Univ. Prof. Dr. Gerlinde Fellner-Röhling

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PERSONAL INFORMATION

Year and place of birth:	1977 in Neunkirchen, Austria
Nationality:	Austrian
Languages:	German (native), English (proficient), French (basic)

ACADEMIC POSITIONS

since 10.2024	Faculty member of the Vienna Doctoral college "Digital Humanism" funded by the WWTF
since 10.2021	Full professor for Microeconomics and Digitalization, WU Vienna
04.2014 – 09.2021	Full professor for Behavioral and Experimental Economics (W3, tenured), Ulm University
04.2012 - 03.2014	Full professor for Behavioral Economics (W3, non-tenured), Ulm University
10.2011 - 03.2012	Assistant professor, Institute of Economic Policy and Industrial Economics, WU Vienna
10.2010 - 09.2011	Substitute professor in Economics (W3), University of Cologne (for Prof. Dr. Axel Ockenfels)
01.2008 - 12.2010	Member of SFB International Tax Coordination, project: "International Taxation and Business Finance", WU Vienna
12.2005 - 09.2010	Assistant professor, Institute of Economic Policy and Industrial Economics, WU Vienna
08.2004 - 11.2005	Post-doc researcher, SFB TR 15 (Governance and the efficiency of economic systems) Project C7: Market microstructure, University of Bonn
09.2001 - 07.2004	Research associate, Max-Planck Institute of Economics, Strategic Interaction Group

EDUCATION

11.2011	Habilitation (venia docendi) in Economics, WU Vienna
10.2001 - 07.2004	Doctoral degree in Economics (Dr. rer. pol.), summa cum laude, University Jena
10.1995 - 03.2002	Diploma (Master degree) in Psychology (Mag. rer. nat.), University of Vienna
10.1995 - 07.2001	Diploma (Master degree) in Economics (Mag. rer. soc. oec.), University of Vienna

JOURNAL ARTICLES

1. Dorner, V., & Fellner-Röhling, G. 2025. Performance consequences of automated workplace control. *Frontiers in Behavioral Economics*, *4*, 1647057.
2. Fellner-Röhling, G., Hromek, K., Kleinknecht, J., & Ludwig, S. 2023. Reciprocal reactions to (in) transparent task assignments: An experimental investigation. *Journal of Behavioral and Experimental Economics,* 106, 102073.
3. Fellner-Röhling, G., Hromek, K., Kleinknecht, J. & Ludwig, S. 2023. How to counteract biased self-assessments? An experimental investigation of reactions to social information. *Journal of Economic Behavior & Organization*, 206, 1-25.
4. Fellner-Röhling, G., Kröger, S. & Seki, E. 2020. Public good production in heterogeneous groups: An experimental analysis on the relation between external return and information. *Journal of Behavioral and Experimental Economics*, 84, 101481.

5. Ludwig, S., Fellner-Röhling, G. & Thoma C. 2017. Do women have more shame than men? An experiment on self-assessment and the shame of overestimating oneself. *European Economic Review,* 92, 31-46.
6. Berger, U., De Silva, H. & Fellner-Röhling, G. 2016. Cognitive hierarchies in the minimizer game. *Journal of Economic Behavior and Organization,* 130, 337-348.
7. Berger, M., Fellner-Röhling, G., Sausgruber, R. & Traxler, C. 2016. Higher taxes, more evasion? Evidence from border differentials in TV license fees. *Journal of Public Economics,* 135, 74-86.
8. Eberhartinger, E. & Fellner-Röhling, G. 2016. Why don't they minimize their tax? An experimental approach to uncertainty and complexity. *Die Betriebswirtschaft (Business Administration Review),* 76 (2), 169-186.
9. Fellner-Röhling, G. & Krügel, S. 2014. Judgmental overconfidence and trading activity. *Journal of Economic Behavior and Organization*, 107 (B), 827-42.
10. Fellner, G. & Lünser, G. 2014. Cooperation in local and global groups. *Journal of Economic Behavior and Organization*, 108, 364-73.
11. Fellner, G. & Theissen, E. 2014. Short sale constraints, divergence of opinion and asset prices: Evidence from the laboratory. *Journal of Economic Behavior and Organization*, 101, 113-127.
12. Fellner, G., Sausgruber, R. & Traxler, C. 2013. Testing enforcement strategies in the field: Threat, moral appeal and social information. *Journal of the European Economic Association*, 11 (3), 634-660.
13. Fellner, G. & Krügel, S. 2012. Judgmental overconfidence: Three different measures, one bias? *Journal of Economic Psychology*, 33, 142-154.
14. Fellner, G. & Sutter, M. 2009. Causes, consequences and cures of myopic loss aversion - An experimental examination. *Economic Journal*, 119, 900-916.
15. Fellner, G., Güth, W. & Maciejovsky, B. 2009. Satisficing in financial decision making - A theoretical and experimental approach to bounded rationality. *Journal of Mathematical Psychology*, 53, 26-33.
16. Fellner, G. 2009. Illusion of control as a source of poor diversification: Experimental evidence. *Journal of Behavioral Finance*, 10, 55-67.
17. Fellner, G. & Maciejovsky, B. 2007. Risk attitude and market behavior: Evidence from experimental asset markets*. Journal of Economic Psychology*, 28, 338-350.
18. Fellner, G., Güth, W. & Maciejovsky, B. 2004. Illusion of expertise in portfolio decisions: An experimental approach. *Journal of Economic Behavior and Organization*, 55, 355-376.
19. Coricelli, G., Fehr, D. & Fellner, G. 2004. Partner selection in public goods experiments. *Journal of Conflict Resolution*, 48, 356-378.
20. Fellner, G. & Güth, W. 2003. What limits escalation? Varying threat power in an ultimatum experiment. *Economics Letters*, 80, 54-60.

BOOK

Fellner, G. 2008. Investor behaviour - Experimental studies on cognitive and social factors of influence. Saarbrücken: VDM Verlag Dr. Müller.

BOOK REVIEWS

- The psychology of economic decisions: Rationality and Well-being. I. Brocas and J. Carrillo (Eds.), *Journal of Economic Psychology*, 2005, 26, 151-154.
- Heuristics and Biases: The Psychology of Intuitive Judgment, T. Gilovich, D. Griffin and D. Kahneman (Eds.), *The Journal of Socio-Economics*, 2004, 33, 811-814.

RECENT WORKING PAPERS, PROCEEDINGS, COMMENTS

- Dorner, V., Fellner-Röhling, G., Ferlini, G. A., Fink, N. S., Goldmann, J., Greif-Winzrieth, A., Schranzova, S., Tartar, C.-I. & Tomek, R. (2026). When Effort Feels Different: Physiological Evidence of Affective Variation in Real Effort Tasks. In F. D. Davis, R. Riedl, P.-M. Lége, A. B. Randolph, & G. R. Müller-Putz

(Eds.), Lecture Notes in Information Systems and Organization. Information Systems and Neuroscience: NeuroIS Retreat 2025, 271-283.

- Angerer, T., Brawenz, S., Dorner, V., Fellner-Röhling, G., Greif-Winzrieth, A., Müller, M. & Pluy, V., (2026). Heart Matters: The Influence of Foreign Biofeedback on Decision-Making in Economic Games. In F. D. Davis, R. Riedl, P.-M. Lége, A. B. Randolph, & G. R. Müller-Putz (Eds.), Lecture Notes in Information Systems and Organization. Information Systems and Neuroscience: NeuroIS Retreat 2025, 83-95.
- Greif-Winzrieth, A., Dorner, V., Könemann, J., & Fellner-Röhling, G. (2025). The Heart of Effort: Revealing Heart Rate Patterns in Real-Effort Tasks. In F. D. Davis, R. Riedl, P.-M. Lége, A. B. Randolph, & G. R. Müller-Putz (Eds.), Lecture Notes in Information Systems and Organization. Information Systems and Neuroscience: NeuroIS Retreat 2024, 287-298.
- Fellner-Röhling, G., Kröger, S., & Seki, E. 2021. Information Regime Changes and Path Dependence-An Experimental Analysis of Public Goods Contributions in Heterogeneous Groups. *Available at SSRN 3811755*.
- Ebeling, F. & Fellner-Röhling, G. 2018. The dark side of peer pressure: Incomplete peer monitoring and performance crowding-out. University of Ulm, Mimeo.
- Fellner, G. 2003. Comment on 'Modeling Bilateral Bargaining: From Perfect to Bounded Rationality' by Stefan Napel. Jahrbuch für Neue Politische Ökonomie, 21, Tübingen: Mohr Siebeck, 207-211.
- Broskwa, S., El-Sehity, T., Fellner, G., Firnthrat, S., Hofmann, E., Kirchler, E. & Maciejovsky, B. 2000. Exploring Strategies in an Ultimatum Game. Fairness & Co- operation. IAREP/SABE 2000, Vienna/ Austria. Conference Proceedings.

TEACHING

- Digital Markets and Strategies (Ma, PhD): WU Vienna, Summer Academy on Innovation, Digitalization and Sustainability, University of Jena
- Topics in Applied Microeconomics: Field experiments and policy evaluation (MA): WU Vienna
- Foundations of Microeconomics (Ma): WU Vienna
- Research Lab in Digital Economy (Ma): WU Vienna
- Introduction to Game Theory, IMPRS Summer School Uncertainty (PhD): Max-Planck-Institute of Economics, Jena
- Behavioral Economics (Ma, PhD): University Erlangen-Nürnberg, Ulm University, WU Vienna
- Experimental Economics (Ba, Ma, PhD): Ulm University, University of Cologne
- Industrial Economics (B): WU Wien, Ulm University
- Introduction to Economics (B): WU Vienna, Ulm University
- Microeconomics (Ba): Ulm University
- Managerial Economics (Ba): University of Cologne
- Game Theory (Ba): University of Cologne
- Modern Concepts of Institutions and Markets – Market Design (MA): University of Cologne
- Applied Microeconomics (Ba): WU Vienna
- Economic Psychology (Ma Psychology): University of Vienna
- Seminar Behavioral Economics (Ba, Ma): Ulm University
- Seminar Institutions and Markets (Ma): University of Cologne
- Seminar in Economic Theory - Information Economics (Ba): University of Cologne
- Seminar Experimental Economics (Ma): University of Jena

PH.D. SUPERVISIONS

17 Ph.D. supervisions: Felix Ebeling (2012, scl), Hannah Stockinger (2015), Matthias Böhm (2016), Kristijan Hromek (2017), Kathrin Dengler-Roscher (2018), Thomas Roscher (2019), Daniel Würtenberger (2019, scl), Janina Kleinknecht (2019, scl), Steffen Schechinger (2019), Clara Ulmer (2022), Maxim Ott (2023), Filiz Kilic (2025), Tobias Fuchs, Raphael Gottweis, Michael Keinprecht, Benjamin Kirchler, Kenneth Qua

2 Ph.D. examinations (opponent): Verena Kurz (2017, University of Gothenborg, Sweden), Dominik Stelzeneder (2024, Vienna University)

HABILITATION COMMITTEE MEMBER

Lukas Balafoutas (2013), Anita Gantner (2017), Esther Arenas Arroyo (2021), Stefan Angel (2021), Tobin Hanspal (2023), Nawid Siassi (2023), Philipp Heimberger (2024), Anita Zednik (2025), Christoph Huber (2025), Michael Weichselbaumer (2026)

RESEARCH INTERESTS

Behavioral and Experimental Economics, Psychology and Economics, Strategic Interaction, Gender Economics, Behavioral Finance, Market microstructure, Market design, Health Economics, Law and Economics

AWARDS

WU Award for Innovative Teaching, 2023
Ulm University Award for Innovative Teaching, 2017
Excellent Teaching Award 2010, WU Vienna
Top 30 Austrian researchers around 30, Falter 2007
Heinz Sauermann Award for Experimental Economics 2004/2005
Otto Hahn Medal awarded by the Max Planck Society 2004

EDITORIAL SERVICES

01.2021 -12.2025	Co-Editor of Empirica: The Journal of European Economics
since 07.2020	Associate Editor of the Journal of Behavioral and Experimental Economics
10.2010 – 12.2018	Associate Editor of the Journal of Economic Psychology
2003 - 2010	Member of the Editorial Board of the Journal of Economic Psychology

REFEREEING (SELECTED)

American Economic Journal: Economic Policy, Applied Psychology, Economic Journal, European Economic Review, European Journal of Social Psychology, European Review of Agricultural Economics, Experimental Economics, Games, Games and Economic Behavior, International Economic Review, Journal of Conflict Resolution, Journal of Behavioral Finance, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of Neuroscience, Psychology, and Economics, Journal of Occupational and Organizational Psychology, Management Science, Metroeconomica, Public Choice, Quarterly Review of Economics and Finance, Scandinavian Journal of Economics

DFG, European Winter Finance Summit, CERGE-EI (Prague), Czech Science Foundation, FWF, International Graduate School of Business (University of South Australia), Research Grants Council (Hongkong), Spring Meeting of Young Economists Leuven, Thyssen Stiftung, Tiroler Wissenschaftsfond, Verband der Hochschullehrer für Betriebswirtschaft, Verein für Socialpolitik, 6th World Congress of Environmental and Resource Economists (WCERE)

CONFERENCE TALKS (SELECTED)

LABSI Workshop on Experimental and Behavioral Economics (Florence 2013), World meeting of the Economic Science Association (Copenhagen 2010, Rome 2007), Annual Meeting of the German Academic Association for Business Research VHB (Bremen 2010), Annual meeting of the European Accounting Association (Istanbul 2010), 4th Nordic conference on behavioral and experimental economics (Oslo 2009), European meeting of the Economic Science Association (Innsbruck 2009, Amsterdam 2004, Erfurt

2003, Strassburg 2002), Annual Meeting 'Verein für Socialpolitik' (Magdeburg, 2009), Meeting of the socio-economic committee of the 'Vereins für Socialpolitik' (Koblenz 2009, Frankfurt 2008), 4th Workshop on Applied Industrial Organization (Vienna 2009), European Winter Finance Summit (Saalbach/Hinterglemm 2009), International Meeting on Behavioral and Experimental Economics (Malaga 2007), Annual Meeting of the German Society of Experimental Economics GfeW (Magdeburg 2006, Cologne 2005), LABSI Workshop on Behavioral Finance (Siena 2006), 12th annual workshop on Industrial Organization, WZB (Berlin, 2003), 7th workshop on Experimental Economics of the Computable and Experimental Economics Laboratory (Trento 2003), Spring Meeting of Young Economists (Paris 2002), Annual Meeting of the Public Choice Society and Economic Science Association (San Diego, 2002)

INVITED ACADEMIC TALKS (SELECTED)

University of Linz (2022), University of Vienna (2018), University of Giessen (2016), University of Essex (2014), University Innsbruck (2014, 2006), Max Planck Institute Jena (2014), University Klagenfurt (2014), University of Cologne (2013, 2010), University Erlangen-Nürnberg (2013), University Regensburg (2012), University Passau (2012), University Bonn (2011, 2004), Frankfurt School of Business and Finance (2011), University Heidelberg (2011), University Ulm (2011), University Paderborn (2011), University Utrecht (2010), Institute of Advanced Studies (IHS) Vienna (2009), University Erfurt (2005), Friedrich Schiller University Jena (2003, 2004, 2016), Humboldt University Berlin (2001, 2005)

INVITED GENERAL TALKS

Sparkasse Ulm, Zentrum für Allgemeine Wissenschaftliche Weiterbildung (ZaWiW) Ulm, Industrie- und Handelskammer (IHK) Ulm, Networking Lunch WU Wien, Stiftung Wirtschaftsmathematik Ulm

MEMBERSHIPS

Verein für Socialpolitik (Chairwomen elect of the socio-economic panel), Economic Science Association, European Economic Association, Gesellschaft für Experimentelle Wirtschaftsforschung, Nationalökonomische Gesellschaft

SELECTED ACADEMIC SELF GOVERNANCE

- 2027-2028: Member of the Management Board (Secretary), Verein für Socialpolitik
- 2026-2027: Chair of the Social Science Field Committee, Verein für Socialpolitik
- Since 10/2025: Head of the Ethics committee, WU Vienna
- Since 05/2023: Deputy head of the Department of Economics, WU Vienna
- Since 10/2022: Member of the Senate, WU Vienna
- Since 10/2021: Member of admissions committee for the Master program in Digital Economics, WU Vienna
- 11/2021 – 09/2025: Deputy head of the ethics committee, WU Vienna
- Equal opportunities commissioner of the Faculty of Mathematics and Economics, Ulm University
- Elected member of the Faculty Board, Ulm University
- Elected member of Senate committee on Scientific Responsibility, Ulm University
- Member of Faculty Ph.D. Committee and Habilitation Committee, Ulm University
- Founder and director of ULESS (Ulm Laboratory for Economics and Social Sciences)

Vienna, 2026