

Rainer Michael Rilke

Assistant Professor of Business Economics

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RESEARCH INTERESTS

Experimental Economics | Behavioral Economics | Behavioral Ethics

CURRENT POSITION

05/16 - today Assistant Professor of Business Economics
WHU - Otto Beisheim School of Management, Germany

PREVIOUS APPOINTMENTS AND EDUCATION

05/17 - 07/17 Visiting Research Fellow, Center for Research in Experimental Economics and Political Decision Making (CREED) University Amsterdam, Netherlands
04/15 - 04/16 Senior Consultant Baker Tilly Roelfs, Fraud Risk Compliance
05/10 - 12/14 PhD Economics (Dr. rer. pol.)
University of Cologne (Supervisor: Bernd Irlenbusch), Cologne, Germany
09/13 - 12/13 Research Fellow Program on Negotiation
Harvard University, Boston, USA
10/05 - 10/09 Diploma in Economics (equiv. to MSc., Supervisor: Reinhard Selten)
Rheinische Friedrich Wilhelms University Bonn, Bonn, Germany

PUBLICATIONS

13. Reggiani T., & Rilke, R.M. (2023). Designing donation incentive contracts for online gig workers. *Journal of Business Ethics* (forthcoming).
12. Fischer, M., Rilke, R.M., & Yurtoglu, B. (2023). [When, and why, do teams benefit from self-selection?](#) *Experimental Economics* (forthcoming).
11. Rilke, R.M., Danilov, A., Irlenbusch, B., Weisel, O., & Shalvi, S. (2021). [When leading by example leads to less corrupt collaboration.](#) *Journal of Economic Behavior & Organization*, 188, 288-306.
10. Irlenbusch, B., Rilke, R.M., & Walkowitz, G. (2019). [Designing feedback in voluntary contribution games: The role of transparency.](#) *Experimental Economics*, 22(2), 552-576.
9. Hennig-Schmidt, H., Irlenbusch, B., Rilke, R.M., & Walkowitz, G. (2018). [Asymmetric outside options in ultimatum bargaining: A systematic analysis.](#) *International Journal of Game Theory*, 47(1), 301-329.
8. Rilke, R.M. (2017). [On the duty to give and not to take - An experiment on moralistic punishment.](#) *Journal of Business Economics*, 87(9), 1129-1150.
7. Conrads, J., Irlenbusch, B., Reggiani, T., Rilke, R.M., & Sliwka, D. (2016). [How to hire helpers? Evidence from a field experiment.](#) *Experimental Economics*. 19(3). 577-594.
6. Rilke, R.M., Schurr A., Barkan R., & Shalvi S. (2016). [One-by-one or all-at-once? Self-reporting policies and dishonesty.](#) *Frontiers in Psychology*. 7(113).
5. Conrads, J., Reggiani, T., & Rilke, R.M. (2016). [Reducing ambiguity in lotteries: Evidence from a field experiment.](#) *Applied Economics Letters*. 23(3), 206-211.
4. Conrads, J., Ellenberger, M., Irlenbusch, B., Ohms, E.N., Rilke, R.M., & Walkowitz, G. (2016). [Team goal incentives and individual lying behavior.](#) *Die Betriebswirtschaft*. 76(1). 103.
3. Lönnqvist, J.E., Rilke, R.M., & Walkowitz, G. (2015). [On why hypocrisy thrives: Reasonable doubt created by moral posturing can deter punishment.](#) *Journal of Experimental Social Psychology*. 59. 139-145.
2. Conrads, J., Irlenbusch, B., Rilke, R.M., Schielke, A., & Walkowitz, G. (2014). [Honesty in tournaments.](#) *Economics Letters*. 123(1). 90-93.
1. Conrads, J., Irlenbusch, B., Rilke, R.M., & Walkowitz, G. (2013). [Lying and team incentives.](#) *Journal of Economic Psychology*. 34. 1-7.

WORKING PAPERS

R&R's and under review

6. Rilke, R.M., van Pelt, V., Guenther, C., & Lehnen, S., Motivating low-performers with input-based relative performance feedback - Evidence from a field experiment. *R&R The Accounting Review*.
5. Köbis, N., Leib, M., Rilke, R.M., Hagens, M., & Irlenbusch B., Corrupted by Algorithms? How AI-generated and Human-written Advice Shape (Dis)honesty. *R&R The Economic Journal*.
4. Guenther, C., Litvinova, Y., & Rilke, R.M., Me, myself, and I: Image concerns and honesty in immersive Virtual Reality. *R&R Computers in Human Behavior*.
3. Rilke, R.M., Huynh T., & Stratmann P., No influence of simple moral awareness cues in an online experiment. *R&R Journal of Behavioral and Experimental Economics*.
2. Guenther, C., Lehnen, S., & Rilke, R.M., Receiving performance feedback and job satisfaction: The role of feedback structure and individual feedback orientation.
1. Rilke, R.M., Schmidt, U., Reggiani, T., Whose Results Replicate? Doctoral Education and Replication Success of Social Science Experiments.

Ongoing projects

4. Urbig, D., Guenther, C., & Rilke, R.M., Entrepreneurs' prosocial behaviors: Challenging the idea of the selfish solo and the prosocial team entrepreneur.
3. Mill, W., & Rilke, R.M., The unintended consequences of corporate corruption on labor supply.
2. Frischmann, B., Rilke, R.M., & Lopez-Hemsig, L., Engineering consent.
1. Koelle, F., Rilke, R.M., & Schwerter, F., One the consistent malleability of social preferences.

CONFERENCES & PRESENTATIONS

2022 ESA World Meeting, Bologna

2021 Seminar, University of Potsdam; Seminar, CNRS - GATE, Lyon; Joint research colloquium of WHU and the University Heidelberg

2020 Seminar, University Mannheim; ESA Global Online Meeting; Verein für Socialpolitik;

2019 Winter summit, University Innsbruck; SPUDM, University of Amsterdam; ESA European Meeting, Dijon; Seminar, School of Higher Economics, Moscow; Seminar, Max Planck Institute Bonn

2018 Colloquium on Personnel Economics, LMU Munich; Workshop on Socially Responsible Investments, Pisa University; Academy of Management, Chicago; Seminar Martin-Luther-University Halle-Wittenberg, Halle; ESA World Meeting, Humboldt University Berlin; EEA Meeting, University of Cologne; Seminar BSB Dijon; International Vincentian Business Ethics Conference, New York

2017 TIBER 2017 Symposium on Psychology and Economics, Tilburg Institute for Behavioral Economics Research; Seminar, University Trier; Seminar, University Amsterdam (CREED)

2016 11th Nordic Conference on Behavioral and Experimental Economics, BI Norwegian Business School

2013 Workshop on Dishonesty in the Workplace, Burgundy Business School; Workshop on Natural Experiments and Controlled Field Studies, University of Würzburg; Workshop on Behavioral and Experimental Economics, University of Firenze

2012 European meeting of the Economics Science Association (ESA), University of Cologne (also part of the organizing team); Summer school on Behavioral Economics, Johannes Gutenberg University Mainz

2011 World meeting of the Economics Science Association, University Chicago

2010 Jahrestagung GfEW, University of Luxembourg; Meeting of the International Association for Research in Economic Psychology (IAREP), University of Cologne; Summer School on Incentives and Behavioral Economics of the University of Mannheim; Programming Economic Experiments with z-Tree, University of Konstanz

TEACHING ACTIVITIES AND EVALUATIONS

Overview of all teaching evaluations

Below a list of all courses and lectures taught with the corresponding teaching evaluation. The overall unweighted average of my teaching evaluation is 2.11.

Course / Lecture	Level	Year	Grade
Behavioral Ethics	BSc	22/23	2.19
Behavioral Ethics	BSc	21/22	2.00
Sustainability Lab: Sustainability in the Textile Industry	BSc	21/22	1.80
Field Experiments in Organizations	MSc	21/22	2.24
Field Experiments in Organizations	MSc	20/21	1.50
Behavioral Ethics	BSc	19/20	2.53
Field Experiments in Organizations	MSc	19/20	1.54
Sustainability Lab: Sustainability in the Textile Industry	BSc	19/20	1.96
Field Experiments in Organizations	MSc	18/19	1.63
Business Ethics ^b	MSc	18/19	1.64
Behavioral Business Ethics	BSc	18/19	2.54
Sustainability Lab: Sustainability in the Textile Industry	BSc	18/19	3.07
Field Experiments in Organizations	MSc	17/18	2.00
Business Ethics ^b	MSc	17/18	1.97
Behavioral Business Ethics	BSc	17/18	2.20
Sustainability Lab: Sustainability in Textile	BSc	17/18	1.90
Behavioral Business Ethics	BSc	16/17	2.10
Managerial Economics	MSc	16/17	3.16

Notes: The grading scale ranges from 1 (excellent) to 5 (satisfactory). * Course taught at Burgundy School of Business in Dijon.

REFEREEING SERVICES

Journal of Economic Behavior & Organization, Experimental Economics, Games and Economic Behavior, Economics Letters, Homo Oeconomicus, International Review of Economics, Games, The Scandinavian Journal of Economics, Journal of Empirical Legal Studies, Academy of Management, Journal of Business Economics, Nature Scientific Reports, Czech Science Foundation, Labour Economics, Emerging Markets Review, International Review of Law & Economics, Review of Managerial Science, Journal of Behavioral and Experimental Economics

SCHOLARSHIPS AND AWARDS

1. C-SEB Junior Start-Up Grant “Two edges of social image concerns”, University of Cologne (together with Felix Kölle and Frederik Schwerter);
2. CEREB “Incentives and (incomplete) lying “, LUMSA University Rome (together with Tommaso Reggiani)