

Press Information

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ESMT Berlin professor to participate in newly founded Collaborative Research Center on rationality and competition

The Deutsche Forschungsgemeinschaft (DFG) is funding the establishment of the Collaborative Research Center (CRC), a joint proposal of Ludwig-Maximilians-Universität München (LMU) and Humboldt-Universität zu Berlin (HU Berlin). The new special research field on “Rationality and Competition: The Economic Performance of Individuals and Firms (SFB/Transregio 190)” will start on January 1, 2017. [Rajshri Jayaraman](#), Associate Professor of Economics and Karl-Heinz Kipp Chair in Research at ESMT Berlin, and Florian Englmaier, Professor of Organizational Economics at LMU, will participate in the Collaborative Research Center.

Jayaraman and Englmaier’s project “Incentive design in the presence of social preferences” focuses on human resource management (HRM) practices in firms. “Our project will examine the effects of diverse HRM practices such as incentive pay or team-based work organization on worker productivity and firm competitiveness, while pointing out that workers are motivated not only by wages but also by social preferences and identity concerns,” explains Rajshri Jayaraman.

The CRC has been founded to combine the research programs of behavioral and neoclassical economists to study applied economic questions of high policy relevance. In doing so, the center focuses on the economic behavior and performance of individuals and firms.

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About ESMT Berlin

ESMT Berlin was founded by 25 leading global companies and institutions. The international business school offers a full-time MBA, an executive MBA, an executive MBA/MPA, a master’s in management, as well as open enrollment and customized executive education programs. ESMT focuses on three main topics: leadership and social responsibility, European competitiveness, and managing technology. ESMT faculty publishes in top academic journals. Additionally, the business school provides an interdisciplinary platform for discourse between politics, business, and academia. The business school is based in Berlin, Germany, with Schloss Gracht as an additional location near Cologne. ESMT is a private business school with the right to grant PhDs and is accredited by the German state, AACSB, AMBA, EQUIS, and FIBAA. www.esmt.org