

# Gerhard Riener

*Professor of Economics*

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## Appointments

from 01/2023 **Professor of Economics**, *University of Southampton*, Head of research group Economic Theory and Experimental Economics and Head of Knowledge Exchange and Enterprise.

since 03/2022 **Senior Research Fellow**, *Institute for Advanced Studies, Vienna, Austria*.

since 2012 **Affiliated Researcher**, *Research Center Poverty, Equity and Growth, Georg-August-University, Goettingen*.

since 05/2022 **Researcher**, *Dusseldorf Institute for Competition Economics, Heinrich-Heine-University, Dusseldorf*, (on leave).

04/2012-04/2022 **Junior Professor**, *Dusseldorf Institute for Competition Economics, Heinrich-Heine-University, Dusseldorf*, (full time).

09/2014-07/2016 **Acting Chair**, *Department of Economics, University of Mannheim*, (full time).

04/2010-03/2012 **Post Doctoral Research Fellow**, *DFG Graduate College “Economics of Innovative Change”, University of Jena and Max Planck Institute of Economics, Jena*, (full time).

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## Education

10/2005-5/2010 **PhD in Economics**, *University of Essex, United Kingdom*, Supervisors: Christian Ghiglino, Marco Francesconi.

10/2006-10/2007 **Certificate of Higher Education Practice Module 1**, *University of Essex*.

10/2003-9/2005 **Scholar**, *Department of Economics and Finance, Institute for Advanced Studies, IHS, Vienna, Austria*.

10/2000– **Economics degree**, *University of Vienna, Austria*, Graduation (Mag. rer.soc.oec.) with honors (1.0/1.0). Thesis title: “Privatization in Austria: The impact on wages and employment”, Supervisor: Uwe Dulleck.

02/2002– **Exchange Student**, *University of Alicante, Spain*.  
07/2002

10/1998– **Economics**, *University of Linz, Austria*.  
06/2000

1989 - 1997 **High School**, *BRG Auhof, Linz, Austria*, Final exams with distinction.

## Refereeing and external reviewer

Journals: Quantitative Economics, Management Science, Economic Journal, Journal of Public Economics, Economic Theory, Labour Economics, Journal of Economic Psychology, Journal of Economic Behavior and Organization, Southern Economic Journal, Ensayos Economicos, European Economic Review, Journal of Evolutionary Economics, Theory and Decision, German Economic Review, Journal of Public Economic Theory, BE Journal of Theoretical Economics, Frontiers in Psychology

Institutions: LACEEP, SSHRC Social Sciences and Humanities Research Council Canada, Czech Science Foundation, Swiss Science Foundation, Diligentia Foundation

## Media Experience

Radio (Deutschlandfunk, BBC)

Research discussed in “The Economist’”, The Times, and business blogs, interviews given to several German and Austrian Newspapers and the BBC

## Honors and Grants data

2022 **Austrian Fundraising Foundation**, *Donation of the Wealthy in Austria (50.000 Euro)*.

2022 **Infrastructure Fund University of Dusseldorf**, *Experimental laboratory equipment for research and education (23.000 Euro)*.

2020 **Schwarz-Schuetzte Foerderpreis, University of Dusseldorf**, *For publications in labor and education economics*.

2017 **E-Learning Fund University of Dusseldorf**, *Didactic use of experiments in undergraduate education (9.500 Euro)*.

2020 **Handelsblatt Oekonomenranking**, *List of Top 100 under 40*.

- 2016 **EU Thales grant on Radicalism in Greece**, *For studies on discrimination and cooperation.*
- 2010 **British Academy**, *Small grant for studying social riots in Greece (Mentor: Rebecca Morton, NYU).*
- 2010 **DFG Post Doctoral scholarship**, *University of Jena and Max Planck Institute for Economics, Jena.*
- 2005 **Full Scholarship (Maintenance and fees)**, *University of Essex.*
- 2003 **Scholarship Institute for Advance Studies Vienna**, *2 year scholarship .*
- 2006 **Prize of the Theodor Koerner Fonds, Vienna**, *For work on wage mobility.*
- 2003 **University of Vienna Prize for Academic Excellence**, *For outstanding performance in economics.*

## Publications

### Highlights

1. Kellner, C., Le Quement, M. T., & Riener, G. (2022). Reacting to ambiguous messages: An experimental analysis. *Games and Economic Behavior*, 136, 360–378. <https://doi.org/10.1016/j.geb.2022.09.007>
2. Dertwinkel-Kalt, M., Gerhardt, H., Riener, G., Schwerter, F., & Strang, L. (2021). Concentration Bias in Intertemporal Choice. *The Review of Economic Studies*, rdab043. <https://doi.org/10.1093/restud/rdab043>
3. Kellner, C., Reinstein, D., & Riener, G. (2019). Ex-ante commitments to “give if you win” exceed donations after a win. *Journal of Public Economics*, 169, 109–127. <https://doi.org/10.1016/j.jpubeco.2018.10.009>
4. Ibanez, M., & Riener, G. (2017). Sorting through Affirmative Action: Three Field Experiments in Colombia. *Journal of Labor Economics*, 36(2), 437–478. <https://doi.org/10.1086/694469>
5. Lambarraa, F., & Riener, G. (2015). On the norms of charitable giving in Islam: Two field experiments in Morocco. *Journal of Economic Behavior & Organization*, 118, 69–84. <https://doi.org/10.1016/j.jebo.2015.05.006>
6. Gneezy, A., Gneezy, U., Riener, G., & Nelson, L. D. (2012). Pay-what-you-want, identity, and self-signaling in markets. *Proceedings of the National Academy of Sciences*. <https://doi.org/10.1073/pnas.1120893109>

### All publications

1. Kellner, C., Le Quement, M. T., & Riener, G. (2022). Reacting to ambiguous messages: An experimental analysis. *Games and Economic Behavior*, 136, 360–378. <https://doi.org/10.1016/j.geb.2022.09.007>

2. Dertwinkel-Kalt, M., Gerhardt, H., Riener, G., Schwerter, F., & Strang, L. (2021). Concentration bias in intertemporal choice. *Review of Economic Studies*, rdab043. <https://doi.org/10.1093/restud/rdab043>
3. Kellner, C., Reinstein, D., & Riener, G. (2019). Ex-ante commitments to “give if you win” exceed donations after a win. *Journal of Public Economics*, 169, 109–127. <https://doi.org/10.1016/j.jpubeco.2018.10.009>
4. Ibanez, M., & Riener, G. (2017). Sorting through affirmative action: Three field experiments in colombia. *Journal of Labor Economics*, 36(2), 437–478. <https://doi.org/10.1086/694469>
5. Lambarraa, F., & Riener, G. (2015). On the norms of charitable giving in islam: Two field experiments in morocco. *Journal of Economic Behavior & Organization*, 118, 69–84. <https://doi.org/10.1016/j.jebo.2015.05.006>
6. Gneezy, A., Gneezy, U., Riener, G., & Nelson, L. D. (2012). Pay-what-you-want, identity, and self-signaling in markets. *Proceedings of the National Academy of Sciences*. <https://doi.org/10.1073/pnas.1120893109>
7. Petrishcheva, V., Riener, G., & Schildberg-Hörisch, H. (2022). Loss aversion in social image concerns. *Experimental Economics*. <https://doi.org/10.1007/s10683-022-09782-7>
8. Wagner, V., & Riener, G. (2022). Motivation in a reciprocal task: Interaction effects of task meaning, goal salience, and time pressure. *The B.E. Journal of Economic Analysis & Policy*. <https://doi.org/10.1515/bejeap-2021-0254>
9. Riener, G., & Wagner, V. (2022). Non-monetary rewards in education. *Educational Psychology*, 42(2), 222–239. <https://doi.org/10.1080/01443410.2021.1971159>
10. Riener, G., & Wagner, V. (2019). On the design of non-monetary incentives in schools. *Education Economics*, 27(3), 223–240. <https://doi.org/10.1080/09645292.2019.1586835>
11. Riener, G., & Wagner, V. (2017). Shying away from demanding tasks? Experimental evidence on gender differences in answering multiple-choice questions. *Economics of Education Review*, 59, 43–62. <https://doi.org/10.1016/j.econedurev.2017.06.005>
12. Regner, T., & Riener, G. (2017). Privacy is precious: On the attempt to lift anonymity on the internet to increase revenue. *Journal of Economics & Management Strategy*, 26(2), 318–336. <https://doi.org/10.1111/jems.12192>
13. Gaudeul, A., Crosetto, P., & Riener, G. (2017). Better stuck together or free to go? Of the stability of cooperation when individuals have outside options. *Journal of Economic Psychology*, 59, 99–112. <https://doi.org/10.1016/j.joep.2017.01.005>
14. Riener, G., & Wiederhold, S. (2016). Team building and hidden costs of control. *Journal of Economic Behavior & Organization*, 123, 1–18. <https://doi.org/10.1016/j.jebo.2015.12.008>
15. Heblich, S., Lameli, A., & Riener, G. (2015). The effect of perceived regional accents on individual economic behavior: A lab experiment on linguistic performance, cognitive ratings and economic decisions. *PLoS One*, 10(2), e0113475. <https://doi.org/10.1371/journal.pone.0113475>
16. Kellner, C., & Riener, G. (2014). The effect of ambiguity aversion on reward scheme choice. *Economics Letters*, 125(1), 134–137. <https://doi.org/10.1016/j.econlet.2014.08.025>

17. Riener, G., & Wiederhold, S. (2013). Heterogeneous treatment effects in groups. *Economics Letters*, 120(3), 408–412. <https://doi.org/10.1016/j.econlet.2013.05.016>
18. Riener, G., & Traxler, C. (2012). Norms, moods, and free lunch: Longitudinal evidence on payments from a pay-what-you-want restaurant. *Journal of Socio-Economics*. <https://doi.org/10.1016/j.socec.2011.07.003>
19. Hugh-Jones, D., Katsanidou, A., & Riener, G. (2011). Intergroup conflict and the media: An experimental study of greek students after the 2008 riots. *International Journal of Conflict and Violence*, 5(2), 325–344. <http://www.ijcv.org/index.php/ijcv/article/viewArticle/172>  
We report a laboratory experiment in the context of the December 2008 riots in Greece, after the killing of a 15-year-old student by a policeman. Our sample comprised 266 students from the University of Thessaloniki. We tested whether media reports can affect people’s willingness to harm those in opposing groups by examining the way students allocated money between themselves and others of various professions, including police, in modified dictator games. Exposure to media reports decreased giving to police, but only when choices were private. Laboratory behaviour was correlated with self-reported participation in demonstrations, supporting the external validity of our measure. Media exposure appears to have affected behaviour by different pathways than those proposed in the existing literature, including “spiral of silence” and “frame alignment” theories.
20. Reinstein, D., & Riener, G. (2011). Decomposing desert and tangibility effects in a charitable giving experiment. *Experimental Economics*, 15(1), 229–240. <https://doi.org/10.1007/s10683-011-9298-0>
21. Reinstein, D., & Riener, G. (2011). Reputation and influence in charitable giving: An experiment. *Theory and Decision*, 72(2), 221–243. <https://doi.org/10.1007/s11238-011-9245-8>
22. Riener, G. (2011). Inequality and mobility of household incomes in europe: Evidence from the ECHP. *Applied Economics*, 44(3), 279–288. <https://doi.org/10.1080/00036846.2010.505555>