

## **Rainer Michael Rilke**

### **WHU - Otto Beisheim School of Management Assistant Professor of Business Economics**

#### **Contact information**

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#### **Education**

Doctoral degree            Business Administration, Department of Corporate Development and  
                                   Business Ethics at the University of Cologne, 2010-2014

Visiting researcher        Harvard University, Harvard Business School, 2013

Diplom                        Economics, University of Bonn, 2010

Abitur                        Irmgardis Gymnasium, 2003

#### **Research fields**

Behavioral & Experimental Economics, Behavioral Business Ethics

#### **Research experience and other employment**

05/2016-present         Assistant Professor of Business Economics, WHU - Otto Beisheim School of  
                                   Management, Vallendar

4/2015-4/2016            Senior Consultant, Baker Tilly Roelfs, Competence Center Fraud Risk and  
                                   Compliance, Cologne

5/2010-3/2015            Research Assistant, University of Cologne, Department of Corporate  
                                   Development and Business Ethics, Prof. Bernd Irlenbusch

9/2013-11/2013          Visiting Research Scholar, Harvard University, Behavioral Insights Group  
                                   Prof. Max Bazerman (Harvard Business School)

10/2009-3/2010          Research Assistant, Ruhr-University Bochum, Behavioral Macroeconomics,  
                                   Prof. Michael Roos

1/2007-10/2009          Student Assistant, University Bonn Bonn Laboratory for Experimental  
                                   Economics, Prof. Reinhard Selten

## Publications

- 2016 - How to hire helpers? Evidence from a field experiment. *Experimental Economics* 19,577 (w/ Julian Conrads, Bernd Irlenbusch, Tommaso Reggiani & Dirk Sliwka)
- One-by-one or all-at-once? Self-Reporting policies and dishonesty. *Frontiers in Psychology* 7,113 (w/ Amos Schurr, Rachel Barkan & Shaul Shalvi)
- Team-goal incentives and individual lying behavior. *Die Betriebswirtschaft* 76,1 (w/ Julian Conrads, Mischa Ellenberger, Bernd Irlenbusch, Elia Nora Ohms & Gari Walkowitz)
- Reducing ambiguity in lotteries: Evidence from a field experiment. *Applied Economics Letters*, 23, pp. 206-211 (w/ Julian Conrads & Tommaso Reggiani)
- 2015 - On why hypocrisy thrives: Reasonable doubt created by moral posturing can deter punishment. *Journal of Experimental Social Psychology*, 59, pp. 139-145 (w/ Jan-Erik Lönnqvist & Gari Walkowitz)
- 2014 - Honesty in tournaments. *Economics Letters*, 123, pp. 90-93 (w/ Julian Conrads, Bernd Irlenbusch, Anne Schielke & Gari Walkowitz)
- 2013 - Lying and team incentives. *Journal of Economic Psychology*, 34, pp. 1-7 (w/ Julian Conrads, Bernd Irlenbusch, & Gari Walkowitz)

## Conferences, workshops & presentations

- 2016 11<sup>th</sup> 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, *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 der Gesellschaft für experimentelle Wirtschaftsforschung, *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*
- 2008 Summer school on Culture and Methods in Management, Theory, Experiments and Practice, *Southwest Jiaotong University*

## Refereeing for

*Journal of Economic Behavior & Organization*, *Experimental Economics*, *Policy Sciences*