

Publications and Selected Working Papers

(Papers until 2016 published under birth name "Lotz")

Berger, S., Wyss, A., & Knoch, D. (2018). Low self-control capacity is associated with immediate responses to smartphone signals. *Computers in Human Behavior*.

Schlösser, T., **Berger, S.**, & Fetchenhauer, D. (2018). Justice sensitivity and cooperation dynamics in repeated public good games. *Social Justice Research*, 31(1), 1-22.

Van Doorn, J., Breugelmans, S., Zeelenberg, M., **Berger, S.**, & Okimoto, T.G. (2018). Anger and third party compensation. *Theory and Decision*.

Berger, S., Bärtsch, C., Schmidt, C., & Christandl, F. (in press). Price-based quality inferences for insects as food. *British Food Journal*.

Berger, S. (in press). A behavioral science perspective on political consumerism. *The Oxford Handbook of Political Consumerism* (Eds. Magnus Boström, Michele Micheletti and Peter Oosterveer), Oxford, UK: *Oxford University Press*.

Berger, S., Feldhaus, C., & Ockenfels, A. (2018). Group identity promotes herding behavior in an information cascade game. Revisions under review. *Journal of the Economic Science Association*.

Berger, S., Christandl, F., & Bitterlin, D. (2018). The social insectivore: How perceived norms affect eating of insects. Revisions requested. *Appetite*.

Schnauffer, K., Christandl, F., & **Berger, S.** (2018). Pay transparency, reference-point violations and job satisfaction. Working Paper (to be presented at EURAM and AOM 2018).

Berger, S., Goette, L., & Song, C. (2018). Competing sources of reference points: evidence from a real-effort experiment. Working Paper.

Christandl, F., Pandelaere, M., & **Berger, S.** (2018). Sex sells the belief that price equals quality. Previous version: Fabian Christandl, Mario Pandelaere, and Sebastian Berger (2016), "The Price Is Right – Activation of Mating Goals As Driver of Price-Based Quality Inferences", in *NA - Advances in Consumer Research* Volume 44, eds. Page Moreau and Stefano Puntoni, Duluth, MN : Association for Consumer Research, Pages: 725-725

Langenbach, D., **Berger, S.**, Baumgartner, T., & Knoch, D. (2018). Working memory translates environmental attitudes into behavior. Working Paper.

Berger, S., Wyss, A. M., Singer, Z. (2018). Budget adherence in everyday spending: Self-control capacity as a resource in personal finance. Working Paper.

Berger, S. (2017). Behavioral side-effects of time-of-use electricity pricing. *Behavioural Public Policy* (Blog comment on Schneider and Sunstein, 2017).

Berger, S., Ockenfels, A., & Hatt, H. (2017). Exposure to Hedione increases reciprocity in humans". *Frontiers in Behavioral Neuroscience*. <https://doi.org/10.3389/fnbeh.2017.00079>

- Lotz, S.** (2016). Altruism. *The SAGE Encyclopedia of Economics and Society*. Thousand Oaks, CA, USA: Sage.
- Conrads, J., & **Lotz, S.** (2015). The effect of communication channels on dishonest behavior. *Journal of Behavioral and Experimental Economics*, *58*, 88-93.
- Conrads, J., Ebeling, F., & **Lotz, S.** (2015). (Dis-)Honesty: Measuring overcharging in a real market. *Journal of Behavioral and Experimental Economics*, *57*, 98-102.
- Ebeling, F., & **Lotz, S.** (2015). Domestic uptake of green energy promoted by defaults. *Nature Climate Change*, *5*, 868-871.
- Lotz, S.** (2015). Engineering fairness: Market design as a resource of social justice research. *Social Justice Research*, *28*(3), 391-399.
- Lotz, S.** (2015). Spontaneous giving under structural inequality: Intuition promotes cooperation in asymmetric social dilemmas. *PLOS one* *10*(7): e0131562. doi:10.1371/journal.pone.0131562.
- Lotz, S.** & Feldhaus, C. (2015). Fairness. In: M. Altmann (Ed.) Real world decision making: Encyclopedia of behavioral economics. Santa Barbara, CA, USA: Praeger.
- Feldhaus, C. & **Lotz, S.** (2015). Inequity aversion. In: M. Altmann (Ed.) Real world decision making: Encyclopedia of behavioral economics. Santa Barbara, CA, USA: Praeger.
- Lotz, S.** & Fix, A.R. (2014). Financial returns vs. moral concerns: Do laypeople trade-off fairness and interest rates? *Social Justice Research*, *27*(4), 487-503.
- Fischer, M. & **Lotz, S.** (2014). Ist sanfter Paternalismus ethisch vertretbar? Eine differenzierende Betrachtung aus Sicht der Freiheit. *Sozialer Fortschritt*, *63*, 52-58.
- Lotz, S.**, Schlösser, T., Cain, D. M., & Fetschenhauer, D. (2013). The (in-) stability of social preferences: Using justice sensitivity to predict when altruism collapses. *Journal of Economic Behavior and Organization*, *93*, 141-148.
- Lotz, S.** & Fix, A. R. (2013). Not all speculation is treated equally: Moral judgments of speculative short selling. *Journal of Economic Psychology*, *37*, 34-41.
- Lotz, S.**, Christandl, F., & Fetschenhauer, D. (2013). What is fair is good: Evidence of consumers' taste for fairness. *Food Quality and Preference*, *30*(2), 139-144.
- Gollwitzer, M., **Lotz, S.**, Schlösser, T., & Streicher, B. (2013). Soziale Gerechtigkeit. Was die Gesellschaft von der Psychologie lernen kann. Göttingen: Hogrefe.
- Lotz, S.** (2013). Gerechtigkeit im Sozialstaat. In: M. Gollwitzer, S. Lotz, T. Schlösser, & B. Streicher (Hrsg.) Soziale Gerechtigkeit. Was die Gesellschaft von der Psychologie lernen kann. Göttingen: Hogrefe.

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Lotz, S. & Fetchenhauer, D. (2012). Lifting the veil of ignorance in distributive justice: Evidence from a welfare state game, *Wirtschaftspsychologie*, 2-2012, 74-80.

Anger, C., Fischer, M., Geis, W., **Lotz, S.**, Plünnecke, A., & Schmidt, J. (2012). Ganztagsbetreuung von Kindern Alleinerziehender: Auswirkungen auf das Wohlergehen der Kinder, die ökonomische Lage der Familie und die Gesamtwirtschaft. *IW-Analysen*, 80, Köln: IW Medien.

Lotz, S., Okimoto, T. G., Schlösser, T., & Fetchenhauer, D. (2011). Punishment vs. compensation: Emotional antecedents to third-party interventions. *Journal of Experimental Social Psychology*, 48(2), 477-480.

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