

## **BEN GREINER**

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Institute for Markets and Strategy  
Department of Strategy and Innovation  
Wirtschaftsuniversität Wien  
(Vienna University of Economics and Business)

Welthandelsplatz 1, Building D5, 4th floor  
1020 Vienna, Austria

### **CURRENT EMPLOYMENT/AFFILIATIONS:**

University Professor for Empirical Business Research,  
Department of Strategy and Innovation,  
Wirtschaftsuniversität Wien (since 07/2016)

Head of the WU Institute for Markets and Strategy  
(since 11/2016)

Director of the WU Competence Center for  
Experimental Research

### **PREVIOUS EMPLOYMENT:**

01/2015 – 06/2016	Associate Professor School of Economics, Australian School of Business, University of New South Wales
07/2012 – 12/2014	Senior Lecturer School of Economics, Australian School of Business, University of New South Wales
08/2008 – 06/2012	Lecturer School of Economics, Australian School of Business, University of New South Wales
08/2006 – 08/2008	Postdoctoral Research Fellow, Harvard University, Harvard Business School
08/2003 – 08/2006	Research Associate (Wiss. Mitarbeiter) University of Cologne, Germany
03/2002 – 07/2003	Research Fellow Max Planck Institute of Economics, Jena, Germany

### **OTHER AFFILIATIONS/POSITIONS:**

07/2016 – 07/2025	Visiting Professorial Fellow, School of Economics, University of New South Wales
01/2020 – 03/2020	Visiting Professor, Department of Economics, Stanford University
10/2019 – 12/2019	Visiting Researcher, Department of Economics, New York University
07/2013 – 06/2016	Undergraduate Programs Coordinator, School of Economics, UNSW
01/2013 – 02/2013	Visiting Researcher, Central European University, Budapest

08/2012 – 12/2012	Visiting Research Fellow, DFG Research Group Design & Behavior, University of Cologne
01/2010 – 12/2011	Director, Australian School of Business Experimental Research Laboratory

### **EDUCATION:**

2006	Ph.D. in Economics (Dr. rer. pol.), summa cum laude, University of Cologne
2002	Diplom in Business Administration (Diplom-Kaufmann), Humboldt University Berlin

### **RESEARCH FIELDS:**

Primary:	Market and Institutional Design, Behavioral and Experimental Economics, Feedback systems, Social behavior
Secondary:	Strategic Behavior, Group Behavior and Dynamics, Trust and Trustworthiness, Algorithmic Advice

### **PUBLICATIONS:**

#### Refereed Journal Articles:

- Incentives, Framing, and Reliance on Algorithmic Advice: An Experimental Study. *Management Science*, 72(1), 2025, 302-322 (with Philipp Grünwald, Thomas Lindner, Georg Lintner and Martin Wiernsperger).
- The effects of a 'None of the above' ballot paper option on voting behavior and election outcomes. *Journal of Public Economics*, 2025, Article 105305 (with Attila Ambrus and Anita Zednik).
- Reproducibility in Management Science. *Management Science*, 70(3), 2024, 1343-1356 (with Miloš Fišar, Christoph Huber, Elena Katok, Ali Ozkes, and the Management Science Reproducibility Collaboration).
- Strategic Uncertainty Aversion in Bargaining - Experimental Evidence. *Journal of Economic Psychology*, 95, 2023, Article 102604.
- Fixing feedback revision rules in online markets. *Journal of Economics & Management Strategy*, 32(2), 2023, 247-256 (with Gary Bolton, Kevin Breuer, and Axel Ockenfels).
- On the Internet you can be anyone: An experiment on strategic avatar choice in online marketplaces. *Journal of Economic Behavior and Organization*, 206, 2023, 251-261 (with Diya Abraham and Marianne Stephanides).
- Time Inconsistency, Sophistication, and Commitment - An Experimental Study. *Economics Letters*, 203, 2021, Article 109982 (with Qing Zhang).
- Individual, Dictator, and Democratic punishment in public good games with perfect and imperfect observability. *Journal of Public Economics*, 178, 2019, Article 104053 (with Attila Ambrus).
- How to design trust on market platforms? *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung*, forthcoming (with Timm Teubner and Christof Weinhardt).

- Trust and age: An experiment with current and former students. *Economics Letters*, 191, 2019, 37–39 (with Anita Zednik).
- Dispute resolution or escalation? The strategic gaming of feedback withdrawal options in online markets. *Management Science*, 64(9), 2018, 4009–4031 (with Gary Bolton and Axel Ockenfels).
- The Case for Nil Votes: Voter Behavior under Asymmetric Information in Compulsory and Voluntary Voting Systems. *Journal of Public Economics*, 154, 2017, 34-48 (with Attila Ambrus and Anne Sastro).
- Separation of Prescription and Treatment in Health Care Markets – A Laboratory Experiment. *Health Economics*, 26 (S3), 21-35. (with Lyla Zhang and Chengxiang Tang).
- Auction Format and Auction Sequence in Multi-Item Multi-Unit Auctions - An experimental study. *Economic Journal*, 127, 2017, F351–F371 (with Regina Betz, Sascha Schweitzer, and Stefan Seifert).
- How individual preferences are aggregated in groups: An experimental study. *Journal of Public Economics*, 129, 2015, 1-13 (with Attila Ambrus and Parag Pathak).
- Subject Pool Recruitment Procedures: Organizing Experiments with ORSEE. *Journal of the Economic Science Association*, 1(1), 2015, 114-125.
- Learning Economics Concepts through Game-Play: An Experiment. *International Journal of Educational Research*, 69, 2015, 23-37 (with Isabella Dobrescu and Alberto Motta).
- Is Avatar-to-Avatar Communication As Effective As Face-to-Face Communication? An Ultimatum Game Experiment in First and Second Life. *Journal of Economic Behavior and Organization*, 108, 2014, 374-382 (with Mary Caravella and Alvin E. Roth).
- Engineering Trust - Reciprocity in the Production of Reputation Information. *Management Science*, 59(2), 2013, 265-285 (with Gary Bolton and Axel Ockenfels).
- Imperfect public monitoring with costly punishment - An experimental study. *American Economic Review* 102(7), 2012, 3317-3332 (with Attila Ambrus).
- Social Communication and Discrimination - A Video Experiment. *Experimental Economics*, 15(3), 2012, 398-417 (with Werner Güth and Ro'i Zultan).
- The Dynamic Interplay of Inequality and Trust - An Experimental Study. *Journal of Economic Behavior and Organization* 81, 2012, 355-365 (with Axel Ockenfels and Peter Werner).
- Wage Transparency and Performance: A Real-Effort Experiment. *Economics Letters* 111, 2011, 236-238 (with Axel Ockenfels and Peter Werner).
- From the Lab to the Field: The Economics of Trust. *Kölner Zeitschrift für Soziologie und Sozialpsychologie*, Special Issue 49, 2009, 219-242 (with Axel Ockenfels). (In German. Original title: "Vom Labor ins Feld: Die Ökonomik des Vertrauens".)
- Herding, Social Preferences and (Non-)Conformity. *Economics Letters*, 97(1), 2007, 74-80 (with Luca Corazzini).
- Self Centered and Other Regarding Behavior in the Solidarity Game. *Journal of Economic Behavior and Organization*, 62(2), 2007, 293-303 (with Susanne Büchner and Giorgio Coricelli).
- Indirect Reciprocity in Cyclical Networks - An Experimental Study. *Journal of Economic Psychology*, 26 (5), 2005, 711 – 732 (with Maria Vittoria Levati).

Chapters in handbooks and collections (partly refereed):

- Engineering Cooperation: The Behavioral Design of Reputation Systems. In: S. Chuah, R. Hoffmann, and A. Neelim (eds.): Elgar Encyclopedia of Behavioural and Experimental Economics, 2025 (with Gary Bolton and Axel Ockenfels).
- How to design trust on market platforms? In: ZfbF-Sonderheft vol 75, Management Digitaler Plattformen, 2021, 61-76 (with Timm Teubner and Christof Weinhardt).
- Experimental Procedures: Subject Pools and Recruitment. In: Arthur Schram and Aljaž Ule (eds.): Handbook of Research Methods and Applications in Experimental Economics, Edward Elgar, 2019, ISBN 978-1-7881-1055-6 (with Marianne Stephanides).
- Grundfragen der Plattformökonomie – Wie man Vertrauen designt. In: Uwe Blaurock, Martin Schmidt-Kessel and Katharina Erler (eds.): Plattformen - Geschäftsmodell und Verträge, Schriften der Ernst von Caemmerer Stiftung vol. 10, Nomos, 2018, ISBN 978-3-8487-5057-3 (with Timm Teubner and Christof Weinhardt).
- Challenges for Market and Institutional Design when Countering Exploitation Strategies. In: L-A. Giraldeau, P. Heeb, and M. Kosfeld (eds.): Investors and Exploiters in Ecology and Economics: Principles and Applications. Strüngmann Forum Reports, vol. 21 (J. Lupp, series editor), MIT Press, 2017 (with Gigi Foster and Paul Frijters).
- Exploitative Strategies: Consequences for Individual Behavior, Social Structure, and Design of Institutions. In: L-A. Giraldeau, P. Heeb, and M. Kosfeld (eds.): Investors and Exploiters in Ecology and Economics: Principles and Applications. Strüngmann Forum Reports, vol. 21 (J. Lupp, series editor), MIT Press, 2017, 205-214 (with A. J. King, M. Kosfeld, S. R. X. Dall, T. Kameda, K. Khalmetski, W. Leininger, C. Wedekind, and B. Winterhalder).
- The 1-800 critique, counter-examples, and the future of behavioral economics. In: G. Frechette and A. Schotter (eds.): The Methods of Modern Experimental Economics, Oxford University Press, 2015, 151-165 (with Ido Erev).
- Internet Auctions. In: M. Peitz and J. Waldfogel (eds), The Oxford Handbook of the Digital Economy, Oxford University Press, 2012, pp. 306-342 (with Axel Ockenfels and Karim Sadrieh).
- The 1-800 critique, counter-examples, and the future of behavioral economics. In: G. Frechette and A. Schotter (eds.): The Methods of Modern Experimental Economics, Oxford University Press, forthcoming (with Ido Erev).
- Learning to Bid in Markets with Reputation Information. In: W. Franz, W. Güth, H. J. Ramser, and M. Stadler (eds.): Experimental Economics, Wirtschaftswissenschaftliches Seminar Ottobeuren 38, Mohr Siebeck, Tübingen, 2009 (with Felix Lamouroux and Axel Ockenfels)
- An Online Recruitment System for Economic Experiments. In: Kurt Kremer, Volker Macho (Hrsg.): *Forschung und wissenschaftliches Rechnen. GWDG Bericht 63*. Ges. für Wiss. Datenverarbeitung, Göttingen, 2004, 79-93.
- The Virtual Laboratory Infrastructure for Controlled Online Economic Experiments. In: Kurt Kremer, Volker Macho (Hrsg.): *Forschung und wissenschaftliches Rechnen. GWDG Bericht 62*. Ges. für Wiss. Datenverarbeitung, Göttingen, 2003, 59-73 (with H.-Arno Jacobsen and Carsten Schmidt).

Other publications:

- Experimental testing of possible designs for the Australian Carbon Pollution Permit Allocation Auction, Report for the Australian Department of Climate Change and Energy Efficiency, completed 2010, released by the Australian Government in March 2012 (with Regina Betz, Karl-Martin Ehrhart, Andreas Ortmann, Sascha Schweitzer, Stefan Seifert).

#### **TEACHING EXPERIENCE:**

- 2019 – : Negotiation Analysis and Practice, Undergraduate and Master level, WU
- 2017 – : Game Theory courses in Specialization Decision Sciences/Strategy and Data, Undergraduate level, WU
- 2017 – : Experimental Methods in Business and Economics, PhD level, WU
- 2017 – : Master Thesis Course, Master Program in Strategy, Innovation and Management Control, WU
- 2017 – : Managerial Economics, Master Program in Strategy, Innovation and Management Control, WU
- 2009 – 2016: Economics of Strategy, Master of Commerce, UNSW
- 2010 – 2016: Advanced Experimental and Behavioural Economics, Undergraduate & PhD level, UNSW
- 2010 – 2011: Principles of Experimental and Behavioural Economics, Undergraduate level, UNSW
- 2010, 2012: Economic Analysis (two weeks), Undergraduate level, UNSW
- 2009: Policy Evaluation Methods, Undergraduate & PhD level, UNSW
- 2005: Experimental Economics, PhD level, University of Cologne
- 2004 – 2005: Microeconomics, Exercises, Undergraduate Level, University of Cologne
- 2004 – 2005: Energy Economics, Seminar Undergraduate level, University of Cologne
- 2004: Experimental Economics, PhD level, University of Cologne
- 2003: Economics of the Internet, Exercises, Friedrich Schiller University, Jena
- 2002 – 2003: Experimental Economics, Undergraduate level, Friedrich Schiller University, Jena

#### **GRANTS AND AWARDS:**

- Grant from the “Jubiläumsfonds der Stadt Wien”, December 2018, EUR 19,000.
- Researcher of the Month, March 2018, Wirtschaftsuniversität Wien
- 2 x 2018 A\* publication award, Wirtschaftsuniversität Wien
- Infrastructure grant for setup and maintenance of **WULABS**, the experimental laboratory infrastructure of WU Vienna, EUR 500,000
- Australian Research Council Discovery Award 2015 - 2017, “The economics of cooperative behaviour: An experimental approach”, AUD 231,800, lead CI, joint with CIs Gigi Foster and Paul Frijters as well as PI Attila Ambrus.
- Australian Research Council Discovery Award 2013 - 2015, “Trustworthiness and Reputation in Markets - Empirical and Experimental Studies”, AUD 150,000, sole CI.
- Australian School of Business Special Research Grant, 2013, AUD 9,000.
- Australian School of Business 2011 Research Achievement Award
- Australian School of Business Special Research Grant, 2012, AUD 20,000.
- Australian School of Business Special Research Grant, 2011, AUD 20,000.

- Australian School of Business Research Grant, 2010, AUD 30,000.
- Australian School of Business Research Grant, 2009, AUD 20,000.
- Grant for equipment for the Experimental Laboratory at the Australian School of Business, Australian School of Business, 2008, ~ AUD 200,000, joint with other experimenters at UNSW (Regina Betz, AJ Bostian, Mathew Chylinski, Anna Gunnthorsdottir)
- Research Grant for the project "Group Decisions in Dilemma Situations: Theory, Experiment and Design", GEW Foundation Cologne, 2004, EUR 70,000, joint with Jens Grosser and Axel Ockenfels
- Grant for equipment for the Cologne Laboratory for Economic Research, 2004, State Northrhine/Westfalia (WAP/HBFG), joint with Axel Ockenfels and other members of his chair in Cologne

### **PROFESSIONAL ACTIVITIES:**

- 2024 – Vice-President Europe/Africa, Economic Science Association; Chair, Reproducibility Committee; Member, Conference Committee, Awards Committee, Executive Committee
- 2021 – Ethics committee, Verein für Socialpolitik
- 2021 – 2025 Ethics Board, Chair, Wirtschaftsuniversität Wien
- 2020 – 2022 Ad-hoc committee for ESA Code of Conduct, Economic Science Association
- 2020 – 2021 Ad-hoc committee on Ethics codex, Verein für Socialpolitik
- 2017 – 2020 Member of the Executive Committee of the Economic Science Association

#### Editorial positions:

- 03/2020 – 04/2024 Code and Data Editor, *Management Science*
- 03/2020 – Associate Editor, Department Behavioral Economics and Decision Analysis & Department Market Design, Platform, and Demand Analytics, *Management Science*
- 06/2023 – Editor, New Economic Papers report: Artificial Intelligence

#### Refereeing:

ACM Conference on Economics and Computation; American Economic Journal: Microeconomics; American Economic Review; Australian Economic Papers; B.E. Journal of Theoretical Economics; Econometrica; Economic Inquiry; Economic Journal; Economic Record; Economics Bulletin; Elsevier Books; European Economic Review; European Sociological Review; Experimental Economics; Games and Economic Behavior; Group Decision and Negotiation; Health Economics; International Journal of Game Theory; International Journal of Industrial Organization; Jahrbücher für Nationalökonomie und Statistik (Journal of Economics and Statistics); Journal of Behavioral and Experimental Economics; Journal of Econometrics; Journal of Economic Behavior and Organization; Journal of Economic Psychology; Journal of Institutional and Theoretical Economics; Journal of Law and Economics; Journal of Law, Economics, and Organization; Journal of Political Economy; Journal of Public Economics; Journal of the Economic Science Association; Journal of the European Economic Association; Journal of The

Royal Society: Interface; Management Science; Nature Human Behaviour; Organization Science; Public Choice; Quarterly Journal of Economics; RAND Journal of Economics; Rationality and Society; Review of Economic Studies; Scandinavian Journal of Economics; Social Choice and Welfare; Southern Economic Journal; Theory and Decision; Australian Research Council; European Research Agency; Israel Science Foundation; Netherlands Organisation for Scientific Research; US National Science Foundation

#### Conference Organization:

**2026:** Austrian Experimental Economics Workshop, WU Vienna  
**2023:** Workshop on Interactions of Humans and Algorithms, 8-9 June, TU Berlin (with Radosveta Ivanova-Stenzel, Dorothea Küberl, and Michel Tolksdorf)  
**2020:** Economic Science Association Global Online Around-the-Clock Meetings, 9–13 September, Organization Committee;  
**2018:** Workshop Cooperation for Exploitation, WU Vienna, 17–18 May;  
**2017:** European Meeting of the Economic Science Association, WU Vienna, 7–9 September;  
**2017:** Austrian Experimental Economics Workshop, WU Vienna, 5 May (with Rupert Sausgruber);  
**2012:** Auctions workshop at UNSW Sydney, 16–17 March (with Paul Pezanis-Christou);  
**2010:** Australia New Zealand Workshop in Experimental Economics (ANZWEE), UNSW Sydney, 26–28 November (with Andreas Ortmann);

#### Invited Seminars:

**2025:** Karlsruhe Institute of Technology, U Cote d'Azur Nice, UNSW, U Stavanger; **2024:** FU Berlin, GATE Lyon, HU Berlin, UNSW, U Salzburg; **2023:** Corvinus U, NYU Abu Dhabi, U Econ Bratislava, U Hamburg, U Technology Sydney; **2022:** Free U Berlin, IMT Lucca, U Amsterdam (CREED), U Innsbruck; **2021:** EMLV Business School Paris, George Mason U, Young Economists Meeting at Masaryk U Brno (keynote), Prague University of Economics and Business, U Konstanz, U Minho (NIPE, Braga), U Sydney (Sydney experimental seminar); **2020:** Middlebury College (MiddleExLab), U Gothenburg, U Maastricht, U Venice Ca' Foscari; **2019:** New York U, U Geneva, U Mannheim, U Stuttgart (Schmalenbach Arbeitskreis), U Toronto; **2018:** Bilkent U, Masaryk U Brno, U Innsbruck, U Ulm; **2017:** Masaryk U Brno, U Adelaide, U Alicante, U Bayreuth; U Linz, UNSW Sydney, U Vienna; **2016:** U Amsterdam, U Cologne, U Sydney; **2015:** WZB Berlin; LMU München; **2014:** U Melbourne; U Sydney; UTS Sydney; WU Wien; **2013:** CEU Budapest, Ben Gurion U, Humboldt U Berlin, Simon-Fraser-U Vancouver, Stanford University, U Auckland, U Cologne, U Sydney; **2012:** ETH Zurich, Humboldt U Berlin, Max-Planck-Institute Jena, Stockholm School of Economics, U Cologne, U Queensland, U Mannheim, U Paderborn, UT Dallas, WZB Berlin; **2011:** ANU Canberra, Deakin U, Monash U, U Cologne, U South Australia, U Technology Sydney; **2010:** Queensland UT, U Sydney; **2009:** BCG Sydney, HU Berlin, U Cologne, U Melbourne; **2008:** ANU Canberra, Royal Holloway U

London, U Copenhagen, UC Santa Barbara, U Lausanne, UNSW, U Sydney;  
**2007**: Penn State U; **2003**: Humboldt-U Berlin;

#### Conference Talks:

**2025**: FU Berlin (FU WU Winterschool), Masaryk U Brno (European Meeting of the ESA), U Cologne (C-SEB Workshop); **2024**: FU Berlin (FU WU Winterschool), U Helsinki (European Meeting of the ESA), U Mannheim (Sozialwissenschaftlicher Ausschuss des VfS), U Queensland (FUR Conference); **2023**: U Lyon (World Meeting of the ESA); **2022**: U Bologna (European ESA meeting), European Actuarial Academy (Online: Convention A - Connecting Knowledge) **2021**: Budapest Games 2020 conference, ESA Global Online Meeting; **2020**: HU Berlin (Sozialwissenschaftlicher Ausschuss des VfS), U College Dublin (workshop); **2019**: AEA Meetings Atlanta, NYU Abu Dhabi (Asian-Pacific Meeting of the ESA), Simon Fraser U (ESA World Meeting), U Dijon (European ESA Meeting), U Essen-Duisburg (Sozialwissenschaftlicher Ausschuss des VfS), U Graz (NOeG Jahrestagung); **2018**: HU Berlin (European Meeting of the ESA), Queensland U Technology (Asian-Pacific Meeting of the ESA), U Copenhagen (workshop), U Innsbruck (workshop); **2017**: U Bayreuth (Law workshop on feedback systems); **2016**: AEA Meetings San Francisco (session organizer), U Arizona (ESA Tucson), U Cologne (Behavioral Health Economics workshop); **2015**: Heidelberg U (ESA conf), Hamburg U (GfEW conference), UNSW (CEPAR workshop), UT Sydney (ESA conf); **2014**: Florida State U (ESA conf); U Auckland (APESA conf), UT Dallas (workshop); UNSW (ASBLab mini conference); **2013**: Queensland UT (ANZWEE2013), UC Santa Cruz (ESA conf), U Zurich (ESA conf); **2012**: Queensland UT (QuBE workshop), U Arizona (ESA conf), U Cologne (ESA conf), U Karlsruhe (GfEW), UNSW (auctions workshop); **2011**: Monash U (ANZWEE 2011), U Arizona (ESA conf), U Chicago (ESA conf), U Nottingham Malaysia Campus (APESA conf), Xiamen University (APESA conf); **2010**: U Arizona (ESA conf), U Copenhagen (ESA conf), U Tilburg (Tiber workshop); **2009**: U Arizona (ESA conf), U Canterbury (ANZWEE 2009); **2008**: ANU Canberra (Econ & Democracy conf); **2007**: U Arizona (ESA conf); **2006**: U Magdeburg (GfEW conf); **2005**: U Cologne (GfEW conf), McGill U/Cirano Montréal (ESA conf); **2004**: Amsterdam (ESA conf); **2003**: U Erfurt (ESA conf); **2002**: Strasbourg (ESA conf), U Halle Wittenberg (GEW conf);

#### Academic Consulting:

**2022** Public Austrian Health Insurance  
**2018** Federal Chancellery of Austria  
**2018** Austrian Department for Women, Family, and Youth  
**2012** eBay, Design of feedback system  
**2011** Australian Government, Department of Climate Change, Design and experimental test of carbon emission permit auctions  
**2008** eBay, Design of feedback system  
**2007** eBay, Design of feedback system  
**2007** RWE Energy, Design of virtual energy capacity auctions  
**2004** eBay, Design of multi unit auctions

Software Development:

- Since 2002 Online Recruitment System for Economic Experiments (ORSEE), [www.orsee.org](http://www.orsee.org), used at more than 250 universities world-wide
- Since 2022 Online System for Managing Ethics Applications (OSMEA)