

Dr. Adrian Hillenbrand

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Education and Position

Karlsruhe Institute of Technology Associate Professor (W2) of Economics in particular Experimental Economics for Market Design	Since March 2022
ZEW Mannheim Senior Researcher Market Design	Since October 2021
University of Mannheim Acting Professor for Competition and Regulation Economics	August 2020 – July 2021 (2 semesters)
Member Max Planck Research Group “Mechanisms of Normative Change” Senior Research Fellow (postdoc), MPI, Bonn	January 2016 – July 2020
Visiting Researcher at FAIR, NHH Bergen	September-October 2019
Bonn Graduate School of Economics (BGSE), Bonn <i>Dr. rer. pol.</i> Economics (fast track), defended December 2016 Thesis committee: Sebastian Kube, Armin Falk, Pia Pinger	2011 – December 2016
University of Bonn M.Sc. Economics (fast track program, master combined with PhD)	2010 - 2016
Max Planck Institute for Research on Collective Goods, Bonn Research Fellow	2012 - 2015
University of Mannheim B.Sc. Economics, minor in Mathematics	2007 - 2010

Research Interests

Behavioral Economics, Experimental Economics, Market Design in Online Markets, Behavioral IO, Strategic Inattention in Consumer Search, Consumer Policy, Context effects, Framing and Institutions

Publications

Gain-Loss Framing in Interdependent Choice (with Susann Fiedler)

Games and Economic Behavior (2020), *121*, 232-251

Volunteering under Population Uncertainty (with Fabian Winter)

Games and Economic Behavior (2018), *109*, 65-81

Beyond Information: Disclosure, Distracted Attention, and Investor Behavior (with André Schmelzer)

Journal of Behavioral and Experimental Finance (2017), *16*, 14-21

Leadership Effectiveness and Institutional Frames (with Gerrit Frackenhohl and Sebastian Kube)

Experimental Economics (2016), *19*(4), 842-863

Working papers and work in progress (selected abstracts below)

Strategic Inattention in Product Search (with Svenja Hippel),
The differential effect of narratives on prosocial behavior (with Eugenio Verrina)
revision requested, **Games and Economic Behavior**
Delegation under Overconfidence (with Claudia Cerrone, Andreas Klümper, Sebastian Schaub)
Volunteering at the Workplace under Incomplete Information: Teamsize Does Not Matter
(with Tobias Werner and Fabian Winter)
How the Stability of Social Relations Shapes the Emergence of Latent Norms (with Fabian Winter)

Non-academic dissemination

Fiese Filter, Harvard Business Manager (Interview on Strategic Inattention in Product Search)

Scholarships and Grants

Supported by DFG project on "Volunteering under Population Uncertainty"	2018 - 2020
Scholarship of the Max Planck Society	2012 - 2015
DFG-Scholarship of the Bonn Graduate School of Economics	2011 - 2012

Teaching Experience

Teaching award by the Fachschaft VWL and nominated for the University Teaching award, University of Mannheim	2020
Personalization and Price Discrimination (B.Sc.), University of Mannheim	Winter 2020
Behavioral Economics (M.Sc.), University of Mannheim	Winter 2020
Supervision Master thesis	2018/2019
Project Supervisor, Management and Applied Microeconomics, University of Bonn	Winter 2016
Introduction to Economics (TA), University of Bonn	Winter 2013 and Winter 2014
Teaching Awards, University of Bonn, Introduction to Economics (TA)	Winter 2013 and Winter 2014

Conference Presentations and invited talks

KIT Karlsruhe, , invited talk, <i>Strategic Inattention in Product Search</i>	2020
Ghent University, invited talk, <i>Strategic Inattention in Product Search</i>	
ZEW Mannheim, invited talk, <i>Strategic Inattention in Product Search</i>	2019
University of Paderborn, invited talk, <i>Strategic Inattention in Product Search</i>	
GfW Meeting, DICE Düsseldorf	
ESA European Meeting, Dijon	
Sixth International Meeting on Experimental and Behavioral Social Sciences (IMEBESS)	
Early Career Behavioral Economics Meeting (ECBE), Bergen	2018
Düsseldorf Institute for Competition Economics (DICE) research seminar, invited talk, <i>Strategic Inattention in Product Search</i>	
45th Annual Conference of the European Association for Research in Industrial Economics (EARIE), Athens	
ESA World Meetings, Berlin	
11th Maastricht Behavioral and Experimental Economics Symposium (M-BEES), Maastricht	
GAEL Grenoble, external seminar, invited talk, <i>Strategic Inattention in Product Search</i>	
12th Nordic Conference on Behavioral and Experimental Economics, Gothenburg	2017
ESA European Meetings, Vienna	
7th Thurgau Experimental Economics Meeting (theem), Kreuzlingen	2016
11th Nordic Conference on Behavioral and Experimental Economics, Oslo	
ESA European Meetings, Bergen	
10th Nordic Conference on Behavioral and Experimental Economics, Tampere	2015
Amsterdam Symposium on Behavioral and Experimental Economics, Amsterdam (participant)	
1st Maastricht Behavioral Economics Policy Symposium, Maastricht (participant)	

Referee Service

Management Science, Games and Economic Behavior, Experimental Economics, Journal of Economic Behavior and Organization, Journal of Behavioral and Experimental Economics, Economic Enquiry, Theory and Decision, Economics Bulletin, Social Psychology, Organizational Behavior and Human Decision Processes