

# MARINA SCHRÖDER

## CONTACT AND DETAILS

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Institute of Innovation Economics  
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Marital Status: Married, two children (daughter born 2016, son born 2018)  
Date of birth: 21 October 1984

## AFFILIATIONS

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since 2019 Leibniz University Hannover  
since 2023 CESIfu Research Network Affiliate  
since 2016 Member of the Committee for Organizational Economics of the Verein für Socialpolitik

## ACADEMIC POSITIONS

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Since 2019 Professor of Innovation Economics, Leibniz University Hannover (Tenure Track)  
2/2018–1/2019 Maternity leave  
6/2016–3/2017 Maternity leave  
2013–2019 Junior Professor in Personnel Economics and Human Resource Management  
University of Cologne  
Positive interim evaluation in 2016  
2009–2013 Research associate at the chair in E-Business, University of Magdeburg

## EDUCATION

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2013 Dr. rer. pol. (summa cum laude), University of Magdeburg  
Dissertation project: Experimental Analysis of Anti-Social Economic Behavior  
Supervisors: Prof. Dr. Abdolkarim Sadrieh and Prof. Dr. Michèle Belot

2009 Diploma in Managerial Economics (with distinction), University of Magdeburg  
Title of thesis: "Online Direct Sales in Multi-Channel Competition – A Game Theoretical Analysis"

## RESEARCH PROJECTS

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### Articles in refereed journals

Remember me? The role of gender and racial attributes in memory (in print), with Michèle Belot, Journal of Behavioral and Experimental Economics (<https://doi.org/10.1016/j.socec.2023.102008>)

Creative solutions: Expertise versus Crowd Sourcing (2021), with Uri Gneezy and Katharina Laske, Economics Bulletin 41(4), 2580–2586. <http://www.accessecon.com/Pubs/EB/2021/Volume41/EB-21-V41-I4-P223.pdf>

Teams do not Outperform Individuals in a Simple Creative Task (2021), with Uri Gneezy and Katharina Laske, Applied Economics Letters (<https://doi.org/10.1080/13504851.2021.1934386>).

Rewarding behavior with a sweet food strengthens its valuation (2021), with Jan M. Bauer, Martina Vecchi, Tina Bake, Suzanne L. Dickson and Michèle Belot, PlosONE, 16(4) (<https://doi.org/10.1371/journal.pone.0242461>).

Innovation and Communication Media in Virtual Teams – An Experimental Study (2020), with Nicola Grözinger, Bernd Irlenbusch and Katharina Laske, Journal of Economic Behavior and Organization 180, 201–218 (<https://doi.org/10.1016/j.jebo.2020.09.009>).

Negative Side Effects of Affirmative Action – How Quotas Lead to Distortions in Performance Evaluation (2020), with Lea Petters, European Economic Review 130 (<https://doi.org/10.1016/j.eurocorev.2020.103500>).

Acts of helping and harming (2017), with Karim Sadrieh, Economics Letters 153, 77–79 (<https://doi.org/10.1016/j.econlet.2017.01.019>).

Materialistic, Pro-Social, Anti-Social, or Mixed – A Within-Subject Examination of Self- and Other-Regarding Preferences (2016), with Karim Sadrieh, Journal of Behavioral and Experimental Economics 93, 233–238 (<https://doi.org/10.1016/j.socec.2016.05.009>).

The Spillover Effects of Monitoring: A Field Experiment (2015), with Michèle Belot, Management Science 62(1), 37–45 (<https://doi.org/10.1287/mnsc.2014.2089>).

Pay-What-You-Want or Mark-Off-Your-Own-Price: A Framing Effect in Customer-Selected Pricing (2015), with Karim Sadrieh and Annemarie Lüer, Journal of Behavioral and Experimental Economics 57, 200–204 (<https://doi.org/10.1016/j.socec.2014.10.007>).

Sloppy Work, Lies and Theft: A Novel Experimental Design to Study Counterproductive Behaviour (2013), with Michèle Belot, Journal of Economic Behavior and Organization, 93, 233–238 (<https://doi.org/10.1016/j.jebo.2013.03.019>).

## Working papers

Piece-Rate Incentives and Idea Generation – An Experimental Analysis, with Katharina Laske, and Nathalie Römer (<https://www.cesifo.org/en/publications/2024/working-paper/piece-rate-incentives-and-idea-generation-experimental-analysis>)

Breaking the Bias: The Effect of Self-Promotion on Gender Equality in the Workplace, with Nathalie Römer

Path Dependencies and Innovation – An Experimental Study, with Bernd Irlenbusch, Katharina Laske, and Rika Stoczek

## PARTICIPATION IN RESEARCH EVENTS

### Presentations at international conferences

2023	Annual meeting of the "sozialwissenschaftliche Ausschuss" Verein für Socialpolitik.
2022	Annual meeting of German Association for Experimental Economic Research e.V.
2022	Annual meeting of the Verein für Socialpolitik
2022	Annual meeting of the "sozialwissenschaftliche Ausschuss" Verein für Socialpolitik.
2021	Annual meeting of the German Association for Experimental Economics
2021	ESA World-Meeting
2019	Annual Meeting of the Committee for Organizational Economics of the German Economic Association
2017	IMEBESS 2017 in Barcelona
2017	Annual meeting of the Verein für Socialpolitik
2015	C-SEB Opening Workshop (Cologne)
2015	Workshop of the DFG Research Unit "Design & Behavior"
2015	Second Experimental Methods in Policy Conference
2015	Annual meeting of the German Association for Experimental Economics
2014	Annual meeting of the Verein für Socialpolitik
2014	Incentives and Behavior Change Workshop
2014	Colloquium on Personnel Economics
2014	Annual meeting of the German Association for Experimental Economics
2013	North American ESA Conference
2013	Workshop Understanding Employee Dishonesty Behaviors in the Workplace, Dijon
2013	Florence Workshop on Behavioral and Experimental Economics
2013	International Meeting of Experimental and Behavioral Economics (IMEBE)
2012	M-WASEB (Magdeburg Workshop on Anti-Social Economic Behavior)
2012	ESA European-Meeting
2012	ESA World-Meeting
2011	ESA European-Meeting
2011	ESA World-Meeting
2011	Annual meeting of the German Association for Experimental Economics
2010	North American ESA Conference

### Invited presentations

2023	Jubiläumstragung "Ökonomische Entscheidungen verstehen und gestalten"
2022	University Duisburg Essen
2022	Workshop on Economics of Teams and Organizations (jointly organized by LMU)

	Munich, CESifo and CRC TRR 190)
2022	Research seminar at the University of Fribourg (Switzerland)
2022	Micro research seminar University of Konstanz
2019	Workshop Entrepreneurship and Innovation (jointly organized by LMU and MPI) in Munich
2017	University of Duisburg-Essen
2017	LMU Munich
2017	Max Planck Institute for Research on Collective Goods
2016	The choice lab seminar (Bergen)
2016	Forschungskolloquium Universität Regensburg
2015	Berlin Behavioral Economics Seminar Series
2015	Research seminar of the Max Planck Institute for Innovation and Competition (Munich)
2015	Morality, Incentives and Unethical Behavior Conference San Diego (Invited speaker)
2014	Research seminar of the Kiel Institute for the World Economy
2014	IAAEU Research Seminar in Trier
2013	Strategy Seminar at the University of California, San Diego
2013	Micro Brown Bag Seminar in Karlsruhe Institute of Technology

## RESEARCH STAYS

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2013	The University of California, San Diego
2013	The University of Edinburgh
2009	The University of Exeter

## AWARDS

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2014	Heinz-Sauermann Dissertation Prize (German Association for Research in Experimental Economics)
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## THIRD-PARTY FUNDING

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- Funding of the project "Inflation Expectations and Economic Preferences" through the Deutsche Forschungsgemeinschaft, joint with Lena Dräger. (DFG 491390692, 295,000 euro, 2022-2025)
- Funding of the project "Experimental Analysis of the Behavioral Effects of Tax Incentive Design on Innovation" through the Deutsche Forschungsgemeinschaft, joint with Kay Blaufus (DFG 683118, 495,000 euro, 2022-2025)
- Funding of the project "Experimental Studies on the Link between Promotion of Creative Ideas and Gender Discrimination" through the Deutsche Forschungsgemeinschaft (DFG 675417, 289,000 euro, 2021-2024).
- Funding of the research stay in San Diego by the German Academic Exchange Service (DAAD) (2013).
- Funding of the project "An Experimental Study of Fraudulent Behavior" received from the Institute for Fraud Prevention (IFP) (2012-2013).
- Travel funding by the German Academic Exchange Service (DAAD) in 2010 and 2011.

## TEACHING

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### Lectures

Behavioral Economics  
Incentives to Innovate  
Introduction to Innovation Economics (German title: Einführung in die Innovationsökonomik)  
Corporate Development  
Selected Issues in Human Resource Management: Organizational Economics  
Strategic Human Resource Management  
The Economics of Incentives in Organizations  
Organization and Human Resource Management (German title: Organisation und Personal)  
Structure and Design of Electronic Markets (German title: Struktur und Design elektronischer Märkte)

### Seminars

Seminar in Innovation Research  
Seminar Accounting, Taxation and Innovation  
Seminar Ethics and Economics  
Seminar in Innovationsökonomik  
Seminar in Applied Economics  
Bachelor Seminar Corporate Development  
Economic analysis of the German wage transparency law  
Women in Economics (German title: Frauen in der Wirtschaft)  
Models of Social and Antisocial Motivation  
New Media Market Communication  
Research in Advertising Evaluation (German title: Werbewirkungsforschung)  
Economic Behavior in Virtual Worlds  
Market Competition and Multi-Channel Distribution

## MEMBERSHIPS

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Verein für Socialpolitik  
Member of the „Organisationsökonomischer Ausschuss “ of the Verein für Socialpolitik – since 2016 member of the steering committee  
German Economic Association (Verein für Socialpolitik)  
Royal Economic Society  
Economic Science Association (ESA)  
German Association for Research in Experimental Economics (GfEW)

Hannover, Januar 2025