1. Introduction

The Faculty of Management, Economics, and Social Sciences (WiSo-Faculty) in Cologne is the largest and best reputed faculty of its type in Germany. It has a strong tradition in both fundamental and applied research in the covered disciplines.

The faculty and the University have been very successful in the academic year 2011/2012. The University has been granted the status of a University of Excellence, in a national contest where only 11 Universities have been successful. In its proposal, the University identified four “University of Cologne Competence Areas”, one of which, “Social and Economic Behavior” is strongly based on research undertaken at our faculty.

In 2012 the WiSo-Faculty became accredited by EQUIS, a well known international accreditation for business schools, which only four German Universities can exhibit. In the EQUIS evaluation, the portfolio of research and development activities was judged to be “above standard”.

In October 2011, the research group, “Design and Behavior – Economic Engineering of Firms and Markets” was inaugurated. Researchers from economics and business administration as well as psychologists study the design of real-world institutions and mechanisms based on behavioral research.

This report documents research news, general information about the research activities of the members of the WiSo-Faculty and their research output, i.e. publications by members of the Faculty, conference presentations by PhD students and Postdocs of the WiSo-Faculty and completed PhD theses in the academic year 2011/2012.

Cologne, September 2012

Achim Wambach; Vice-Dean for Research and Young Academics
2. Research-Related News/General Information

2.1 News from the Faculty

- In June 2012, the University of Cologne was awarded the status of a University of Excellence by the German Research Foundation (DFG). The institutional strategy to advance the University of Cologne “Accepting the Challenge of Change and Complexity” was approved by the DFG in the second phase of the Excellence Initiative. The strategy aims at strengthening and further developing the university’s research profile, at establishing funding programs for cutting edge research and at integrating new career-promoting structures and support measures. One of the four university’s key profile areas (“Behavioral Economic Engineering and Social Cognition”) is headed by Axel Ockenfels.

- In April 2012, the WiSo faculty received the EQUIS seal of approval by the European Foundation of Management Development (EFMD). In addition to the University of Mannheim, the WiSo faculty is the only federally funded university in Germany that is EQUIS accredited.

- The official inauguration of the research group “Design & Behavior” was held on October 11, 2011. Professor Peter Cramton (University of Maryland), one of the leading experts in the area of auction and market design, gave a speech on “Market Design - Insights from Practice”.

- Detlef Buschfeld has taken over as vice-dean for teaching, academic studies and reform, a position previously held by Bernadette Dilger.

- After six years, first as faculty appointee for research and then as vice-dean for research and young academics, Achim Wambach will step down in September 2012. He will be followed by Bettina Rockenbach.

- Axel Ockenfels has been appointed a Contributing Author in the Intergovernmental Panel on Climate Change (IPCC).

- Dirk Sliwka was elected by “Personalmagazin” as one of the top 40 persons at human resource management.

- Achim Wambach has been appointed chairman of the academic advisory board of the Federal Ministry for Economics and Technology in May 2012.

- Herbert Baum has retired in February 2012.

- David Jaeger moved to City University of New York.

- Hans Jürgen Rösner has retired in March 2012.

- Friedrich Schmid has retired in February 2012.

2.2 New Appointments in 2011/2012

- Johannes Münster has taken up the chair for media economics. Previously, he held a position as a Junior Professor at Free University of Berlin.

- Werner Görg has joined as honorary Professor at the Chair of Risk Management and Insurance.

- Christian Growitsch from the Institute of Energy Economics has joined the faculty as Privatdozent for Economics in June 2012. Previously, he was Privatdozent at the Martin-Luther-University in Halle-Wittenberg.

- Jos Jansen from the Max Planck Institute for Research on Collective Goods has joined as a temporary Professor for Microeconomics.
2.3 Placement of Assistant and Associate Professors in 2011/2012

- Marius Busemeyer becomes Professor of Political Science (Policy Analysis and Political Theory) at the University of Konstanz.
- Gerlinde Fellner becomes Professor at Ulm University.
- Andrea Fleschenberg dos Ramos Pinéu becomes DAAD Long-Term Guest Professor at Qaid-i-Azam University, Pakistan.
- Achim Goerres becomes Professor of Empirical Political Science at the University of Duisburg-Essen.
- Burkhard Hehenkamp becomes Professor at the University Paderborn.
- Kai Hoberg has accepted a call from the Kuehne-Logistic University of Hamburg.
- Indre Maurer becomes Professor of Organization and Management at the University of Göttingen.
- Wanda Mimra becomes Assistant Professor of Risk and Insurance Economics at ETH Zürich.

2.4 Habilitationen in 2011/2012

- Torsten Biemann: “Careers and Career Patterns”

2.5 Guests of the Faculty in 2011/2012

- Claes Alvstam, University of Gothenburg, visited Martina Fuchs in winter term 2011 and gave a course about “Main Features of Economic Geography”.
- Nicole Bolleyer, University of Exeter, visited André Kaiser in winter term 2011 as an Alexander-von-Humboldt Fellow.
- Olivier Costa, Institut d’études politiques Bordeaux, visited Wolfgang Wessels in winter term 2011 and gave a course about “The Parliamentarisation of the European Union”.
- Steven A. Gabriel, University of Maryland, was guest at the EWI in January and August 2012 and gave a course about “Mixed Complementarity Problems and Stochastic Optimization”.
- Dr. Peter A. Gloor, MIT, CA, USA, visited Detlef Schoder in winter term 2011 and gave a course about “Collaborative Innovation Networks”.
- Dmytro Hryshko, University of Alberta, visited the CMR in winter term 2011 and summer term 2012 and gave lectures in Labor Market Economics.
- David Jaeger, City University of New York, visited Peter Funk in summer term 2012 and gave courses about “Public Policy and the Labour Market” and “Identification Strategies in Econometrics”.
- Sebastian Kranz is Visiting Professor at the EWI during the academic year 2011/2012. He gave a course in winter term 2011 about “Advanced Energy Economics: Marktes and Prices” and in summer term 2012 about “Empirical Economics: Methods and Applications in Industrial Economics” with Susanne Prantl.
- Partha Krishnamurthy, University of Houston, Texas, visited Werner Reinartz and gave a course about “Strategic Management in Retailing” during summer term 2012.
- Kazufumi Manabe, Aoyama Gakuin University, Tokyo, visited Wolfgang Jagodzinski in winter term 2011 and gave a course about “International Comparative Social Research”.
- Tim Mennel, Centre for European Economic Research (ZEW), was guest at the EWI in January and February 2012 and gave a course about “Dynamic Programming: Theory,
Numeric Implementation and Applications” in cooperation with the Cologne Graduate School (CGS) in winter term 2011.

• Karl-Dieter Opp, University of Leipzig, visited Jürgen Friedrichs and gave a course about “Rational Choice Theory” during winter term 2011.

• José Luis Sarto (University of Zaragoza/Spain) visited Alexander Kempf for a research stay in summer term 2012, completing their common project: “Determinant of the success of the mutual fund families”.

• Sabine Saurruger, Institut d’Etudes Politiques (IEP) of Grenoble (France), visited Wolfgang Wessels in summer term 2012 and gave a course about “Resistances to European Integration”.

• Udo H. Staber, University of Canterbury, visited Mark Ebers in winter term 2011. He taught courses on “Advanced Organizational Theories” and “Organizational Evolution”.

• Thadeusz Stryjakiewicz, Adam Mickiewicz University, Poznań, visited Martina Fuchs in winter term 2011 and gave a course about “Economic and Social Geography: Changing Regional Economic Geography”.

• Virpi Tuunainen, Aalto University, Helsinki, visited Claudia Loebbecke in winter term 2011 and gave a course about “ICT Enabled Services”.

• Hendrik Wolff, University of Washington, was guest at the EWI in August and September 2012.

2.6 Conferences and Summer Schools hosted by the Faculty or organized by Faculty Members in 2011/2012

• Theseus-Conference “Which Way Forward? Three Years after Lehman, Two Years after Lisbon: Present Challenges, Strategic Choices and Future Perspectives of the EU”, Cologne, November 2011

• University of Cologne Aviation Forum, Cologne, April 2012

• Cologne – Causes and consequences of economic disintegration. Evidence from the 20th century, Cologne, April 2012

• 4th International Summer University for Trade Fair Management “Excellence in Sales - Selling Excellence”, Cologne, June 2012

• 3rd CMR Workshop on Macroeconomics, Cologne, September 2012

• ESA European Conference, Cologne, September 2012,

• EXACT PhD-Summer School “EU External Action”, Cologne, September 2012

• Paris – Cologne Workshop “Recent developments in microeconomics and market design”, Paris, September 2011, co-organized by the Research Group “Design and Behavior”

• Bonn – 4th European Stock Market History Conference, Bonn, March 2012

• Theseus-International Summer School and Simulation Exercise “The Future of EU Economic Governance”, Brussels, July 2012

2.7 Research Prizes for Faculty Members in 2011/2012

• Stefan Friederichs has won the Anna Valicek Medal recognizing original and innovative research in the application of operations research to airline and/or airline related business problems. This annual award is sponsored by the Airline Group of the International Federation of Operational Research Societies (AGIFORS).
• Eva Hoppe was decorated with the Award of the University of Cologne 2011 in the category "Young Academics". Moreover, she also received the Heinz-Sauermann-Award 2011 for her dissertation „Essays on Contract Design and Incentive Provision“. This prize is awarded by the Gesellschaft für experimentelle Wirtschaftsforschung for the best dissertation in the field of experimental economics.

• Jan Klobucnik together with Sönke Sievers won the Best Practice Paper Award of the Verband der Hochschullehrer für Betriebswirtschaft e.V.

• Eva Hoppe and David Kusterer received the Reinhard-Selten Prize of the Verein für Socialpolitik for their article "Conflicting Tasks and Moral Hazard: Theory and Experimental Evidence", which was published in the European Economic Review in December 2011 (Vol. 55, No. 8).

• Claudia Loebbecke won the 'Research Paper Competition 2011' der 'Society for Information Management (SIM)' for her study "Assessing Cloud Readiness at Continental AG" (joint with B. Thomas und T. Ullrich). A shorter version of the study later appeared in the January 2012 (Vol. 11, No. 1) issue of the Management Information Systems Quarterly Executive (MISQE).

• Anja Oppermann won the Joachim R. Frick Memorial Prize for the best papers of the German Economic Research Institute (DIW) for her paper "A new Color in the Picture - The Impact of Educational Fields on Fertility in Western Germany".

• Werner Reinartz received the 2011 Sheth Foundation/Journal of Marketing award for his article “The Impact of Customer Relationship Characteristics on Profitable Lifetime Duration,” (joint with V. Kumar) which appeared in the January 2003 (Vol. 67, No. 1) issue of the Journal of Marketing. Furthermore he received the 2012 SYNTEC Prix Academic de la Recherche en Management (Academic Award for Research in Management) in category "Marketing and Decision Sciences" for the article “Hybrid Offerings: How Manufacturing Firms Combine Goods and Services Sucessfully", published in the Journal of Marketing, November 2011.

• Nils Wagner received the 3rd place 2012 EMAC-McKinsey Marketing Dissertation Award for his dissertation "A Descriptive and Normative Analysis of Marketing Budgeting".

• Wolfgang Wessels received the “UACES Award for Lifetime Achievement in Contemporary European Studies”, 2011 and he was granted the “Ad Personam Jean Monnet Chair” by the European Commission, 2012.

2.8 News from the Cologne Graduate School in Management, Economics and Social Sciences (CGS)

• CGS fellows Astrid Chludek, Dominik Orbach and Daniel Schlagwein graduated this year.

• David Kusterer (Fellow 2009) together with Eva Hoppe was awarded the Reinhard-Selten Award of the Verein für Socialpolitik for their article: "Conflicting Tasks and Moral Hazard: Theory and Experimental Evidence."

• Jan Klobucnik (Fellow 2010) together with Sönke Sievers won the Best Practice Paper Award of the Verband der Hochschullehrer für Betriebswirtschaft e.V.

• In cooperation with the Fritz Thyssen Stiftung, CGS will award up to three post-Doc fellowships next year. Candidates will ideally be selected from within the three major fields of the Faculty.

• Expanding our international network, the CGS hosted visiting researchers from China, Finland, India and Hungary.
2.9 News from the Research Institutes

Centre for Financial Research, CFR

- Dr. Wolfgang Leonie (Sal. Oppenheim) was elected as the chairman of the CFR Executive Board and Christof Kessler (Gothaer Asset Management) as a member of the CFR Executive Board.

- Christian Bonnen (Kreissparkasse Köln) and Dr. Bert Flossbach (Flossbach von Storch) are newly appointed members of the CFR Advisory Board.

- Laura Dahm and Marc-André Göricke are new members of the CFR Research Team.

- The 11th CFR Colloquium on Financial Markets took place in Cologne at April 16th 2012. Prof. Neal Stoughton (WU Wien) received the Best Paper Award for his paper “Strategic Mutual Fund Tournaments”.


- CFR Research Fellow Vikas Agarwal received the Best Paper Award in Investments at the FMA Meeting 2011 and CFR Research Fellow Gjergji Cici received the Edwin S. Mills Award 2011 in Real Estate Economics.

FiFo Institute for Public Economics

- Prof. Dr. Alexander Ludwig took up a directorship at the institute in July 2012.

- FiFo has continued to contribute to policy analysis and design in various action fields of public economics. In the course of the academic year 2011/12, FiFo has been working on reports and studies for five different federal ministries (Finance, Economics, Environment, Family Affairs, and Education/Research), the state governments of North Rhine-Westphalia, Bavaria and Rhineland-Palatinate, and partners on the local as well as on the international level.

- In July 2012, FiFo won the prestigious contract to evaluate and remodel the system of fiscal equalization in North Rhine-Westphalia, thus breaking an ifo-Munich research monopoly of almost two decades. The fiscal equalization system directly determines the provision of local public services to 18 million people in the most populous German state.

- In cooperation with the University of Stuttgart, the Technical University Hamburg-Harburg and the Leibniz-Institute for Urban and Regional Development Dresden, FiFo continues to develop the large-scale micro agent- and policy simulation-model €LAN. When put in to practice by mid-2013, €LAN promises to establish itself as one of the world’s most powerful urban simulation models.

- In June 2012, FiFo finalized its third in-depth evaluation of German budget transparency, thus participating in the renowned Open Budget Index, a Washington-based research initiative with a network covering more than 100 countries worldwide.

- FiFo’s leading personnel intensively contributed to public policy debates by disseminating research findings in various interviews with print and Internet media, TV and radio stations. They also acted as invited experts for several committees of state parliaments and the German Bundestag.

- In late 2011, FiFo’s managing director, Dr. Michael Thöne, has been confirmed as the chairman of the mixed policy-consulting team, the "Working Group on Public Economics", of the Federal Minister of Finance.

Institute for Broadcasting Economics

- As in Germany the present broadcasting fee will be substituted by a new household fee in 2013, several projects on “Long-term forecast of the broadcasting license fee revenues
under current law and of the device-independent broadcasting household fee”, funded by the Gebühreneinzugszentrale (Broadcasting Fee Association), have been completed in 2011.

- Also for the Gebühreneinzugszentrale a broad study about the methodological forecasting problems of the new household fee has been completed in 2011.

- At a conference of the „Netzwerk Medienstrukturen“ in September 2011 Dr. Manfred Kops presented a study on „Methods for International Comparisons of Media Systems“. The study will be completed in 2012.

- Dr. Olexiy Khabyuk has left the Institute by the end of 2011.

- Prof. Dr. Horst Schellhaaß will leave the Institute’s directorship by the end of the summer term 2012.

Institute for Economic Policy (iwp)

- The iwp has started a long-term research project on the impact of federal legislation on the German small and medium size firm sector. The results of the first part of the project – “Impact of state intervention to promote building restoration on the real estate market“ - have recently been published online.

- The IWP has continued the series called ”Kölner wirtschaftspolitischer Dialog“ in cooperation with the Handelsblatt. In summer term 2012, two dialogues took place: One between Sylvia Löhrmann (Minister for Education of the land NRW) und Prof. Dr. Ludger Wößmann (Ifo Institute Munich) on the topic “Education as location factor – opportunities and limitations of competition” and one between Ursula Heinen-Esser (Parliamentary State Secretary of the Federal Ministry for the Environment, Nature Conservation and Nuclear Safety) and Prof. Dr. Andreas Löschel (Center for European Economic Research) on the topic “Enforceability of a sustainable climate policy within a democracy“.

- In winter term 2011, the iwp has organized a lecture series on the European Monetary Union.

Institute of Energy Economics (EWI)

- EWI has had a significant research output in 2011/12, leading to more than 10 publications in refereed international journals.

- EWI has continued to contribute to the European and German energy policy debate with numerous studies and reports. In particular the study “Investigation into a sustainable electricity market design for Germany”, commissioned by the Ministry of Economics and Technology (BMWi) was widely received and discussed.

- EWI has developed several new numerical models for simulating energy markets. DIMENSION is a long-run equilibrium model with endogenous investment for the (conventional and renewable) electricity market in the EU 27 plus Norway and Switzerland. TIMCO is a long-run equilibrium model that allows simulations of different evolutions of the global steam coal market, taking into account global interdependencies up to the year 2030. DlscrHEat (Discrete choice HEat market simulation model), is a dynamic simulation model for private households within the German heat market.

- EWI has new staff members: Dr. Sebastian Kranz is a temporary Professor at the Institute of Energy Economics at the University of Cologne during the academic year 2011/2012. Sebastian Nick has joined as a research associate and doctoral candidate at the Institute of Energy Economics at the University of Cologne since February 2012. Melanie Tillmann has been a part of the Corporate Communications team since April 2012. Lastly, Dr. Helena Meier started as a Post Doc in July 2012.

- In January and August 2012, Prof. Steven Gabriel from the University of Maryland (USA) was once again a guest at the EWI. The mathematics and energy economics modeling
specialist is a researcher at the University of Maryland Energy Research Center (UMERC) and a professor of the interdisciplinary Master of Engineering and Public Policy (MEPP) program. Currently, EWI scientist Stephan Nagl is performing research at the University of Maryland for several months with the UMERC.

- In January and February 2012, Dr. Tim Mennel from the Centre for European Economic Research (ZEW) was a guest at the EWI.
- From June to August 2012, Ramona Miron from the Lucian-Blaga-University in Sibiu, Romania, was a guest at the EWI. Broghan Helgeson from Santa Cruz, CA, USA worked as an intern from June to September 2012. PhD student Dominique Pride from the University of Alaska Fairbanks (USA) also did an internship from June to August 2012.
- During 2012, EWI scientists Timo Panke and Johannes Trüby will work for several months at the International Energy Agency (IEA) in Paris.

**Institute for Retail Research (IFH)**

- In 2012, the board of the Institute for Retail Research commissioned a large scale study on the topic of “Value Creation in the Retailing Sector”. The first results of this study were presented in September 2012. After last year’s highly successful study on “The Retailing Sector as an Employer”, which was very well received by both employers as well as the public press, the board wants to continue this approach of launching high impact studies about the sector.

### 2.10 Editorships by Faculty Members

**Business Administration**

- Sascha Albers is member of the editorial board of European Management Journal.
- Dirk Briskorn is contributing editor of International Abstracts in Operations Research.
- Werner Delfmann is member of the editorial boards of Die Betriebswirtschaft, Logistics Research and Business Research.
- Ulrich Derigs is associate editor of NETWORKS and Electronic Commerce Research and he is a member of the editorial board of the American Journal of Mathematical and Management Sciences.
- Mark Ebers is co-editor of the journal Die Betriebswirtschaft. He is member of the editorial boards of Organization Studies, Strategic Organization and Scandinavian Journal of Management.
- Thomas Hartmann-Wendels is co-editor of Zeitschrift für Bankrecht und Bankwirtschaft, serves on the editorial board of the journal Bankhistorisches Archiv and he is member of the editorial board of Die Betriebswirtschaft.
- Norbert Herzig is member of the editorial boards of Steuer und Wirtschaft, Die Wirtschaftsprüfung, Die Unternehmensbesteuerung and Der Konzern.
- Bernd Irlenbusch is member of the editorial boards of Central European Business Review, Review of Managerial Science and Business Research.
- Claudia Loebbecke is senior editor of the Journal of Strategic Information Systems (JSIS) and member of the advisory board of the Information Systems Review (ISR). She serves
as special issue associate editor of Management Information Systems Quarterly (MISQ). She is member of the editorial boards of Communications & Strategies, the Information Systems Journal, the Journal of Information Technology, the Communications of the AIS, the Journal of Media Business Studies, the International Journal on Media Management, the Journal of Decision Systems and Electronic Commerce Research and Applications.

- Werner Reinartz is area editor of International Journal of Research in Marketing and member of the editorial boards of the Journal of Marketing and Marketing Science.
- Detlef Schoder serves on editorial boards including Wirtschaftsinformatik (Department Editor), Electronic Markets, Information Systems and e-Business Management, MIS Review (Chinese Journal), Business und Research (BuR) and International Journal of Electronic Business. He is associate editor of International Journal of Internet and Enterprise Management.
- Heinrich Schrading is chief editor of German Risk and Insurance Review.
- Dirk Sliwka is member of the editorial boards of Die Betriebswirtschaft and Review of Managerial Science.
- Ulrich Thonemann is co-editor of Operations Research Spectrum and he is associate editor of Production and Operations Management.
- Franziska Vöckner serves on the editorial board of International Journal of Research in Marketing.

**Economics**

- Felix Bierbrauer is member of the editorial board of European Journal of Political Economy.
- Eckart Bomsdorf is member of the editorial board of ASTA Wirtschafts- und Sozialstatistisches Archiv.
- Carsten Burhop is member of the editorial board of Jahrbuch für Wirtschaftsgeschichte and of the European Review of Economic History.
- Juergen B. Donges is member of the advisory board of The World Economy and scientific advisor of the Revista del Instituto de Estudios Económicos.
- Juergen B. Donges, Johann Eekhoff and Christian Watrin are editors for Zeitschrift für Wirtschaftspolitik.
- Karl Mosler is member of the advisory board of the METRON – International Journal of Statistics.
- Axel Ockenfels is associate editor for the Journal of Economic Behavior and Organization and the Journal of Economics.
- Susanne Prantl is a member of the scientific board for the Journal of Economics and Statistics.
- Toni Pierenkemper is member of the editorial board of Jahrbuch für Wirtschaftsgeschichte.
- Achim Wambach is co-editor of the Geneva Risk and Insurance Review and co-editor of Perspektiven der Wirtschaftspolitik.

**Sociology and Political Sciences**

- Hans-Jürgen Andreß is member of the scientific board of Sports and Society (Sport und Gesellschaft) and of Methoden–Daten–Analysen, Zeitschrift für Empirische Sozialforschung.
- Jens Beckert is member of the editorial committee of Socio-Economic Review.
• Lorenz Fischer is co-editor of the Wirtschaftspsychologie.

• Jürgen Friedrichs is senior editor of the Kölner Zeitschrift für Soziologie und Sozialpsychologie. He is also member of the editorial boards of the European Journal of Housing Policy and the Housing Studies.

• Erik Hötzl is co-editor of the Journal of Economic Psychology.

• Thomas Jäger is editor of Zeitschrift für Außen- und Sicherheitspolitik.

• André Kaiser is member of the editorial board of Political Science.

• Sigrid Quack is member of the editorial board of Organization.

• Frank Schulz-Nieswandt is chief editor of Zeitschrift für öffentliche und gemeinwirtschaftliche Unternehmen/Journal of public and nonprofit enterprises. And he is member of the editorial boards of Zeitschrift für Gerontologie und Geriatrie and the Annals of Public and Cooperative Economics.

• Wolfgang Streeck is chief editor of Socio-Economic Review.

• Christine Trampusch is member of the editorial board of German Politics and Zeitschrift für Sozialreform.

• Wolfgang Wessels is member of the editorial boards of Integration, Journal of Common Market Studies, European Foreign Affairs Review, European Political Science, Studies in EU Reform and Enlargement, Perspectives - Review of International Affairs and Nowa Europe.

2.11 Presidencies of Academic Societies by Faculty Members

• Mark Ebers is member of the board of the Schmalenbach-Gesellschaft - Deutsche Gesellschaft für Betriebswirtschaft e.V.

• Jürgen Friedrichs is chairman of the working group "Poverty Neighbourhoods" of the European Network of Housing Research.

• Norbert Herzig is vice-president of the Schmalenbach-Gesellschaft für Betriebswirtschaft, chairman of the working board for taxes of the Schmalenbach-Gesellschaft für Betriebswirtschaft and member of the executive committee of the German division of the International Fiscal Association.

• André Kaiser has been member of the executive committee of the European Consortium for Political Research since 2009. Related to this he is director of the ECPR Summer and Winter Schools in Methods and Techniques.

• Ludwig Kuntz has been chairman of the working board Ökonomie im Gesundheitswesen of the Schmalenbach-Gesellschaft für Betriebswirtschaftslehre since 2007.

• Karl Mosler is vice-president of the German Statistical Society. He has been vice-president of the German Consortium in Statistics (Deutsche Arbeitsgemeinschaft Statistik) since 2005 too. He is also board member of the Federation of European National Statistical Societies (FENStatS).

• Axel Ockenfels is board member of the Verein für Socialpolitik.

• Heinrich Schradin has been member of the executive committee of the German Association of Insurance Science since 2003.

• Frank Schulz-Nieswandt is president of honor of the scientific council of German Federal Association of Public Services and speaker of the scientific council of the German Center of Gerontology in Berlin.

• Christine Trampusch is member of the executive council of the Society for the Advancement of Socio-Economics.
• Wolfgang Wessels has been vice-president of the Arbeitskreis Europäische Integration (German ECSA) since 2002 and he is vice-president of the German Consortium of the Turkish-German University.

2.12 Membership in Academies and Academic Advisory Boards by Faculty Members

**Academies of Science**

• Jens Beckert is member of the Berlin-Brandenburg Academy of Science.

• Juergen B. Donges is member of the North Rhine-Westphalian Academy of Sciences and Arts and of the Spanish Royal Academy of Economic and Financial Sciences, Barcelona.

• Thomas Jäger is member of the North Rhine-Westphalian Academy of Sciences and Arts.

• Alexander Kempf is member of the North Rhine-Westphalian Academy of Sciences and Arts.

• Claudia Loebbecke is member of the European Academy of Science. She is member of the AIS Senior Scholars, the Advisory Board of the Association of Information Systems.

• Axel Ockenfels is member of the Berlin-Brandenburg Academy of Sciences and of the North Rhine-Westphalian Academy of Sciences and Arts.

• Wolfgang Streeck is member of the Berlin-Brandenburg Academy of Science and of Academia Europaea.

• Ulrich W. Thonemann is member of the North Rhine-Westphalian Academy of Sciences and Arts.

• Carl Christian von Weizsäcker is member of the North Rhine-Westphalian Academy of Sciences and Arts.

**Ministries, Federal Institutions**

• Hans-Jürgen Andreß is member of the academic advisory council for the German Census 2011 (Federal Ministry of the Interior) and has been member of the academic advisory council for the poverty report of the Federal Government.

• Marc Oliver Bettzüge is member of the Enquête-Commission “Growth, Wealth, Quality of Life” of the German Bundestag.

• Carsten Burhop has been elected to the scientific advisory board in Economics & Business Administration at the German Science Foundation (DFG) and he has been appointed to the scientific advisory board for long-term projects at the German Science Foundation.

• Wolfgang Kitterer is member of the scientific advisory committee of the Federal Ministry of Finance.

• Claudia Loebbecke is member of the Kommission der Hochschulrektorenkonferenz für die Neuen Medien an den Hochschulen and is board member (Mitglied Stiftungsrat), Leibniz Information Centre for Economics ('ZBW -- Deutsche Zentralbibliothek für Wirtschaftswissenschaften – Leibniz-Informationszentrum Wirtschaft').

• Axel Ockenfels is member of the academic advisory board of the Federal Ministry for Economics and Technology.

• Achim Wambach is chairman of the academic advisory board of the Federal Ministry for Economics and Technology.
• Christian Watrin is member of the academic advisory board of the Federal Ministry for Economics and Technology.

• Carl Christian von Weizsäcker is member of the academic advisory board of the Federal Ministry for Economics and Technology.

• Wolfgang Wessels is member of the academic advisory board of the Ministry for Federal, European and Media Affairs of the State of North Rhine-Westphalia.

Universities, Research Institutes, Further Institutions

• Hans-Jürgen Andreß has been president of the scientific board of the German General Social Survey from 2000 until 2009 and he is member of the board of trustees of GESIS (German Social Science Infrastructure Services e.V.) and of the scientific advisory council of the Forschungsdatenzentrum der Statistischen Landesämter.

• Jens Beckert is board member of the section on economic sociology of the German Sociological Association (DGS) and council member of the Economic Sociology Section of the American Sociological Association (ASA).

• Marc Oliver Bettzüge is member of the Energy Steering Panel of the European Academy of Sciences Advisory Council (EASAC).

• Carsten Burhop is member of the advisory board of the Institute for Bank - Historical Research, Frankfurt, and member of the scientific advisory board of the Society for Business History, Frankfurt.

• Detlef Buschfeld is member of the executive board of Deutsches Handwerksinstitut, Berlin.

• Werner Delfmann is chairman of the academic advisory board of the German Logistics Association and member of the research & development committee of the European Logistics Association as well as member of the international academic advisory boards of Haute Ecole Commercial, Paris, and Corvinus University, Budapest.

• Juergen B. Donges is senior advisor of the Madrid Institute for Economic Studies (IEE). He is a member of the advisory board of the Institute for Global Economics, Seoul, as well as of the board of the ZEI Center for European Integration Studies at the University of Bonn and of the Karlshochschule International University, Karlsruhe. He is member of the advisory boards of the Rafael del Pino Foundation and the ICO Foundation Instituto de Crédito Oficial, both in Madrid.

• Detlef Fetchenhauer is a member of the scientific board of the German General Social Survey.

• Lorenz Fischer is member of the Academy of Management and Deutsche Gesellschaft für Psychologie.

• Marc Fischer is member of the advisory board of the Marketing Accountability Standards Board (MASB) in Chicago and member of the scientific advisory board of the Center for Brand Management and Marketing (ZMM) in Hamburg.

• Jürgen Friedrichs is member of the Academy for Spatial Research and Planning, Hannover.

• Thomas Hartmann-Wendels is member of the working group “Leases” of the Deutsche Rechnungslegungs Standards Committee.

• Norbert Herzig is head of the working group “Company Taxation” of the committee “Steuergesetzbuch”, Stiftung Marktwirtschaft and member of the working board for taxes of the Institut der Wirtschaftsprüfer.

• Claudia Loebbecke serves as Fulbright Liaison Professor of the University of Cologne.
• Heiner Meulemann is director of the Medienwissenschaftliches Lehr- und Forschungszentrum, Cologne, member of the board of the Institute for Broadcasting Economics, Cologne, chairman of the jury of the Fritz Thyssen Foundation Award for articles in social science journals and member of the board of the René-König-Gesellschaft.

• Axel Ockenfels is member of the scientific advisory board of the University of Cologne and coordinator of the University’s Key Profile Area „Behavioral Economic Engineering and Social Cognition“.

• Werner Reinartz is on the academic advisory board of the Institute of Service Excellence (ISES) at Singapore Management University. Also, he is a member of the European Marketing Academy, the American Marketing Association, the Institute of Operations Research and Management Science, and the Schmalenbach-Gesellschaft - Deutsche Gesellschaft für Betriebswirtschaft e.V.

• Detlef Schoder is one of the directors of Institute for Broadcasting Economics. He is also one of three elected ‘Revisoren’ of the German Research Foundation (Deutsche Forschungsgemeinschaft DFG).

• Frank Schulz-Nieswandt is member of the scientific board of the Bundesverband öffentliche Dienstleistungen/ German section of CEEP and he is speaker of the scientific board of the German Center of Gerontology/ Deutsches Zentrum für Altersfragen in Berlin.

• Franziska Völckner is a member of the board of directors of the Center for Brand Management and Marketing (ZMM) in Hamburg, a member of the European Marketing Academy, the Institute of Operations Research and Management Sciences, the Product Development & Management Association and the Schmalenbach-Gesellschaft- Deutsche Gesellschaft für Betriebswirtschaft e.V.

• Michael Wagner is speaker of the European Network for the Sociological and Demographic Study of Divorce, speaker of the advisory board of the German Ageing Survey (Centre of Gerontology), Berlin, member of the scientific board of the German General Social Survey, and he represents the University of Cologne in the General meeting of members of GESIS (Leibniz Institute for the Social Science).

• Achim Wambach is member of the Senate Committee on Collaborative Research Centres of the German Research Association (DFG) and chairman of the academic advisory board of DICE, the Düsseldorf Institute for Competition Economics.

• Wolfgang Wessels is chairman of the Institut für Europäische Politik, Berlin and of the Trans European Policy Studies Association in Brussels.

2.13 Third Party Funded Projects in 2011/2012

Below, a table listing all third party funded projects, which were running in the academic year 2011/2012 is displayed.

<table>
<thead>
<tr>
<th>Funding Body</th>
<th>Type of Funding</th>
<th>Title</th>
<th>Coordinator</th>
<th>Start</th>
<th>Finish</th>
</tr>
</thead>
<tbody>
<tr>
<td>DFG</td>
<td>Research Group</td>
<td>Design and Behavior - Economic Engineering of Firms and Markets</td>
<td>Axel Ockenfels</td>
<td>2011</td>
<td>2014</td>
</tr>
<tr>
<td>Funding Body</td>
<td>Type of Funding</td>
<td>Title</td>
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<tr>
<td>DFG</td>
<td>Leibniz Prize</td>
<td>Gottfried Wilhelm Leibniz Prize</td>
<td>Axel Ockenfels</td>
<td>2005</td>
<td>2012</td>
</tr>
<tr>
<td>DFG</td>
<td>Project in Research Group &quot;Design and Behavior&quot;</td>
<td>Comparative Thinking and Cognitive Engineering in Economic Interaction</td>
<td>Axel Ockenfels</td>
<td>2011</td>
<td>2014</td>
</tr>
<tr>
<td>DFG</td>
<td>Project in Research Group &quot;Design and Behavior&quot;</td>
<td>Engineering Trust in Markets: Advice and Reputation</td>
<td>Axel Ockenfels</td>
<td>2011</td>
<td>2014</td>
</tr>
<tr>
<td>DFG</td>
<td>Project in Research Group &quot;Design and Behavior&quot;</td>
<td>Auctions, Negotiations and Hybrid Mechanisms in Procurement</td>
<td>Achim Wambach</td>
<td>2011</td>
<td>2014</td>
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<tr>
<td>DFG</td>
<td>Project in Research Group &quot;Design and Behavior&quot;</td>
<td>Supply Chain Engineering</td>
<td>Ulrich Thonemann</td>
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<td>2014</td>
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<tr>
<td>DFG</td>
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<td>Intergenerational Knowledge Transfer in Work Teams: A Social Network Perspective</td>
<td>Torsten Biemann</td>
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<td>2013</td>
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<tr>
<td>DFG</td>
<td>Research Grant</td>
<td>The Transfer of Patents and Innovations in Imperial Germany</td>
<td>Carsten Burhop</td>
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<tr>
<td>DFG</td>
<td>Research Grant</td>
<td>Aktienemissionen und Kapitalentwicklung</td>
<td>Carsten Burhop</td>
<td>2010</td>
<td>2012</td>
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<tr>
<td>DFG</td>
<td>Research Grant</td>
<td>The political economy and economics of corporate governance</td>
<td>Carsten Burhop</td>
<td>2012</td>
<td>2015</td>
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<tr>
<td>DFG</td>
<td>Research Grant</td>
<td>Initial Public Offerings and Stock Market Development in Germany, 1871-1938</td>
<td>Carsten Burhop</td>
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<td>2014</td>
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<tr>
<td>DFG</td>
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<td>Stabilität und Wandel von Management-</td>
<td>Mark Ebers</td>
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<td>2014</td>
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<tr>
<td>Funding Body</td>
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<tr>
<td>DFG</td>
<td>Research Grant</td>
<td>konzepten im Gefolge von Unternehmenszusammenschlüssen</td>
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<tr>
<td>DFG</td>
<td>Research Grant</td>
<td>Ungerechtigkeitssensibilität, Informationsverarbeitung und Verhalten</td>
<td>Detlef Fetchenhauer/Thomas Schlösser</td>
<td>2011</td>
<td>2013</td>
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<tr>
<td>DFG</td>
<td>Research Grant</td>
<td>Auswirkungen des Umzugs von RTL auf die Aufwertung von Wohngebieten in Köln-Mülheim</td>
<td>Jürgen Friedrichs, Jörg Blasius, Heiko Rühl</td>
<td>2010</td>
<td>2015</td>
</tr>
<tr>
<td>DFG</td>
<td>Research Grant</td>
<td>The Dynamics of Interparty Competition (extension)</td>
<td>André Kaiser/Ingo Rohfing</td>
<td>2011</td>
<td>2011</td>
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<tr>
<td>DFG</td>
<td>Research Grant</td>
<td>Föderalismus und Dezentralisierung als Dimensionen von Staatshandel</td>
<td>Andre Kaiser</td>
<td>2006</td>
<td>2012</td>
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<td>DFG</td>
<td>Research Grant</td>
<td>Theoretische und empirische Grundlagen des Risikomanagement</td>
<td>Alexander Kempf</td>
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<td>DFG</td>
<td>Research Grant</td>
<td>New Broadcasting Supplies and Old Habits of Broadcasting Receptions</td>
<td>Heiner Meulemann</td>
<td>2009</td>
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<tr>
<td>DFG</td>
<td>Research Grant</td>
<td>Before Old Age. A Third Panel Interview of a Cohort of Former German High School Students</td>
<td>Heiner Meulemann</td>
<td>2009</td>
<td>2013</td>
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<td>DFG</td>
<td>Research Grant</td>
<td>Initiierung und Intensivierung einer bilateralen Kooperation</td>
<td>Matthias Pilz</td>
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<tr>
<td>DFG</td>
<td>Research Grant</td>
<td>OPAL: Observatory of Parliaments after the Lisbon Treaty</td>
<td>Wolfgang Wessels</td>
<td>2011</td>
<td>2014</td>
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<tr>
<td>Funding Body</td>
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<tr>
<td>European Commission</td>
<td>Research Project</td>
<td>Mercury – Multilateralism and the EU in the Contemporary Global Order</td>
<td>Wolfgang Wessels</td>
<td>2009</td>
<td>2012</td>
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<td>European Commission</td>
<td>Research Project</td>
<td>Euro-FOT</td>
<td>Herbert Baum</td>
<td>2009</td>
<td>2012</td>
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<tr>
<td>European Commission</td>
<td>Marie Curie Initial Training Network / FP7</td>
<td>EXACT Marie Curie ITN on the EU External Action</td>
<td>Wolfgang Wessels</td>
<td>2009</td>
<td>2013</td>
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<td>Stiftungsfonds Deutsche Bank</td>
<td>Research Project</td>
<td>Institutional Funding for the Establishment of the CMR and its International Research Network</td>
<td>Peter Funk</td>
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<td>2012</td>
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<tr>
<td>Foundation Hans Boeckler</td>
<td>Research Project</td>
<td>Regional Effects of the Economic Crisis in German Mechanical Engineering Industry</td>
<td>Martina Fuchs</td>
<td>2009</td>
<td>2011</td>
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<td>Foundation Hans Boeckler</td>
<td>Research Project</td>
<td>Global Value Chains after the disaster in Japan</td>
<td>Martina Fuchs</td>
<td>2011</td>
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<td>Funding Body</td>
<td>Type of Funding</td>
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<tr>
<td>Foundation Hans Boeckler</td>
<td>Research Project</td>
<td>Effects of Participation on Competencies in German, Swedish and Swiss Regions</td>
<td>Martina Fuchs</td>
<td>2012</td>
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<td>RheinEnergie Foundation</td>
<td>Research Project</td>
<td>Euconet – Cologne in the EU-Multilevel-System after the Treaty of Lisbon</td>
<td>Wolfgang Wessels</td>
<td>2011</td>
<td>2013</td>
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<td>Thyssen Foundation</td>
<td>Research Project</td>
<td>THESEUS</td>
<td>Wolfgang Wessels</td>
<td>2006</td>
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<td>Thyssen Foundation</td>
<td>Research Project</td>
<td>The Credit Policy of German Banks during the Weimar Republic</td>
<td>Carsten Burhop</td>
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<td>Thyssen Foundation</td>
<td>Research Project</td>
<td>Phasen der Integration von Migranten</td>
<td>Jürgen Friedrichs, Sascha Riedel</td>
<td>2010</td>
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<td>Thyssen Foundation</td>
<td>Research Project</td>
<td>Majority Cycles and Inequality Effects</td>
<td>Jan Sauermann</td>
<td>2012</td>
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<td>Federal Ministry of Economics and Technology</td>
<td>Research Project</td>
<td>EXIST-Program MAS</td>
<td>Detlef Schoder</td>
<td>2010</td>
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<td>EXIST-Program Coupies</td>
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<td>Federal Ministry of Education and Research</td>
<td>Research Project</td>
<td>RESCUE SAM</td>
<td>Detlef Schoder</td>
<td>2010</td>
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<td>and Research</td>
<td>Project</td>
<td>standardized Qualification Analysis Procedure within the Procedure to evaluate foreign vocational Qualifications</td>
<td>Rolf R. Rehbold</td>
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<tr>
<td>Federal Ministry of the Interior/ Federal Institute for Population Research</td>
<td>Research Project</td>
<td>Bedeutung der ersten Eheschließung auf Elternschaftsscheidungen im Vergleich zwischen Deutschen u. in Deutschland lebenden Türken</td>
<td>Michael Wagner</td>
<td>2011</td>
<td>2011</td>
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<tr>
<td>Federal Ministry for Labour and Social Affairs</td>
<td>Research Project</td>
<td>XENOS-Projekt „Demo-Credit“ zur Professionalisierung von Demokratie-Lernen</td>
<td>Wolfgang Leidhold</td>
<td>2009</td>
<td>2011</td>
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<tr>
<td>Ministry of Health, Equalities, Care and Ageing</td>
<td>Research Project</td>
<td>Lage älterer Menschen in NRW</td>
<td>Michael Wagner</td>
<td>2012</td>
<td>2013</td>
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<tr>
<td>Ministry of Innovation, Science, Research and Technology of the state of North Rhine-Westphalia</td>
<td>Research Project</td>
<td>Photovoltaics (PV) Era Net</td>
<td>Marc Oliver Bettzüge</td>
<td>2011</td>
<td>2013</td>
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<tr>
<td>DAAD</td>
<td>Research Project</td>
<td>Turkish-German University</td>
<td>Wolfgang Wessels</td>
<td>2010</td>
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<td>DAAD</td>
<td>Research Project</td>
<td>Zentrum &quot;Entwicklung des ländlichen Raumes</td>
<td>Matthias Pilz</td>
<td>2010</td>
<td>2012</td>
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<tr>
<td>Funding Body</td>
<td>Type of Funding</td>
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<tr>
<td>DAAD</td>
<td>Research Project</td>
<td>&quot;Vorbereitungsphase MA EU-Studien an TDU&quot;</td>
<td>Wolfgang Wessels</td>
<td>2011</td>
<td>2012</td>
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<td>EAC EA Lifelong Learning Erasmus, Jean Monnet</td>
<td>Research Project</td>
<td>&quot;TEAL - Teaching the Lisboa Treaties&quot;</td>
<td>Wolfgang Wessels</td>
<td>2011</td>
<td>2014</td>
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<tr>
<td>ERASMUS Universität Rotterdam</td>
<td>Research Project</td>
<td>Developing efficient and responsive community based micro health insurance in India</td>
<td>Hans Jürgen Rösner</td>
<td>2009</td>
<td>2014</td>
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<tr>
<td>ICI - Unilever</td>
<td>Research Project</td>
<td>&quot;Distributing Through Multiple Channels: How many and how much?&quot;</td>
<td>Werner Reinartz</td>
<td>2011</td>
<td>2012</td>
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<td>KölnAlumni Freunde und Förderer der Universität zu Köln</td>
<td>Research Project</td>
<td>&quot;To Adapt or Not Adapt - Empirical Estimation of Brand-Country Image Fit And Its Impact on Global Branding&quot;</td>
<td>Franziska Völckner</td>
<td>2012</td>
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<td>Nationale Agentur Bildung</td>
<td>Research Project</td>
<td>&quot;Reseco – retail sector company&quot;</td>
<td>Matthias Pilz</td>
<td>2011</td>
<td>2013</td>
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</tbody>
</table>
### 3. Research Output

In 2004 the WiSo Faculty implemented a budgeting system according to which the budget of each chair depends on the number of publications in high-ranking scientific journals. For this purpose, we defined A, B and C journals for each of the three subgroups, based on established journal rankings. A list of the journals is provided in section 4.3. In section 3.1 the publications in the academic year 2011/2012 are listed. It should be noted, however, that not all leading field journals belong to this list of journals. For example, some journals in psychology or statistics are not covered if they have little relation to economics or social sciences.

In addition, the budgeting system allocates money to chairs whose Ph.D. students and assistant professors present papers at prestigious academic conferences (see section 4.3). In section 3.2 the young researchers who obtained the funding and the corresponding conferences are listed.

In section 3.3 we provide a list of all Ph.D. theses, which were successfully completed in the academic year 2011/2012 at the WiSo faculty.

#### 3.1 Publications in 2011/2012

In this section, all publications, which counted for the budget allocation are listed. Books, textbooks and selected papers published by members of our Faculty and not covered by budget allocation are listed separately. Researchers from our Faculty are marked in bold.

##### 3.1.1 Category A


• Brosig, J., C. Helbach, A. Ockenfels, and J. Weimann: “Still different after all these years: Solidarity behavior in East and West Germany”, *Journal of Public Economics*, 2011, 95 (11-12), pp. 1373-1376

• Careja, R., and P. Emmenegger: “Making Democratic Citizens: The Effects of Migration Experience on Political Attitudes in Central and Eastern Europe”, *Comparative Political Studies*, forthcoming


• Melnyk, V., K. Klein, and F. Völckner: “The double-edged sword of foreign brand names for companies from emerging countries”, *Journal of Marketing*, forthcoming


3.1.2 Category B

- Artmann, S., P. Finter, and A. Kempf: "Determinants of Expected Stock Returns: Large Sample Evidence from the German Market", *Journal of Business Finance and Accounting*, forthcoming


- Berger, T., and F. Heylen: "Differences in hours worked in the OECD: institutions or fiscal policies?", *Journal of Money, Credit and Banking*, 2011, 43 (7), pp. 1333-1369


• Doerrenberg, P., and A. Peichl: “Progressive Taxation and Tax Morale”, Public Choice, forthcoming


• Jacob, M., and D. Reimer: “Differentiation in higher education and its consequences for social inequality: introduction to a special issue”, Higher Education (Special Issue), 2011, 61 (3), pp. 223-227


• Mechtenberg, L., and J. Münster: “A strategic mediator who is biased into the same direction as the expert can improve information transmission”, Economics Letters, forthcoming


• Morath, F., and J. Münster: “Information acquisition in conflicts”, Economic Theory, forthcoming


• Reinartz, W., B. Dellaert, V. Kumar, M. Krafft, and R. Varadarajan: “Retailing innovations in a globalizing retail market environment”, *Journal of Retailing*, 2011, 87 (1), pp. 53-66


• Schlösser, T., D. Dunning, and D. Fetchenhauer: “What a feeling? The role of immediate and anticipated emotions in risky decisions”, *Journal of Behavioral Decision Making*, forthcoming

• Schmitz, P.W.: “Public goods and the hold-up problem under asymmetric information”, *Economics Letters*, forthcoming


• Stavrova, O., T. Schlösser, and D. Fetchenhauer: “Why are religious people happy? The effect of the social norm of religiosity across countries”, *Social Science Research*, forthcoming


3.1.3 Category C

- Burhop, C., and T. Lübbers: "The design of licensing contracts: Chemicals, pharmaceuticals, and electrical engineering in Imperial Germany", *Business History*, forthcoming
- Buschfeld, D.: "Wollten wir, was daraus wurde? – Eine rückblickende Einschätzung des Rahmenlehrplans Industriekaufmann/-frau", *bw@ Berufs- und Wirtschaftspädagogik – online*, 2011, 20, pp. 1-15
- Eisenbeiss, M., B. Blechschmidt, K. Backhaus, and P.A. Freund: "The (real) world is not enough: Motivational drivers and user behavior in virtual worlds", *Journal of Interactive Marketing*, 2012, 26 (1), pp. 4-20
- Frahm, G., T. Wickern, and Ch. Wiechers: "Multiple tests for the performance of different investments strategies", *ASTA Advances in Statistical Analysis*, forthcoming
• Gürtler, O., and M. Kräkel: “Dismissal Tournaments”, *Journal of Institutional and Theoretical Economics*, forthcoming
• Jacob, M., and F. Weiss: “Class Origin and Young Adults’ Decision to Re-Enroll”, *Research in Social Stratification and Mobility*, 2011, 29 (4), pp. 415-426
• Loebbecke, C., and D. Leidner: “The Contribution of Top IS Publications to Subsequent Research: A Citation Analysis”, *The Communications of the Association for Information Systems (CAIS)*, 2012, 30 (1), Article 25


• **Rohlfing, I.** : “Varieties of process tracing and ways to answer why questions”, European Political Science, forthcoming

• **Rohlfing, I.** : “What is the relation between comparative historical analysis and ‘ordinary’ case studies?”, European Political Science, forthcoming


• **Simon, D., K. Fischbach, and D. Schoder** : “An Exploration of Enterprise Architecture Research”, Communications of the Association for Information Systems, forthcoming


### 3.1.4 Selected Books, Textbooks and Further Publications

**Books and Textbooks**


Further Publications


• Donges, J.B.: “La crisis económica europea: enseñanzas y retos para la política” (European Economic Crisis: Lessons and Challenges for Politics), in: Pérez-Díaz, V.


• Hedjasie, R., M. Bekk, and M. Spörre: “Yes, the brand is green, but why should it matter? Extending the process model of green brand equity to consumer attitudes and word-of-mouth”, in: M. Reimann, and O. Schilke (eds.): “NeuroPsychoEconomics Conference Proceedings”, 2011, Munich, Association for NeuroPsychoEconomics

• Hölzl, E., L. Hahn, M. Pollai, and J. Masak: “The effect of feedback on process and outcome of loan negotiations: Consequences on risk aversion and the willingness to compromise”, Group Decision and Negotiation, forthcoming


• Kaletsch, A., and A. Sunyaev: “Privacy engineering: personal health records in cloud computing environments”, Proceedings of thirty second international conference on information systems (ICIS), Shanghai, China, 4-7 December 2011, Paper 2


• Rockenbach, B., and M. Milinski: “To qualify as a social partner humans hide severe punishment though their observed cooperativeness is decisive”, Proceedings of the National Academy of Science of the United States of America (PNAS), 2011, 105 (45), pp. 18307-18312

• Semrau, T., and A. Werner: “How exactly do network relationships pay off? The effects of network size and relationship quality on access to start-up resources”, Entrepreneurship Theory and Practice, forthcoming


• Werner, P.: “Wages, Inequity and Questions about Incentive Schemes”, The Oxford Handbook of Conflict Resolution, forthcoming

3.2 Conferences attended by Ph.D. Students and Postdocs in 2011/2012

In this section, conference presentations of our Ph.D. students and Postdocs for which a grant was given are listed. A list of these conferences can be found in section 4.3. It should be noted, however, that the financial support is limited per chair. So there are further conference attendances by our Ph.D. students and Postdocs, which are not listed below. Furthermore, not all prestigious international conferences are included in the grant allocation system.

Business Administration

Academy of Management
• Brekallo, L., S. Albers and W. Delfmann: Logistics Alliance Management Capabilities – Where are they?

American Accounting Association
• Baumgarten, D. and M. Berens: Analyst’s Implied Cost Forecast and Cost Stickiness
• Klettke, T.: Does analysts’ general forecast effort have an impact on earnings forecast accuracy?

American Finance Association
• Pucker, O.: The Good, The Bad, and The Lucky: Projected Earnings Accuracy and Profitability of Stock Recommendations
• Pütz, A.: The Valuation of Hedge Funds Equity Positions

Deutscher Betriebswirtschafter-Tag der Deutschen Schmalenbachgesellschaft
• Pick, V.: Einfluss von Organisation, Ausstattung und Personal auf medizinischen und ökonomische Outcome neonatologischer Intensivstationen

European Accounting Association
• Baumgarten, D., and M. Berens: Analysts' Implied Cost Forecasts and Cost Stickiness
• Dicke, K.: Implied Risk Premium and the Business Cycle
• Klettke, T.: Does analysts’ general forecast effort have an impact on earnings forecast accuracy?
• Müller, Chr.: Dividend Changes and the Revision of Earnings Persistence Conditional on Investors’ Prior Information
European Finance Association

- Pütz, A.: The Valuation of Hedge Funds Equity Positions

European Group of Organizational Studies

- H. Wilhelm, and J. Chromik: Organizational routines as enactors of formal standards: A fuzzy-set analysis of treatment routine standardization in hospitals

European Marketing Academy

- Bekk, M.: A place like me: Holiday destination-holiday maker personality fit predicts satisfaction with tourist destination and recommendation
- Bruno, P.: When a warm ad leaves you cold – The moderating role of temperature on the effectiveness of warmth in advertising
- Eisenbeiß, M.: The deal is on: Understanding and managing deal-of-the-day promotions
- Klein, K., and J.-M. Becker: What makes a company attractive? - Choose your "weapons" right in the "war for talents"
- Rühle, A., and J.-M. Becker: How retail brands can positively influence consumers’ purchase decisions for national brands
- Zingal, F.: Does paying customers pay off? Consumer response to negative prices

Financial Management Association

- Altuntas, M.: Governance and Shareholder Response to Appointments of a Chief Risk Officer
- Dicke, K.: Information Content Drives Risk Premium of Macroeconomic News on Bond and Stock Markets
- Immenkötter, P.: Optimal Leverage, its Benefits, and the Business Cycle
- Immenkötter, P.: How much is Too Much? Debt Capacity and Financial Flexibility
- Orbe, S.: Irrationality or Efficiency of Macroeconomic Survey Forecasts? Implications from the Anchoring Bias Test
- Pucker, O.: Sell Side Recommendations during Booms and Busts

Informs Annual Meeting


Marketing Science Conference

- Bleier, A.: The Closer the Better? Investigating the Effects of Retargeting as a Method of Personalized Online Advertising
- Bleier, A.: Right Ad, Wrong Time? A Field Experiment on the Effects of Retargeting on Online Shopping Behavior
- Elsner, M.: What’s in a Story? Factors influencing Consumption and Propagation of Social Media Content
- Eisenbeiss, M.: The deal is on: Understanding and managing deal-of-the-day promotions
• Himme, A.: Being Second and Still Being First: A Multiple-Market Approach to the Order of Entry-Research
• Hornig, T.: Valuing Growth: How Marketing Contributes to Value from Future Profit Growth
• Orbach, D.: Forward Integration into Retailing: Motives, Channel Structure and Performance
• Schollmeyer, T.: Genre Dynamics – Disentangling the Joint Influence of Demand and Supply

Economics
Computational Statistics
• Bazovkin, P.: Robust Linear Programming with Coherent-Risk Constraints

Econometric Society
• Huesmann, K.: Constraints on Matching Markets Based on Moral Concerns

Economic Science Association
• Fugger, N.: Trust in Procurement Interactions
• Ilieva, L.: Favoritism in Auctions: An Experimental Analysis
• Kusterer, D.: Conflicting Tasks and Moral Hazard: Theory and Experimental Evidence
• Kusterer, D.: Leniency in feedback: The role of uncertainty
• Reggiani, T.: Severity vs. Leniency Errors in Performance Appraisal - A Real Effort Experiment
• Stauf, J.: Risk Taking in a Social Context
• Ter Meer, J.: Lying and Public Goods: Can Punishment Still Be Effective?
• Werner, P.: Are efficiency wages equality wages? Exogenously induced fairness norms in working environments

European Association of Labour Economics
• Kampkötter, P.: The impact of the financial crisis on non-executive compensation in banks and financial services institutions

European Economic Association
• Gretschko, V.: Information acquisition during a descending auction

Institute of Mathematical Statistics
• Bazovkin, P.: Non-Parametric Geometrical Framework for Calculating the Optimal Portfolio
• Glombek, K.: A Jarque-Bera test for sphericity of a large-dimensional covariance matrix
Spring Meeting of Young Economists

- Huesmann, K.: Constraints on Matching Markets Based on Moral Concerns

Verein für Socialpolitik

- Gössl, F.: Mergers in bidding markets
- Groneck, M.: Subjective Survival Beliefs in a Canonical Life-Cycle Consumption Model
- Kusterer, D.: Conflicting Tasks and Moral Hazard: Theory and Experimental Evidence
- Werner, P.: ‘Hiding behind a small cake’ in a newspaper dictator game

Sociology and Political Sciences

American Political Science Association

- Goerres, A.: Grooming the Institutional Landscape or Pushing for Deregulation? An Empirical Analysis of Party Donations by the 100 Largest German Companies in 1984-2005
- Schultz, D.: How much do Citizens need to know to cast a Strategic Vote?

American Sociological Association

- Deindl, C.: Intergenerational Transfers to Adult Children in Europe: Do Social Policies Matter?

Deutsche Gesellschaft für Psychologie: Tagung der „Sektionen“ (1-jähriger Turnus)

- Stavrova, O.: Why are religious people happy? A social norms explanation

Deutsche Gesellschaft für Soziologie

- Deindl, C.: Unterstützungsnetzwerke Kinderloser im Alter in Europa
- Hagenah, J.: Sterben in Deutschland und der Schweiz die Zeitungsleser aus?

Deutsche Vereinigung für Politische Wissenschaft

- Schafföner, T.: „Die versprechen doch eh alles das gleiche“: Der Einfluss ökonomischer Globalisierung auf die Unterscheidbarkeit von Parteiprogrammen

ESRA: European Survey Research Association

- Bennett, J.: Employment Protection Legislation: Contrasting Effects on Individual Unemployment Risks
- Schmidt, A.: Subjective Social Mobility and Preferences for Redistribution
- Stavrova, O.: Why are religious people happy? A social norms explanation

European Research Conferences by the European Science Foundation

- Stavrova, O.: Why are religious people happy? A social norms explanation

European Sociological Association

- Gläser, C.: Protest in the EU multilevel system. Participation from below
• Pförtner, T.-K.: Poverty and health in Europe: a multilevel analysis with data from EU-SILC 2006
• Prinzen, K.: Individuals’ Views on Pension and Pension Reform in an Ageing Society

*International Association for Research in Economic Psychology*
• Cordaro, F.: The value of nostalgic products
• Schlösser, T.: Paid well – but the system stinks! Perceived Fairness in Real-Effort Tasks as a Function of Equitability
• Stangl, T.: A conceptual framework for affective misforecasting in the consumer context
• Susewind, M.: When moral consumption makes people lazy about good deeds: Moral self completion through consumption

*International Sociological Association (2-jähriger Turnus)*
• Deindl, C.: Cultural and Material Resources of Parents and Grandparents: Effects on Educational Outcome across Three Generations in 13 European Countries

3.3 Completed Ph.D. Theses in 2011/2012
2. Altuntas, Muhammed: Market Entry and Enterprise Risk Management – Three Essays on Financial Services Firms
3. Annen, Silvia: Anerkennung von Kompetenzen. Kriterienorientierte Analyse ausgewählter Verfahren in Europa
4. Artmann, Sabine Birgitt: Renditeanomalien in Deutschland und den USA
5. Auer-Neuberg, Stephanie Christine: Routinen und Charakteristika dynamischer Fähigkeiten von Unternehmen – Eine qualitative Studie in den Bereichen Neuproduktenwicklung und Personal in der chemischen Industrie
8. Becker, Jan-Michael: Essays on Uncovering and Treating Unobserved Heterogeneity
11. Berninger, Ina: Employment and the transition to parenthood: Do family policies, gender roles or partnership characteristics matter?
14. Brüggemann, Ulf: Essays on the economic consequences of mandatory IFRS reporting around the world
16. Bühne, Jan-André: Ökonomische Hemmnisse bei der Markteinführung kooperativer Fahrzeugsicherheitssysteme - Potenzielle Marktversagenstatbestände und Strategien zu deren Überwindung
17. Caspers, Svenja Inga Verena: Kognitive Verarbeitung wertbasieter Entscheidungen bei Führungskräften – eine neuropsychoökonomische Studie
18. Chandogová, Katarína: Die Geldpolitik der Slowakischen Nationalbank seit der Systemtransformation
20. Döring, Nicola: Teilung von fondsgebundenen Versicherungen im Rahmen des neuen Versorgungsausgleichs
21. Drachter, Kerstin: Entscheidungsprozesse im Fondsmanagement
22. Elbracht, Hans Christian: Statistische Methoden zur Quantifizierung und Schätzung des Loss Given Default
23. Erdorf, Stefan: Corporate Diversification and Dependence: Valuation of Multi Business Firms and Basket Default Swaps
24. Esakova, Nataliya: European Energy Security – Analysing the EU-Russia Energy Security regime in terms of interdependence theory
25. Fischer, Hendrik K.: Konsum im Kaiserreich. Eine statistisch-analytische Untersuchung privater Haushalte im wilhelminischen Deutschland
26. Gell, Sebastian: Determinants of Earnings Forecast Error, Earnings Forecast Revision and Earnings Forecast Accuracy
27. Gerke, Mareike: Anforderungen an Partnerschaften. Eine qualitative Inhaltsanalyse von Kontaktanzeigen aus dem Internet
28. Gießelmann, Marco: Die Auswirkungen arbeitsmarktpolitischen Wandels auf die materiellen Lebensbedingungen von Erwerbstätigen in Deutschland
30. Haferkamp, Lars: Analyse der Wirkung von Nutzer-Feedback auf die Entwicklungszeit komplexer Softwareprodukte
32. Heinrichs, Nicolas: Firm Valuation: Consistent Financial Planning and Corporate Diversification
33. Herbertz, Claus Ortwin: Compensation, Favoritism, and Adverse Selection – Essays on Managerial Incentives in Firms
35. Holtvogt, Nadine: The Service Routing Problem – Modeling and Solution Approaches
36. Huang, Hui-Ling: Die Beziehungen zwischen der EU und der VR China nach dem Ost-West-Konflikt
38. Käuferle, Monika: Effective Multichannel Distribution Strategy
41. Klein, Kristina: Essays on the Effects of Brand Names and Prices on Consumer Behavior
43. Krämer, Luis-Martin: Die Energiesicherheit Europas in Bezug auf Erdgas und die Auswirkungen einer Kartellbildung im Gassektor
44. Kübler, Mirco: Integration des internen Ratings in das Firmenkreditgeschäft der Primärkreditgenossenschaften – Eine empirische Studie
45. Lange, Maximilian: Bildungs- und arbeitsmarktpolitische Implikationen der Überqualifizierungsforschung. Was bringt die Bologna-Reform?
46. Liekenbrock, Bernhard: Management und Bilanzierung von Zinsschrankenrisiken – Quantitative Rechts – und quantitative Steuerwirkungsanalyse
47. Lochner, Stefan: The Economics of Natural Gas Infrastructure Investments - Theory and Model-based Analysis for Europe
48. Loheide, Boris: Beef around the world – Das erste Kapitel der Globalisierungsgeschichte
49. MacInerney-May, Kieran: The Value of Dynamic Capabilities for Strategic Management
50. Maldonado, Luis: Helping the Poor in Latin America: Threees Studies on Public Transfers, Social Services, and Poverty in Different Institutional Contexts
51. Malik, Alexander: Risikomanagement in der Berufsunfähigkeitsversicherung: Eine komparativ – statische Szenarioanalyse zur Beurteilung ausgewählter Strategien der Privatversicherung
52. Marx, Paul: Die Entwicklung des Normalarbeitsverhältnisses in Deutschland und in vergleichender Perspektive
53. Mensching, Johannes Ole: Can we trust trust explanations? An experimental illustration of how outcome based accounts of trust struggle to explain a basic phenomenon of human life
54. Mokwa, Christopher Frederik: Valuation and Default Risk Assessment in Venture Capital Investments - The Impact of Biases in Management Forecasts and the Relevance of Selected Financial and Non-Financial Information from Due Diligence Documents
56. Mükusch Caroline: Inwieweit ist das Konzept „Vernetztes Sicherheit“ dazu geeignet, den gegenwärtigen und zukünftigen Herausforderungen im Bereich deutscher Energiesicherheit zu entsprechen und diese zu bewältigen?
57. Müller, Julia M.: C’è posta per te - Direkte Kommunikation zwischen Parteien und Wählern im italienischen Parteiensystem der Zweiten Republik
58. Neumann, Conrad: Fundamentale Mobilfunkinnovationen in Deutschland - Eine wettbewerbsökonomische Analyse
59. Nicolosi, Marco: The Economics of Renewable Electricity Market Integration
60. Niehues, Judith: Income Inequality of Opportunity and Redistributive Policies
61. Nüssler, Ariette: Congestion and Redispatch in Germany - A Model-based Analysis of the Development of Redispatch
62. Orbach, Dominik: Forward Integration into Retailing: Motives, Channel Structure and Performance
64. Paulus, Moritz: The Economics of International Coal Markets
65. Pelger, Christoph: Integration von externer und interner Unternehmensrechnung – Eine ökonomische Analyse
66. Pick, Verena: Der Einfluss von Personal, Organisation und Zusammenarbeit auf die Leistungsfähigkeit von Intensivstationen – Ergebnisse einer interdisziplinären Studie im Bereich Neonatologie
67. Püschner, Franziska: Analyse der regionalen psychiatrischen Versorgung im Rhein-Kreis Neuss aus Patienten- und Versorgerperspektive
68. Pütz, Alexander: The Behavior of Institutional Investors: Three Essays
69. Riedel, Manuela: Minderheitenschutz als Spannungsfeld von Werten und Sicherheitsinteressen in EU-Erweiterungsprozessen
70. Ruppert, Martin: Contributions to Static and Time-Varying Copula-based Modeling of Multivariate – Association with Applications to Financial Time-Series
71. Saffert, Peter: Advertising Effectiveness – The Role of Awards, Creativity, and Cross-Channel Effects
72. Schlagwein, Daniel: Open Value Creation
73. Sauerbrey, Julia: Geschlechterunterschiede in Kooperation und Wettbewerb – Gemeinsam und gegeneinander: Geschlecht, Gene und Gesellschaft
74. Schlömer, Maren: Ausprägungsgrade dynamischer Fähigkeiten als Erklärungsfaktor interorganisationaler Leistungsdifferenzen der Beschaffung – Eine empirische Untersuchung kleiner und mittlerer Unternehmen der verarbeitenden Gewerbe
75. Schmidt, Andreas J.: Urheberrechtsverletzungen in der Digitalen Netzökonomie: Eine ökonomische Analyse zu den veränderten Rahmenbedingungen
76. Schmid, Johann: Clausewitz und die „stärkere Form des Kriegführens“ – Zur Dialektik von Angriff und Verteidigung
77. Schönemann, Nina: RFID-basierte interorganisatorische Informationssysteme
79. Schröder, Georg: Wie werden Interessen von moralischen Argumenten beeinflusst? Eine empirische Untersuchung, wie moralische Argumente die Formulierung und Durchsetzung wirtschaftlicher Interessen in Diskussionen um Produktionsverlagerung beeinflussen
82. Siemaszko, Olaf: Die Entwicklung des preußisch-oberschlesi schen Eisenhüttenwesens in der Zeit von 1741-1860 – Eine Untersuchung auf empirischer Basis
83. Silwedel, Philipp: Auswirkungen der Integration in den Arbeitsmarkt für Migranten mit gesundheitlichen Einschränkungen: Ergebnisse eines Modellprojekts
84. Sommeregger, Andreas: Soft Power und Religion – Der Heilige Stuhl in den internationalen Beziehungen
85. Spies, Dennis Ch.: The Impact of Party Competition on the Individual Vote Decision: The Case of Extreme Right Parties
86. Stöber, Jan Stefan: Contingency Contracting Aspekte ziviler Leistungserbringung im militärischen Einsatzgebiet - Ein strukturiertener Vergleich der Ansätze von Vorreitern und Nachzüglern im Zeitraum 2003 bis 2008
89. Tran, Duc Hung: Essays zum Einfluss der Corporate Governance auf Rechnungslegung und Kapitalkosten
91. Uthoff, Philipp: Methoden zur Modellierung den Renditezeitreihen am Beispiel des Deutschen Aktienindex
92. van Baal, Sebastian: Das Preissuchverhalten der Konsumenten: Ein verhaltensökonomisches Erklärungsmodell auf der Basis der Theorie des Anspruchsniveaus
93. Vogel, Ulrich Jürgen: A flexible metaheuristic framework for solving rich vehicle routing problems
94. Wagner, Nils: A Descriptive and Normative Analysis of Marketing Budgeting
95. Wiechers, Christof: Optimization and Diversification of Risky Portfolios under Uncertainty
96. Wildhirt, Klaus: Wissensmanagementstrategie zur Steigerung der Innovationsfähigkeit von Unternehmensberatungen – Eine empirische Analyse am Beispiel der Detecon International GmbH
97. Winter, Jens-Ulrich: Leasing aus institutionenökonomischer Sicht
98. Wissen, Ralf: Die Ökonomik unterschiedlicher Ausbaudynamiken Enerneuerbarer Energien im Europäischen Kontext. Eine modellbasierte Analyse
100. Zhou, Nannan: Inequity Aversion, Overconfidence, and Group Performance
4. Enclosures

4.1 Professors at the WiSo Faculty

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<th>Major Subject</th>
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<td>Carsten Homburg</td>
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<td>Nonparametric and Parametric Methods of Multivariate Analysis, Risk Analysis, Measurement of Economic Inequality</td>
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**Sociology and Political Sciences**

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<tr>
<td>Political Science</td>
<td>International Relations and Foreign Politics</td>
<td>Thomas Jaeger</td>
<td>Foreign Policy Analysis, Development of the International System</td>
</tr>
<tr>
<td>Comparative Political Science</td>
<td>André Kaiser</td>
<td>Comparative Political Institutions, Comparative Political Economy, Empirical Democracy Theory</td>
<td></td>
</tr>
<tr>
<td>Comparative Political Science</td>
<td>Christine Trampusch</td>
<td>Comparative Political Economy, Institutional Change, Case-oriented, comparative methods</td>
<td></td>
</tr>
<tr>
<td>Comparative Social Research</td>
<td>Ingo Rohlfing</td>
<td>Social Science Methodology, Party Politics</td>
<td></td>
</tr>
<tr>
<td>Political Philosophy and History of Ideas</td>
<td>Wolfgang Leidhold</td>
<td>Methods and Approaches in Comparative History of Ideas, Religious Ideas, Religious Organizations and Institutions</td>
<td></td>
</tr>
<tr>
<td>Jean Monnet Chair for Political Science and European Affairs</td>
<td>Wolfgang Wessels</td>
<td>The Institutional and Constitutional Evolution of the Political System of the EU, EU’s Role in the International System, Theories and Strategies</td>
<td></td>
</tr>
<tr>
<td>Cluster</td>
<td>Major Subject</td>
<td>Professor</td>
<td>Specialisation</td>
</tr>
<tr>
<td>----------------------------------------------</td>
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</tr>
<tr>
<td></td>
<td>Social Policy and Cooperative Systems</td>
<td>Frank Schulz-Nieswanda</td>
<td>Ageing, European Social Policy, Anthropology and Cultural History of Social Policy</td>
</tr>
<tr>
<td></td>
<td>Business and Economic Education</td>
<td>Detlef Buschfeld</td>
<td>Vocational Education and Training in the Crafts Sector, Qualification and Curriculum</td>
</tr>
<tr>
<td></td>
<td>Business and Economic Education</td>
<td>Matthias Pilz</td>
<td>Vocational Education and Training, International Comparative Research</td>
</tr>
<tr>
<td></td>
<td>Business and Economic Education</td>
<td>Bernadette Dilger</td>
<td>Vocational Education and Training, HR-Education, Curriculum Research</td>
</tr>
<tr>
<td></td>
<td>Economic and Social Geography</td>
<td>Martina Fuchs</td>
<td>Transnational Companies; International Division of Competencies; Labour Geography</td>
</tr>
</tbody>
</table>

**Affiliated Faculty**

<table>
<thead>
<tr>
<th>Max Planck Institute for the Study of Societies</th>
<th>Sociology</th>
<th>Jens Beckert</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Sociology</td>
<td>Sigrid Quack</td>
</tr>
<tr>
<td></td>
<td>Political Economy, Economy Sociology</td>
<td>Wolfgang Streeck</td>
</tr>
</tbody>
</table>

**4.2 Research Institutes (An-Institute) at the WiSo Faculty**

<table>
<thead>
<tr>
<th>Research Institut</th>
<th>Director(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Centre for Empirical Research in the Economic and Social Sciences (CERESS)</td>
<td>Hans-Jürgen Andreß, Karl Mosler, Alexander Kempf</td>
</tr>
<tr>
<td>Zentrum für Empirische Wirtschafts- und Sozialforschung</td>
<td></td>
</tr>
<tr>
<td>Centre for Financial Research, CFR</td>
<td>Alexander Kempf</td>
</tr>
<tr>
<td>Research Institute</td>
<td>Director(s)</td>
</tr>
<tr>
<td>-----------------------------------------------------------------------------------</td>
<td>-----------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Institut für Finanzmarktforschung</td>
<td></td>
</tr>
<tr>
<td>Center for Research in Retailing</td>
<td>Werner Reinartz</td>
</tr>
<tr>
<td>Institut für Handelsforschung</td>
<td></td>
</tr>
<tr>
<td>FiFo Institute for Public Economics</td>
<td>Felix Bierbrauer, Alexander Ludwig, Clemens Fuest, Klaus Mackscheidt</td>
</tr>
<tr>
<td>Finanzwissenschaftliches Forschungsinstitut</td>
<td></td>
</tr>
<tr>
<td>Institute of Banking Economics and Banking Law</td>
<td>Thomas Hartmann-Wendels</td>
</tr>
<tr>
<td>Institut für Bankwirtschaft und Bankrecht</td>
<td></td>
</tr>
<tr>
<td>Institute for Broadcasting Economics</td>
<td>Heiner Meulemann, Detlef Schoder</td>
</tr>
<tr>
<td>Institut für Rundfunkökonomie</td>
<td></td>
</tr>
<tr>
<td>Institute for Economic Policy</td>
<td>Johann Eekhoff, Achim Wambach</td>
</tr>
<tr>
<td>Institut für Wirtschaftspolitik</td>
<td></td>
</tr>
<tr>
<td>Institute of Energy Economics</td>
<td>Marc Oliver Bettzüge, Felix Höfler</td>
</tr>
<tr>
<td>Energiewirtschaftliches Institut</td>
<td></td>
</tr>
<tr>
<td>Institute of Insurance Science</td>
<td>Heinrich Schradin</td>
</tr>
<tr>
<td>Institut für Versicherungswissenschaft</td>
<td></td>
</tr>
<tr>
<td>Institute for Trade Fair Management and Distribution Research</td>
<td>Franziska Völckner, Werner Delfmann</td>
</tr>
<tr>
<td>Institut für Messewirtschaft und Distributionsforschung</td>
<td></td>
</tr>
<tr>
<td>Institute for Transport Economics</td>
<td>Herbert Baum</td>
</tr>
<tr>
<td>Institut für Verkehrswissenschaft</td>
<td></td>
</tr>
<tr>
<td>Research Institute for Leasing</td>
<td>Thomas Hartmann-Wendels</td>
</tr>
<tr>
<td>Forschungsinstitut für Leasing</td>
<td></td>
</tr>
<tr>
<td>Research Institute for Social- and Economic History</td>
<td>Toni Pierenkemper</td>
</tr>
<tr>
<td>Forschungsinstitut für Sozial- und Wirtschaftsgeschichte</td>
<td></td>
</tr>
<tr>
<td>Research Institute for Vocational Education and Training in the Crafts Sector</td>
<td>Detlef Buschfeld</td>
</tr>
<tr>
<td>Forschungsinstitut für Berufsbildung im Handwerk</td>
<td></td>
</tr>
<tr>
<td>Otto Wolff Institute for Economic Studies</td>
<td>Johann Eekhoff, Juergen B. Donges</td>
</tr>
<tr>
<td>Otto-Wolf-Institut für Wirtschaftsordnung</td>
<td></td>
</tr>
</tbody>
</table>
4.3 List of Journals and Conferences for Budget Allocation

A-Journals (Internationale Spitzenzeitschriften)

Business Administration
1. Academy of Management Journal
2. Academy of Management Review
3. Accounting Organizations and Society
4. Accounting Review
5. Administrative Science Quarterly
6. Information Systems Research
7. Journal of Accounting Research
8. Journal of Consumer Research
9. Journal of Finance
11. Journal of Marketing
12. Journal of Marketing Research
13. Management Information Systems Quarterly
14. Management Science
15. Marketing Science
16. Operations Research
17. Organization Science
18. Review of Financial Studies
19. Strategic Management Journal
20. Strategic Organization

Economics
1. American Economic Review
2. Econometrica
3. Economic Journal
4. European Economic Review
5. Games And Economic Behavior
6. International Economic Review
7. Journal of Econometrics
8. Journal of Economic Theory
9. Journal of Health Economics
10. Journal of International Economics
11. Journal of Labor Economics
12. Journal of Monetary Economics
15. Journal of the American Statistical Association
16. Journal of the European Economic Association
17. Quarterly Journal of Economics
18. Rand Journal of Economics
19. Review of Economic Studies

Sociology and Political Sciences

Valid until December 31st, 2011:
1. American Journal of Political Science
2. American Journal of Sociology
3. American Political Science Review
4. American Sociological Review
5. European Journal of Education
6. European Journal of Political Research
7. European Planning Studies
8. European Sociological Review
9. Evolution and Human Behavior
10. International Organisation
11. Journal of Applied Psychology
12. Journal of Common Market Studies
13. Journal of Economic Psychology
15. Journal of European Public Policy
16. Journal of Vocational Education and Training
17. Organizational Behavior and Human Decision Processes
18. Psychological Science
19. Regional Studies
20. Social Forces

Valid starting January 1st, 2012:
1. American Journal of Political Science
2. American Journal of Sociology
3. American Political Science Review
4. American Sociological Review
5. Comparative Political Studies
6. European Journal of Education
7. European Journal of Political Research
8. European Planning Studies
9. European Sociological Review
10. Evolution and Human Behavior
11. International Organization
12. Journal of Applied Psychology
13. Journal of Economic Psychology
15. Journal of European Public Policy
16. Journal of Vocational Education and Training
17. Organizational Behavior and Human Decision Processes
18. Psychological Science
19. Regional Studies
20. Social Forces

B- Journals (Hochrangige Zeitschriften)

Business Administration
2. Behavioral Research in Accounting
3. Communications of the Association for Computing Machinery
4. Contemporary Accounting Research
5. Decision Sciences
6. Decision Support Systems
7. Electronic Markets
8. European Accounting Review
9. European Journal of Information Systems
10. European Journal of Operational Research (EJOR)
11. Fuzzy Sets and Systems
13. Healthcare Management Science
15. Institute of Industrial Engineers Transactions
17. International Journal of Research in Marketing
18. International Journal of the Economics of Business
19. Journal of Accounting and Economics
20. Journal of Accounting and Public Policy
21. Journal of Banking and Finance
22. Journal of Business Finance and Accounting
23. Journal of Corporate Finance
25. Journal of Financial and Quantitative Analysis
27. Journal of Information Technology
28. Journal of International Business Studies
29. Journal of International Marketing
30. Journal of Management Accounting Research
31. Journal of Management Information Systems
32. Journal of Management Inquiry
33. Journal of Operations Management
34. Journal of Organizational Behavior
35. Journal of Retailing
36. Journal of Service Research
37. Journal of Strategic Information Systems
38. Journal of the Academy of Marketing Science
39. Journal of the Association of Information Systems
40. Management Accounting Research
41. Management Information Systems Quarterly Executive
42. Marketing Letters
43. Mathematical Programming
44. Mathematics of Operations Research
45. Naval Research Logistics
46. Operations Research Spectrum
47. Organization
48. Organization Studies
49. Research in Sociology of Organizations
50. Research Policy
51. Review of Accounting Studies
52. Review of Derivative Research
53. Review of Finance
54. Risk Management and Insurance Review
55. Scandinavian Journal of Management
56. Sloan Management Review MIT
57. Small Business Economics
58. The Data Base for Advances in IS (Data Base)
59. Transportation Research. Part B Methodological
60. Transportation Science

Economics
1. American Journal of Agricultural Economics
2. Canadian Journal of Economics
3. Ecological Economics
4. Econometric Reviews
5. Econometric Theory
6. Economic Inquiry
7. Economic Theory
8. Economica
9. Economics Letters
10. Economics of Education Review
11. Economy and Society
12. Energy Journal
13. Environmental and Resource Economics
14. Experimental Economics
15. Explorations in Economic History
16. Health Economics
17. Industrial and Corporate Change
18. Insurance: Mathematics and Economics
19. International Journal of Game Theory
20. International Journal of Industrial Organization
21. International Tax and Public Finance
22. Journal of Applied Econometrics
24. Journal of Comparative Economics
27. Journal of Economic Dynamics and Control
28. Journal of Economic Growth
29. Journal of Economic History
30. Journal of Economic Literature
31. Journal of Economic Perspectives
32. Journal of Environmental Economics and Management
33. Journal of Human Resources
34. Journal of Industrial Economics
35. Journal of International Money and Finance
36. Journal of Law and Economics
37. Journal of Law, Economics and Organisation
38. Journal of Mathematical Economics
39. Journal of Money, Credit, and Banking
40. Journal of Multivariate Analysis
41. Journal of Population Economics
42. Journal of Productivity Analysis
43. Journal of Regulatory Economics
44. Journal of Risk and Uncertainty
45. Journal of Statistical Planning and Inference
46. Journal of the Royal Statistical Society A
47. Journal of the Royal Statistical Society B
48. Journal of Urban Economics
49. Labour Economics
50. Macroeconomic Dynamics
51. National Tax Journal
54. Public Choice
55. Regional Science and Urban Economics
56. Review of Economic Dynamics
57. Review of Income and Wealth
58. Scandinavian Journal of Economics
59. Social Choice and Welfare
60. Statistics and Probability Letters

Sociology and Political Sciences

Valid until December 31st, 2011:
1. Acta Sociologica
2. Annals for Public and Cooperative Economy
3. Annals of Regional Science
5. Applied Psychology – An International Review
6. British Journal of Political Science
7. British Journal of Politics and International Relations
8. Comparative Education
9. Comparative Political Studies
10. Demography
11. Economic Geography (USA)
12. Educational Review
13. Education + Training
14. Environment & Planning A
15. European Journal of Industrial Relations
16. European Journal of International Relations
17. European Political Science
18. European Societies
19. European Union Politics
20. Global Social Policy
21. Higher Education Management
22. History of Political Thought
24. International Political Science Review
25. International Politics
26. International Security
27. Journal of Applied Social Psychology
28. Journal of Behavioral Decision Making
29. Journal of Economic Geography (GB)
30. Journal of Education and Work
31. Journal of European Social Policy
32. Journal of Family Issues
33. Journal of Further and Higher Education
34. Journal of Gerontology
35. Journal of Marriage and Family
36. Journal of Politics
37. Journal of Social Policy
38. Journal of Socio-Economics
39. Journal of Theoretical Politics
40. Judgment and Decision Making
41. Kölners Zeitschrift für Soziologie und Sozialpsychologie
42. Party Politics
43. Political Studies
44. Political Theory
45. Politische Vierteljahresschrift
46. Population Studies
47. Public Opinion Qu.
48. Quality and Quantity
49. Rationality and Society
50. Social Indicator Research
51. Social Science Research
52. Sociological Methodology
53. Sociological Methods and Research
54. Sociological Review
55. Tijdschrift Voor Economische en Sociale Geografie
56. Urban Studies
57. Vocations and Learning
58. West European Politics
59. Work, Employment & Society
60. Zeitschrift für Soziologie

Valid starting January 1st, 2012:
1. Acta Sociologica
2. Annals for Public and Cooperative Economy
3. Annals of Regional Science
5. Applied Psychology – An International Review
6. British Journal of Political Science
7. Comparative Education
8. Comparative Politics
9. Demography
10. Economic Geography (USA)
11. Educational Review
12. Education + Training
13. Environment & Planning A
14. European Journal of Industrial Relations
15. European Journal of International Relations
16. European Societies
17. European Union Politics
18. Foreign Policy Analysis
19. Governance
20. Higher Education
21. Higher Education Management
22. History of Political Thought
24. International Politics
25. Journal of Business and Psychology
26. Journal of Behavioral Decision Making
27. Journal of Common Market Studies
28. Journal of Cross-Cultural Psychology
29. Journal of Economic Geography (GB)
30. Journal of Education and Work
31. Journal of European Social Policy
32. Journal of Family Issues
33. Journal of Further and Higher Education
34. Journal of Gerontology
35. Journal of Marriage and Family
36. Journal of Politics
37. Journal of Social Policy
38. Journal of Theoretical Politics
39. Judgment and Decision Making
40. Kölner Zeitschrift für Soziologie und Sozialpsychologie
41. Party Politics
42. Political Studies
43. Politische Vierteljahresschrift
44. Population Studies
45. Public Opinion QU.
46. Quality and Quantity
47. Rationality and Society
48. Regulation & Governance
49. Review of Politics
50. Social Indicator Research
51. Social Science Research
52. Socio-Economic Review
53. Sociological Methodology
54. Sociological Methods and Research
55. Tijdschrift voor Economische en Sociale Geografie
56. Vocations and Learning
57. West European Politics
58. Work, Employment & Society
59. Work & Occupations
60. Zeitschrift für Soziologie

**C-Journals (Angesehene Zeitschriften)**

*Business Administration*
1. Accounting and Business Research
2. Accounting Auditing Accountability Journal
3. Applied Mathematical Finance
4. British Journal of Management
5. Business Strategy and the Environment
6. Communications of the Association Information Systems
7. Computers and Operations Research
8. Critical Perspectives on Accounting
9. Die Betriebswirtschaft
10. European Financial Management
13. Human Relations
15. Information Systems and E-Business Management
16. Institute of Electrical and Electronic Engineers Computing in Science and Engineering
17. Interfaces
18. International Journal of Accounting
22. International Journal of Production Research
23. International Journal of Retailing
25. International Journal on Media Management
26. Journal of Accounting Auditing and Finance
27. Journal of Accounting Literature
28. Journal of Advertising Research
29. Journal of Business Research
30. Journal of Business Venturing
31. Journal of Consumer Psychology
32. Journal of Consumer Satisfaction, Dissatisfaction, and Complaining Behavior
33. Journal of Corporate Finance
34. Journal of Derivatives
35. Journal of Empirical Finance
36. Journal of Future Markets
37. Journal of Heuristics
38. Journal of Interactive Marketing
39. Journal of International Accounting Research
40. Journal of International Management
41. Journal of Management
42. Journal of Management Studies
43. Journal of Media Business Studies
44. Journal of Product Innovation Management
45. Journal of Risk
46. Journal of The Operational Research Society
47. Journal of World Business
48. Leadership Quarterly
49. Long Range Planning
50. Management International Review
51. Managementforschung
52. Marketing. Zeitschrift für Forschung und Praxis
53. Mathematical Methods of Operations Research
54. Personnel Psychology
55. Production and Operations Management
56. Psychology and Marketing
58. Steuer und Wirtschaft. Zeitschrift für die Gesamten Steuerwissenschaften
59. Wirtschaftsinformatik
60. Zeitschrift für Betriebswirtschaft - Zfb

Economics
3. American Economic Journal: Macroeconomics
5. American Law and Economics Review
6. Applied Economics
7. Asta – Advances in Statistical Analysis
8. B.E. Journal of Theoretical Economics
10. Business History
11. Business History Review
12. Communications in Statistics
13. Computational Statistics and Data Analysis
14. Econometrics Journal
15. Economic History Review
16. Economics of Innovation and New Technology
17. Economics of Transition
18. Empirical Economics
19. Energy
20. Energy Economics
21. Energy Policy
22. Energy Studies Review
23. European Journal of Political Economy
24. European Review of Economic History
25. Finanzarchiv
27. German Economic Review
28. Industrial and Labor Relations Review
29. International Journal of Forecasting
31. International Migration Review
32. International Review of Law and Economics
33. Journal of Economics (Zeitschrift für Nationalökonomie)
34. Journal of Energy Markets
35. Journal of Human Capital
36. Journal of Institutional and Theoretical Economics
37. Journal of Legal Studies
38. Journal of Public Economic Theory
39. Journal of Risk and Insurance
40. Journal of Sports Economics
41. Journal of Time Series Analysis
42. Journal of Transport Economics and Policy
43. Journal of Wine Economics
44. Kyklos
45. Perspektiven der Wirtschaftspolitik
46. Quantitative Economics (Econometrics Society)
47. Resource and Energy Economics
48. Review of Economic Design
49. Review of Industrial Organization
50. Review of International Economics
51. Review of Network Economies
52. Southern Economic Journal
53. Statistica Sinica
54. The B.E. Journal of Macroeconomics
55. Theoretical Economics
56. Theory and Decision
57. Transportation, Planning – Policy-Research-Practice
58. Utility Policy
59. World Bank Economic Review
60. World Development
37. Sociology of Education
38. Soziale Welt
39. Sozialer Fortschritt/ German Review Of Social Policy
40. Theory and Society
41. Unterrichtswissenschaft
42. Wirtschaft und Erziehung
43. Wirtschaftspychologie
44. World Politics
45. Zeitschrift für Arbeits- und Organisationspsychologie
46. Zeitschrift für Arbeitsmarktforschung
47. Zeitschrift für Berufs- und Wirtschaftspädagogik
48. Zeitschrift für Bevölkerungswissenschaft
49. Zeitschrift für Erziehungswissenschaft
50. Zeitschrift für Familienforschung
51. Zeitschrift für Gerontologie und Geriatrie
52. Zeitschrift für Internationale Beziehungen
53. Zeitschrift für Öffentliche und Gemeinwirtschaftliche Unternehmen
54. Zeitschrift für Pädagogik
55. Zeitschrift für Personalpsychologie
56. Zeitschrift für Politikwissenschaft
57. Zeitschrift für Psychologie-Journal of Psychology
58. Zeitschrift für Sozialreform
59. Zeitschrift für Soziologie der Erziehung
60. Zeitschrift für Staats- und Europawissenschaften

Valid starting January 1st, 2012:
1. Ageing & society
2. Archiv für Begriffsgeschichte
3. Archiv für Geschichte der Philosophie
4. Außen- und Sicherheitspolitik
5. Berliner Journal für Soziologie
6. Berufsbildung in Wissenschaft und Praxis
7. Bwp@ - Berufs- und Wirtschaftspädagogik Online
8. Communication Research
9. Comparative European Politics
10. Demographic Reserach
11. Die Berufsbildende Schule
12. Ethics: An International Journal of Social, Political and Legal Philosophy
13. European Journal of Ageing
<table>
<thead>
<tr>
<th></th>
<th>Journal Title</th>
</tr>
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<tr>
<td>15.</td>
<td>European Political Science</td>
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<td>16.</td>
<td>European Political Science Review</td>
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<tr>
<td>17.</td>
<td>Geographische Zeitschrift</td>
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<td>18.</td>
<td>German Politics</td>
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<tr>
<td>19.</td>
<td>Grundlagen der Weiterbildung - Zeitschrift</td>
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<tr>
<td>20.</td>
<td>Integration</td>
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<tr>
<td>21.</td>
<td>International Affairs</td>
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<tr>
<td>22.</td>
<td>International Security</td>
</tr>
<tr>
<td>23.</td>
<td>International Social Security Review</td>
</tr>
<tr>
<td>24.</td>
<td>Internationale Politik und Gesellschaft</td>
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<tr>
<td>25.</td>
<td>Journal of Communication</td>
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<tr>
<td>26.</td>
<td>Journal of European Integration</td>
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<tr>
<td>27.</td>
<td>Journal of International Relations and Development</td>
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<tr>
<td>28.</td>
<td>Journal of Socio-Economics</td>
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<tr>
<td>29.</td>
<td>Journal of the History of Ideas</td>
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<tr>
<td>30.</td>
<td>Journal of the History of Philosophy</td>
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<tr>
<td>31.</td>
<td>Legislative Studies Quarterly</td>
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<tr>
<td>32.</td>
<td>Methoden, Daten, Analysen</td>
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<tr>
<td>33.</td>
<td>Pädagogische Rundschau</td>
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<tr>
<td>34.</td>
<td>Planung und Analyse</td>
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<tr>
<td>35.</td>
<td>Progress in Human Geography</td>
</tr>
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<td>36.</td>
<td>Psychologische Rundschau</td>
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<tr>
<td>37.</td>
<td>Research in Social Stratification and Mobility</td>
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<tr>
<td>38.</td>
<td>Schmollers Jahrbuch für Sozialwissenschaften</td>
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<tr>
<td>39.</td>
<td>Sociology of Education</td>
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<tr>
<td>40.</td>
<td>Soziale Welt</td>
</tr>
<tr>
<td>41.</td>
<td>Sozialer Fortschritt/ German Review Of Social Policy</td>
</tr>
<tr>
<td>42.</td>
<td>Theory and Society</td>
</tr>
<tr>
<td>43.</td>
<td>Unterrichtswissenschaft</td>
</tr>
<tr>
<td>44.</td>
<td>Urban Studies</td>
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<td>45.</td>
<td>Wirtschaft und Erziehung</td>
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<td>46.</td>
<td>Wirtschaftspychologie</td>
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<tr>
<td>47.</td>
<td>Zeitschrift für Arbeitsmarktforschung</td>
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<td>48.</td>
<td>Zeitschrift für Berufs- und Wirtschaftspädagogik</td>
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<td>49.</td>
<td>Zeitschrift für Bevölkerungswissenschaft</td>
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<td>50.</td>
<td>Zeitschrift für Erziehungswissenschaft</td>
</tr>
<tr>
<td>51.</td>
<td>Zeitschrift für Familienforschung</td>
</tr>
<tr>
<td>52.</td>
<td>Zeitschrift für Gerontologie und Geriatrie</td>
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</tbody>
</table>

62
53. Zeitschrift für Internationale Beziehungen
54. Zeitschrift für Öffentliche und Gemeinwirtschaftliche Unternehmen
55. Zeitschrift für Pädagogik
56. Zeitschrift für Personalpsychologie
57. Zeitschrift für Politikwissenschaft
59. Zeitschrift für Sozialreform
60. Zeitschrift für Soziologie der Erziehung

**Prestigious Academic Conferences**

*Business Administration*
1. Academy of Management
2. American Accounting Association
3. American Finance Association
4. American Risk and Insurance Association (ARIA)
5. Conference of the Production and Operations Management Society (POMS)
6. Deutscher Betriebswirtschafter-Tag der Deutschen Schmalenbachgesellschaft
7. European Accounting Association
8. European Association for Education and Research in Commercial Distribution
9. European Conference on Information Systems
10. European Finance Association
11. European Group of Organizational Studies
12. European Marketing Academy
13. Fachkongress der Steuerberater
14. Financial Management Association
15. International Conference on Information Systems (*since 2012*)
16. Informs Annual Meeting
17. Manufacturing and Service Operations Management
18. Marketing Science Conference
20. Research Conference on Communication, Information and Internet Policy

*Economics*
1. American Economic Association
2. Association of Public Economic Theory
3. Ausschüsse des Vereins für Socialpolitik
4. Bernoulli Society
5. Computational Statistics
6. Econometric Society
7. Economic Science Association
8. European Association of Labour Economics
9. European Economic Association
10. European Public Choice Society
11. European Society for Population Economics
12. Game Theory Society
13. Institute of Mathematical Statistics
15. International Statistical Institute
17. Royal Economic Society
18. Spring Meeting of Young Economists
19. Tagungen der Fachgruppe Stochastik innerhalb der Deutschen Mathematiker-Vereinigung
20. Verein für Socialpolitik

Sociology and Political Sciences
1. American Political Science Association
2. American Sociological Association
3. Canadian Political Studies Association
4. Deutsche Gesellschaft für Gerontologie und Geriatrie
5. Deutsche Gesellschaft für Psychologie: Tagung der „Sektionen“ (1-jähriger Turnus)
6. Deutsche Gesellschaft für Soziologie
7. Deutsche Vereinigung für Politische Wissenschaft
8. ESRA: European Survey Research Association
9. European Association for Decision Making (2-jähriger Turnus)
10. European Research Conferences by the European Science Foundation
11. European Sociological Association (2-jähriger Turnus)
12. Hochschultage Berufliche Bildung (2-jähriger Turnus)
13. Human Behavior and Evolution Society
15. International Geographical Union: Tagung der Kommission “The Dynamics of Economic Spaces” (1-jähriger Turnus)
16. International Society for the Study of the Quality of Life (2-jähriger Turnus)
17. International Sociological Association (2-jähriger Turnus)
18. Political Studies Association
19. Rauschholzhausener Symposium zur Wirtschaftsgeographie (2-jähriger Turnus)
20. Workshops European Consortium for Political Research (ECPR)