

Publications

Robert M. Gillenkirch

Textbooks and Monographs

- With Helmut Laux and Heike Y. Schenk-Mathes: *Entscheidungstheorie*, 10th Ed. (2018).
- *Gewinn- und aktienkursorientierte Managementvergütung* (Habilitation Thesis), 2004.
- *Wertorientierte Unternehmenssteuerung*. Festschrift für Helmut Laux. Edited by Gillenkirch, R.M., Schauenberg, B., Schenk-Mathes, H.Y., and Velthuis, L., 2004.
- *Gestaltung optimaler Anreizverträge - Motivation, Risikoverhalten und beschränkte Haftung* (Ph.D. Dissertation), 1997.

Selected Articles in Refereed Journals

- With Olaf Korn and Alexander Merz: After the stock options boom: IFRS adoption and changes in equity-based pay. *The International Journal of Accounting*, forthcoming.
- With Markus C. Arnold and R. Lynn Hannan (2019): The effect of environmental risk on the efficiency of negotiated transfer prices. *Contemporary Accounting Research* 36 (2), 1122-1145,
- With Niklas Dreyer (2019): Cash versus opportunity costs and revenues in bilateral bargaining. *Journal of Business Economics* 89 (4), 357-383.
- With Heike Kreienbaum (2017): What guides subjective performance evaluation: Incentive alignment or norm enforcement? *Review of Managerial Science* 11 (4), 933-957.
- With Markus C. Arnold (2015): Using negotiated budgets for planning and performance evaluation: An experimental study. *Accounting, Organizations, and Society* 43, 1-16.
- With Achim Hendriks and Susanne A. Welker (2014): Effects of Executive Compensation Complexity on Investor Behavior in an Experimental Stock Market. *European Accounting Review* 23 (4), 625-645.

Current Working Papers

- With Louis J. Velthuis: Subjective evaluations of risk taking decisions: Experimental evidence on outcome biases and their consequences
- With Sebastian Robert: Advisors' Financial Incentives and Judges' Advice Discounting - Experimental Evidence
- With Andrej Gill, Julia Ortner, and Louis J. Velthuis: Algorithm Utilization in the Rock-Paper-Scissors Game