

## **GEORG WEIZSÄCKER**

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### **Affiliations, Past and Present:**

Professor, University College London (UCL), Dept. of Economics, 2010-present  
Deputy Chairman, Deutsches Institut für Wirtschaftsforschung (DIW Berlin), 2011-present  
Dean, Graduate Center (doctoral programme), DIW Berlin, 2011-present  
Research Director, DIW Berlin, Department “Competition and Consumers”, 2009-present  
Professor, London School of Economics and Political Science (LSE), Dept. of Economics, 2010-2011 (on leave)  
Reader, UCL, Dept. of Economics, 2010  
Reader, LSE, Dept. of Economics, 2009-2010 (on leave)  
Lecturer, LSE, Dept. of Economics, 2004-2009  
Advisory Editor, *Games and Economic Behavior*, 2010-present  
Associate Editor, *Management Science*, 2009-present  
Associate Editor, *Economic Journal*, 2008-present  
Member of the Editorial Board, *Review of Economic Studies*, 2005-present  
Member of the Editorial Board, *Experimental Economics*, 2009-present  
Research Fellow, Institute for the Study of Labor (IZA), 2004-present  
Research Fellow, Centre for Economic Learning and Social Evolution (ELSE), 2004-2005, 2006-2010  
Guest Researcher, DIW Berlin, April-July 2009  
Guest Researcher, UCL, September-December 2008  
Guest Researcher, Sonderforschungsbereich 649, Humboldt University Berlin, October-November 2007

### **Office Contact Information:**

DIW Berlin  
Mohrenstr.58  
10117 Berlin, Germany  
Office phone +49 30 89789247

### **Personal Information:**

Date of birth: 10/10/1973, German citizen,  
2 children with Dorothea Kübler

### **Education:**

Harvard University, Ph.D. in Business Economics, 2004  
Harvard University, M.A., 2004  
Humboldt University Berlin, Diploma in Economics, 1999  
University of California, Berkeley, visiting student, 1997-1998

### **Research Interests:**

Experimental Economics, Financial Decision-Making, Game Theory, Decision Theory, Microeconomics

### **Published Journal Articles and Working Papers:**

“Correlation neglect in financial decision-making” (with Erik Eyster), 2010.

“Hidden skewness” (with Ludwig Ensthaler and Olga Nottmeyer), 2010.

“Beliefs and actions in the trust game: Creating instrumental variables to estimate the causal effect” (with Miguel Costa-Gomes and Steffen Huck), 2010.

“Do we follow others when we should? A simple test of rational expectations”, 2010, *American Economic Review* 100, 2340-2360.

“Narrow bracketing and dominated choices” (with Matthew Rabin), 2009, *American Economic Review* 99, 1508-1543.

“Stated beliefs and play in normal form games” (with Miguel Costa-Gomes), 2008, *Review of Economic Studies* 75, 729-762.

“Advanced market commitments for vaccines against neglected diseases: Estimating costs and effectiveness” (with Ernst Berndt, Rachel Glennerster, Michael Kremer, Jean Lee, Ruth Levine, and Heidi Williams), 2007, *Health Economics* 16, 491-511.

“Are longer cascades more stable?” (with Dorothea Kübler), 2005, *Journal of the European Economic Association (Papers and Proceedings)* 3, 330-339.

“Teaching auction strategy using experiments administered via the Internet” (with John Asker, Brit Grosskopf, Nick McKinney, Muriel Niederle, and Alvin Roth), 2004, *Journal of Economic Education*, 35, 330-342.

“Limited depth of reasoning and failure of cascade formation in the laboratory” (with Dorothea Kübler), 2004, *Review of Economic Studies* 71, 425-441.

Reprinted in: Carbone, E., and C. Starmer (eds.), 2007, *New Developments in Experimental Economics – The International Library of Critical Writings in Economics*, Edward Elgar.

Also reprinted in: Sadrieh, A., and J. Weimann (eds.), 2008, *Experimental Economics in Germany, Austria and Switzerland – A collection of papers in honor of Reinhard Tietz*, Metropolis.

“Information cascades in the labor market” (with Dorothea Kübler), 2003, *Journal of Economics* 80, 211-229.

“Ignoring the rationality of others: Evidence from experimental normal-form games”, 2003, *Games and Economic Behavior* 44, 145-171.

“Do players correctly estimate what others do? Evidence of conservatism in beliefs” (with Steffen Huck), 2002, *Journal of Economic Behavior and Organization* 47, 71-85.

“Risk, complexity, and deviations from expected value maximization” (with Steffen Huck), 1999, *Journal of Economic Psychology* 20, 699-715.

### **Other publications**

“Es ist noch nicht zu spät, Frau Schavan!”, Commentary in *DIW Wochenbericht* 9/2011 (in German).

“Wie wirr waren wir?”, Commentary in *DIW Wochenbericht* 47/2010 (in German).

“Beliefs about other players: Experimental evidence”, 2004, Ph.D. dissertation, Harvard University.

“Renegotiation in the repeated amnesty dilemma: With economic applications” (with Joseph Farrell), 2001, in: K. Chatterjee and W. Samuelson (eds.), *Game Theory and Business Applications*, Kluwer Academic Publishers.

### **Grants, Fellowships, Honours:**

Conference Grant, Volkswagen Stiftung, “Behavioral Finance Conference” (€25,800), 2011

European Research Council Starting Grant, „Investors’ expectations: measuring their nature and effect“ (€1,222,330), 2011-2016

Research paper prize, Vereinigung der Freunde des DIW (€2,500, with Matthew Rabin), 2010

Universität Mannheim, professorship offer in economics (W3), declined, 2009  
STICERD Small Grant (£4,500, with Erik Eyster), 2008-2009  
Economic and Social Research Council, “Subjects’ elicited beliefs and their actions in strategic situations” (£44,281, with Miguel Costa-Gomes), 2005-2008  
Economic and Social Research Council, “On payoff consequences of social learning” (£13,881), 2005-2006  
Doctoral Fellowship, Harvard University, 1999-2000 and 2001-2004  
Fulbright Fellowship, 1997-1998

### **Refereeing Service:**

Journals: *American Economic Journal: Applied Economics*, *American Economic Journal: Microeconomics*, *American Economic Review*, *Econometrica*, *Economic Journal*, *Economic Record*, *Economic Theory*, *Economica*, *Experimental Economics*, *Games and Economic Behavior*, *International Economic Review*, *Journal of Economic Behavior and Organization*, *Journal of Economic Psychology*, *Journal of Economic Theory*, *Journal of the European Economic Association*, *Journal of Mathematical Psychology*, *Management Science*, *Nature Reviews Drug Discovery*, *Quarterly Journal of Economics*, *Quarterly Journal of Political Science*, *Review of Economic Studies*, *Review of Financial Economics*.

Agencies: *Agence National de la Recherche (France)*, *BSF-US-Israel Science Foundation*, *Deutsche Forschungsgemeinschaft (Germany)*, *Economic and Social Research Council (UK)*, *FWF-Austrian Science Fund*, *National Science Foundation (USA)*.

Publishers: *Cambridge University Press*, *Wiley-Blackwell*.

### **Teaching:**

Behavioral Economics, postgraduate (UCL), lectures, 2011  
Microeconomics, postgraduate (DIW Berlin), lectures and exercise classes, 2009-2010  
Economic Theory, postgraduate (DIW Berlin), reading group, 2009-2011  
Game Theory, postgraduate (UCL), 2010-2011  
Masterclass “Decisions under Uncertainty”, postgraduate (DIW Berlin), 2009  
Decision Theory, undergraduate (EC301, LSE), lectures, 2008-2009  
Experimental Economics, undergraduate (EC301, LSE), lectures and exercise classes, 2005-2007  
Experimental Economics, postgraduate (EC517, LSE), lectures, 2005-2009  
Game Theory, undergraduate (MA300.2, EC319, LSE), lectures, 2006-2009  
Mathematics for Microeconomics, postgraduate (EC400, LSE), lectures, 2006  
Microeconomics, postgraduate (EC411, LSE), exercise classes, 2005  
Research Student Seminar (EC501, LSE), 2009

### **PhD Student Supervision:**

Supervisor and Letter Writer for Stefan Penczynski, PhD LSE 2009 (first placement: Cornell)  
Currently supervised PhD students: Ludwig Ensthaler, Andreas Harasser, Tobias Schmidt, Paul Viefers (all DIW Berlin)  
Examiner and Letter Writer for Christopher Gee, PhD Cambridge 2010 (first placement: Royal Holloway)  
Examiner for Topi Miettinen, PhD UCL 2006 (first placement: MPI Jena) and Mariana Blanco, PhD Royal Holloway 2008 (first placement: El Rosario University Bogota)  
Letter Writer for Miguel Sanchez, PhD LSE 2007 (first placement: Alicante), Konrad Burchardi, expected PhD LSE 2011 (first placement: IIES Stockholm).

### **Other School and Academic Service:**

Organizer, DIW Graduate Center Masterclasses, 2009-present  
Co-organizer, Economic Theory Seminar, UCL, 2010-present  
Co-organizer, conferences on “Laboratory Economics and the Field”, 2005-2007  
Co-organizer, Economic Theory Seminar, LSE, 2004-2008  
Member, Economics Undergraduate Studies Committee, LSE, 2008-2009  
Member, Economics Graduate Admissions Committee, LSE, 2008-2009  
Member, Economics Junior Faculty Recruiting Committee, LSE, 2007  
Member, Athletics Committee, LSE, 2004-2007

Member, Program Committee of the European Economic Association Meeting, 2008-2010  
Member, Program Committee of the Econometric Society European Meeting, 2009, 2011  
Member, Selection Committee of the Verein für Socialpolitik Meeting, 2008  
Member, Selection Committee of the Royal Economic Society PhD Presentation Meeting, 2005-2006

**Other Professional Experience:**

Center for Global Development, research assistant for Michael Kremer, 2003-2004.  
Humboldt University Berlin, research assistant for Oliver Günther, 1995, and Werner Güth, 1995-1997.  
Zeo-Tech GmbH, intern, 1993.  
Bosch & Partner GmbH, intern, 1992-1993.

**In the Media:**

„Das DIW wird bescheiden,“ *Financial Times Deutschland* 14/02/2011.  
„Das Vertrauen in den Präsidenten war erschüttert,“ *Sueddeutsche Zeitung* 12/02/2011 (Interview joint with Gert G. Wagner).  
„DIW: Neue Leitung – Doppelspitze für den Übergang,“ *sueddeutsche.de* 04/02/2011. (Plus many other newspaper articles with similar content around the same date.)  
„Deutsche Ökonomen schreiten voran,“ *Handelsblatt* 25/11/2010.