

Johanna Jauernig

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Research Summary

My research program is rooted in the idea that understanding both the incentive structures and the cognitive mechanisms behind moral attitudes is crucial for the ethical analysis of societal problems. With this approach, I address topics such as moral dysfunction in economic policy discourses, agriculture-society tensions, and the societal impacts of disruptive technologies.

Education

PhD (Experimental Business Ethics)	Technical University of Munich	2017
MA (Philosophy, Psychology, and Art history)	University of Munich	2002

Positions

2022-present	University of Arizona, Center for the Philosophy of Freedom, <i>Postdoctoral Research Fellow</i>
2022-present	Leibniz Institute for Agricultural Development in Transition Economies (IAMO), Germany, <i>IAMO Visiting Research Fellow</i>
2020-present	IAMO, Germany, <i>Principal Investigator (FORLand Agricultural Land Markets: Efficiency and Regulation)</i>
2023-present	Philosophy, Politics and Economics Society, working group on Polarization and Civil Discourse, <i>Co-Director (Working group to coordinate interdisciplinary research https://ppesociety.org/working-groups/pacd/)</i>
2018	Michigan State University, Department of Philosophy, <i>Research Fellow</i>
2017-2022	IAMO, Germany, <i>Postdoctoral Research Associate</i>
2015	Monash University, Department of Economics, Melbourne, Australia, <i>Research Fellow</i>
2011-2017	Technical University of Munich, Germany, <i>Research Associate</i> Chair for Business Ethics, TUM School of Management

External Grant and Fellowships

2021-2024	NSF , Improving Undergraduate STEM Education <i>Integrating Perspective-taking, Systems Thinking, and Model-based Reasoning for Complex Problem-Solving</i> (Senior Personnel)	\$500,000
2023-2024	Mercatus Center , James Buchanan Fellow https://www.mercatus.org/students/fellows/johanna-jauernig	\$10,000
2020-2024	DFG (German Research Foundation) , <i>Agricultural Land Markets: "Investigating Market Skepticism regarding Land Markets"</i> (Principal Investigator) https://shorturl.at/wEPRV	\$379,200
Completed		
2021-2022	Heterodox Academy , Research Project <i>Promoting Viewpoint Diversity and Perspective Taking Through Fuzzy Cognitive Mapping</i> (Collaborator)	\$30,000

2012 **New Social Market Economy Initiative**, Research Project \$26.000
Perception of Freedom of Germans at the Career Entry (Co-PI)

Peer Reviewed Journal Articles

[Google Scholar Profile](#) (Total Citations: 129, H Index: 6)

- Jauernig, J., Uhl, M., Waldhof, G. (2023)**, Moral absolutism and genetically engineered foods: A representative study from Germany, *Science and Engineering Ethics*, 29(5), 34.
- Jauernig, J., Brosig, S., & Hüttel, S. (2023)**. Profession and residency matter: Farmers' preferences for farmland price regulation in Germany. *Journal of Agricultural Economics*.
- Jauernig, J., Uhl, M., & Walkowitz, G. (2022)**. People prefer moral discretion to algorithms: Algorithm aversion beyond intransparency. *Philosophy & Technology*, 35(1), 2.
- Jauernig, J., Uhl, M., & Valentinov, V. (2021)**. The ethics of corporate hypocrisy: An experimental approach. *Futures*, 131, 102757.
- Jauernig, J., von Grundherr, M., & Uhl, M. (2021)**. To condemn is not to punish: An experiment on hypocrisy. *Games*, 12(2), 38.
- Jauernig, J., Pies, I., Thompson, P. B., & Valentinov, V. (2020)**. Agrarian vision, industrial vision, and rent-seeking: A viewpoint. *Journal of Agricultural and Environmental Ethics*, 33, 391-400.
- Jauernig, J., & Uhl, M. (2019)**. Spite and preemptive retaliation after tournaments. *Journal of Economic Behavior & Organization*, 158, 328-336.
- Jauernig, J., & Valentinov, V. (2019)**. CSR as hypocrisy avoidance: a conceptual framework. *Sustainability Accounting, Management and Policy Journal*, 10(1), 2-25.
- Jauernig, J., Uhl, M., & Luetge, C. (2017)**. Voluntary agreements between competitors: trick or truth?. *Journal of Business Economics*, 87, 1173-1191.
- Jauernig, J., Uhl, M., & Luetge, C. (2016)**. Competition-induced punishment of winners and losers: Who is the target?. *Journal of Economic Psychology*, 57, 13-25.

Under Review

- Jauernig, J., Uhl, M., Pies, I.**, When David sells to Goliath. Explaining price gouging perceptions through power, *revise and resubmit at the Journal of Business Ethics*
- Frantz, C., Jauernig, J., et al.**, Test of mental modeling as a perspective-taking tool to increase open-minded thinking. *Under review at Frontiers in Psychology*.

In Preparation

- Jauernig, J.**, Moral Spanner in the Works. The risks of moral dysfunction in political discourse.
- Jauernig, J., Uhl, M., Walkowitz, G.**, When stakes are high: Algorithm aversion trumps distrust in human discretion.
- Brea, S., Jauernig, J.**, Analyzing the nature of zero-sum evaluation of transactions: Are all transactions perceived equally?

Other Publications

- Jauernig, J., Brea, S., Pies, I., Uhl, M. (2022)**, The perception of market power in land transactions, No.323942, *Agricultural and Applied Economics Association*. (peer-reviewed conference paper)
- Luetge, C., & Uhl, M. (2017) Vahlen**, Business Ethics, Chapter 1 ("Conceptual Fundamentals of Business Ethics", S. 1–16), Chapter 4.1 ("Issues of Business Ethics: Globalization", S. 109–117) und Chapter 5.3 ("Corporate Social Responsibility: Approaches and Critique", S. 210–260). (Textbook, Collaboration as part of the employment at TU Munich)

Jauernig, J. (2015), *Dietmar Wetzzel: Soziologie des Wettbewerbs. Eine kultur- und wirtschaftssoziologische Analyse der Marktgesellschaft*, *Soziologische Revue*, 38(3), 400–404. (book review)

Jauernig, J. (2013), *Remedy Against Fear: Therapy Through Reason with Epicurus and Sigmund Freud*, Dr. Kovac. (monograph)

Editorship

Uhl, M., Jauernig, J. (eds.) *Disruptive Technologies in the Focus of Business Ethics*, Springer Gabler, publication series.

Luetge, C., Jauernig, J. (eds.) 2014, *Business Ethics and Risk Management*, Springer.

Presentations

Invited Talks

- 2023 **Moral and Political Philosophy Colloquium**, *Department of Philosophy, Purdue University*, work-in-progress colloquium.
- 2023 **Zicklin Center Normative Business Ethics Workshops**, *Wharton Business School, University of Pennsylvania*, works-in-progress paper workshop.
- 2023 **Centre for the Study of Governance and Society**, *King's College London, UK* Conference on New Directions in the Political Economy of Knowledge and Ignorance (JTF funded)
- 2023 **Center for Philosophy of Science**, *Pittsburgh, USA*, "People Prefer Moral Discretion to Algorithms: Algorithm Aversion Beyond Intransparency".
- 2022 **Freedom Center Talk**, *Tucson, USA*, "Understanding Market Moralism: An Experimental Inquiry into the Perception of Price Gouging".
- 2022 **Contestations in Land and Agriculture: Panel on the philosophical, ethical, and theological implications of gene drive technologies**, *Oxford, UK*, "Challenge of Structural Change: Risks and Chances of Genetic Technologies".
- 2022 **Missions for Sustainability: Mission-oriented Research in Agriculture and the Bioeconomy**, *online*, "Good Intentions and Bad Outcomes: Research Program of Experimental Ethics".
- 2022 **German Economic Association, Economics and Ethics Committee Meeting**, *online*, "Reservations Against Technology and Market: An Empirical Analysis of Cognitive Mechanisms".
- 2022 **Workshop "Business Ethics"**, *online*, "Win-Win Denial. Investigating the Psychological Drivers of Skepticism Towards the Market".
- 2019 **Responsibility of Digitalized Corporations: The ethical and legal implications of the use of artificial intelligence**, *Salzburg, Austria*, "Algorithm Skepticism: Why Improving Our Understanding Is an Ethical Endeavor".
- 2019 **Hayek-Tage 2019 of the Friedrich A. von Hayek Society**, *Vienna, Austria*, "The Gap Between Intention and Behavior: Can Experimental Ethics Build a Bridge?".
- 2018 **Berlin Behavioral Economics Colloquium and Seminar**, *Berlin, Germany*, "Spite and Preemptive Retaliation after Tournaments".
- 2018 **Research Seminar of the Economic Science Institute at Chapman University**, *Orange, USA*, "Spite and Preemptive Retaliation after Tournaments".
- 2018 **Research Seminar of the Department of Philosophy at Michigan State University**, *East Lansing, USA*, "Using Experiments in Ethics".
- 2018 **Research Seminar of the Department of Agricultural, Food, and Resource Economics at Michigan State University**, *East Lansing, USA*, "Using Experiments in Ethics. An Inquiry Into the Dark Side of Competition".

- 2018 **INSOSCI – Interdisciplinary Research Colloquium for Economics and Philosophy**, *Witten, Germany*, "Using Experiments in Ethics. An Inquiry Into the Dark Side of Competition".
- 2016 **Faculty Research Seminar at TUM School of Management**, *Munich, Germany*, "The Effects of Competition on Aggression – an Experimental Investigation".
- 2015 **Investigating the Nature and our Understanding of Causality, Morality, Language, Mind, and Aesthetics "Experimental Philosophy Group Germany"**, *Bochum, Germany*, "Blame the Devil for Disguise? Psychological Mechanisms Underlying the Evaluation and Punishment of Corporate Hypocrisy".
- 2015 **Research Seminar at the Department of Economics at Monash University**, *Melbourne, Australia*, "Losers under Suppression, Winners under Crossfire. An Experiment on Punishment after Competition".

Refereed Papers at Conferences

- 2023 **Markets & Society**, *Falls Church, USA*, "The Ambivalent Role of Moral Sentiments in the Economic Policy Discourse".
- 2023 **Society for Business Ethics - Annual Conference**, *Boston, USA*, "When David Sells to Goliath: Explaining Price Gouging Perceptions Through Power".
- 2022 **PPE Society Sixth Annual Meeting 2022**, *New Orleans, USA*, "The Perception of Human Discretion and Algorithmic Support in Life-and-Death Decisions".
- 2022 **PPE Society Sixth Annual Meeting 2022**, *New Orleans, USA*, "Investigating the Epistemic Role of Labor Theory of Value in the Evaluation of Market Transactions".
- 2022 **Markets & Society**, *Falls Church, USA*, "Understanding Market Moralism: An Experimental Inquiry into the Perception of Price Gouging".
- 2022 **PPE Fifth Annual Meeting 2022**, *New Orleans, USA*, "Understanding Market Moralism: An Experimental Inquiry into the Perception of Price Gouging".
- 2021 **IAMO Forum 2021: Agrifood systems in the bioeconomy**, *online, Germany*, "Moral Absolutism in the GMO Debate: A Representative Study from Germany".
- 2020 **German Economic Association - Annual Conference 2020**, *online*, "To Condemn is not to Punish: An Experiment on Hypocrisy".
- 2020 **IAMO Forum 2020: Digital transformation - towards sustainable food value chains in Eurasia**, *online, Germany*, "Human Decision versus Machines: Instrumental Aversion towards Algorithms".
- 2019 **EURSAFE 2019 - Sustainable governance and management of food systems: ethical perspectives**, *Tampere, Finland*, "Agrarian Vision, Industrial Vision, and Rent-seeking: An Ordonomic Perspective".
- 2019 **3rd REECAP Meeting - Research network on Economic Experiments for the Common Agricultural Policy**, *Osnabrück, Germany*, "How Absolutist Are GMO Skeptics? An Experimental Investigation".
- 2019 **79th Annual Meeting of the Academy of Management**, *Boston, USA*, "The Institutional Ethics of Corporate Hypocrisy: An Experimental Approach".
- 2019 **Society for Business Ethics - Annual Conference**, *Boston, USA*, "Agrarian Vision, Industrial Vision, and Rent-seeking: An Ordonomic Perspective".
- 2019 **ESRS2019 - XXVIII European Society for Rural Sociology Congress**, *Trondheim, Norway*, "Theorizing Agriculture-society Tensions: An Ordonomic Approach to the Agrarian Vision".
- 2019 **EAAE Seminar**, *Berlin, Germany*, "Theorizing Agriculture-society Tensions: An Ordonomic Approach to the Agrarian Vision".

- 2018 **ESA World Meeting**, *Berlin, Germany*, "Idiosyncrasy, Bureaucracy, or Algocracy Identifying the Role of Leeway for Decision Making".
- 2016 **Annual Meeting of the Society of Experimental Economics**, *Gießen, Germany*, "The Effects of Competition on Aggression".
- 2016 **European Meeting of the Economic Science Association**, *Bergen, Norway*, "The Effects of Competition on Aggression".
- 2015 **EBEN Annual Conference „European Business Ethics Network"**, *Istanbul, Turkey*, "The Ambivalence of Creating Peace Signals. How a Self-Binding Device Influences Aggression".
- 2014 **EBEN Annual Conference „European Business Ethics Network"**, *Berlin, Germany*, "Losers, Beware of Winners. Winners, Beware! An Experimental Analysis of Harm Suffered After Competition".
- 2013 **Workshop „Economics of Corruption 2013: Experimental Approaches to Responsible Governance"**, *Passau, Germany*, "Competition and Aggression. An Experimental Analysis".
- 2013 **Research Seminar „What determines moral behavior: Moral Competence and Situation"**, *Venice, Italy*, "Competition and Aggression. An Experimental Analysis".

Panels and Workshops

- 2021 **Friedrich Naumann Foundation of Freedom**, *Berlin, Germany*, Panel Discussion on "History, Present, and Future of the Social Market Economy".
- 2019 **79th Annual Meeting of the Academy of Management**, *Boston, USA*, Workshop on "Managing Digital Disruption: Toward a Research Agenda for Organizations".
- 2018 **25th Anniversary International Vincentian Business Ethics Conference**, *New York City, USA*, Panel on "Behavioral Experiments in Business Ethics".
- 2018 **Wittenberg Meeting on Moral Norms**, *Wittenberg, Germany*, Book discussion on "Brennan/Jaworsky: Markets Without Limits".
- 2017 **Wittenberg Meeting on Moral Norms**, *Wittenberg, Germany*, Book discussion on "Greene: Moral Tribes".
- 2012 **Conference of the Society of Analytical Philosophy (GAP)**, *Konstanz, Germany*, Workshop on "The Scope and Limit of Experimental Ethics".

Teaching and Pedagogy

Workshops

- 2021 **Martin Luther University Halle-Wittenberg**, Germany, "Successful Teaching - On the Didactics of Learning and Teaching Processes in Higher Education Teaching (Higher education didactic qualification course, 140 hours of course work)
- 2019 **Georgetown Institute for the Study of Markets and Ethics**, *Washington DC, USA*, Workshop on "Teaching Professional Ethics through Experiential Learning: The Georgetown Approach".

Courses Taught

- 2023 University of Arizona, PPEL 101: Markets and Morality
- 2021 Martin Luther University Halle-Wittenberg: *Economics of Agricultural Structural Change* (with Alfons Balmann)
- 2017 Technical University of Munich: *Case-based Introduction into Business Ethics*
- 2016 Technical University of Munich, Bachelor lecture: *Introduction to Business Ethics*
- 2016 Technical University of Munich, Master seminar: *Experimental Ethics*

2016	Technical University of Munich: <i>Case-based Introduction into Business Ethics</i>
2015	Technical University of Munich, BA lecture: <i>Introduction to Business Ethics</i>
2015	Technical University of Munich, MA seminar: <i>Experimental Ethics</i>
2014	Technical University of Munich, BS seminar: <i>Case-based Introduction into Business Ethics</i>
2014	Technical University of Munich, BS seminar: <i>Market and Well-being</i>
2013	Technical University of Munich, MS seminar: <i>What Is Happiness?</i>
2008	University of Munich, BS seminar: <i>Reading Course on Machiavelli, Erasmus, Montaigne, and Petrarca</i>

Service and Advisory

External Advisory Board

John Templeton Foundation research project titled: *Religious Perspectives and Human Futures in South American Countries* (no. 62211, Laudato Si' Research Institute, Campion Hall, University of Oxford)

Journal Reviewer

Personality and Social Psychology Review, SAGE open, Ontology, Journal of Business Ethics Education, German Journal of Agricultural Economics, Ecological Economics

Advising

Graduate (Committee)

2021-present Samuel Brea (IAMO, PhD)

Awards

2023	Finalist for Best Conference Paper at the Society for Business Ethics Conference	
2020	Highly Commended Paper, CSR as Hypocrisy Avoidance (Emerald Literati Awards)	
2018	Max Weber Award for Business Ethics (Dissertation Award)	\$3500
2018	Award of the Association of Friends of the Technical University of Munich (Dissertation Award)	\$1760