

# MICHAEL JOSÉ KURSCHILGEN ORCAJO

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## CURRENT POSITIONS

since 2015 **Assistant Professor (W2).** Technical University of Munich, School of Management  
since 2015 **Research Affiliate.** Max Planck Institute for Research on Collective Goods, Bonn  
since 2021 **Affiliate.** Stanford University, Graduate School of Business

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## PAST AND VISITING POSITIONS

2020 **Visiting Scholar.** Stanford University, Stanford Law School  
2019 **Visiting Scholar.** University of California, Berkeley, Department of Economics  
2017 **Visiting Scholar.** University of Michigan, School of Information  
2013–2015 **Postdoc.** Max Planck Institute for Research on Collective Goods, Bonn  
2013–2014 **Visiting Scholar.** European University Institute, Florence, and University of Bologna  
2010–2011 **Visiting PhD Student.** University of California, Berkeley, Department of Economics  
2007–2008 **Business Consultant.** associated business consultants GmbH, Bonn

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## EDUCATION

2018 **ExEd.** Harvard Business School. Global Colloquium on Participant-Centered Learning  
2013 **PhD Economics (Dr. rer. pol.).** “IMPRS Uncertainty” (Max Planck Graduate Program on Economics, Psychology, and Law) in cooperation with the University of Jena (summa cum laude)  
2007 **MSc Economics.** Maastricht University (distinction)  
2006 **BSc Economics.** Maastricht University

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## PUBLICATIONS

- [1] Chatziathanasiou, K., Hippel, S., & **Kurschilgen, M.** (2022). Does the threat of overthrow discipline the elites? Evidence from a laboratory experiment. Forthcoming at the *Journal of Legal Studies*.
- [2] Engel, C., Kube, S., & **Kurschilgen, M.** (2021). Managing expectations: How selective information affects cooperation and punishment in social dilemma games. *Journal of Economic Behavior and Organization*, 187, 111–136.
- [3] Chatziathanasiou, K., Hippel, S., & **Kurschilgen, M.** (2021). Property, redistribution, and the status quo: A laboratory study. *Experimental Economics*, 24, 919–951.
- [4] Engel, C., & **Kurschilgen, M.** (2020). The fragility of a nudge: The power of self-set norms to contain a social dilemma. *Journal of Economic Psychology*, 81, 102293.
- [5] **Kurschilgen, M.**, & Marcin, I. (2019). Communication is more than information sharing: The role of status-relevant knowledge. *Games and Economic Behavior*, 113, 651–672.
- [6] **Kurschilgen, M.**, Morell, A., & Weisel, O. (2017). Internal conflict, market uniformity, and transparency in price competition between teams. *Journal of Economic Behavior & Organization*, 144, 121–132.
- [7] **Kurschilgen, M.** (2014). Coercion and consent: Comment. *Journal of Institutional and Theoretical Economics*, 170(1), 79–82.

- [8] Engel, C., Beckenkamp, M., Glöckner, A., Irlenbusch, B., Hennig-Schmidt, H., Kube, S., **Kurschilgen, M.**, Morell, A., Nicklisch, A., Normann, H.-T., & Towfigh, E. (2014). First impressions are more important than early intervention: Qualifying broken windows theory in the lab. *International Review of Law and Economics*, 37, 126–136.
- [9] Engel, C., & **Kurschilgen, M.** (2013). The coevolution of behavior and normative expectations: An experiment. *American Law and Economics Review*, 15(2), 578–609.
- [10] **Kurschilgen, M.** (2013). Discretion, productivity, and work satisfaction: Comment. *Journal of Institutional and Theoretical Economics*, 169(1), 23–25.
- [11] Engel, C., & **Kurschilgen, M.** (2011). Fairness ex ante and ex post: Experimentally testing ex post judicial intervention into blockbuster deals. *Journal of Empirical Legal Studies*, 8(4), 682–708.
- [12] **Kurschilgen, M.** (2011). Disclosure, agents, and consumer protection: Comment. *Journal of Institutional and Theoretical Economics*, 167(1), 77–79.

## PAPERS UNDER REVIEW

- [13] **Kurschilgen, M.** (2021). Moral awareness polarizes people's fairness judgments. R+R at *Social Choice and Welfare*.
- [14] Müller, J., Tellier, A., & **Kurschilgen, M.** (2021). Echo chambers and opinion dynamics explain the occurrence of vaccination hesitancy.

## FUNDING APPLICATIONS UNDER REVIEW

- 2021 **Filter Bubbles and Infection Control.** Under review by the German Science Foundation (DFG). Principal Investigator, together with J. Müller, and in collaboration with S. Fiedler.
- 2021 **Economic, Social and Political Consequences of Inequality.** Under review by the German Science Foundation (DFG). Principal Investigator, together with S. Sieglösch, and in collaboration with S. Fiedler, A. Martínez-Marquina, C. Martínez-Toledano, and M. Michaeli.

## TEACHING AND ADVISING

**Bachelor:** Microeconomics (2016, 2017, 2018, 2019, 2020). Law & Economics (2014). **Master:** Strategic Interaction (2016, 2017, 2018, 2019, 2020, 2021). Economic Analysis of Social Behavior (2012, 2013). Public Economics (2013). **PhD:** Behavioral and Experimental Economics (2016, 2017, 2018, 2019, 2020, 2021). **Supervision:** 20 BSc & MSc theses, and 2 student project studies in cooperation with industry. **Advising:** Reviewer and mentor to 12 doctoral students and 1 postdoc.

## PRESENTATIONS

### Invited Seminars

**2021:** UniDistance Switzerland. Prague University of Economics. **2020:** TUM Mathematics Dept. U San Francisco (scheduled). UC San Diego (scheduled). **2019:** LMU Munich. U Passau. **2018:** U Hamburg. **2017:** LMU Munich. Haifa U. Bar-Ilan U. Tel Aviv U. U Michigan. **2016:** U Marburg. MPI Collective Goods Bonn. EUI Florence. **2015:** New York U. Tilburg U. **2013:** U Bologna. U Lausanne. **2011:** U Bonn. **2009:** ETH Zurich.

### Conferences

**2020:** Behav and Exp Public Choice WS, Claremont (scheduled). Bay Area Behav and Exp Econ WS (scheduled). **2019:** IMEBESS Tilburg. ESA Los Angeles. **2018:** Nordic Behav Econ Conf, Odense. Bavarian Micro Day, Munich. ComplianceNet, Irvine. **2017:** Social Norms in Multi-Ethnic Societies, Florence. VfS Vienna. APET Paris. **2016:** ESA, Tucson. IMEBESS Rome. **2015:** ESA Dallas. Tilburg Governance WS. Spanish LawEcon Assoc, Santander. London Experimental WS. **2014:** Konstanz WS on Attitudes and Preferences. ESA Fort Lauderdale. Nordic Behav Econ Conf, Aarhus. CEPR Economic Theory, Gerzensee. **2013:** ESA Santa Cruz. Experimental Political Science, NYU. SEEM Tenerife. IMEBE Madrid. MBEES Maastricht. **2012:** IMEBE Castellón. **2011:** Philosophy and Economics Conf, San Sebastián. RES London. **2010:** CELS, Yale U. ESA Copenhagen. IMEBE Bilbao.

## PROFESSIONAL SERVICE

### Internal

- Co-speaker of the Doctoral Program at TUM SoM (since 2017). Developed Academic Career Program, securing EUR 2.4M (2021-2026) funding for stipends and expenses by *Dieter-Schwarz-Foundation*.
- Founder and co-host of the weekly BEWIP Seminar at TUM SoM (since 2016).
- Selection Committee of the Research Excellence Program at TUM SoM (since 2017).
- Co-host of the bi-weekly LawEcon Workshop at U Bonn (2013–2015).

### External

- Advisor to the German Federal Agency for Nature Conservation (2017).
- Research Council of the Bavarian Graduate Program in Economics (since 2017).
- Mentor at the Bavarian EliteAcademy (since 2016).

**Refereeing:** Israeli Science Foundation; American Law and Economics Review; Business Research; European Economic Review; Games; Games and Economic Behavior; Journal of Economic Behavior and Organization; Journal of Institutional and Theoretical Economics; Journal of Law, Economics and Organization; Journal of Legal Studies; Journal of Public Economics.

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## HONORS & GRANTS

**2021:** Best Teaching Award. **2020:** Best Supervisor Award. **2018:** Best Teaching Award. **2017:** Best Teaching Award. **2015:** NRW Academy of Sciences research grant (EUR 40k). **2008–2012:** Max Planck Society PhD scholarship. **2002–2004:** German National Academic Foundation scholarship.

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## SELECTED MEDIA COVERAGE

### Interviews

Bayerischer Rundfunk: "[Hauptsache Ich – Wie egoistisch sind Wir?](#)". Latest Thinking: "[On Mavericks, Transparency, and Prices](#)"

### Print

Bild der Wissenschaft: "[Egoismus steckt an](#)". Frankfurter Allgemeine Zeitung: "[Ökonomie der Verfassung](#)". Handelsblatt: "[Negatives Menschenbild macht egoistisch](#)". Frankfurter Rundschau: "[Unordnung steckt an](#)". Berliner Zeitung: "[Egoisten wollen am Ende nicht der Dumme sein](#)". Jörg Schindler: "[Die Rüpel-Republik: Warum sind wir so unsozial?](#)".

### Online

The National Tribune: "[Social status beats money](#)". Wirtschaftspsychologie aktuell: "[Soziale Anerkennung schlägt Geld](#)". ScienceDaily: "[Self-Fulfilling Prophecy: People's Opinion of Others Determines How Cooperative They Are](#)". CORDIS: "[The more you dislike, the less you're willing to help](#)". PsychCentral: "[First Impressions Influence Later Behavior](#)". Jotwell.com: "[IP Law and the New Experimental Empiricism](#)".

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## OTHER

**Languages:** German (native), Spanish (native), English (fluent), French (good), Italian (good). **IT:** STATA, Python, ztree, LaTeX, Qualtrics. **Music:** Co-founder of the brass-pop band Querbeat (tuba + vocals). **Sports:** Basketball, Cycling