processors and memories.

As our society progresses technologically, these digital computers are

expected to perform more efficiently, to function faster, and to solve more and more complicated tasks. We have nevertheless reached performance levels that make us face critical physical and technological limits. These are resulting in a clearly observed decline of Moore’s law, that is, the empirically observed phenomenon that the number of transistors in a dense integrated circuit doubles approximately every two years.

These limits are found at the device integration level (size limit, basic integrity of logic gate functionality due to extremely small size, individual power consumption, global surface density power dissipation) or at the system architecture level (megawatt power consumption of an increasing number of computer farms, with extreme complexity of numerous parallelised processors). Beyond these identified technological limitations on integration, speed, architecture, and power consumption, we are also more and more confronted with complex calculation tasks which cannot be addressed without heavily parallelised super-computers, or which sometimes cannot even be solved at all. Despite the amazing possibilities in efficiently

executed complex algorithms, and beyond strategic research programmes intended to obtain further improvements in the computational power of digital computers (High Performance Computing), more and more difficult computational tasks are discovered and for a non-negligible part of them, we just do not find a way to solve them.

In this context, a natural alternative approach is to reconsider computing in terms of its basic principles, i.e., thinking about alternative solutions to the Turing-von Neumann approach. The most obvious alternative is the still profoundly mysterious and fascinating human brain: Free will, uncertainty, intuition - the single core processor at the origin of the evolution of human society. With just 30 watts of power consumption, the brain definitely does have structural principles of a completely different kind of those in digital microprocessors. A possible way to uncover the basics of brain operation, thus allowing for its understanding and its technological implementation, consists in addressing the understanding of the brain operation principles through existing concepts and intuitions already identified by the brain cognitive science, and the

machine learning, nonlinear dynamics, physics, photonics, and signal processing communities.

The main objective of our Workshop on Dynamical Systems and Brain-inspired Information Processing was gathering leading experts in all those fields that are using different technological and intellectual tools in trying to pierce those mysteries. Experience tells us that important breakthroughs in the solution of such a complex problem can only be multidisciplinary and this is the philosophy that guided the organisation of this scientific event. The speakers, posters presenters, students, and participants that took part in the workshop represented a large array of scientific subjects and applications, all of them having in common the design, implementation, or fabrication of brain-inspired information processing methods or devices.

The meeting opened with a talk by Herbert Jaeger (Jacobs University, Bremen). He is one of the pioneers of this circle of idea. A few years ago, he underlined the great potential of certain brain-inspired recurrent neural networks in the learning and forecasting of dynamic processes in a paper published in *Science*. Other speakers were top experts in optics, electronics, or material sciences that are creating dedicated hardware for information processing using brain-inspired architectures that, as they showed to us, are capable of unprecedented performance. Some of them are at the head of top research groups all over Europe that are pushing the frontiers of this field:

Peter Bienstman, Joni Dambre, Serge Massar (Belgium), Stéphane Barland, Daniel Brunner, Laurent Larger, Damian Rontani (France), Gordon Pipa, Martin Ziegler (Germany). The programme also included speakers that showed how industrial research is also putting high hopes in this potentially revolutionary family of approaches: Stefan Abel (IBM Research, Zurich), Laurent Daudet (LightOn, Paris).

Most of the hardware designs that are being proposed combine complex nonlinear delay dynamics, machine learning, optimisation, signal processing, optical communication technologies, and use performance benchmarks coming from well-identified real-world complex problems. Some of those methodological topics were covered in more theoretical talks by Stéphane Chrétien (National Physical Laboratory, London), Lyudmila Grigoryeva (Konstanz, GSDS), Luis Pesquera (CSIC, Spain). Regarding the applications, we had captivating talks and poster presentations by Oleksandra Kukharenko (protein dynamics, Konstanz), Josef Teichmann (finance, ETH Zurich), Coralie Joucla (EEG classification and diagnosis, Besançon University Hospital).

The workshop attracted many young researchers who presented twelve posters during the second day and we offered two prizes for the best poster presentations to Xu He (Jacobs University Bremen, Germany) and Hendrik Wernecke (Goethe University Frankfurt (Main), Germany).

This Workshop on Dynamical Systems and Brain-inspired Information Processing was the fourth of a series with this name. The first two were held in 2012 and 2015 in Besançon (France), and the third one in 2017 in Brussels (Belgium). These meetings are fostering the creation of a community around subjects that, as it was evident during the conference, are both intellectually relevant and strategically important, and it was a pleasure to host the event at the University of Konstanz.

We are thankful for the financial support of the Young Scholar Fund and the Graduate School of Decision Sciences which made this event possible and look forward to the sequel in the Fall 2018. ┘



GRADUATES 2017

DOMINIK BAUER

GSDS MEMBER: 10/2013 – 12/2017
GRADUATION: 15/12/17
“THREE ESSAYS ON BELIEFS IN BEHAVIORAL ECONOMICS”
SUPERVISORS: Prof. Dr. Urs Fischbacher
Prof. Dr. Susanne Goldlücke
Prof. Dr. Wolfgang Gaissmaier



KONSTANTIN VON HESLER

GSDS MEMBER: 11/2012 – 12/2017
GRADUATION: 14/12/2017
“THREE ECONOMIC EXPERIMENTS ON
NORM ENFORCEMENT, HONESTY, AND STRATEGIC GAZE”
SUPERVISORS: Prof. Dr. Urs Fischbacher
Prof. Dr. Peter Gollwitzer
Prof. Dr. Gerald Eisenkopf (University of Vechta)



DANIELA BEYER

GSDS MEMBER: 10/2013 – 07/2017
GRADUATION: 20/07/2017
“THE POLICY CONSEQUENCES OF THE EUROPEAN PROJECT:
FROM POLITICS TO POLICIES IN THE EU
AND THE MEMBER STATES.”
SUPERVISORS: Prof. Dr. Christian Breunig
Prof. Dr. Dirk Leuffen
Prof. Dr. Matthew Gabel (Washington University St. Louis)



ARPITA KHANNA

GSDS MEMBER: 10/2013 – 05/2017
GRADUATION: 16/05/2017
“THE OIL CURSE REVISITED: OWNERSHIP MATTERS.”
SUPERVISORS: Prof. Dr. Gerald Schneider
Jun.-Prof. Dr. Luna Bellani
Dr. Michael Becher (IAST Toulouse)



PETER HAFFKE

GSDS MEMBER: 11/2012 – 06/2017
GRADUATION: 30/06/2017
“DYNAMICS OF INFORMATION PROCESSING IN RISKY
CHOICES: MAKING THOROUGH USE OF BEHAVIORAL DATA”
SUPERVISORS: Prof. Dr. Ronald Hübner
Prof. Dr. Wolfgang Gaissmaier
Prof. Dr. Peter. N. C. Mohr (Freie Universität Berlin)



JAN HAUSFELD

GSDS MEMBER: 11/2012 – 08/2017
GRADUATION: 29/08/2017
“HOW PRESSURE AFFECTS DECISION MAKING”
SUPERVISORS: Prof. Dr. Urs Fischbacher
Prof. Dr. Ronald Hübner
Prof. Dr. Gerald Eisenkopf (University of Vechta)



FRIEDERIKE LUISE KELLE

GSDS MEMBER: 10/2013 – 02/2017
GRADUATION: 14/02/2017
“TO CLAIM OR NOT TO CLAIM?
TERRITORY, VIOLENCE, AND FRAMING IN SUBNATIONAL
DEMANDS FOR SELF-DETERMINATION”
SUPERVISORS: Prof. Dr. Gerald Schneider
Prof. Dr. Nils Weidmann
Prof. David Carter, Ph.D., (Princeton University)



VISITING PROFESSORS AND COURSES IN 2017

DOMINIK LOBER

GSDS MEMBER: 10/2014 – 12/2017

GRADUATION: 18/12/2017

“SELF-INTEREST AND SOLIDARITY IN THE “SILVER AGE” OF THE WELFARE STATE: OLDER PEOPLE’S PREFERENCES FOR YOUTH-ORIENTED SOCIAL SPENDING IN TIMES OF SCARCE RESOURCES”

SUPERVISORS: Prof. Dr. Marius Busemeyer

Prof. Dr. Christian Breunig

Prof. Dr. Achim Goerres (Universität Duisburg-Essen)



ANNEROSE NISSER

GSDS MEMBER: 05/2014 – 11/2017

GRADUATION: 10/11/2017

“CROSS-ETHNIC INTERACTIONS AND THE INFLUENCE OF POLITICS EVIDENCE FROM ONLINE SPACES AND A FIELD EXPERIMENT IN BOSNIA AND HERZEGOVINA”

SUPERVISORS: Prof. Dr. Nils B. Weidmann

Jun.-Prof. Dr. Christina Zuber

Prof. Dr. Ulrik Brandes



ANJA WEIERGRÄBER

GSDS MEMBER: 10/2013 – 05/2017

GRADUATION: 19/05/2017

“DYNAMICS OF INFORMATION PROCESSING IN RISKY CHOICES: MAKING THOROUGH USE OF BEHAVIORAL DATA”

SUPERVISORS: Prof. Dr. Ronald Hübner

Prof. Dr. Wolfgang Gaissmaier

Prof. Dr. Peter. N. C. Mohr (Freie Universität Berlin)



MICHAEL BIRNBAUM

Professor of Psychology, California State University, Fullerton

“2nd Summer School on Internet-based Data Collection and Analysis in Decision Making”

CARLOS CARRILLO-TUDELA

Associate Professor in Economics, Department of Economics, University of Essex

“Labour Market Search”

KRISTIAN SKREDE GLEDITSCH

Professor of Political Science, Department of Government, University of Essex

Research Stay

BERTHOLD HERRENDORF

Professor in the Department of Economics, W.P. Carey School of Business, Arizona State University

“Growth and Development”

CHARLES M. JUDD

College Professor of Distinction, University of Colorado, Boulder

“2nd Summer School on Internet-based Data Collection and Analysis in Decision Making”

LUTZ KILIAN

Professor, Department of Economics, University of Michigan, Ann Arbor

“Structural VAR Analyses”

DIRK KRUEGER

Professor, Department of Economics, University of Pennsylvania

“Macroeconomics with Household Heterogeneity”

IAN KRAJBICH

Assistant Professor, Cognitive, Decision Faculty, Department of Psychology, Ohio State University

“The Dynamics of Economic Decision Making”

SUGATA MARJIT

Reserve Bank of India, Professor of Industrial Economics at the Centre for Studies in Social Sciences, Calcutta

“Development Economics”

KURT MITMAN

Assistant Professor, Institute for International Economic Studies, Stockholm University

“Macroeconomics with Household Heterogeneity”

GARY MCCLELLAND

Professor Emeritus, Psychology and Neuroscience, University of Colorado, Boulder

“2nd Summer School on Internet-based Data Collection and Analysis in Decision Making”

BRANISLAV L. SLANTCHEV

Professor of Political Science, University of California, San Diego Research Stay

CHRISTINA J. SCHNEIDER

Associate Professor of Political Science, University of California, San Diego

Research Stay

NEWS & EVENTS IN 2017

FEB
07, 2017

BOOK CONFERENCE “RESPONSIVE GOVERNANCE: NATIONAL ELECTIONS AND EUROPEAN COOPERATION”

At this conference, we discussed in-depth a book project on “Responsive Governance: National Elections and European Cooperation.” This book manuscript is the product of Christina Schneider’s Alexander-von-Humboldt fellowship at the University of Konstanz. Christina Schneider invited six political science experts on the topic of European integration. The participants from GSDS were Prof. Dr. Gerald Schneider and Prof. Dr. Dirk Leuffen. The participants from other universities were Prof. Dr. Frank Schimmelfennig from the ETH Zurich, Prof. Dr. Simon Hug from the University of Geneva, and Prof. Dr. Stefanie Bailer from the University of Basel. All six participants are experts in the field of European integration, and have worked on issues of European negotiation and cooperation. The participants commented on various aspects of the book project.

JUN
08, 2017

SEMINAR “MOTIVATION AND LEADERSHIP”

Seminar and fireside chat with Emilio Galli Zugaro, who spoke about the right career choices in academic and non-academic settings for students and how to find them. (Page 36)

JUL
20 – 21, 2017

WORKSHOP “RECENT DEVELOPMENT OF SPATIAL MODELS OF PARTY COMPETITION”

This workshop brought together some of the most distinguished theoretical and empirical scholars of party competition from Germany and the USA such as Samuel Merrill, Jim Adams, Franz Urban Pappi, and many others. Together, we discussed new avenues and directions in spatial models of party competition. (Page 68)

AUG
Aug 31 – Sep 01
2017

WORKSHOP “POLITICAL ECONOMY: THEORY MEETS EMPIRICS”

The goal of the workshop was to foster the dialog between theorists and empiricists working on political economy. The topics of the 14 different presentations of our international guests and the participating GSDS researchers centered on the broad question of how well democratic institutions, in particular voting processes, are able to aggregate preferences and information to foster common welfare and how this process may be influenced by outside lobbyists or populist politicians and movements.

SEP
11 – 15, 2017

2ND SUMMER SCHOOL ON INTERNET-BASED DATA COLLECTION AND ANALYSIS IN DECISION MAKING 2017

The Graduate School of Decision Sciences organised the **2nd Summer School on Internet-based Data Collection and Analysis in Decision Making**

Instructors: Michael Birnbaum * Chick Judd

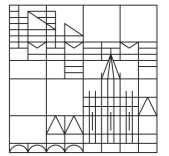
* Gary McClelland * Ulf-Dietrich Reips

Topics: Basic and advanced concepts of Internet-based research * Methods of Decision Making research * Mediation & Moderation & Mediated Moderation analysis * Experimental design * Online tools & standards * Visualization * Apps * Optimal design * Theory and model testing * Mixed models * Analysis of Internet data * Avoiding frequently made errors * Practical applications * Social Media * Big Data * iScience *

SEP
25 – 28, 2017

4TH GSDS RETREAT (ZUFLUCHT, BLACK FOREST)

The Graduate School’s Science Retreat took place at hotel “Zuflucht”, Black Forest. For the first time, it was a four day workshop with an extended programme and a few activities such as hiking and sightseeing tours. Its main purpose was to facilitate the exchange of ideas and research results as well as to develop new collaborations. There were 18 talks given by doctoral students of the Graduate School. Moreover, outside of the official programme, there was enough time to discuss research ideas and methods in small groups.



OKT

05 – 06, 2017

WORKSHOP ON DYNAMICAL SYSTEMS AND BRAIN-INSPIRED INFORMATION PROCESSING

This workshop focused on data-driven approaches to machine/statistical learning based on exploiting dynamical systems, sometimes brain-inspired, to perform complex computational and information processing tasks. Various mathematical connections have already been established between dynamical systems and the classical concept of Turing computability, but it is not clear whether this notion is the most adequate from a dynamical systems perspective. (Page 70)

OKT

05 – 06, 2017

WORKSHOP “REPEATED GAMES: THEORY AND EXPERIMENTS”

This was an intensive one day workshop on repeated games with local (junior and senior) and international researchers. The goal of the workshop was bringing together researchers who work either theoretically or empirically on repeated games. Topics and methodologies, including lab experiments on behavioural aspects, draw from political science, economics and also psychology. GSDS doctoral students from all three fields had the opportunity to present their work and take an active role as discussants of the papers presented by the invited speakers.

Many social and economic interactions are characterised by repeated interactions, which can be theoretically modelled and analysed using game theory. Applications include repeated elections, repeated gift-exchange between social groups or friends, and collusion of firms engaging in repeated price-setting. Many theoretical predictions rely on complicated strategies and equilibrium refinements, for example, renegotiation proofness, evolutionary stability, or backward induction over many periods. Even after applying refinements, typically many equilibria are left, which makes theoretical predictions imprecise. It is therefore crucial to test theoretical predictions empirically and also to learn in an explorative way how people play these games. Laboratory experiments offer an ideal setting as they give researchers control and observations of the key variables. The exact payoffs, pieces of private information, and communication, which are all assumed to play important roles in these games, are hardly ever documented and accessible in observational datasets. In the lab, they can be manipulated and observed. Both repeated game theory and experimental work in this area are very active fields of research and many important contributions have been made in the last decade.

Conference on Decision Sciences



Graduate School of Decision Sciences

University of Konstanz, Germany

Tuesday, 25th – Friday, 28th September 2018

An interdisciplinary conference with the keynote speakers:
Catherine de Vries (University of Essex), Ernst Fehr (University of Zurich),
Dominik Hangartner (ETH Zurich) and Adam Szeidl (CEU, Budapest).

Call for abstracts/papers by 1st May 2018

Registration deadline for presenters: 1st July 2018

Registration deadline for non-presenters: 1st August 2018



Deutsche
Forschungsgemeinschaft
DFG

Information and registration:

gsds.uni.kn/conference-on-decision-sciences

SUMMER SEMESTER 2017

CARL MAIER | 09.05.2017

Uninformed buyers and market efficiency

LUTZ KILIAN, UNIVERSITY OF MICHIGAN | 16.05.2017

Lower Oil Prices and the U.S. Economy: Is This Time Different?

BENEDIKT HERRMANN | 23.05.2017

Applying Behavioural economics to policy making - first experiences

GORDON BROWN, UNIVERSITY OF WARWICK | 30.05.2017

Social Norms and Polarisation: A Cognitive Model

VOLKER HAHN | 06.06.2017

Policy Effects in a Simple Fully Non-Linear New Keynesian Model of the Liquidity Trap

KARSTEN DONNAY | 13.06.2017

Explaining Electoral Violence Using Grievance Measures Derived From Social Media

BIHEMO KIMASA | 20.06.2017

Occupational Job and Worker Flows in German Establishments

CHRISTIN SCHULZE, MPIB BERLIN | 27.06.2017

Probability matching in repeated choice under uncertainty (guest of Wolfgang Gaissmaier)

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To be alike or to be different: Incentives for conformity and disconformity

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