

# HOLGER HERZ

## PERSONAL DATA

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Herz, Holger

ORCID ID: 0000-0003-3495-1640

Google Scholar: <https://scholar.google.ch/citations?user=-mJcn4kAAAAJ&hl=en>

Date of birth: 04.09.1981

Nationality: Swiss/German

## PROFESSIONAL CAREER

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2015-	Professor of Industrial Economics, Department of Economics, University of Fribourg, Switzerland
2012-2015	Post-Doctoral Fellow, University of Zurich
2011-2012	Post-Doctoral Fellow in Organizational Economics, Harvard Business School

## EDUCATION

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2006 – 2011	Ph.D. in economics, University of Zurich
2007	Swiss Program for Beginning Doctoral Students in Economics, Study Center Gerzensee
2004 – 2005	Visiting Student, University of California, Berkeley
2001 – 2006	Diplom in Economics, Mannheim University

## AFFILIATIONS

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2015-	CESifo (Research Fellow)
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## PUBLICATIONS

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The Lure of Authority: Motivation and Incentive Effects of Power (with Ernst Fehr and Tom Wilkening), 2013, *American Economic Review*, 103(4): 1325-59.

The Intrinsic Value of Decision Rights (with Björn Bartling and Ernst Fehr), 2014, *Econometrica*, 82(6), 2005-39.

How do Judgmental Overconfidence and Overoptimism shape Innovative Activity? (with Daniel Schunk and Christian Zehnder), 2014, *Games and Economic Behavior*, 83: 1-23.

Seeking the Roots of Entrepreneurship: Insights from Behavioral Economics (with Thomas Åstebro, Ramana Nanda and Roberto Weber), 2014, *Journal of Economic Perspectives*, 28(3), 49-70.

A Productive Clash of Cultures: Injecting Economics into Leadership Research (with Christian Zehnder and Jean-Philippe Bonardi), 2017, *Leadership Quarterly*, 28 (1), 65-85.

What makes a Price fair? An Experimental Study of Market Experience and Endogenous Fairness Norms (with Dmitry Taubinsky), 2018, *Journal of the European Economic Association*, 16(2), 316-352.

The Causal Effects of Competition on Innovation: Experimental Evidence (with Philippe Aghion, Stefan Bechtold and Lea Cassar), 2018, *Journal of Law, Economics and Organization*, 34(2), 162-195.

Cooperation and Mistrust in Relational Contracts (with Armin Schmutzler and André Volk), 2019, *Journal of Economic Behavior and Organization*, 166, 366-380.

Do Preferences and Biases predict Life Outcomes? Evidence from Education and Labor Market Entry Decisions (with Uschi Backes-Gellner, Michael Kosfeld and Yvonne Oswald), 2021, *European Economic Review*, 134, 103709

Time Preferences across Language Groups: Evidence on Intertemporal Choices from the Swiss Language Border (with Martin Huber, Tjasa Maillard-Bjedov and Svitlana Tyahlo), 2021, *The Economic Journal*, 131, 2920-2954.

The Science of Leader Power (with John Antonakis and Rachel Sturm), 2021, *Leadership Quarterly*, 32(4), 101550

Building an Equilibrium: Rules Versus Principles in Relational Contracts (with Bob Gibbons, Manuel Grieder and Christian Zehnder), 2023, *Organization Science*, 34(6), 2231-2249.

Hindsight bias and trust in government: Evidence from the United States (with Deborah Kistler, Christian Zehnder and Christian Zihlmann), forthcoming, *Review of Economics and Statistics*

#### WORKING PAPERS

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Adverse Effects of Control: Evidence from a Field Experiment (with Christian Zihlmann), CESifo Working Paper No. 8890, revise and resubmit, *Experimental Economics*

Control Aversion in Hierarchies (with Alessandro de Chiara, Florian Engl and Ester Manna), SES Working Paper No. 527, revise and resubmit, *Journal of Law, Economics and Organization*

Intrinsic Preferences for Autonomy (with Jana Freundt and Leander Kopp) CESifo Working Paper No. 10342

#### WORK IN PROGRESS

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Jumping to Conclusions? The Effect of Belief Updating Biases (with Andreas Hefti and Elisa Matthewes)

Perceived Legitimacy and Motivation Effects of Power (with Christian Zihlmann)

Authority in Face of a Crisis: An economic incentives approach to the threat-rigidity hypothesis (with Wout de Vries, Janka Stoker and Harry Garretsen)

## SCHOLARSHIPS AND GRANTS

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2022:	SNF Grant “Incentive Contracts with nonstandard beliefs and errors in statistical reasoning” (CHF 584’686)
2018:	ERC Starting Grant 803332, “Behavioral Foundations of Power and Autonomy” (EUR 1’492’785)
2013:	Richard-Büchner Stiftung Grant (CHF 7000, with Armin Schmutzler and Andre Volk)
2012:	Harvard Law School PON Grant (USD 1000, with Dmitry Taubinsky)
2011:	Award for the best doctoral thesis at the Faculty of ‘Economics, Business Administration and IT’, University of Zurich
2004-2005:	Stipend of the German Academic Exchange Service (DAAD)

## ACADEMIC SERVICE

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2023-	Associate Editor, The Leadership Quarterly
2017-2022	Editorial Board, The Leadership Quarterly
2018	Co-Editor, Special Issue on “Leader Power: Rigorous Insights on its Causes and Consequences”, The Leadership Quarterly

## REFEREEING

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### ACADEMIC JOURNALS

American Economic Review; *Economica*; Economic Development and Cultural Change; Economic Inquiry; Economics Bulletin; Economics Letters; European Economic Review; Experimental Economics; Games and Economic Behavior; Journal of Behavioral and Experimental Economics; Journal of Business Ethics; Journal of Comparative Economics; Journal of Economic Behavior and Organization; Journal of Economics and Management Strategy; Journal of Economic Psychology; Journal of Law and Economics; Journal of Law, Economics and Organization; Journal of Political Economy; Journal of Public Economics; Journal of the European Economic Association; Journal of Institutional and Theoretical Economics; Management Science; Organization Science; Quantitative Finance and Economics; Quarterly Journal of Economics; Rand Journal of Economics; Research Policy; Review of Economic Studies; Review of Economics and Statistics; Scandinavian Journal of Economics; Social Choice and Welfare; Strategic Entrepreneurship Journal; The Economic Journal; The Leadership Quarterly; The Manchester School; World Development

### RESEARCH AGENCIES

DFG – German Science Association; ANR – French National Science Foundation; SNF – Swiss National Science Foundation; OSF – Polish National Science Foundation; ISF – Israeli Science Foundation; ERC – European Research Council

### CONFERENCES

VfS – Jahrestagung des Vereins für Socialpolitik  
SSES – Annual Congress of the Swiss Society of Economics and Statistics

## TEACHING

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### MASTER LEVEL

*Fribourg*: Industrial Organization, Behavioral Economics, Games and Strategic Behavior, Innovation and Entrepreneurship, Organizational Economics, Advanced Microeconomics

*Zurich (-2015)*: Organizational Economics, Advanced Microeconomics I

### BACHELOR LEVEL

*Fribourg*: Microeconomics II, Economic History

*Fernuni Schweiz*: Behavioral Economics

## SELECTED PRESENTATIONS

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2024	University of Mainz (scheduled), University of Düsseldorf (scheduled), University of Lausanne (scheduled), University of Bonn (scheduled)
2023	University of Zurich, Leeds Business School, iSee2023 at New York University Abu Dhabi, University of Konstanz; ASSA Meetings in New Orleans, IIPF Annual Congress, Logan; SIOE Annual Conference, Frankfurt; CESifo Area Conference in Behavioral Economics (scheduled); University of Mannheim (scheduled); Matterhorn Symposium Brig;
2022	CESifo Area Conference in Behavioral Economics; North American Meeting of the Econometric Society, Miami; Berlin IO Day; Behavioral Measurement Conference, Goethe University Frankfurt; Jahrestagung des Vereins für Socialpolitik, Basel; ESA World Conference, Boston; ASFEE, Lyon;
2021	CESifo Area Conference in Behavioral Economics; ASFEE, Dijon;
2020	Florida State University
2019	Paris School of Economics, University of Innsbruck, INSEAD
2018	University of Columbia Sauder School of Business, University of Michigan Ann Arbor, University of Regensburg, Humboldt University Berlin
2017	Economics and Leadership Conference, University of Groningen, University of Hamburg, University of Southampton
2016	Universidad Carlos III Madrid, University of Lucerne, University of Cologne

- 2015 University of Munich, University of Fribourg, Aarhus University, University of Amsterdam, CESifo Area Conference in Behavioral Economics
- 2014 University of Konstanz, V Workshop IIBEO – Alghero, Jornadas de Economía Industrial – Barcelona, University of Mainz, University of Vienna
- 2013 University of Frankfurt
- 2012 Boston University, Bocconi University
- 2011 Harvard Law School, MIT, University of British Columbia, Erasmus University Rotterdam, Aarhus University, Royal Holloway, Université de Lausanne