

# FRÉDÉRIC-GUILLAUME SCHNEIDER

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## CITIZENSHIP

German

## LANGUAGES

German (native), French (fluent), English (fluent),  
Spanish (reading), Italian (reading), Arabic (beginner)

## CURRENT POSITIONS

Senior Research Associate, Judge Business School, University of Cambridge, Sep 2018 - present

Lecturer, Management Studies and Executive MBA, University of Cambridge, Sep 2018 - present

Fellow in Economics, Darwin College, University of Cambridge, Mar 2019 - present

## PAST POSITIONS

Visiting Fellow at École Polytechnique, Paris, France, Jan-Feb 2018

Postdoctoral Fellow, School of Management, Yale University, Aug 2016 - Jul 2018

Senior Research Associate, Dept. of Economics, U. of Zürich, Switzerland, Sep 2011 - July 2016

Postdoctoral Scholar, Economics Dept., University of California, Berkeley, Sep 2010-Aug 2011

Consultant, Strategic Business Consulting, Oliver Wyman, Jun 2010-Aug 2010

Research Associate, Institute for Empirical Research in Economics (IEW), University of Zürich, Switzerland, Jan 2006-May 2010

Research economist, Department “Labour Markets, Human Resources and Social Policy”, Centre for European Economic Research (ZEW), Mannheim, Oct-Dec 2005

## EDUCATION

PhD in economics (“Dr. oec. publ.”), University of Zürich, Jan 2006-May 2010

Supervisors: Ernst Fehr, Jacob Goeree

Bachelor and Master (“Diplom-Volkswirt”) in Economics, Univ. of Bonn, Apr 2002-Aug 2005

Supervisors: Armin Falk, Thomas Dohmen

## RESEARCH INTERESTS

Behavioral Economics and Finance, Organizational Economics, Labor Economics, Personnel Economics

## CONSULTING COLLABORATIONS

Ministry of Justice and Youth Justice Board for England and Wales; Pôle Emploi (National Employment Agency, France); UBS (Switzerland); Credit Suisse (Switzerland)

## RESEARCH ARTICLES

“Mental Capabilities, Trading Styles, and Asset Market Bubbles: Theory and Experiment,” with Andreas Hefti and Steve Heinke. [Working Paper](#) 234. University of Zürich, Department of Economics, 2016. (Revise and Resubmit, *Economic Journal*)

“Mergers, Mavericks, and Tacit Collusion,” with Donja Darai and Catherine Roux. [Working Paper](#) 2019. (Revise and Resubmit, *American Economic Journal: Microeconomics*)

“Trust and Promises over Time”, with Florian Ederer. 2020. *American Economic Journal: Microeconomics*. Forthcoming ([link](#)).

“Frequent Job Changes can Signal Poor Work Attitude and Reduce Employability”, with Alain Cohn, Michel A. Maréchal and Roberto A. Weber. *Journal of the European Economic Association* 19 (1): 475–508, 2021 ([link](#)).

“Social Comparison and Effort Provision: Evidence from a Field Experiment,” with Alain Cohn, Ernst Fehr, and Benedikt Herrmann. *Journal of the European Economic Association* 12 (4): 877–898, 2014 ([link](#))

“Eyes are on us, but nobody cares: are eye cues relevant for strong reciprocity?” with Ernst Fehr. *Proceedings of the Royal Society B: Biological Sciences* 277 (1686): 1315–1323, 2010. ([link](#))

“Disrupting the prefrontal cortex diminishes the human ability to build a good reputation,” with Daria Knoch, Daniel Schunk, Martin Hohmann, and Ernst Fehr. *Proceedings of the National Academy of Sciences* 106 (49): 20895–20899, 2009. ([link](#))

“Long-Term Commitment and Cooperation,” with Roberto A. Weber. [Working Paper](#) 130. University of Zürich, Department of Economics, 2013.

“Growing Groups, Cooperation, and the Rate of Entry,” with Eva Ranehill and Roberto A. Weber. [Working Paper](#) 103. University of Zürich, Department of Economics, 2013.

“The Unrealized Value of Centralization for Coordination,” with Eva Ranehill and Roberto A. Weber (paper available on request).

## CURRENT PROJECTS

*Trust and Promises in an Uncertain World* (with F. Ederer, K. Khalmetski, and F. Kölle)

*Delegation to Humans and AI in Financial Decision Making* (with J. Schmitz and S. Zeisberger)

*Self-Discrimination in Jobseeker Behaviour* (with A. John)

*Animus Masked as Statistical Discrimination* (with R. Dessi)

*Flexible Commitment in Repeated Games* (with J. Block)

## PROFESSIONAL SERVICE

**Editor:** Guest editor for Games, special issue “Loss Aversion and Social Preferences”

**Referee:** American Economic Review; Review of Economic Studies; Economic Journal; Journal of the European Economic Association; European Economic Review; Games and Economic Behavior; Journal of Economic Behavior and Organization; Management Science; Theory and Decision; Experimental Economics; Games; Labour Economics; Journal of Conflict Resolution; PLOS ONE; Journal of Behavioral Decision Making; Journal of Economic Psychology; Evolution & Human Behavior; Political Psychology; Journal of Applied Social Psychology; Social Psychology; Swiss Journal of Psychology

**Organizer:** Conference “Unintended Consequences of Regulation” at Cambridge University (2020); weekly workshop “Economics and Psychology” at Cambridge University (2018-); weekly seminar “Experimental and Behavioral Economics” at University of Zürich (2012-2016); semi-annual Department retreat (“Greifensee Retreat”) (2013-2016); international “Zurich Workshop on Experimental and Behavioral Economic Research” (2013, 2014)

## GRANTS

2010: Swiss National Science Foundation, Prospect. Researchers Grant PBZHP1-133437 (\$45'000)  
 2014: Swiss National Science Foundation, Internat. Workshop Grant IZ32Z0\_155298 (~\$13'000)  
 2014: Swiss National Science Foundation, Project Grant 100018\_156787 (~\$52'100)  
 2015: Swiss National Science Foundation, Adv. Postdoc.Mobility Grant P300P1\_161184 (~\$103'680)  
 2018: Cambridge Small Grant (~\$5'700)

## TEACHING

Spring 2019/'20	“Behavioural Finance” (Executive MBA), Cambridge
Spring 2019/'20	“MM3: Business Economics” (Master), Cambridge
Spring 2019	“3E1: Business Economics” (undergraduate), Cambridge (Engineering Dept.)
Fall 2018/'19	“MS3: Economics of Firms and Markets” (undergraduate), Cambridge
Spring 2016	“Microeconomic Theory of the Firm” (graduate), University of Basel
Spring 2014/'15/'16	“Microeconomic Theory of the Firm” (graduate), with R. Weber
Fall 2013	“Experimental Economics” (graduate), University of Lausanne
Spring 2013	“Behavioral Game Theory” (graduate), with R. Weber
Fall 2009	“Advanced Microeconomics”, with E. Fehr
Fall 2008	“Behavioral and Experimental Economics”, with D. Schunk
Spring 2007	“Experimental Economics”, with U. Fischbacher

Various small group supervisions for Cambridge colleges, dissertation supervisions, MBA project supervisions etc

## INVITED TALKS, CONFERENCES, SUMMER SCHOOLS

Mar 10, 2020	Invited talk, University of East Anglia (Norwich, UK)
Sep 28-29, 2019	Nordic conference on behavioral and experimental economics, Kiel
Sep 18-20, 2019	EALE, Tel Aviv
Sep 5-7, 2019	European ESA Meeting, Dijon
Aug 23, 2019	TIBER, Tilburg
Jul 4-6, 2019	International ESA Meeting, Vancouver
Apr 11, 2019	Invited talk, University of Basel (CH)
Jan 24-26, 2019	Asia-Pacific ESA Meeting, Abu Dhabi
Sep 28-29, 2018	Nordic conference on behavioral and experimental economics, Odense
Jul 9-10, 2018	Tsinghua BEAT Conference, Beijing
Mar 20, 2018	Invited talk, University of Bath (UK)
Jan 11, 2018	Malinvaud-Adres Seminar, École Polytechnique, Paris
Sep 14-15, 2017	1st LAWEBESS Workshop, Cali
Sep 02-05, 2017	European ESA Meeting, Vienna
Jun 20-23, 2017	International ESA Meeting, San Diego
May 13, 2017	Bay Area Workshop, San José
Mar 9, 2017	Seminar talk, Yale Human Cooperation Lab, New Haven
Jan 10, 2017	Seminar talk, GATE-LAB, Lyon

Jan 9, 2017	Seminar talk, Burgundy Business School, Dijon
Nov 10-11, 2016	London Experimental Workshop, Middlesex University
Sep 28, 2016	Seminar talk, CREST, Paris
Jul 08-11, 2016	International ESA Meeting, Jerusalem
Jun 24-25, 2016	Russell Sage Conference for Early-Career Behavioral Economists, Bonn
Jun 08-10, 2016	Annual Meeting, Society for Experimental Finance, St Martin
Jun 06, 2016	M-BEES, Maastricht
Apr 14-16, 2016	IMEBESS conference, Rome
Dec 18, 2015	Seminar talk, Exp. and Beh. Economics Seminar, Uni Zürich
Oct 22-24, 2015	North American ESA Meeting, Dallas
Oct 16-17, 2015	IAAEU Workshop on Experimental Labour and Personnel Economics, Trier
Sep 02-05, 2015	European ESA Meeting, Heidelberg
Aug 24-27, 2015	Annual Congress, EEA, Mannheim
Jul 08-09, 2015	Russell Sage Conference for Early-Career Behavioral Economists, Chicago
Jun 15-16, 2015	Annual Meeting, French Exp. Econ. Association, Paris
Apr 15-17, 2015	IMEBESS conference, Toulouse
Oct 16-18, 2014	North American ESA Meeting, Fort Lauderdale
Oct 15, 2014	FSU Workshop on Behavioral and Experimental Economics, Tallahassee
Aug 28-29, 2014	Workshop "Behavioral and Experimental Economics", Zürich
Apr 10-12, 2014	IMEBESS conference, Oxford
Oct 24-26, 2013	North American ESA Meeting, Santa Cruz
Aug 29-30, 2013	Workshop "Behavioral and Experimental Economics", Zürich
Aug 23-25, 2013	SITE Summer Workshop in Experimental Economics, Stanford
Jul 11-14, 2013	International ESA Meeting, Zürich
Jul 10-13, 2013	International Conference on Social Dilemmas, ETH Zürich
Jun 14, 2013	Seminar talk, VCEE Seminar, University of Vienna
Apr 11-13, 2013	IMEBE conference, Madrid
Sep 12-15, 2012	European ESA Meeting, Cologne
Aug 29, 2012	International Research Workshop in Behavioral Economics, Mainz
Jun 21-24 2012	International ESA Meeting, New York
Aug 14, 2011	Seminar talk, Industrial Relations Group, Princeton
Jan 21-22, 2010	Young Swiss Economists Meeting, Berne
Oct 30-31, 2009	ESE workshop "Experiments in Organizations", Rotterdam
Jun 25-28, 2009	International ESA Meeting, Washington, DC
Mar 26, 2009	Annual Research Forum NCCR "Affective Science", Geneva
Jun 28-Jul 01, 2007	International ESA Meeting, Rome
Apr 23-29, 2007	10th IZA Europ. Summer School in Labor Economics, Buch/Germany
Apr 11-12, 2007	Annual Research Forum NCCR "Affective Science", Geneva
Jul 17-28, 2006	Stanford Summer School in Neuroeconomics, Stanford University
Jul 01-02, 2006	Workshop "Mechanisms of Strong Reciprocity", LCHES/Cambridge
May 29-Jun 06, 2006	ENABLE Summer Institute & Symposium, Frauenchiemsee/Germany

## REFERENCES

Florian Ederer	Yale University	<a href="mailto:florian.ederer@yale.edu">florian.ederer@yale.edu</a>
Ernst Fehr	University of Zürich	<a href="mailto:ernst.fehr@econ.uzh.ch">ernst.fehr@econ.uzh.ch</a>
Roberto Weber	University of Zürich	<a href="mailto:roberto.weber@econ.uzh.ch">roberto.weber@econ.uzh.ch</a>