

Iris Bohnet

Harvard Kennedy School
Harvard University
79 John F. Kennedy Street
Cambridge, MA 02138
phone: (617) 495-5605
fax: (617) 496-5747

email: Iris_Bohnet@Harvard.edu

<http://www.hks.harvard.edu/about/faculty-staff-directory/iris-bohnet>

Education

1997 Doctor in economics (Dr.oec.publ., summa cum laude)
University of Zurich, Switzerland
1992 Masters Degree in economic history, economics and political science
(lic.phil.I, summa cum laude)
University of Zurich, Switzerland

Research Interests

Behavioral and Experimental Economics, Negotiation, Game Theory, Decision Analysis, Gender and Culture

Academic Positions

2006 – present Professor of Public Policy
Harvard Kennedy School
2003 – 2006 Associate Professor of Public Policy
Harvard Kennedy School
1998 – 2003 Assistant Professor of Public Policy
Harvard Kennedy School
1997 – 1998 Visiting Scholar
Haas School of Business, University of California at Berkeley

Professional Responsibilities

Director Women and Public Policy Program, HKS
Associate Director Laboratory for Decision Science, Harvard University
Faculty chair “Global Leadership and Public Policy for the 21st Century” executive program for the WEF Young Global Leaders, HKS
Vice-chair Program on Negotiation, Harvard Law School
Faculty associate Center for Business and Government, HKS
Center for Basic Research in the Social Sciences, Harvard University
Center for Research in Economics, Management and the Arts, Basel
Center for Public Leadership, HKS
Member of the board Graduate Institute for International Studies, Geneva, Switzerland
Negotiations Center, University of Texas at Dallas
Economic Science Association (2003-2005)
Verein für Socialpolitik (German Economic Association),
Division “Economics and Ethics”
Associate editor Review of Economics and Statistics

Member of the editorial board	Review of Law and Economics Journal für Betriebswirtschaft
Member of the advisory board	Decision Making and Negotiations Journal Vienna University of Economics and Business Administration
Member	Dubai Initiative, Belfer Center for Science and International Affairs, KSG Global Agenda Council on the Gender Gap, World Economic Forum Global Agenda Council on Diversity, World Economic Forum World Knowledge Dialogue

Grants and Awards

2008	Multidisciplinary University Research Initiative: Dynamic Models of the Effect of Culture on Collaboration and Negotiation (grant for research on culture, gender and negotiation in the Middle East)
2007	Program on Negotiation (grant for third conference on “Gender and Negotiation”) Women and Public Policy Program (grant for third conference on “Gender and Negotiation”)
2005	Provost’s Fund for Interfaculty Collaboration, Harvard University (grant for second research seminar on “Gender and Negotiation”). Women and Public Policy Program, Kennedy School of Government (grant for research on gender and cooperation).
2004	Provost’s Fund for Interfaculty Collaboration, Harvard University (grant for first research seminar on “Gender and Negotiation”). Kuwait Fund, Kennedy School of Government (grant for research on trust and betrayal in the Islamic world). Kokkalis Program, Kennedy School of Government (grant for research on trust in Turkey) Program on Negotiation, Harvard University (grant for research on trust and institutions).
2003	TESS (Time-sharing Experiments in the Social Sciences), National Science Foundation (grant for research on trust using a representative sample). Program on Negotiation, Harvard University (grant for research on trust and loss aversion). Kuwait Fund, Kennedy School of Government (grant for research on trust and culture in the Gulf region).
2002	Women and Public Policy Program, Kennedy School of Government (grant for research on trust and gender). Radcliffe Institute for Advanced Studies (grant for a conference on trust and institutions).
2001	Russell Sage Foundation (grant for research on trust and institutions).
2000	Center for Public Leadership, Kennedy School of Government (grant for research on trust in South Africa, Russia and the United States).
2000	Visions of Governance for the 21 st Century Project (grant for research on incentives and work performance).
1998//01/03	Kennedy School of Government Dean's Research Fund (grants for experiments on cooperation and sorting; trust and gender; decision theory and trust).
1997	Swiss National Science Foundation (grant for research on cooperation and fairness).

Professional Associations

Member of the American Economic Association and the Economic Science Association.

Teaching

Degree and Executive Programs

- 1998 - present Behavioral Decision Analysis and Game Theory
- 1998 - present Negotiation Analysis
- 2007 – present Faculty chair, Global Leadership and Public Policy for the 21st Century executive program for the World Economic Forum's Young Global Leaders

PhD students (current and former)

Mohamad Al-Issis, Jeffrey Bielicki; Fiona Greig; Kessely Hong; Kelsey Jack; Alexandra van Geen

Publications

Books and Edited Volumes

3. Gender and Negotiation. *Negotiation Journal*. Special Issue, October 2008 (guest editor, with Hannah Riley Bowles).
2. *Trust and Trustworthiness. Journal of Economic Behavior and Organization*, Special Issue, December 2004 (guest editor, with Rachel Croson).
1. *Kooperation und Kommunikation. Eine ökonomische Analyse individueller Entscheidungen*. Tübingen: Mohr (Siebeck), 1997.

Journal Articles

18. "The Requirements for Trust in Gulf and Western Countries." Forthcoming ("conditionally accepted subject to a small number of editorial changes"): *Quarterly Journal of Economics*. (with Benedikt Herrmann and Richard Zeckhauser)
17. "Why Do Women Cooperate with Women but not with Men? Evidence from a Slum in Nairobi, Kenya." (with Fiona Greig). Forthcoming: *Journal of Economic Behavior and Organization*.
16. "Betrayal Aversion: Evidence from Brazil, China, Oman, Switzerland, Turkey, and the United States." *American Economic Review* 98(1), March 2008: 294-310 (with Fiona Greig, Benedikt Herrmann and Richard Zeckhauser)
15. "Is There Reciprocity in a Reciprocal-Exchange Economy? Evidence of Gendered Norms from a Slum in Nairobi, Kenya." *Economic Inquiry* 46(1), January 2008: 77-83 (with Fiona Greig)
14. "Status and Distrust: The Relevance of Inequality and Betrayal Aversion." *Journal of Economic Psychology* 28, 2007: 197-213. (with Kessely Hong)

13. "Institutions and Trust: Implications for Preferences, Beliefs and Behavior." *Rationality and Society*, 19(1), February 2007: 99-135. (with Yael Baytelman)
12. "Decomposing Trust and Trustworthiness." *Experimental Economics*, Special Issue on Behavioral Economics, 9(3), September 2006, pp. 193-208. (with Nava Ashraf and Nikita Piankov)
11. "Learning Trust," *Journal of the European Economic Association* 3(2-3), April-May 2005, pp. 322-329. (with Heike Harmsgart, Steffen Huck and Jean-Robert Tyran)
10. "Compensating the Cooperators: Is Sorting in the Prisoner's Dilemma Possible?" *Journal of Economic Behavior and Organization* 56(1), 2005, pp. 61-76. (with Dorothea Kübler)
9. "Social Comparisons in Ultimatum Bargaining." *Scandinavian Journal of Economics*, Special Issue on Behavioral Economics, 106(3), 2004, pp. 495-510. (with Richard Zeckhauser)
8. "Trust, Risk and Betrayal." *Journal of Economic Behavior and Organization* 55(4), 2004, pp. 467-484. (with Richard Zeckhauser)
7. "Repetition and Reputation: Implications for Trust and Trustworthiness When Institutions Change." *American Economic Review* 94(2), May 2004, pp. 362-366. (with Steffen Huck)
6. "More Order with Less Law: On Contract Enforcement, Trust and Crowding." *American Political Science Review* 95(1), 2001, pp. 131-144. (with Bruno S. Frey and Steffen Huck)
5. "Social Distance and Other-Regarding Behavior in Dictator Games: Comment." *American Economic Review* 89(1), 1999, pp. 335-340. (with Bruno S. Frey)
4. "The Sound of Silence in Prisoner's Dilemma and Dictator Games." *Journal of Economic Behavior and Organization* 38, 1999, pp. 43-57. (with Bruno S. Frey)

Reprinted in: *Experimental Economics in Germany, Austria and Switzerland*, edited by Sadrieh Abdolkarim and Joachim Weimann. Marburg: Metropolis, 2008, pp. 191-206.
3. "Fairness and Competence in Democratic Decisions." *Public Choice* 91(1), 1997, pp. 89-105. (with Bruno S. Frey and Felix Oberholzer-Gee)
2. "Diskurs - die Protektion der Kommunikation." *Analyse und Kritik* 19(1), 1997, pp. 15-32.
1. "Rent Leaving." *Journal of Institutional and Theoretical Economics* 153, 1997, pp. 711-721. (with Bruno S. Frey)

Book Chapters

11. "Experiments." In: Bearman, P. and P. Hedstrom (eds.). *Handbook of Analytical Sociology*. Forthcoming.
10. "Fairness." Forthcoming: *Oxford Companion to the Affective Sciences* (with Stephan Meier).

9. "Trust in experiments." In: Durlauf, S.N. and L.E. Blume (eds.). *The New Palgrave Dictionary of Economics*. Second Edition. Palgrave Macmillan, 2008. The New Palgrave Dictionary of Economics Online.
8. "Why Women and Men Trust Others." In: Frey, Bruno S. and Alois Stutzer (eds.). *Economics and Psychology*. Cambridge, MA: MIT Press, 2007, pp. 89-110.
7. "How Institutions Affect Behavior: Insights from Economics and Psychology." In: De Cremer, David, Marcel Zeelenberg and Keith J. Murnighan (eds.). *Social Psychology and Economics*. London: Lawrence Erlbaum, 2006, pp. 213-238.
6. "Instinct or Incentive to be Trustworthy? The Role of Informational Institutions." In: Holler, Manfred J., Hartmut Kliemt, Dieter Schmidtchen and Manfred Streit (eds.), *Jahrbuch für Neue Politische Ökonomie 21*, Tübingen: Mohr Siebeck, 2003, pp. 213-221. (with Steffen Huck and Jean-Robert Tyran)
5. "Does Performance Pay Perform? Conditions for Success in the Public Sector." In: Donahue, John and Joseph Nye (eds.). *For the People: Can We Fix Public Service?* Brookings, 2003, pp. 238-254. (with Susan Eaton)
4. "Pay for Performance: Motivation and Selection Effects. In: Frey, Bruno and Margit Osterloh (eds.). *Successful Management by Motivation. Balancing Extrinsic and Intrinsic Incentives*. Berlin: Springer, 2001, pp. 119-139. (with Felix Oberholzer-Gee)
3. "Recht und Vertrauen: Evolutionäre Spieltheorie in der Rechtswissenschaft". In: Usteri, Martin, Wolfgang Fikentscher and Wolfgang Wickler (eds.). *Gene, Kultur und Recht*. Schriften zur Rechtspsychologie, Band 5, Bern: Staempfli, 2000, pp. 61-78. (with Bruno S. Frey and Steffen Huck)
2. "Solidarität durch Salienz." In: Gaertner, Wulf (ed.). *Wirtschaftsethische Perspektiven IV*. Berlin: Duncker&Humblot, 1998, pp. 173-194 (refereed).
1. "Identifikation als institutionelle Bedingung individueller Kooperation: Theorie und Experimente." In: Aufderheide, Detlef und Martin Dabrowski (eds.). *Wirtschaftsethik und Moralökonomik*. Normen, soziale Ordnung und der Beitrag der Ökonomie. Berlin: Duncker&Humblot, 1997, pp. 235-258.

Other Writings

13. "Gender in Negotiation." Introduction to special issue. *Negotiation Journal* 24(4), pp. 389-392.
12. "Pushing for Better Results." *Negotiation* 11(8), Program on Negotiation, 2008, p. 8.
11. "Gender Matters in Workplace Decisions." *Negotiation* 10(4), Program on Negotiation, 2007, pp. 4-6 (with Fiona Greig).
10. "What to Do When They Say "Not in My Backyard!" *Negotiation* 9(8), Program on Negotiation, 2006, pp. 6-9.

9. "How Much Should You Trust?" *Negotiation* 9(3), Harvard Business School Publishing and Program on Negotiation, 2006, pp. 7-9. (with Stephan Meier)
8. "Status Anxiety." *Negotiation* 8(11), Harvard Business School Publishing and Program on Negotiation, 2005, pp. 4-6.
7. "Did You Give at the Office? Leveraging the Power of Reciprocity." *Negotiation* 8(7), Harvard Business School Publishing and Program on Negotiation, 2005, pp. 7-9.
6. "Trust and Trustworthiness." Introduction to Special Issue. *Journal of Economic Behavior and Organization*, 55(4), December 2004, pp. 443-445. (with Rachel Croson)
5. "The Payoff of Trust." *Negotiation* 7(7), Harvard Business School Publishing and Program on Negotiation, 2004, pp. 9-11.
4. "Vertrauen und Vertrauensbruch." *Im Brennpunkt*, No. 2, June 2004.
3. "Die Ursachen für Vertrauen." *Basler Zeitung*, No. 71, March 25, 2002.
2. "Führen heisst: Die Spielregeln bestimmen." In: Eidgenössisches Personalamt (ed.). *Führen lehren- Führen lernen*. Band 15. Bern: Eidgenössisches Personalamt 2002, pp. 53-57.
1. "Leistungslohn: Motivations- und Selektionseffekte." *Zeitschrift Führung und Organisation* 69(2), 2000, pp.77-82. (with Felix Oberholzer-Gee)

Press coverage

- Abrams, Sarah. "Trust," *Harvard Kennedy School Bulletin*, winter, 2008.
- Storbeck, Olav, "Vertrauen ist gut, Zufall ist besser," *Handelsblatt*, April 21, 2008.
- Teuwsen, Peer, "Eine Frage des Selbstvertrauens," *Weltwoche*, June 14, 2007.
- Spang, Thomas, "Chancen für Frauen sind hier besser," *Mittelland Zeitung*, March 27, 2007.
- Barmettler, Stefan. "In Harvard enden Meetings um 17 Uhr 30," *Bilanz* 3, February, 2007.
- Lanzarotta, Molly. "Trust and Risk," *Kennedy School Insight*, February 28, 2007.
- Hassler, Matthias. "Menschen sind zu pessimistisch," *Wirtschaft regional*, January 5, 2007.
- Lambert, Craig. "The Marketplace of Perceptions," *Harvard Magazine*, March-April, 2006.
- Zanchi, Marco and Marcel Sigrist. "Wer vertraut, akzeptiert, betrogen zu werden," *Tagesanzeiger*, March 31, 2006.
- Sternstunde Philosophie. A one-hour interview about my research on trust (Swiss and German TV), September 4, 2005.
- Weill, Pierre. "Iris Bohnet stellt die Vertrauensfrage," *Basler Zeitung*, May 28, 2005.
- Hough, Lory. "Iris Bohnet: Trust is Worthy," *Update*, Winter, 2005.
- Attiyeh, Jenny. "Confronting Stereotypes at the Negotiation Table," *Harvard Gazette*, October 28, 2004.
- Rheker, Dirk. "Skepsis bremst die Wirtschaft," *CASH* 19, May 6, 2004.
- Blöchliger, Brigitte. "Was ich mir wünsche? Mehr Zeit—für alles." *Universelle*, January 31, 2003.
- Kohler, Reto. "Eine Frau stellt die Vertrauensfrage im Labor," *Tagesanzeiger*, April 19, 2002.
- In the news: Boston Globe (Nov. 30, 2008), Emirates Business (Dec. 28, 2008, Jan. 6, 2008).

Refereeing

American Economic Review, American Political Science Review, Econometrica, Economic Inquiry, Economic Journal, Economics of Governance, European Economic Review, European Journal of Law and Economics, Experimental Economics, Games and Economic Behavior, International Public Management Journal, Journal für Betriebswirtschaft, Journal of Economic Behavior and Organization, Journal of Development Economics, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Health Economics, Journal of Institutional and Theoretical Economics, Journal of Public Economics, Journal of Public Policy and Management, Kyklos, Management Science, National Science Foundation, Political Psychology, Public Choice, Public Finance and Management, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Law and Economics, Social Science Research Council.

Personal

Married to Michael Zurcher; two sons, Dominik (25.5.2001) and Luca (14.6.2006); Swiss citizen, US resident.