



The LEAD Graduate School & Research Network at the University of Tübingen invites you to attend the lecture
by

Prof. Dr. Fabian Kosse

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Department of Economics

Prosociality and competition: Evidence from a long-run field experiment

Wednesday, 9th February 2022 at 2.00 pm (MESZ)

Virtual Lecture via Zoom

(please send us an E-Mail and we will provide the zoom link)

Abstract

We present results from the first study to examine the causal impact of enduring competition on the development of prosociality. Inspired by the literature on tournaments within firms, which shows that competitive compensation schemes reduce cooperation in the short-run, we explore if prolonged exposure to a competitive environment attenuates the formation of prosociality. Based on a large-scale and long-run intervention in the education context, we find lower levels of prosociality for students who experienced a 2- year competition period. An implication of our results is that policies intended to support disadvantaged children can have (unintended) side-effects on socio-emotional skills.

Biography



[Prof. Dr. Fabian Kosse](#) received a Ph.D. in Economics from the University of Bonn in 2015 and he is currently a Professor of Applied Economics at the LMU Munich. He is an applied microeconomist mostly interested in determinants and consequences of inequalities among individuals. His research interests lie in the interplay between economics, psychology and political science. In particular, he is interested how preferences, personality and skills are formed and how they are related to inequalities in life-outcomes. The aim of his research is to enhance our understanding of the malleability of individual inequalities.

Important Publications

- Kosse, F., Deckers, T., Pinger, P., Schildberg-Hörisch, H., & Falk, A. (2020). The formation of prosociality: causal evidence on the role of social environment. *Journal of Political Economy*, 128(2), 434-467.
- Falk, A., Kosse, F., & Pinger, P. (2019). Re-visiting the marshmallow test: a direct comparison of studies by Shoda, Mischel, and Peake (1990) and Watts, Duncan, and Quan (2018). *Psychological Science*.
- Becker, A., Deckers, T., Dohmen, T., Falk, A., & Kosse, F. (2012). The relationship between economic preferences and psychological personality measures. *Annu. Rev. Econ.*, 4(1), 453-478.

Contact

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