

AGNE KAJACKAITE

CONTACT INFORMATION

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ACADEMIC POSITIONS

Since 08/2017 Head of Research Group “Ethics and Behavioral Economics”, WZB, Berlin
07/2016 – 06/2017 Postdoctoral Researcher, University of Southern California, Department of Economics

RESEARCH INTERESTS

Behavioral Economics, Experimental Economics, Unethical Behavior, Incentives

EDUCATION

10/2012-05/2016 PhD in Economics (summa cum laude), University of Cologne
10/2009-06/2012 Master of Science in Economics (with distinction), University of Cologne
09/2005-07/2009 Bachelor of Science in Economics, University of Vilnius

ACADEMIC VISITS

04/2018 - 10/2019 Several short-term visits at University of Southern California
09/2014 - 05/2019 Several long- and short-term visits at Rady School of Management, UCSD

PUBLICATIONS

Fries, T., Gneezy, U., Kajackaite, A., Parra, D. (2021). Observability and lying. *Journal of Economic Behavior & Organization*, 189, 132-149.

Boonmanunt, S., Kajackaite, A., Meier, S. (2020). Does poverty negate the impact of social norms on cheating? *Games and Economic Behavior*, 124, 569-578.

Gneezy, U., Kajackaite, A. (2020). Externalities, stakes, and lying. *Journal of Economic Behavior & Organization*, 178, 629-643.

Gneezy, U., Kajackaite, A., Meier, S. (2020). Incentive-Based Interventions. In M. Hagger, L. Cameron, K. Hamilton, N. Hankonen, & T. Lintunen (Eds.), *The Handbook of Behavior Change* (Cambridge Handbooks in Psychology, pp. 523-536). Cambridge: Cambridge University Press.

Kajackaite, A., Sliwka, D. (2020). Prosocial managers, employee motivation, and the creation of shareholder value. *Journal of Economic Behavior & Organization*, 172, 217-235.

Chang T. Y., Kajackaite A. (2019). Battle for the thermostat: Gender and the effect of temperature on cognitive performance. *PLOS ONE*, 14(5).

Kajackaite, A. (2018). Lying about Luck versus Lying about Performance. *Journal of Economic Behavior & Organization*, 153, 194-199.

Gneezy, U., Kajackaite, A., Sobel, J. (2018). Lying Aversion and the Size of the Lie. *American Economic Review*, 108(2), 419-453.

Charness, G., Eckel, C. C., Gneezy, U., Kajackaite, A. (2018). Complexity in Risk Elicitation May Affect the Conclusions: A Demonstration Using Gender Differences. *Journal of Risk and Uncertainty*, 56(11), 1-17.

Andersen, S., Gneezy, U., Marx, J., Kajackaite, A. (2018). Allowing for reflection time does not change behavior in Dictator and Cheating Games. *Journal of Economic Behavior & Organization*, 145, 24-33.

Kajackaite, A., Sliwka, D. (2017). Social responsibility and incentives in the lab: Why do agents exert more effort when principals donate? *Journal of Economic Behavior & Organization*, 142, 482-493.

Kajackaite, A., Gneezy, U. (2017). Incentives and cheating. *Games and Economic Behavior*, 102, 433-444.

Kajackaite, A. (2015). If I close my eyes, nobody will get hurt. The effect of ignorance on performance in a real effort experiment. *Journal of Economic Behavior & Organization*, 116, 518-524.

Kajackaite, A., Werner, P. (2015). The incentive effects of performance requirements – A real effort experiment. *Journal of Economic Psychology*, 49, 84-94.

WORKING PAPERS

Breaking bad: Misfunctioning institutions erode good behavior (with Rustamdjan Hakimov)

Lying to show off (with Kai Barron and Silvia Saccardo)

Lying (non-)parents: Being a parent does not reduce dishonesty (with Paweł Niszczoła)

Lying Costs and Incentives (with Uri Gneezy), *previous job market paper, used for “Lying Aversion and the Size of the Lie” and “Incentives and Cheating”*

WORK IN PROGRESS

Noise and cognitive productivity (with Uri Gneezy)

Micro-moments (with Tom Chang)

WO/MEN, *book, signed with a publisher*

SELECTED MEDIA COVERAGE

ABC, ANI, Australian Associated Press, BBC Mundo, BBC News, BBC World News, BBC World Service Radio, Bloomberg, CBC, CBS, CNN International, Corriere Della Sera, Cosmopolitan Magazine, Daily Mail, De Telegraaf, Der Spiegel, Die Zeit, Discover Magazine, El Comercio, El Espectador, El Periodico, Forbes (Italy), Forbes (Poland), Fortune, Fox Business, Frankfurter Allgemeine, Glamour, Handelsblatt, Hindustan Times, Irish Post, Jornal O Globo, LA Times, La Repubblica, Liberty Times, NBC, New York Post, New York Times, NPR Planet Money Indicator, NPR Weekend Edition, New Zealand Herald, PBS, People Magazine, Popular Science, RIA, Scientific American, Slate, Smithsonian Magazine, Sputnik News Agency, Sueddeutsche Zeitung, Telegraph, Telemundo, The Atlantic, The Daily Show (with Trevor Noah), The Times of India, The Wall Street Journal, The Week, TIME magazine, Univision, US News and World Report, USA Today, Vanity Fair, Xinhua News Agency, Washington Post

INVITED TALKS AND TALKS AT CONFERENCES

2021: Baltic Economic Seminar, Vilnius, Lithuania; MiddExLab Virtual Seminar Series, Middlebury, VT; Purdue Economics Seminar, West Lafayette, IN; LOGIN conference, Vilnius, Lithuania; “Markets & Values” ECONtribute Summer-Workshop 2021 on Social Image and Moral Behavior, Cologne, Germany

2020: WZB Talks Series, Berlin, Germany; KEEN Forum PhD Colloquium 2020, Vilnius, Lithuania; Go Forward, Vilnius, Lithuania

2019: ESA Asia-Pacific Meeting, NYU Abu Dhabi, UAE; Luxembourg Institute of Socio-Economic Research, Luxembourg; Innsbruck Winter Summit - Un(Ethical) Behavior in Markets, Kühtai, Austria; Economic Science Institute, Chapman University, CA; Workshop on Emotions, Stress and Incentives, GATE, Lyon, France; ESA European Meetings, Dijon, France; Workshop on Behavioral Taxation, Berlin, Germany, ESA North American Meetings, Los Angeles, CA; University of Innsbruck, Austria; Forum of Global Lithuanian Professionals, Vilnius, Lithuania

2018: Experiments in the Social Sciences (a video-conference seminar with audiences in EHESS Marseille, France; GREDEG, Université de Nice Sophia Antipolis, France; Institut Jean Nicod in Paris, France; and Università di Genova, Italy); The International Symposium in Experimental Economics, NYU Abu Dhabi, UAE; Masaryk University, Brno, Czech Republic; GATE-LAB Lyon, France; University of Nottingham, UK; Max Planck Institute for Human Development, Berlin, Germany; Inaugural Baltic Economic Conference, Vilnius, Lithuania; ESA World Meeting, Berlin, Germany; GATE-LAB Lyon, France; Burgundy School of Business, Dijon, France; North-American ESA Conference, Antigua, Guatemala, Max Planck Institute for Research on Collective Goods, Bonn, Germany, Martin Luther University of Halle-Wittenberg, Germany

2017: WZB, Berlin, Germany; UC Davis, CA; University of Copenhagen, Denmark

2016: ESA North American Meetings, Tucson, AZ; Claremont Graduate University, CA; University of Arizona, AZ; Walter Eucken Institute, Freiburg, Germany; University of Southern California, CA; University of Amsterdam, Netherlands; University of Essex, UK

2015: Caltech, CA; Rady School of Management, UC San Diego, CA; Maastricht University, Netherlands; ESA European Meetings, Heidelberg, Germany; PhD Workshop at NHH, Bergen, Norway; Rady visitors conference on Incentives and Behavior Change, Modica, Italy; CREED, University of Amsterdam, Netherlands

2014: UC Santa Barbara, CA; Rady School of Management, UC San Diego, CA; IMEBESS conference at Nuffield College, Oxford, UK

2013: AEW Workshop at LUISS, Rome, Italy

TEACHING

Fall 2021: Lecturer Behavioral and Experimental Economics (Bachelor, 36 hours), Vilnius University, Vilnius

Fall 2020: Lecturer Behavioral and Experimental Economics (Bachelor, 36 hours), Vilnius University, Vilnius

Fall 2019: Lecturer Business Ethics (Masters, 9 hours), Burgundy School of Business, Lyon

Fall 2018: Lecturer Business Ethics (Masters, 9 hours), Burgundy School of Business, Lyon

Spring 2018: Opening lecture in the course Introduction to Experimental and Behavioral Economics (Bachelor and Master, 2 hours), Masaryk University, Brno

Spring 2017: Lecturer Experimental Economics (Bachelor, 48 hours), University of Southern California, Los Angeles

Spring 2016, 2015, 2014, and 2013: TA Economics of Incentives in Organizations (Master and PhD, 72 hours), University of Cologne

Fall 2015: TA Strategic Human Resource Management (Master, 18 hours), University of Cologne

Fall 2013: TA Seminar on Corporate Development (Bachelor, 18 hours), University of Cologne

Summer 2013 - Summer 2016: Supervision of various Bachelor and Master Theses, University of Cologne

PHD STUDENTS

Main advisor for: Tilman Fries, Daniel Parra

Committee member for: Dr. Julien Benistant, Laura Galdikiene

AWARDS AND SCHOLARSHIPS

12/2019: Global Lithuanian Award for Promoting the Name of Lithuania Globally awarded by the President of Lithuania

02/2018: Vladas Jurgutis Award granted by the Bank of Lithuania and Lithuanian Academy of Sciences

11/2015: C-SEB Visitor Program Scholarship

10/2012-09/2015: Full Scholarship for Ph.D. Studies granted by the Federal State NRW

11/2010: Dean's Award for outstanding academic achievement, University of Cologne

10/2009-04/2012: Mummert Scholarship for the Executives of Tomorrow from Central and South Eastern Europe: Full Scholarship for Master Studies (Robert Bosch Foundation)

09/2007-08/2008: DAAD ERP Scholarship for a year abroad

REFEREING

American Economic Review, AEJ: Microeconomics, Econometrica, Economic Inquiry, Economic Journal, Economics and Business Letters, Ethics & Behavior, European Economic Review, Experimental Economics, Games and Economic Behavior, International Review of Economics, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Economic Science Association, Journal of Economics & Business, Journal of Economics & Management Strategy, Journal of European Economic Association, Journal of Experimental Psychology: General, Journal of Public Economics, Judgment and Decision Making, Management Science, Organizational Behavior and Human Decision Processes, PLOS ONE, PNAS, Psychological Science, Review of Economics and Statistics, Royal Society Open Science, Science Advances, Social Choice and Welfare, Theory and Decision, World Development

Guest Editor: *Frontiers in Psychology*

Grants Reviewer: *Austrian Science Fund, Israel Science Foundation*