

Curriculum Vitae

Erich Kirchler

Addresses:

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Private: Lenaugasse 5/21
 A-1080 Vienna, Austria
 (Tel. +43 69918230028)

Personal Data:

Date of birth: 04. November 1954
 Place of birth: Sand in Taufers, South Tyrol, Italy
 Marital status: divorced
 Citizenship: Italy

School Education:

1973	“Matura” at the Commercial School at Bruneck, South Tyrol, Italy
1968-1973	Commercial School at Bruneck, South Tyrol, Italy
1965-1967	“Middle School” at Sand in Taufers, South Tyrol, Italy
1960-1965	Elementary School at Sand in Taufers, South Tyrol, Italy

University Education:

1989	“Habilitation” in Psychology, University of Linz, Austria (tenureship)
1979	PhD at the University of Vienna, Austria
1977-1979	Doctoral Dissertation: Veränderung eines Begriffsraumes durch Lernprozesse – Ein Beitrag zur kognitiven Dynamik, University of Vienna, Austria (Change of concepts through learning processes – a contribution to cognitive dynamics)
1974-1979	Studies of Psychology and Biological Anthropology at the University of Vienna, Austria
1973-1975	Study of Architecture at the Technical High School in Vienna, Austria

Work Experiences:

2003	C4-Professor: Call for Professorship: Professor for Psychology (Economic and Social Psychology), University of Cologne, Germany
1995	C4-Professor: Call for Professorship: Professor for Psychology (Economic and Social Psychology), University of Erlangen-Nuremberg, Germany

2009-2010	Vice head of the Department of Economic Psychology, Educational Psychology and Evaluation (1.12.2009-30.09.2010)
2008-2010	Vice dean at the Faculty of Psychology (1.10.2008-30.09.2010)
2006-2008	Vice head of the Department of Economic Psychology, Educational Psychology and Evaluation (1.10.2006-30.09.2008)
2004-2006	Head of the Department of Economic Psychology, Educational Psychology and Evaluation (1.10.2004-30.9.2006)
2004-2006	Vice dean at the Faculty of Psychology (1.10.2004-30.09.2006)
1998-2001	Head of the Department of Psychology, University of Vienna, Austria
1995-1998	Deputy Head of the Department of Psychology, University of Vienna, Austria
since 1993	Head of the Unit of Applied and Clinical Psychology, Department of Psychology, University of Vienna, Austria
since 10/92	Professor for Applied Psychology at the University of Vienna, Austria
1989-1992	Assistant professor at the Department of Education and Psychology, University of Linz, Austria
1979-1989	University Assistant at the Department of Education and Psychology, University of Linz, Austria.
Nov.-Dec. 1979	Scientific Researcher at the Department of Education and Psychology, University of Linz, Austria
2013	Gastlektor an der Universität Fribourg, Schweiz
2011	Gastlektor an der Universität Fribourg, Schweiz
Winter Term 2009/10	Economic Psychology. Lecture at the University of Fribourg, Switzerland.
Summer Term 2008	Lectorship at the University of Cologne, Faculty of Economic and Social Sciences, Cologne, Germany.
Summer 2002	Lectorship at the Università degli Studi Milano 2, Bicocca, Ricerche psicosociali nell'ambito economico, Italy
Summer 2000	Lectorship at the 6th Summer School on Social Representations, Rome, Italy
Summer 1999	Lectorship at the 5th Summer School on Social Representations, Rome, Italy
Summer 1998	Lectorship at the 4th Summer School on Social Representations, San Sebastian, Spain
WS 1996/97	Lectorship at the University of Graz, Austria
SS 1996	Lectorship at the University of Graz, Austria
WS 1995/96	Lectorship at the University of Erlangen-Nürnberg, Germany
Since 1993/94	Lectorship at the Economic University of Vienna, Austria (Universitätslehrgang Werbung und Verkauf; Economic Psychology)
Since 1993/94	Lectorship at the University of Linz, Austria (Universitätslehrgang für Export- und internationales Management; psychology at foreign markets)
2013 (Mai 9-11)	Teaching Mobility at the Université de Reims, France
2010 (März 3-7)	Teaching Mobility at the Université de Reims, France
2009 (March 25-27)	Teaching Mobility at the Université de Reims, France
2008 (March 24-30)	Teaching Mobility at the Université René Descartes, Paris V, France.
2006 (March 20-26)	Teaching Mobility at the Université René Descartes, Paris V, France.
2006	Guest professor (lecturer) at the Department of Psychology, University of Salzburg, Austria
2003-2004	Guest professor (lecturer) at the University of Liechtenstein, Fürstentum Liechtenstein
2003/04	Guest professor (lecturer) at the Department of Psychology, University of Salzburg, Austria
February 1995	Visiting professor at the University of Rome, Italy
1994/95	Guest professor at the Universität of Graz, Austria
1990-1992	Guest professor at the University of Bologna, Italy
WS 1990/91	Guest professor at the University of Graz, Austria

Spring 1990	Project collaborator at the Dipartimento di Scienze dell' Educazione of the Universita' degli Studi di Bologna, Bologna, Italy (2 months)
December 1989	Visiting fellow of the British Psychological Society at Sterling, Scotland, Lancaster, UK and Exeter, UK
Spring 1989	Professore a contratto at the Dipartimento di Scienze dell'Educazione of the Universita' degli Studi di Bologna, Bologna, Italy (2.5 months)
Spring 1988	Project collaborator at the Dipartimento di Scienze dell'Educazione of the Universita' degli Studi di Bologna, Bologna, Italy (1.5 months)
Spring 1987	Professore a contratto at the Dipartimento di Scienze dell'Educazione of the Universita' degli Studi di Bologna, Bologna, Italy (3 months)
Summer/Autumn 1984	Visiting scholar at the University of Illinois at Urbana-Champaign, Department of Psychology, 603 E. Daniel, Champaign Illinois 61820, USA (6 months)
Summer 1980	Visiting scholar at MRC Social and Applied Psychology Unit, Department of Psychology, The University of Sheffield, Sheffield, S10 2TN, United Kingdom (2 months)
Spring 1980	Visit at the Max Planck Institut für Psychiatrie, Kraepelinstraße, Munich, West Germany (1 month)
Autumn 1979	Assistant at the Österreichische Institut für Berufsbildungsforschung (ÖIBF), Vienna, Austria

Awards:

2006	1. „Hochschulmanagement-Preis“ from the Donau-University Krems, Austria (together with Christiane Spiel, Alfred Schabmann, Christian Böck)
2003	C4-Professur Call for Professorship of Psychologie (Economic- and Social Psychology), University Cologne, Germany
2002	Award from the University for innovative teaching for the PhD-course launched as a joint venture of the ENOP members from the universities of Budapest, Ljubljana, Vienna, and Zagreb “InterWOP - Internet-Based Learning in W/O Psychology - Internet-based postgraduate course on New Developments in Work and Organizational Psychology: An International Perspective
1989	C4-Call for Professorship of Psychologie (Economic- and Social Psychology), University of Erlangen-Nürnberg, Germany
1990	„Quelle“ Scientific award
1985	„Rudolf Sallinger Preis“: Kirchler, E. (1984). Arbeitslosigkeit und Alltagsbefinden. Linz: Trauner. (jobless and wellbeing)
1990	„Rudolf Sallinger Preis“: Kirchler, E. (1989). Kaufentscheidungen in der Familie. Göttingen: Hogrefe. (buying decisions in the family)

Scientific Activities:

Work- and organizational psychology, marketing, economic psychology, applied social psychology, and educational psychology (teenagers and peers)

Current scientific projects at the University of Vienna:

Economic Psychology
Psychology and taxes
Money management in the private household

Financed research (partly) and Cooperation (from 2010-)

2011 Projekt: Mentale Buchführung und Steuerverhalten, Wirtschaftskammer Wien (gemeinsam mit Stephan Mühlbacher). Euro 35.772

ERC Starting Grant - Project "Public Goods through Private Eyes. Exploring Citizens' Attitudes towards Public Goods and the State in Central Eastern Europe." (www.is.uw.edu.pl/pgpe/), (2010). Natalia Letki, Ina Mierina, Paula Plukarska (alle Department of Sociology, University of Warsaw), Tina Murphy (Brisbane, Australia) Pam Paxton (University of Texas at Austin, Texas, USA), Stephan Mühlbacher, Michael Wenzel (Flinders University, Adelaide, University, Australia), Klarita Gerxhani (University of Amsterdam, NL), René Bekkers (R.H.F.P., NL).

Cross national tax behaviour: experiment (Summer School IAREP-Moscow 2010), Larissa Batrancea Anca Nichita (Romania), Alexis Belianin (Moscow, Russia), Gulnara Gubaydullina (Saratov, Russia), Rebone Gcabo (Pretoria, South Africa), József Pántya (Hungary), Christoph Kogler.

Doctoral Program (DK), Antrag FWF W1235-G16, "International Business Taxation" (2010) Antragsteller: Michael Lang; Wirtschaftsuniversität Wien; Mitantragsteller Eva Eberhartinger, Claus Staringer, Josef Schuch, Klaus Hirschler, Michael Tumpel (Linz), Martin Zagler, Pasquale Pistone, Caren Sureth (alle WU-Wien), Anton Weichenrieder (Frankfurt), Andreas Wagener (Hannover); December 2010. Sum Euro 2.342.004.

2010 Projekt „Konzept für die Entwicklung eines Instrumens zur Messung von finanzieller Risikobereitschaft am Finanzmarkt“. Österreichische Bankwissenschaftliche Gesellschaft, Eßlinggasse 17/5, 1010 Wien, Euro 52,000 (gemeinsam mit Ingrid Wahl).

2010 Innovationsscheck II - Dr. Kumpf, Wien, „Leadership 2015“ 5,000 Euro (Erich Kirchler with Barbara Kastlunger)

2009-2010 Wirtschaftskammer Wien, „Vertrauen in die Wirtschaft in Zeiten der Krise – Eine Analyse sozialer Vorstellungen von Experten und Laien zur Finanz- und Wirtschaftskrise“, 18,000 Euro (Erich Kirchler, Rudolf Bretschneider, with Barbara Kastlunger and Angelika Kofler, GfK Austria)

2009 Wirtschaftskammerpreis „Steuerehrlichkeit: Die Wirkung monetärer Belohnungen für ehrliche Steuerzahler“ 5,000 Euro (Barbara Kastlunger, with Erich Kirchler, Stephan Mühlbacher, Ingrid Wahl)

2009 Innovationsscheck I - Dr. Kumpf, Wien, „Leadership 2015“ 5,000 Euro (Erich Kirchler with Barbara Kastlunger und Paul Braunger)

2007-2010 FWF Fonds zur Förderung wissenschaftlicher Forschung, „Soziale Identität und Steuerehrlichkeit“, 198,000 Euro

2006-2008 Leitner & Leitner, Linz, „Retributive justice in tax policy“, 6,000 Euro (Erich Kirchler and Stephan Mühlbacher)

2005-2007 OeNB Jubiläumsfonds Nr. 11114, „Motivationale Selbstregulation am Arbeitsplatz“, 67,000 Euro

2001-2004 OeNB Jubiläumsfonds Nr. 9545, „Psychologische Aspekte des Euro“.

1997-1998 OeNB Jubiläumsfonds, „Eurologistik“, 429,700 ATS (mit GfK + Fessel)

1996-2000 FWF Fonds zur Förderung wissenschaftlicher Forschung, „Ökonomische Entscheidungen im privaten Haushalt, 1,152,000 ATS.

1996-1998 OeNB Jubiläumsfonds, „Psychologie und Zahlungsformen“, xxx,xxx Euro

1996-1998 EU-Projekt, „The Psychology of the European Monetary Union“, (Leitung Anke Müller-Peters, Guido Kiell, Köln & Roland Pepermans, Brüssel)

Teaching Activities:

Summer 1993

Teaching activities at the IAREP Summer School (International Association for Research in Economic Psychology) in Linz, Austria (3 weeks)

Summer 1990	Teaching activities at the IAREP Summer School (International Association for Research in Economic Psychology) in Linz, Austria (3 weeks)
Summer 1986	Assistant at the Summer School of EAESP (European Association for Experimental Social Psychology) in Bologna, Italy (3 weeks; courses in statistics and data processing SPSSx)
Since 1979	Seminars at the University of Vienna on applied, work and organizational psychology, marketing and consumer behavior, economic psychology, and social psychology: Psychology of work, organizational psychology, marketing, economic psychology social psychological workshops

Reviewer of Austrian (except University of Vienna) and foreign professorial dissertations (Habilitationen) and Ph-D-theses

Tobias Greitemeyer (2004). Munich, Germany.
 Detlef Fetchenhauer (2004). Bochum, Germany
 Michaela Strack (2003). Göttingen, Germany.
 Fabian von Scheele (2001). Stockholm, Sweden.
 Franz Markus Schrammel (2005). Linz, Austria.
 Erik Hoelzel (2005). Vienna. Austria.
 Gerlinde Fellner (2005). Bonn, Germany (Otto-Hahn Medaille).
 Thomas Oberlechner (2006). Vienna, Webster University, Österreich.
 Cristina Gioiosa (2007). Università la Sapienza, Roma, Italy (European Ph.D. Communication and Social Representations).
 Klaus Schöfer (2009) Vienna, Faculty of Economics, Austria.
 Andreas Mojzisch (2009). Göttingen, Germany.
 Gábor Orosz (2010). Reims, France & Eötvös Lóránd University, Hungarian Academy of Sciences.
 Wing Shing Lee (2011). PhD-Evaluation Committee with Prof. Dr. Arla Day, St. Mary's University, Halifax, Canada, an der NHH Norwegian School of Economics and Business Administration, Bergen, Norway (30.6.2011).
 Magnus Jansson (2011). PhD-Opponent, Gothenborg, Sweden (30.9.2011).
 Donald Baillie (2012). Supervisor and examiner. Technical University Vienna (14.6.2012).
 Laura Dryjanska (Poland) (2012). Prüfer an der University of Rome, Sapienza, EUPhD on Social Representations and Communication (11.7.2012).
 Vioria Alina Pop (Romania) (2012). Prüfer an der University of Rome, Sapienza, EUPhD on Social Representations and Communication (11.7.2012).
 Juan P. Mendoza (Amsterdam, VU, 2013). Gutachter und Prüfer, Amsterdam, The Netherlands.
 Marion Secka (Vienna University of Economics and Business, 2013). PhD-Commission member, Vienna, Austria.

Reviewer of evaluation/career-promotion of research of foreign colleagues in psychology:

Paul Webley, (2001), Exeter, UK.
 Alan Lewis, (2002), Bath, UK.
 David Leiser, (2003), Tel Aviv, Israel
 Helga Dittmar, (2005), Brighton, UK.
 Laurel Bornholt, (2005), Sydney, Australia.
 Jennifer Ann Job (2008), Canberra, Australia.
 Bernadette Kamleitner (2010), Queen Mary's College, London, UK.

Deloree Staple-Chambers (2013), The University of the West Indies
Mona Campus, Jamaica, West Indies (lecturer supervision).
Jane Frecknall-Hughes, Open University, UK (für York University)

- 2005 (September) - Vice referent of the Austrian Research Council (FWF).
2008 (September) - Member of the Austrian PR-Ethik-Rat (ethic council for public relations)
2006 (April) – Reviewer at ESF European Science Foundation; quai Lezay-Marnésia,
BP 90015, 67080 Strasbourg Cedex, France
www.esf.org
2006 (July) Reviewer Alexander von Humboldt Stiftung; Humboldt-Forschungspreis
2009 (August) Reviewer Università degli Studi Padova (Economic Psychology projects)
2010 (März, April) Netherlands Organisation for Scientific Research (NWO), Social Sciences

Collaboration with Scientific Journals:

Co-editor of Journal of Economic Psychology (2003-)
Co-editor of Zeitschrift für Sozialpsychologie (1998-2001)
Co-editor of WU International Taxation Research Paper Series (2013-)
On the Editorial Board of the Internationale Zeitschrift für
Sozialpsychologie und Gruppendynamik in Wirtschaft und Gesellschaft
On the Editorial board of Applied Psychology in Hungary
On the Editorial board of European Journal of Social Psychology
(-2001)
On the Editorial board of Giornale Italiano di Psicologia
On the Editorial board of Journal of Economic Psychology
On the Editorial board of Journal of Socio Economics
On the Editorial board of Journal für Betriebswirtschaft
On the Editorial board of Psychologie v Ekonomické Praxi
On the Editorial board of Journal of Personal Relationships
On the Editorial board of Psychology and Economics (ISSN 2070-4437)
(2009-)
On the Editorial board of Economics Research International (2010-; ISSN:
2090-2123; e-ISSN: 2090-2131; doi:10.1155/ECON)
Guest editor (with Christine Roland-Lévy): Applied Psychology: An
International Review, 2009, issue 3.
Guest editor (with Erich Witte): Wirtschaftspsychologie: Ökonomisch-
psychologische Überlegungen zum Steuerverhalten, 2011, 1.
Guest editor (with Erik Hoelzl): Zeitschrift für Psychologie/Journal of
Psychology, "Economic and Psychological Determinants of Consumer
Behavior", 2011, 4.

Committee member of "Collana di Psicologia Sociale" Massimo Martini,
University of Verona, Italy.

Reviewing activities for various scientific journals (e. g., Journal of
Personality and Social Psychology, European Journal of Personality,
Journal of Community and Applied Psychology, Zeitschrift für
Medienpsychologie, Transfer – Werbeforschung und Praxis, Bulletin de
Psychologie, Psychology Science, Journal of Marketing Research, etc.)
and institutions (e. g., FWF, OeNB-Jubiläumsfonds, CNR-Italy, The
British Academy).

Collaboration with Scientific Societies:

SPSSI - United Nations of Vienna Representative - NGO/ECOSOC (-1998)
 President of IAREP (2001-2003)
 President of the Austrian Psychological Society (2002-2004)
 Treasurer of IAAP, Division 9, 2002-2006
 President elect of IAAP, Division 9, 2006-2010.

Memberships:

APA	Foreign Association of the American Psychological Association
DGfPs	Deutsche Gesellschaft für Psychologie (German Psychological Association)
EAESP	European Association for Experimental Social Psychology
ENOP	European Network of Organizational and Work Psychologists (newsletter editor)
IAREP	International Association for Research in Economic Psychology
IARR	International Association for Relationship Research
ÖGP	Österreichische Gesellschaft für Psychologie (Austrian Psychological Association)
SASE	Society for the Advancement of Socio-Economics
SPSSI	Society for the Psychological Study of Social Issues

Conference and Workshop Organisations:

1. Wagner W. & Kirchler, E. (1984). Organisation of the Workshop: Group and decision-making. 26th Conference of experimental working psychologists. Erlangen-Nürnberg, West-Germany, April 1984.
2. Kirchler, E. (1994). Organisation of the session: Psychological Aspects of Economic Ingroups and Outgroups. 6th Annual International Conference on Socio-Economics. Paris, France, July 15-17, 1994. (Sponsored by SPSSI, Society for the Psychological Studies of Social Issues).
3. Bowen, R., de Keyser, V. & Kirchler, E. (1999). Organisation of the Annual Workshop ENOP (European Network of Organizational and Work Psychologists) on Organizational Psychology and Policy Making, Paris, France, March, 1999.
4. Co-organiser of the Video-Conference debate between Liege, Bruxelles and Vienna „Psychology and Democracy“, Vienna, 11. November 2000 (Organisation: EAWOP, Veronique de Keyser, Liege, Belgien)
5. IAREP/SABE 2000 Conference, Baden/Vienna, Austria, 12-16 July 2000
6. IAREP Workshop: The Euro: Currency and Symbol. Organisers: Unit of Economic Psychology, University of Vienna; Dominique Lassarre, University of Reims, Fred van Raaij, University of Tilburg, Vienna, Austria, 4.-6. July 2003.
7. Kirchler, E., van Raaij, W. F. & Lassarre, D. (2005). Adaptation to the Euro I, II. Symposium organized at the 30th Annual Colloquium of the International Association for Economic Psychology/ IAREP Conference 2005, Prague, Czech Republic, September 21-24, 2005.
8. Kirchler, E. (2006). Lay theories of economic phenomena. Invited Symposium at the 26th International Congress of Applied Psychology, Athens, Greece, July 16-21, 2006.
9. Korunka, C. & Kirchler, E. (2009). Entscheidungen und Veränderungen in Arbeit, Organisation und Wirtschaft. 6. Tagung der Fachgruppe Arbeits- und Organisationspsychologie der Deutschen Gesellschaft für Psychologie, Vienna, Austria, 9-11 September 2009.
10. Kirchler, E. & Vartiainen, M. (2010). ENOP Annual Symposium: From Economic Crisis and Job Insecurity to Regeneration of Human Resources. European Network of Work and Organisational Psychologists, Paris, March 24-28, 2010.
11. Kirchler, E. & Roland-Lévy, C. (2010). Organization of the Symposium: IAAP Division 9: Economic Psychology: Money Management, 13 July 2010, 27th International Congress of Applied Psychology, ICAP, Melbourne, Australia, 11-16 July 2010.
12. Ansorge, U. in collaboration by Lamm, C., Leder, H. & Kirchler, E. (2013). 55th Conference of Experimental Psychology, TEAP, 24-27 March 2013, Vienna, Austria.
13. Kogler, C., Hofmann, E. & Kirchler, E. (2013). Workshop „Shedding light on the Shadow of the Economy. A critical assessment of methods in tax research. September 26-27, 2013. Vienna, Austria.

Scientific meetings 1983-

1. Kirchler, E. (1983). Daily personal experiences in a military barrack. First North-West European Conference on the Psychology of Work and Organization. Nijmegen, the Netherlands. March 1983.
2. Kirchler, E. (1983). Wie schlecht fühlen sich Wehrdiener? Eine Befindensstudie. 33. Kongress der Deutschen Gesellschaft für Psychologie 1982 in Mainz. Mainz, Bundesrepublik Deutschland. September 1983.
3. Kirchler, E., Wagner, W. & Brandstätter, H. (1984). To buy or not to buy, that's the question? Marital relationships and purchase decisions. 8th Annual Colloquium on Economic Psychology. Bologna, Italy. June 1984.
4. Kirchler, E. & Wagner, W. (1984). Kaufentscheidungen bei Ehepaaren. 26. Tagung experimentell arbeitender Psychologen. Erlangen-Nürnberg, Bundesrepublik Deutschland. April 1984.
5. Wagner, W. & Kirchler, E. (1984). Marital relationships and conflict of interest in purchasing decisions. General Meeting of the European Association of Experimental Social Psychology. Tilburg, the Netherlands. Juni 1984.
6. Kirchler, E. (1984). Alltagserfahrungen von Arbeitslosen. Tätigkeitsstruktur und Wohlbefinden. 26. Fachtagung der Sektion Arbeits- und Betriebspsychologie im BDP. Lübeck, Bundesrepublik Deutschland. Mai 1984.
7. Kirchler, E. (1984). Marital relationships and purchasing decisions. 23rd International Congress of Psychology. Acapulco, Mexico. September 1984.
8. Kirchler, E. (1984). Everyday life experiences during unemployment. 23rd International Congress of Psychology. Acapulco, Mexico. September 1984.
9. Kirchler, E. (1984). Veränderung der Bedürfnisstruktur im Laufe der Arbeitslosigkeit. 34. Kongress der Deutschen Gesellschaft für Psychologie 1983 in Wien. Wien, Österreich. September 1984.
10. Kirchler, E. & Davis, J. H. (1985). Sozialer Status und Einfluß in Gruppen. 27. Tagung experimentell arbeitender Psychologen. Wuppertal, Bundesrepublik Deutschland. April 1985.
11. Kirchler, E. (1985). Studying purchase decision making in families. 10th Colloquium on Economic Psychology. Linz (Zell an der Pram), Austria. July, 1985.
12. Kirchler, E. (1986). Everyday life experiences at home. The interaction diary. 3rd International Conference on Personal Relationships. Herzlia, Tel Aviv, Israel. July 1986.
13. Kirchler, E. (1986). The long arm of unemployment. Change of marital power after job loss. International Conference on Economics and Psychology. Kibbutz Sheffayim, Israel. July 1986.
14. Kirchler, E. (1986). The long arm of unemployment. Change of marital power after job loss. 21st International Congress of Applied Psychology. Jerusalem, Israel. July 1986.
15. Brandstätter, H. & Kirchler, E. (1986). Emotional responses to interpersonal conflict in experimental and natural behavior settings: An individual difference approach. 21st International Congress of Applied Psychology. Jerusalem, Israel. July 1986.
16. Kirchler, E. (1987). Marital happiness and everyday life experiences. 7th General Meeting of EAESP, European Association of Experimental Social Psychology. Varna, Bulgaria. May, 1987.
17. Kirchler, E. (1987). L'uso del "time sampling diary" nella psicologia sociale. Vortrag am Dipartimento di Scienze dell'Educazione der Universita' degli Studi di Bologna: Bologna, Italien, Juni 1987.

18. Wagner, W. & Kirchler, E. (1987). Conflictos maritales en varias culturas: Dominio masculino, segregacion de roles e interdependencia. XXI Interamerican Congress of Psychology. Havana, Cuba, Juni 1987.
19. Kirchler, E. (1987). Marital happiness and daily life experiences. 95th Annual Convention of the American Psychological Association. New York, USA. August-September 1987.
20. Kirchler, E. (1987). The use of time sampling diaries in applied social psychology. 1st Alps-Adria Psychology Symposium. Klagenfurt, Österreich. September, 1987.
21. Kirchler, E. & Wagner, W. (1987). Marital conflict in cross-cultural perspective. 12th IAREP Annual Colloquium on Economic Psychology. Aarhus, Denmark. September, 1987.
22. Kirchler, E. (1987). Daily marital purchase decisions. A retrospective diary approach. 12th IAREP Annual Colloquium on Economic Psychology. Aarhus, Denmark, September, 1987.
23. Kirchler, E. (1987). Stimmung als Filter von Werbebotschaften. 14. Kongress für Angewandte Psychologie. Berufsverband Deutscher Psychologen. Mainz, Bundesrepublik Deutschland, September 1987.
24. Zani, B. & Kirchler, E. (1988). Strategie di differenziazione tra gruppi: Italiani e tedeschi in Alto Adige. IV Congresso nazionale della Divisione di Psicologia Sociale. Bressanone/Brixen, Italien, Februar 1988.
25. Palmonari, A., Kirchler, E. & Pombeni, L. (1988). Peer-groups in coping with developmental tasks. Symposium on Current Research on Adolescent Psychology in Europe. Paris, Frankreich, April 1988.
26. Kirchler, E. (1988). Liebesbeziehungen als Handelsgeschäfte. Warum die Austauschtheorien trotzdem gültig sind. 36. Kongress der Deutschen Gesellschaft für Psychologie. DGPs: Berlin, BRD, September-Oktober 1988.
27. Kirchler, E. (1988). Sex role changes in family decision making. 13th Annual Colloquium of the International Association for Research in Economic Psychology. IAREP: Louvain, Belgique, September 1988.
28. Kirchler, E. (1989). Spouses' influence strategies in purchase decisions as dependent on conflict type and relationship characteristics. 1st European Congress of Psychology: Amsterdam, The Netherlands, July, 1989.
29. Kirchler, E. (1989). Children's economic socialization. Austrian children in the age between 8 and 14 years. 14th Annual Colloquium of the International Association for Research in Economic Psychology. IAREP: Warsawa, Poland, September, 1989.
30. Kirchler, E. & Zani, B. (1990). When violence overshadows the spirit of sportive competition. Italians football fans and their attitudes towards their sport club. 8th General meeting of the European Association of Experimental Social Psychology, Budapest, Hungary, June, 1990.
31. Kirchler, E., Palmonari, A. & Pombeni, L. (1990). Adolescence and coping with everyday life problems. 8th General meeting of the European Association of Experimental Social Psychology, Budapest, Hungary, June, 1990.
32. Kirchler, E. (1990). Men and women in management. Changing gender images. 15th International Colloquium of the International Association for Research in Economic Psychology, IAREP. Exeter, England, July, 1990.
33. Kirchler, E. (1991). Returning to work. Variables affecting unemployed peoples' chances to get reemployed. 2nd Alps-Adria Symposium on Psychology. Trieste, Italy, Giugno, 1991.

34. Kirchler, E., Palmonari, A. & Pombeni, L. (1992). Social categorization processes as depending on ingroup status: A step into adolescents' peer-groups. Third European Workshop on Adolescence. Bologna, Italy, April-May, 1992.
35. Kirchler, E. & Zani, B. (1992). Why don't they stay at home? Prejudices against North African immigrants in Italy. XXV International Congress of Psychology. Brussels, Belgium, July, 1992.
36. Kirchler, E. (1992). Influence strategies used by happy and unhappy spouses in purchase decisions. XXV International Congress of Psychology. Brussels, Belgium, July, 1992.
37. Kirchler, E. (1992). Spouses' joint purchase decisions: Determinants of influence strategies to muddle through the process. 17th International Colloquium of the International Association for Research in Economic Psychology, IAREP and GEW. Frankfurt, Germany, August, 1992.
38. Kirchler, E. (1993). Gender images of women and men in management. An analysis of obituaries from 1960 to 1990. Fifth Annual International Conference of The Society for the Advancement of Socio-Economics (SASE). New York, N. Y., USA, March 26-28, 1993.
39. Kirchler, E. (1993). Stereotypes of male and female leaders. EAESP (European Association for Experimental Social Psychology) 10th General Meeting, Lisbon, Portugal, September 15-20, 1993.
40. Kirchler, E. (1994). Unbelievable similarity: Accuracy in spouses' reports on their partners' influence tactics in joint economic decisions. Small Group Meeting (EAESP): Social Interaction and Interdependence. Amsterdam, Netherlands, April 28 – May 1, 1994.
41. Hölzl, E., Al Roubaie, A. & Kirchler, E. (1994). Zur Bedeutung der Arbeit in Abhängigkeit von Arbeitszufriedenheit und Berufstyp. 1. Wissenschaftliche Tagung der Österreichischen Gesellschaft für Psychologie, St. Georgen a. L. / Kärnten, Österreich, 14.-16. April, 1994.
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154. Wahl, I., Muehlbacher, S. & Kirchler, E. (2007). The impact of participation on the decision to cooperate. SoDoc2007, Cologne, Germany, June 29 – July 1, 2007; and IAREP 2007, Ljubljana, Slovenia, September 9. – 12, 2007.
155. Kastlunger, B., Kirchler, E., Mittone, L. & Scheffer, J. (2007). Controlli fiscali consecutivi, compliance fiscale e le strategie die contribuenti. Paper presented at VIII Congresso Nazionale della Sezione di Psicologia Sociale, Cesena, Italy, 24-26 September 2007.
156. Kirchler, E. & Mühlbacher, S. (2007). Compliance fiscale e giustizia retributiva. Paper presented at VIII Congresso Nazionale della Sezione di Psicologia Sociale, Cesena, Italy, 24-26 September 2007.
157. Wahl, I., Muehlbacher, S. & Kirchler, E. (2007). The impact of participation and beneficiaries on the decision to cooperate. SJDM 28th Annual Conference 2007, Long Beach, California, November 17 – 19, 2007. (Poster).

158. Kastlunger, B., Kirchler, E., Mittone, L. & Pitters, J. (2007). Dynamic effects of fines and incentives on taxpayers' decisions. Paper presented at SoDoc2007, Cologne, Germany, June 29 – July 1, 2007.
159. Wahl, I., Mühlbacher, S. & Kirchler, E. (2007). The impact of participation on the decision to cooperate. SoDoc2007, Köln, Deutschland, 29. Juni – 1. Juli, 2007.
160. Hoelzl, E., Kamleitner, B. & Kirchler, E. (2008). Experiential consequences of cost-benefit-associations. 37th EMAC Conference (European Marketing Academy). Brighton, UK, 27.-30. Mai 2008.
161. Hoelzl, E., Kastner, H., Kampl, G. & Kirchler, E. (2007). Effects of payment mode on prediction and experience of car owners. Subjective Probability, Utility and Decision Making SPUDM 21, Warschau, Polen, 19. – 23. August 2007. [Poster].
162. Kirchler, E., Mühlbacher, S., Kastlunger, B. & Wahl, I. (2007). Why paying taxes? A review of tax compliance decisions. Conference on Tax Compliance and Evasion, 30.9.-2.10. 2007, Atlanta, Georgia, USA .
163. Hoelzl, E., Kamleitner, B. & Kirchler, E. (2008). Experiential consequences of cost-benefit-associations. 37th EMAC Conference (European Marketing Academy). Brighton, UK, 27.-30. Mai 2008.
164. Kastlunger, B., Dressler, S. G., Voracek, M., Mittone, L. & Kirchler, E. (2008). Fingerlängenverhältnis (2D:4D), psychologisches Geschlecht und Steuerehrlichkeit. 8. Tagung der Österreichischen Gesellschaft für Psychologie, ÖGP, Linz, Österreich, 24.-26. April 2008.
165. Hartner, M., Rechberger, S., Poschalko, A. & Kirchler, E. (2008). Der Einfluss der prozeduralen Gerechtigkeit und der sozialen Identität auf die Steuerehrlichkeit von Selbständigen. 8. Tagung der Österreichischen Gesellschaft für Psychologie, ÖGP, Linz, Österreich, 24.-26. April 2008.
166. Rechberger, S., Hartner, M. & Kirchler, E. (2008). Soziale Vorstellungen über „Steuern“ und „EU-Steuern“. 8. Tagung der Österreichischen Gesellschaft für Psychologie, ÖGP, Linz, Österreich, 24.-26. April 2008.
167. Kirchler, E. (2008). Steuerpsychologie: Integration von Forschungsergebnissen im „slippery slope model“. 8. Tagung der Österreichischen Gesellschaft für Psychologie, ÖGP, Linz, Österreich, 24.-26. April 2008.
168. Mühlbacher, S., Hölzl, E. & Kirchler, E. (2008). Zur Bestrafung von Steuerhinterziehung: Ist die Berücksichtigung des Einkommens in der Strafbemessung sinnvoll? 8. Tagung der Österreichischen Gesellschaft für Psychologie, ÖGP, Linz, Österreich, 24.-26. April 2008.
169. Kamleitner, B., Hofmann, E. & Kirchler, E. (2008). From Austrian Shilling to the Euro. Consumer adaptation strategies. Annual Meeting of the Austrian Economic Association NOeG 2008. Vienna, Austria, 23-24 May 2008.
170. Wahl, I., Muehlbacher, S. & Kirchler, E. (2008). The impact of participation and beneficiaries on the decision to cooperate. EAESP General Meeting 2008, Opatija, Croatia, 10-14 June 2008. (Poster)
171. Kirchler, E. (2008). Why paying taxes? A review of tax compliance decisions. Paper presented at the XXIX International Congress of Psychology. Berlin, Germany, 20-25 July 2008.
172. Kirchler, E., Hofmann, E. & Kamleitner, B. (2008). Effects of the euro changeover on consumer behavior. Paper presented at the XXIX International Congress of Psychology. Berlin, Germany, 20-25 July 2008.

173. Wahl, I., Mühlbacher, S. & Kirchler, E. (2008). Influence of participation and tax money use on cooperation. Paper presented at the XXIX International Congress of Psychology. Berlin, Germany, 20-25 July 2008.
174. Wahl, I., Muehlbacher, S. & Kirchler, E. (2008). The impact of participation and beneficiaries on the decision to cooperate. 2008 EAESP Summer School, Cardiff, Great Britain, August 17 – 31, 2008. (Poster)
175. Kirchler, E. (2008). "You get what you pay for": price as a signal for product quality. IAREP/SABE World Meeting 2008, Rome, Italy, 3-6 September 2008.
176. Pitters, J. & Kirchler, E. (2008). Tax evasion and death salience: an experimental application of terror management theory to the punishment of tax evaders. IAREP/SABE World Meeting 2008, Rome, Italy, 3-6 September 2008.
177. Kastlunger, B., Kirchler, E. & Muehlwerth, B. (2008). An empirical investigation of the „slippery slope framework“. IAREP/SABE World Meeting 2008, Rome, Italy, 3-6 September 2008.
178. Wahl, I., Kirchler, E., Hartner, M. & Rechberger, S. (2008). Development of a standardized inventory to measure voluntary tax compliance, enforced tax compliance, tax avoidance and tax evasion. IAREP/SABE World Meeting 2008, Rome, Italy, 3-6 September 2008.
179. El Sehity, T. & Kirchler, E. (2008). Monies' psychologies – the state of the art of the psychology of money. IAREP/SABE World Meeting 2008, Rome, Italy, 3-6 September 2008.
180. Rechberger, S., Hartner, M., Kirchler, E. & Werle, E. (2008). Tax compliance as depending on national and occupational norms and social identification. IAREP/SABE World Meeting 2008, Rome, Italy, 3-6 September 2008.
181. Hartner, M., Rechberger, S. & Kirchler (2008). Linking distributive justice perceptions of EU transfer payments, social identity, and EU tax compliance. IAREP/SABE World Meeting 2008, Rome, Italy, 3-6 September 2008.
182. Kirchler, E., Kunz, A. & Muehlbacher, S. (2008). Transaction utility, reference prices and purchase motivation. IAREP/SABE World Meeting 2008, Rome, Italy, 3-6 September 2008.
183. Kirchler, E. (2009). Steuerpsychologie: Integration von Forschungsergebnissen im „slippery slope framework“ und erste empirische Befunde. Vortrag am 25. Hamburger Symposion zur Methodologie der Sozialpsychologie Schwerpunktthema "Sozialpsychologie und Ökonomie". Universität Hamburg, 16.-17. Jänner 2009
184. Kastlunger, B., Kirchler, E. & Wahl, I. (2009). Tax Psychology – The "Slippery Slope" Framework. Workshop of the Polish Economic Psychology Society 2009, Nowy Sacz, Poland, 26/27 March.
185. Gärling, T., Antonides, G., Kirchler, E., Lewis, A., van Raaij, F. & Schwarz, H. (2009). Roundtable discussion: „Psychological factors in the financial crisis“. Convener: T. Gärling. IAREP/SABE Joint Conference, 2009, Halifax, Canada, 8-11 July, 2009.
186. Kirchler, E. (2009). The "Slippery Slope Model" – Explaining two routes to tax compliance. International Conference – Shadow Economy, Tax Evasion & Social Norms. University of Muenster, 2009, Münster, Germany, 23-26 July, 2009.
187. Kastlunger, B., Muehlbacher, S. & Kirchler, E. (2009). An experiment on rewarding honest taxpayers. International Conference – Shadow Economy, Tax Evasion & Social Norms. University of Muenster, 2009, Münster, Germany, 23-26 July, 2009.
188. Wahl, I., Kastlunger, B., Kirchler, E., Lang, E. & Muehlwerth, B. (2009). Trust and power: Mechanisms underlying tax compliance, SPUDM 22 2009, Rovereto, Italy, August 23 – 27, 2009. (Poster)

189. Kastlunger, B., Kirchler, E., Mittone, L. & Muehlbacher, S. (2009). The effect of monetary rewards on tax compliance decisions, SPUDM 22 2009, Rovereto, Italy, August 23 – 27, 2009.
190. Muehlbacher, S., Kirchler, E. & Kunz, A. (2009). Unerwartete Gewinne und Verluste in Kaufentscheidungen: Transaktionsnutzen, Referenzpreise und die Kaufmotivation. Vortrag an der 6. Fachtagung Arbeits- & Organisationspsychologie der Deutschen Gesellschaft für Psychologie, Wien, Österreich, 9.-11. September 2009.
191. Hartner, M., Rechberger, S., Kirchler, E., Wenzel, M. & Kubicek, B. (2009). Der Einfluss der distributiven Gerechtigkeit der europäischen Transferleistungen auf die Steuerzahlungsbereitschaft der EU-Bürger. Vortrag an der 6. Fachtagung Arbeits- & Organisationspsychologie der Deutschen Gesellschaft für Psychologie, Wien, Österreich, 9.-11. September 2009.
192. Wahl, I., Kastlunger, B., Kirchler, E. & Lang, E. & Mühlwerth, B. (2009). The mechanisms underlying tax compliance: An empirical test of the slippery slope framework. Vortrag an der 6. Fachtagung Arbeits- & Organisationspsychologie der Deutschen Gesellschaft für Psychologie, Wien, Österreich, 9.-11. September 2009.
193. Kastlunger, B., Kirchler, E., Mittone, L. & Muehlbacher, S. (2009). Belohnungen für ehrliche Steuerzahler: Eine experimentelle Analyse. Vortrag an der 6. Fachtagung Arbeits- & Organisationspsychologie der Deutschen Gesellschaft für Psychologie, Wien, Österreich, 9.-11. September 2009.
194. Pitters, J., Oberlechner, T. & Kirchler, E. (2009). Steuern, Steuerhinterziehung und Todesgedanken: Wie Mortalitätssalienz die Wahrnehmung von Steuerthemen beeinflusst. Vortrag an der 6. Fachtagung Arbeits- & Organisationspsychologie der Deutschen Gesellschaft für Psychologie, Wien, Österreich, 9.-11. September 2009.
195. Penz, E., Stöttinger, B., Hofmann, E. & Kirchler, E. (2010). Evoked emotions in counterfeit usage: Employing "desire collages" to reveal unexplored dimensions of consumers' emotional states. SCP (Society for Consumer Psychology), St. Pete Beach, FL, USA, 25.02.-27.02.2010.
196. Kastlunger, B., Wahl, I., Kirchler, E., Lang, E. & Mühlwerth, B. (2010). Macht und Vertrauen: Mechanismen zur Förderung der Steuerehrlichkeit. Poster an der 9. Tagung der Österreichischen Gesellschaft für Psychologie, Salzburg, 8.-10. April 2010.
197. Riedl, M., Kastlunger, B. & Kirchler, E. (2010). Das „Slippery Slope Framework“: Eine Modellvalidierung unter Berücksichtigung der regionalen und nationalen Identität. Poster an der 9. Tagung der Österreichischen Gesellschaft für Psychologie, Salzburg, 8.-10. April 2010.
198. Schwarzenberger, H., Unger, L., Mühlbacher, S., Rechberger, S. & Kirchler, E. (2010). Eine Typologie selbständiger Steuerzahler/innen basierend auf motivationalen Grundhaltungen. Poster an der 9. Tagung der Österreichischen Gesellschaft für Psychologie, Salzburg, 8.-10. April 2010.
199. Wahl, I., Mühlbacher, S. & Kirchler, E. (2010). Partizipation und Kooperation von SteuerzahlerInnen. Poster an der 9. Tagung der Österreichischen Gesellschaft für Psychologie, Salzburg, 8.-10. April 2010.
200. Wahl, I., Kastlunger, B. & Kirchler, E. (2010). The impact of trust and power on tax compliance. Hans Böckler Stiftung & DIW Berlin - Workshop at the University of Potsdam, Faculty of Economics and Social Sciences. Potsdam, Deutschland, 14.-16. April 2010.
201. Kirchler, E., Kastlunger, B., Mühlbacher, S. & Mittone, L. (2010). Experimental evidence of the effect of rewards on tax compliance. Paper presented at the 27th International Congress of Applied Psychology, ICAP, Melbourne, Australia, 11-16 July 2010.
202. Hoelzl, E., Kirchler, E. & Kamleitner, B. (2010). Loan repayment as intertemporal sequence. Paper presented at the 27th International Congress of Applied Psychology, ICAP, Melbourne, Australia, 11-16 July 2010.

203. Kirchler, E. (2010). How to inform the public about the use of public finances? Framing information, regulatory fit of recipients and tax compliance. Paper presented at the 27th International Congress of Applied Psychology, ICAP, Melbourne, Australia, 11-16 July 2010.
204. Kirchler, E., (2010). Round Table Discussant on Wolfgang Scholl "The socio-emotional basis of human interaction and communication – A junction for interdisciplinary exchange. The IAREP/SABE/ICABEEP 2010 Conference, Cologne, Germany, 5-8 September 2010.
205. Schwarzenberger, H., Muehlbacher, S. & Kirchler, E. (2010). A typology of Austrian self employed taxpayers based on motivational postures. Poster presented at the IAREP/SABE/ICABEEP 2010 Conference, Cologne, Germany, 5-8 September 2010.
206. Wahl, I., Endres, M., Kirchler, E. & Böck, B. (2010). Voluntary and enforced cooperation in social dilemmas: Transferring the "slippery slope framework" to the public transport system. Paper presented at the IAREP/SABE/ICABEEP 2010 Conference, Cologne, Germany, 5-8 September 2010.
207. Muehlbacher, S. & Kirchler, E. (2010). Mental accounting of self-employed taxpayers: Insights from an interview study. Paper presented at the IAREP/SABE/ICABEEP 2010 Conference, Cologne, Germany, 5-8 September 2010.
208. Mittone, L., Muehlbacher, S., Kastlunger, B. & Kirchler, E. (2010). An experiment on intertemporal choice and tax evasion. Paper presented at the IAREP/SABE/ICABEEP 2010 Conference, Cologne, Germany, 5-8 September 2010.
209. Kirchler, E., Kastlunger, B. & Gangl, K. (2010). Trust in times of financial crisis: An analysis of social representations of Austrian experts and laypeople about financial crisis. Paper presented at the IAREP/SABE/ICABEEP 2010 Conference, Cologne, Germany, 5-8 September 2010.
210. Muehlbacher, S. & Kirchler, E. (2010). Zur mentalen Buchhaltung von selbstständigen Steuerzahlern 47. Kongress der Deutschen Gesellschaft für Psychologie, Bremen, Germany, 26.-30. September, 2010.
211. Kirchler, E. & Muehlbacher, S. (2011). Theorien und Modelle des Steuerverhaltens. Präsentation am Kongress der Neuen Gesellschaft für Psychologie: Macht, Kontrolle, Evidenz, FU-Berlin, 3.-6. März 2011, Berlin, Deutschland.
212. Pollai, M., Wahl, I. & Kirchler, E. (2011). Antecedents of unemployed persons' difficulties to jointly defend their interests: Identification with one's own social category. Paper presented at the IAREP/SABE/ICABEEP Conference, Exeter, UK, 12-16 July.
213. Gangl, K., Hofmann, E., Pollai, M. & Kirchler, E. (2011). Cooperative Tax Behaviour. The Interaction of Power and Trust in the "Slippery Slope Framework". Paper presented at the IAREP/SABE/ICABEEP Conference, Exeter, UK, 12-16 July.
214. Kogler, C., Muehlbacher, S. & Kirchler, E. (2011). An Empirical Testing of Hypotheses and Assumptions of the "Slippery-Slope Framework" of Tax Compliance. Paper presented at the IAREP/SABE/ICABEEP Conference, Exeter, UK, 12-16 July.
215. Wahl, I., Endres, M., Kirchler, E., & Boeck, B. (2011). Voluntary and enforced cooperation in the social dilemma of public transport. Paper presented at the 16th General Meeting of the European Association for Social Psychology, Stockholm, Sweden, 12-16 July.
216. Pollai, M., Kirchler, E. & Wahl, I. (2011). Social identity and in-group bias of the unemployed compared to other occupational groups. Poster presented at the 16th General Meeting of the European Association for Social Psychology, Stockholm, Sweden, 12-16 July.
217. Muehlbacher, S. & Kirchler, E. (2011). Mental accounting of self-employed taxpayers: On the mental segregation of the net income and the tax due. Paper presented at the International

- Conference on Shadow Economy, Tax Evasion & Money Laundering, Münster, Germany, 28-31 July, 2011.
218. Kogler, C., Muehlbacher, S. & Kirchler, E. (2011). An empirical testing of the “slippery slope framework” – The role of trust and power in explaining tax compliance. Paper presented at the International Conference on Shadow Economy, Tax Evasion & Money Laundering, Münster, Germany, 28-31 July, 2011.
 219. Gangl, K., Kastlunger, B., & Kirchler, E. (2011). Confidence in the economy in times of crisis: Social representations of experts and laypeople. Conference on Behavioral Decision Making, Herzlia, Israel, 6. April 2011.
 220. Kirchler, E. (2012). Economic psychology of tax behaviour: From enforcement to cooperation. Paper presented at the 1st FAU Workshop on Tax Compliance. Friedrich-Alexander Universität Erlangen-Nürnberg, EFI-Emerging Fields Initiative, Nuremberg, Germany, 12-13 March, 2012.
 221. Hofmann, E., Gangl, K. & Kirchler, E. (2012). Konsequenzen von Machtwechseln in der Steuerbehörde auf das Steuerverhalten: Eine experimentelle Überprüfung des Slippery Slope Frameworks. Vortrag an der 10. Tagung der Österreichischen Gesellschaft für Psychologie. Universität Graz, Graz, Österreich, 12.-14. April 2012.
 222. Mühlbacher, S. & Kirchler, E. (2012). Mental Accounting bei selbstständigen SteuerzahlerInnen: Determinanten und Konsequenzen der mentalen Segregation des Steueranteils vom Bruttoeinkommen. Vortrag an der 10. Tagung der Österreichischen Gesellschaft für Psychologie. Universität Graz, Graz, Österreich, 12.-14. April 2012
 223. Kogler, C., Kirchler, E., Batrancea, L., Belianin, A., Nichita, A. & Pántya, J. (2012). Macht und Vertrauen als Determinanten von Steuerehrlichkeit: Eine länderübergreifende Studie zur Überprüfung des Slippery Slope-Frameworks. Vortrag an der 10. Tagung der Österreichischen Gesellschaft für Psychologie. Universität Graz, Graz, Österreich, 12.-14. April 2012.
 224. Gangl, K., Hofmann, E., Pollai, M. & Kirchler, E. (2012). Die Dynamik von Macht und Vertrauen im „Slippery Slope Framework“ und ihr Einfluss auf das Steuerklima. Vortrag an der 10. Tagung der Österreichischen Gesellschaft für Psychologie. Universität Graz, Graz, Österreich, 12.-14. April 2012.
 225. Hartl, B., Mühlbacher, S. & Kirchler, E. (2012). Mental Accounting in Konsumententscheidungen: Der Einfluss unterschiedlicher Einnahmequellen auf das Ausgabeverhalten. Vortrag an der 10. Tagung der Österreichischen Gesellschaft für Psychologie. Universität Graz, Graz, Österreich, 12.-14. April 2012.
 226. Stark, J., Kogler, C., Mittone, L., & Kirchler, E. (2012). Breaching taxpayer trust – The effects of a shock of trust and feedback on tax compliance. Poster an der 10. Tagung der Österreichischen Gesellschaft für Psychologie. Universität Graz, Graz, Österreich, 12.-14. April 2012.
 227. Gangl, K., Hofmann, E., Pollai, M., and Kirchler, E. (2012). The dynamics of power and trust in the „Slippery Slope Framework“ and its impact on the tax climate. Power, Politics, and Paranoia: Why People are Suspicious About Their Leaders, Amsterdam, Netherlands, 13th – 14th July.
 228. Hofmann, E., Gangl, K. & Kirchler, E. (2012). SSF-Inventory: A measurement instrument to assess the perception of tax authorities' power and trust in authorities. International Society of Political Psychology Meeting "Power, Politics, and Paranoia", Amsterdam, Netherlands, 13-14 July, 2012.
 229. Hofmann, E., Gangl, K. & Kirchler, E. (2012). Extension of the Slippery Slope Framework. Dutch Tax and Customs Administration, Utrecht, Netherlands, 12 July, 2012. (invited presentation).
 230. Hartl, B., Muehlbacher, S. & Kirchler, E. (2012). Mental accounting and consumer decisions: Income source effects. Paper presented at the IAREP 2012 Conference, Wroclaw, Poland, 5-8 September 2012.

231. Gangl, K., Muehlbacher, S., de Groot, M., Goslinga, S., Hofmann, E., Kogler, C., Kirchler, E., and Antonides, G. (2012). Service orientation, trust and tax compliance. IAREP conference, Wroclaw, Poland, 5th-8th September.
232. Hofmann, E., Gangl, K., Stark, J. & Kirchler, E. (2012). The impact of coercive and legitimate power of tax authorities on taxpayers' trust in authorities and their tax behavior: An extension of the Slippery Slope Framework. IAREP Conference, Wroclaw, Poland, 5th-8th September.
233. Kogler, C., Mittone, L. & Kirchler, E. (2012). Influencing tax compliance and private investments by a shock of trust and delayed feedback on audits. Paper presented at the IAREP 2012 Conference, Wroclaw, Poland, 5-8 September 2012.
234. Batrancea, L., Nichita, R., Kirchler, E. & Kogler, C. (2012). Cross cultural validation of the "Slippery Slope Framework": Evidence from countries across different continents. Paper presented at the IAREP 2012 Conference, Wroclaw, Poland, 5-8 September 2012.
235. Kirchler, E. (2012). Service orientation and tax compliance. Paper presented at the 21st annual conference of TRN-Tax Research Network, London, 6-7 September 2012, London, UK.
236. Gangl, K., Hofmann, E. & Kirchler, E. (2012). Tax Authorities' Interaction with Taxpayers: Compliance by Power and Trust. Paper presented at the Conference on "Tax Governance – The future role of tax administrations in a networking society". Vienna Economics University, 20-21 September, 2012, Vienna, Austria.
237. Mühlbacher, S. & Kirchler, E. (2012). Mental Accounting of self-employed taxpayers: On the mental segregation of the net income and the tax due. Paper presented at the Conference on "Tax Governance – The future role of tax administrations in a networking society". Vienna Economics University, 20-21 September, 2012, Vienna, Austria.
238. Berti C., Kastlunger B., Kirchler E. (2012). La china scivolosa del comportamento fiscale: una ricerca in quattro regioni italiane. Atti del Congresso Nazionale AIP 2012 - Sezione di Psicologia Sociale, Chieti, Italia, 20-23 Settembre 2012.
239. Kirchler, E. (2012). Tax behaviour. From enforcement to cooperation. Paper presented at the international conference "Economic Psychology in the Modern World". Financial University under the Government of the Russian Federation. Moscow, Russia, 22-24 November 2012.
240. Kogler, C., Kirchler, E., Batrancea, L. & Nichita, A. (2013). Trust, power, tax compliance: A worldwide evaluation of the slippery slope framework. Paper presented at the 55th Conference of Experimental Psychology, TeaP, Vienna, Austria, 24-27 March 2013.
241. Gangl, K., Hofmann, E. & Kirchler, E. (2013). The impact of communication and motivation strategies on tax compliance. Paper presented at the 55th Conference of Experimental Psychology, TeaP, Vienna, Austria, 24-27 March 2013.
242. Muehlbacher, S., Hartl, B. & Kirchler, E. (2013). Mental accounting in consumer decisions: On the impact of income source on spending behavior. Paper presented at the 55th Conference of Experimental Psychology, TeaP, Vienna, Austria, 24-27 March 2013.
243. Hofmann, E., Hartner-Tiefenthaler, M, Gangl, K. & Kirchler, E. (2013). Tax authorities' measures to enhance tax payments: A laboratory experiment to test the impact of coercive or legitimate power on taxpayers' compliance. Paper presented at the 55th Conference of Experimental Psychology, TeaP, Vienna, Austria, 24-27 March 2013.
244. Hofmann, E., Hartner-Tiefenthaler, M., Gangl, K. & Kirchler, E. (2013). Tax authorities' measures to enhance tax payments: A laboratory experiment to test the impact of coercive or legitimate power on taxpayers' compliance. Paper presented at the 16th EAWOP Congress 2013, Münster, Germany, 22-25 May 2013.

245. Gangl, K., Hofmann, E., Pfabigan, D., Kirchler, E. & Lamm, C. (2013). The effect of coercive power and legitimate power of tax authorities on tax behavior. Paper presented at the 16th EAWOP Congress 2013, Münster, Germany, 22-25 May 2013.
246. Stark, J., Kogler, C., Mittone, L. & Kirchler, E. (2013). Immediate vs delayed feedback – The effects of timeliness of feedback on tax compliance and trust. Poster presented at the 16th EAWOP Congress 2013, Münster, Germany, 22-25 May 2013.
247. Hartner-Tiefenthaler, M & Kirchler, E. (2013). Slippery slope model in organizations: Trust and power influencing cooperative behavior. Poster presented at the 16th EAWOP Congress 2013, Münster, Germany, 22-25 May 2013.
248. Hartl, B., Muehlbacher, S. & Kirchler, E. (2013). Gender stereotypes of leaders: An analysis of contents of obituaries. Poster presented at the 16th EAWOP Congress 2013, Münster, Germany, 22-25 May 2013.
249. Hartl, B., Muehlbacher, S., & Kirchler, E. (2013). Mental accounting in the context of consumer decision making. Poster presented at the 16th EAWOP Congress 2013, Münster, Germany, 22-25 May 2013.
250. Kogler, C., Mittone, L. & Kirchler, E. (July 2013). The impact of delayed feedback concerning audits and additional taxes on trust and compliance. Presented at the Shadow Economy, Tax Evasion and Governance Conference 2013 in Münster, Germany.
251. Muehlbacher, S., Gangl, K., de Groot, M., Goslinga, S. Hofmann, E., Kogler, C., Antonides, G. & Kirchler, E. (July 2013). “How can I help you?” Perceived service orientation of tax authorities and tax compliance. Presented at the Shadow Economy, Tax Evasion and Governance Conference 2013 in Münster, Germany.
252. Kogler, C., Batrancea, L., Nichita, A. & Kirchler, E. (2013). The influence of trust in and power of authorities on tax compliance. Paper presented at the International Conference “Justice, Taxation and Social Policy”, Salzburg, Austria, 22-24 August 2013.
253. Stark, J., Kogler, C. & Kirchler, E. (2013). Social representations of inheritance tax. Paper presented at the International Conference “Justice, Taxation and Social Policy”, Salzburg, Austria, 22-24 August 2013.
254. Kogler, C., Kirchler, E., Batrancea, L. & Nichita, A. (2013). Trust and power as main determinants of tax compliance: are the assumptions of the slippery slope framework valid all over the world? Paper presented at the TRN (Tax Research Network) Conference, Exeter, 3-4 September 2013, Exeter, UK.
255. Hofmann, E., Hartner-Tiefenthaler, M., Gangl, K. & Kirchler, E. (2013). Coercive and legitimate power: Experimental evidence for the impact on tax compliance. Paper presented at the TRN (Tax Research Network) Conference, Exeter, 3-4 September 2013, Exeter, UK.
256. Kirchler, E. & Stark, J. (2013). Social representations of inheritance tax. Paper presented at the Workshop „Shedding light on the Shadow of the Economy. A critical assessment of methods in tax research. University of Vienna, September 26-27, 2013. Vienna, Austria.
257. Kogler, C., Kirchler, E., Batrancea, L. & Nichita, A. (2013). Power and trust as determinants of tax compliance. Paper presented at the Workshop “Experimentelle Steuerforschung”, University of Paderborn, October 10-11, 2013, Paderborn, Germany.

Invited presentations 1986-

1. Kirchler, E. (1986). Influence of social status differences in group discussions. Invited paper at the University of Warsaw, Faculty of Psychology. Warsaw, Poland. February 1986.
2. Kirchler, E. (1986). Interazione quotidiana nella famiglia. Un approccio micropsicologico. Iniziativa di aggiornamento patrocinata e finanziata dalla Regione Emilia Romagna per operatori dei servizi socio-sanitari. Bologna, Italia. Settembre 1986.
3. Kirchler, E. (1987). Arbeitslosigkeit und Zeitstruktur. Zweite Arbeitstagung: "Gibt es Marienthal noch heute?" an der Universität Dortmund. Dortmund, Bundesrepublik Deutschland. Februar 1987.
4. Kirchler, E. (1989). Family purchase decisions. Some aspects on influence determinants and the decision process. Invitation from the British Psychological Society to Stirling, Scotland, Lancaster, UK, and Exeter, UK in November and December 1989.
5. Kirchler, E. (1989). Groups of adolescents and developmental tasks. Alma Mater Studiorum Saecularia Nona. Treffen der Veranstaltungen von Bologna-Nationes, Gran Bretagna. Bologna, Italien, Mai 1989.
6. Kirchler, E. (1989). Changes within the household and models of interaction. Paper presented at the NGO Consultation 1990. Making the Forward Looking Strategies Work. 34th Session of the Commission on the Status of Women. UNIDO-Vienna, Austria, February, 1990.
7. Kirchler, E. (1995). L'uso del diario come metodo per lo studio dell'esperienza quotidiana. Lezione magistrale al Congresso Nazionale, Associazione Italiana di Psicologia. Cesena, Italia, 18.-20. September 1995.
8. Kirchler, E. (1996). Social representations of economic phenomena. Presentation at the Seminaire de Psychologie Sociale. Université René Descartes, Paris V, France. 12. Februar 1996.
9. Kirchler, E. (1996). Grupos de adolescentes e tarefas de desenvolvimento. IX Coloquio de Psicologia e Educacao. Dinamicas Relacionais e Eficacia Educativa. ISPA, Instituto Superior de Psicologia Aplicada, Lisboa, Portugal, 10.-11. May 1996.
10. Kirchler, E. (1996). Grundlagen und Anwendungsfelder der Wirtschaftspsychologie. Vortrag im Verein für Psychologie und Pädagogik, Fachverband im BSA, Wien, Österreich, 29. Mai 1996.
11. Kirchler, E. (1996). New directions in economic psychology. Keynote lecture at the 4th Alps-Adria Psychology Symposium. Zagreb, Croatia. September, 1996.
12. Kirchler, E. (1998). 15 Jahre Studium von Kaufentscheidungen im privaten Haushalt: eine Zusammenfassung empirischer Ergebnisse. Vortrag am Seminar für Wirtschaftspsychologie der Sozial- und Wirtschaftswissenschaftlichen Fakultät, Universität zu Köln, Deutschland, November 1998.
13. Kirchler, E. (1999). Psychologische Konsequenzen von Arbeitslosigkeit. Vortrag an der Bundesakademie für Sozialarbeit, 1100 Wien, Österreich, März 1999.
14. Kirchler, E. (1999). Entscheidungen in der Partnerschaft: Die Wiener Tagebuch-Studie. Vortrag am Soziologischen Institut der Universität Graz, Graz, Österreich, März 1999.
15. Kirchler, E. & Güth, W. (1999). Homo oeconomicus – homo rationalis. Blockseminar am Forum Alpbach, Österreich, August 1999.
16. Kirchler, E. (1999). Applied psychology at the University of Vienna: Diary studies and studies on social representations of economic phenomena. Discussion at ISCTE, University of Lisbon, Portugal, November, 1999.

17. Kirchler, E. (2000). Einführung in die Wirtschaftspsychologie. Veranstaltungsreihe 30 Jahre Handelsschule Bruneck. Bruneck, Italien, 27. Oktober 2000.
18. Kirchler, E. (2000). Entscheidungsanomalien. Veranstaltungsreihe 30 Jahre Handelsschule Bruneck. Bruneck, Italien, 27. Oktober 2000.
19. Kirchler, E. (2000). Psychologie ökonomischer Entscheidungen. Einladung zum Symposium der Universität für Humanwissenschaften im Fürstentum Liechtenstein. Vaduz, Liechtenstein, 4. Oktober 2000.
20. Kirchler, E. (2001). Economic Psychology as an Applied Field of Social Psychology: Recent Studies at the University of Vienna. Invited lecture at Facoltà di Psicologia, Dipartimento di Psicologia, Università degli Studi di Milano La Bicocca. Milano, Italia, 19. Marzo 2001.
21. Kirchler, E. (2001). Seminario de Projecto I: Economic Psychology: Quantitative and qualitative research projects. Invited lecture at ISCTE Instituto Superior de Ciências do Trabalho e da Empresa; Escola de Gesao: Maestrado em Consumo, Mercados e Consumidores. ISCTE, Lisbon, Portugal, 17.-19. May 2001.
22. Kirchler, E. (2001). Einstellungen zum Euro und psychologische Überlegungen zur Umstellungslogistik. Vortrag an der Wirtschaftskammer Österreich, Projekt Euro, 11. Juni 2001.
23. Kirchler, E. (2001). Decision Making within the Private Household: Relative competence, interest and utility costs. Invited lecture at the Kungl Tekniska Högskolan, Royal Institute of Technology, Stockholm, Sweden, 14 June 2001.
24. Kirchler, E. (2001). Psychologische Aspekte des Euro. Euro Informationsveranstaltung OeVAG. Wien, September 2001.
25. Kirchler, E. (2001). Wirtschaftspsychologische Auswirkungen der neuen Währung. Euro Sektorinformationstag der OeVG. Vösendorf, Oktober 2001.
26. Kirchler, E. (2001). Ökonomische Entscheidungen in der Familie. Vortrag am Institut für Psychologie, Universität Salzburg, 21. November 2001.
27. Kirchler, E. (2002). Konflikt und Entscheidung im privaten Haushalt. Vortrag am Institut für Psychologie, Universität Erlangen-Nürnberg, 10. Jänner 2002.
28. Kirchler, E. (2002). Werbepsychologie und Anzeigengestaltung. Vortrag am PC.Base, EU-Projekt Ausbildung Werbegraphik. Bruneck, Italien, 12-13. Februar 2002.
29. Kirchler, E. (2002). Psicologia economica. Vortrag im Dissertantenkolloquium, Dipartimento di Psicologia, Università degli Studi di Bologna, Italien, 15. Februar 2002.
30. Kirchler, E. (2002). Konflikt und Entscheidung im privaten Haushalt: Partnerschaft und Ökonomie. Kolloquium „Neue Ergebnisse der Psychologie“, Philipps Universität Marburg, 16. Mai 2002.
31. Kirchler, E. (2002). Decisioni economiche in famiglia. Vortrag an der Facoltà di Psicologia, Università degli Studi di Milano, Bicocca, 23. Mai 2002.
32. Kirchler, E. (2002). Logik und Psycho-Logik ökonomischer Entscheidungen. Vortrag an der Universität für Humanwissenschaften im Fürstentum Liechtenstein. Vaduz, FL, 7. Juni 2002.
33. Kirchler, E. (2003). Social psychological aspects of economic decisions under the common roof. Invited lecture at GRASP, Institute de Psychologie, Université René Descartes, Paris V, 21. März, 2003
34. Kirchler, E. (2003). The Euro: Development of a social representation of the Euro and adaptation to the Euro. Invited lecture at the Institute de Psychologie, Université René Descartes, Paris V, 27 March, 2003.

35. Kirchler, E. (2003). Economic decision making in the private household: Selected results of the Vienna Diary Study. Max Planck Institute for Research into Economic Systems. Jena, Germany, 20 May, 2003.
36. Kirchler, E. (2003). Psychological determinants of tax evasion: From representations of taxes to the perception of justice and valuation of income. Lecture at the Research School of Social Sciences, Australian National University, Canberra, Australia, August 27, 2003.
37. Kirchler, E. (2003). Studies on Economic Decisions within the Family. Paper presented at the University of Sydney, Sydney, Australia, August 28, 2003.
38. Meier-Pesti, K. & Kirchler, E. (2003). Euro: Economic Psychological Investigations. Paper presented at the Center for Consumer Science, Göteborg University and Chalmers University of Technology, Göteborg, Sweden, September 4, 2003.
39. Kirchler, E. (2003). Psychologie der Steuermoral. Vortrag an der Jubiläumstagung „Psychologische Einblick in 50 Jahre Berufsverband Österreichischer Psychologinnen und Psychologen“, Wien, Österreich, 17. Oktober 2003.
40. Kirchler, E. (2004). Psychologische Beiträge zur Steuermoral. Vortrag im Bühler-Kolloquium, Sozial- und Finanzpsychologie, Technische Universität Dresden, Dresden, Deutschland, 7. Jänner 2004.
41. Kirchler, E. (2004). Zur Messung der MitarbeiterInnen-Zufriedenheit. Vortrag an der Great-place-to-work 2004 Preisverleihung, Grand Hotel Wien, Wien, Österreich, 26. April 2004.
42. Kirchler, E. (2004). Marke und Kommunikation. Einführung und Leitung eines Workshop am 3. Psychonomics Symposium. Köln, Deutschland, 16. September 2004.
43. Kirchler, E. (2004). Wann zahlt man seine Steuern „gern“? – Was lehrt uns die Steuerpsychologie? Vortrag am Institut für Österreichisches und Internationales Steuerrecht der Wirtschaftsuniversität Wien. Wien, Österreich, 19. Oktober 2004.
44. Kirchler, E. (2004). Le decisioni in situazioni di rischio; trappole psicologiche. Seminario: Modelli mentali e comportamento finanziario. Istituto per la Ricerca e lo Sviluppo delle Assicurazioni, IRSA. Milano, Italia, 10. Dezember 2004.
45. Kirchler, E. (2005). Ökonomische Entscheidungen im privaten Haushalt. Inhaltliche und chronologische Vernetzung des wechselseitigen Einflusses von Partnern. Vortrag am Deutschen Institut für Wirtschaftsforschung, DIW, Berlin, Deutschland, 6. Januar 2005.
46. Kirchler, E. (2005). Temporal interrelatedness of decisions in the private household. Overview over studies on purchase decisions and the Vienna diary study. Paper presented at Flinders University, Adelaide, Australia, 11th March 2005.
47. Kirchler, E. (2005). Commentary on Qualitative Studies on Tax Behavior of Small and Large Business. Workshop on „Businesses take on tax – Interviews with small and large business“ at the Australian National University, RSSS/CTSI, Canberra, Australia, 5th April 2005.
48. Kirchler, E. (2005). Purchase decisions in the family. Paper presented at the Australian National University, SRRR/Reg.Net, Canberra, Australia, 19th April 2005.
49. Kirchler, E. (2005). Economic decisions in the household. The Vienna diary study. University of Canterbury, Christchurch, New Zealand, 4th May 2005.
50. Kirchler, E. & van Raaij, W. F. (2005). IAREP Summer School Presentation. Invited presentation at the 30th Annual Colloquium of the International Association for Economic Psychology/ IAREP Conference 2005, Prague, Czech Republic, September 21-24, 2005.
51. Kirchler, E. (2005). Diskussion des Vortrages: M. Fluch & H. Stix: Wahrgenommene Inflation in Österreich – Ausmaß, Erklärungen, Auswirkungen. Workshop an der Oesterreichischen

- Nationalbank, Abteilung für volkswirtschaftliche Analysen: Preisbildung und Inflationpersistenz in Österreich. Wien, 15. Dezember 2005.
52. Kirchler, E. (2006). Tax psychology: a review of economic-psychological studies. Séminaire Economie et Psychologie, Maison des Sciences Economiques, Institut Nicod CNRS-EHESS-ENS, Paris, France, 24. März 2006.
 53. Kirchler, E. (2006). Why people comply. Conference on „Managing and maintaining compliance. Leiden, NL, April 10-11, 2006.
 54. Kirchler, E. (2006). Was ihr wollt! Arbeitszufriedenheit: Erfolg von Befragungen in Unternehmen. Vortrag am HR Best Practice Workshop: Instrumente erfolgreicher Personalarbeit am 21. April 2006. Psychonomics, Wien, Österreich, 21. April 2006.
 55. Kirchler, E. (2006). Tax compliance – state of the art of economic psychological research. Vortrag am interdisziplinären Spezialforschungsbereich “International Tax Coordination, Institut für Österreichisches und Internationales Steuerrecht der Wirtschaftsuniversität. Wien, Österreich, 23. Juni 2006.
 56. Kirchler, E. (2006). Vertrauen, Psychologie und Ökonomie. Diskussionsvortrag an der „Progress Foundation Conference“ Vertrauen – Anker einer freiheitlichen Ordnung. Schwarzenberg, Österreich, 6.-9. Juli 2006.
 57. Kirchler, E. (2006). Tax psychology: state of the art of research on tax compliance and evasion. Invited state of the art presentation of Division 9, Economic Psychology, 26th International Congress of Applied Psychology, Athens, Greece, July 16-21, 2006.
 58. Kirchler, E. (2006). Arbeitswelt der Zukunft: Sicherheit durch soziale Gesundheit. Alpbacher Reformgespräche: Arbeitsraum. Europäisches Forum Alpbach, Alpbach, Österreich, 22. August 2006.
 59. Kirchler, E. (2006). Kaufentscheidungen im Spannungsfeld zwischen Logik und „Psycho-Logik“. Gastreferat am Tag des Handels 2006; Verband der Kaufleute und Dienstleister. Bozen, Italien, 21. September 2006.
 60. Kirchler, E. (2006). Mitarbeitermotivation und -zufriedenheit. Seminar Tag des Handels 2006; Verband der Kaufleute und Dienstleister. Bozen, Italien, 21. September 2006.
 61. Kirchler, E. (2006). The “slippery slope model” of tax behaviour. Invited lecture at the Hanoi School of Business, 144 Xuan Thuy, Hanoi, Vietnam, 25th October 2006.
 62. Kirchler, E. (2006). Money management in the household. Invited lecture at the University of Social Sciences and Humanities, Faculty of Psychology, 336 Nguyen Trai, Thanh Xuan, Hanoi, Vietnam, 26th October 2006.
 63. Kirchler, E., Hölzl, E. & Wahl, I. (2006). Importing ideas from tax psychology to organizational psychology. International Symposium on Social Capital and Trust in Organization. Valencian Institute of Economic Research, Madrid, Spain, November 29th - December 2nd 2006. (www.ivie.es; userid: scwg200612; password: trust1v13)
 64. Kirchler, E. (2007). Il comportamento fiscale tra volontarietà e tax compliance: lo stato dell’arte della ricerca psicologica. Seminario all’Università degli Studi G. D’Annunzio Chieti-Pescara, Facoltà di Psicologia e Facoltà di Economica, Chieti, Italy, January 25th, 2007.
 65. Kirchler, E. (2007). Il comportamento fiscale tra volontarietà e costrizione: lo stato dell’arte della ricerca psicologica. Seminario all’Università di Bologna, Dipartimento di Scienze dell’Educazione e Facoltà di Giurisprudenza, Bologna, Italy, January 26th, 2007.
 66. Kirchler, E. & Mühlbacher, S. (2007). Kontrollen und Sanktionen im Steuerstrafrecht aus der Sicht der Rechtspsychologie. 12. Finanzrechtliche Tagung, Lentos, Linz, Österreich, 8. März 2007.

67. Kirchler, E. (2007). Finanzentscheidungen. 4. Marketingforum (Raiffeisenbank). Meran, Italien, 29. März 2007.
68. Kirchler, E. (2007). Kaufentscheidungen in der Familie. Vorträge zur Globalisierung an der Gewerbeoberschule Bruneck, Bruneck, Italien 30. März 2007.
69. Kirchler, E. (2007). Wohin in den Ferien? Urlaubsentscheidung im privaten Haushalt aus wirtschaftspsychologischer Sicht. Universität Bozen, Tourismus Management Club, 2. April 2007, Bruneck, Italien.
70. Kirchler, E. (2007). Motivation am Arbeitsplatz. Vortrag am Vortragsabend: Mitarbeitermotivation. Wie sporne ich meine Mitarbeiter zu Höchstleistungen an? Bundesministerium für Landesverteidigung, Wien, 17. April 2007, Wien. Österreich.
71. Kirchler, E. (2007). Die „Seele“ des Steuerzahlers. Im Dilemma zwischen freiwilliger und erzwungener Abgabe. WeltStadtWien, Plattform für urbane An- und Aufregung, Wien, 23. April 2007, Wien, Österreich.
72. Kirchler, E. (2007). Research methods in economic psychology. Lecture presented at the 8th International Lab-meeting, EUPhD on Social Representations and Communication, Università degli studi di Roma “La Sapienza” – Research Centre and Multimedia Lab, Piazza d’Ara Coeli, 1 - 00186 Rome, 3rd May 2007, Rome, Italy.
73. Kirchler, E. (2007). Tax behaviour. Lecture presented at the 8th International Lab-meeting, EUPhD on Social Representations and Communication, Università degli studi di Roma “La Sapienza” – Research Centre and Multimedia Lab, Piazza d’Ara Coeli, 1 - 00186 Rome, 3rd May 2007, Rome, Italy.
74. Kirchler, E. (2007). Tax compliance: A review of the state of Art. Paper presented at the Faculty of Psychology, Università degli Studi Milano- Bicocca, 2nd July 2007. Milano, Italy.
75. Kirchler, E. (2007). Why paying taxes? A review of the economic-psychological literature on tax behaviour. Paper presented at the Faculty of Economy, Università degli Studi di Trento, 20th November 2007, Trento, Italy.
76. Kirchler, E. (2007). Sinn und Unsinn von Wirtschaftsstrafrecht. Eröffnungsvortrag am Symposium Wirtschaftskriminalität. Studiengesellschaft für Wirtschaft und Recht. Universität Salzburg, 29.-30. November 2007, Salzburg, Österreich.
77. Kirchler, E. (2007). Money management in the private household. Lecture at Hué University of Economics, 12th December 2007, Hué, Vietnam.
78. Kirchler, E. (2007). Family decision making: Research methods. Lecture at the Faculty of Economics, Vietnam National University HCMC, 14th December, 2007. Ho Chi Minh City, Vietnam.
79. Kirchler, E. (2007). Psychological aspects of risky decisions: spending in the private household. RMIT Royal Melbourne Institute of Technology, 17th December 2007, Hanoi, Vietnam.
80. Kirchler, E. (2008). Wirtschaftspsychologische Studien zum Steuerverhalten. Vortrag an der Oesterreichischen Nationalbank, OeNB, 28. Februar 2008, Wien, Österreich.
81. Kirchler, E. (2008). Why paying taxes? A review of tax compliance decisions. Lecture at the University of Mannheim, Sonderforschungsbereich 504, 3 March 2008, Mannheim, Germany.
82. Kirchler, E. (2008). Psychological approach to tax behaviour. Presentation at the Finanzakademie, International Management Seminar - Austrian-Dutch Tax Authorities, 5 March 2008, Brunn am Gebirge, Österreich.

83. Kirchler, E. (2008). Dem Kaiser was des Kaisers und Gott, was Gottes ist... Steuern und Steuern zahlen. Vortrag bei Astoria, Wirtschaftsberatung, am 6. März 2008, Krems, Österreich.
84. Kirchler, E. (2008). Steuerpsychologie im internationalen Vergleich – erzwungene vs. freiwillige Kooperation in den USA und in Europa. 7. Kongress für Wirtschaftspsychologie der Sektion Wirtschaftspsychologie im Berufsverband Deutscher Psychologinnen und Psychologen, 28.-30. April 2008, Fellbach bei Stuttgart, Deutschland.
85. Kirchler, E. (2008). Arbeits-Los. Diskussion am Wissenschaftscocktail 10 Jahre Campus der Universität Wien, 1. September 2008, Wien. Österreich.
86. Kirchler, E. (2008). Enforced versus voluntary tax compliance. IRS Workshop: Measuring indirect effect of services and enforcement on taxpayer compliance. Methods for estimating the impact of services. Internal Revenue Service IRS, 16 September 2008, Washington, USA.
87. Kirchler, E. (2008). Introduction into economic psychology. Seminar at the RMIT Royal Melbourne Institute of Technology, 24th October 2008, Hanoi, Vietnam.
88. Kirchler, E. (2008). Economic psychology and human decision making. Lecture at the Department of Psychology, Vietnam National University HCMC, 27th October, 2008. Ho Chi Minh City, Vietnam.
89. Kirchler, E. (2008). Steuermoral – Die (Un-)Gerechtigkeit des Wohlfahrtsstaates. Vortrag an der Tagung „Marktwirtschaft in der Vertrauenskrise?“ der Evangelischen Akademien Tutzing und des Instituts der deutschen Wirtschaft Köln. Tutzing, Deutschland. 10.-11. November 2008.
90. Kirchler, E. (2009). Perspektive Entscheiden: Kaufen, Sparen, Kreditnahme, Investitionen in Krisenzeiten. Vortrag am Baukongress der LVH, Autonome Provinz Bozen, am 21. März 2009, Bozen, Italien.
91. Mühlbacher, S. & Kirchler, E. (2009). Individuum und Staat – der Mensch als Steuerzahler. Internationale Tagung im Rahmen des Charles Darwin Jahres 2009: Der Mensch: rationaler Egoist? Vom Nutzenkalkül in den Wirtschafts-, Verhaltens- und Lebenswissenschaften, Universität Wien, Wien, 10.12.2009.
92. Kirchler, E. (2009). Tax Behaviour: Literature Overview and The Slippery Slope Framework. Lecture at the Université Reims, Erasmus-Mobility-Framework. 27 March 2009, Reims, France.
93. Kirchler, E. (2009). Price-Quality-Relationship. An Irradiation Phenomenon. Lecture at the Université Reims, Erasmus-Mobility-Framework. 27 March 2009, Reims, France.
94. Kirchler, E. (2009). Economic psychology: Research methods. Lecture at the University of Milan, La Bicocca, 17 March 2009, Milan, Italy.
95. Kirchler, E. (2009). The economic psychology of tax behaviour: research on retributive justice. Lecture at the University of Milan, La Bicocca, 18 March 2009, Milan, Italy.
96. Kirchler, E. (2009). Vertrauen in der Wirtschaft: Regeln und Kontrollen oder Verhaltensprinzipien und Kooperation. Keynote speech am Bankenseminar. Europäisches Forum 2009, 31. August – 2. September 2009. Alpbach, Austria.
97. Kirchler, E. (2009). Steuerpsychologie: Überblick über die Wiener Studien zum Steuerverhalten. Vortrag am Seminar für DissertantInnen der Universitäten Mainz, Frankfurt, Gießen, am 18. November 2009. Mainz, Deutschland.
98. Kirchler, E. (2010). The Economic Psychology of Tax Behaviour. Lecture at the Université Reims, Erasmus-Mobility-Framework. 4 March 2010, Reims, France.
99. Kirchler, E. (2010). Psychological Contributions to Financial Decision Making: The Subprime Crisis. Lecture at the Université Reims, Erasmus-Mobility-Framework. 8 March 2010, Reims, France.

100. Kirchler, E. & Vartiainen, M. (2010). Economic Psychology and Behavioural Crisis: Contributions to the Understanding of Financial Decision Making. ENOP Annual Symposium: From Economic Crisis and Job Insecurity to Regeneration of Human Resources. European Network of Work and Organisational Psychologists, Paris, March 24-28, 2010.
101. Kirchler, E. (2010). Psychologie des Steuerverhaltens. Invited project presentation at the 9th Conference of the Österreichische Gesellschaft für Psychologie, Salzburg, 8.-10. April 2010.
102. Kirchler, E. (2010). Economic Psychology and Behavioral Economics: Contributions to the Understanding of Decision Making. Eingeladener Vortrag an der ERC-Tagung GfK Austria, Wien, 22.-23. April 2010.
103. Kirchler, E. (2010). Vertrauen oder Macht? Ökonomisch-psychologische Überlegungen zum Steuerverhalten. Impulsreferat bei der Veranstaltungsreihe des Instituts für Österreichisches und Internationales Steuerrecht, des Bundesministeriums für Finanzen, des Instituts für Finanzwissenschaft und Steuerrecht sowie der Kammer der Wirtschaftstreuhänder. BMF Wien, 27. April 2010.
104. Kirchler, E. (2010). Psychological determinants of tax compliance: Trust and power of authorities. Seminar at the Université Montpellier 1, UFR Sciences Economiques, Montpellier, France, 20 Mai 2010.
105. Kirchler, E. (2010). Glück messen und zählen. Tagung „Positive Psychologie“. Wirtschaftsuniversität Wien, 24. Juni 2010.
106. Kirchler, E. (2010). The economic psychology of tax behaviour: the slippery slope framework. Lecture at the IAREP/SABE/ICABEEP Behavioral Economics and Economic Psychology International Summer School. High School for Economics HSE, Moscow, Russia, 22 August -3 September 2010.
107. Kirchler, E. (2010). Psycho-Logik wirtschaftlicher Entscheidungen. Jour Fixe Public Affairs Agency, Wien. 27. September 2010.
108. Kirchler, E. (2010). IRS Theoretical Framework Group - Planning Theoretical Research Study. Teleconference Meeting, with Barak Ariel (Cambridge University, UK), James Alm (Tulane University, USA), Matthew Balus (IBM, USA), Wojciech Kopczuk (Columbia University, USA), Alan Plumley (IRS, Washington, USA), John Scholz (Simon Fraser University, USA). October-November 2010.
109. Kirchler, E. (2010). Temi emergenti di psicologia fiscale (Emerging topics in fiscal psychology). Ciclo di Seminari alla Scuola di Dottorato in Psicologia, Università Cattolica del Sacro Cuore, Milan, Italy, 11 November 2010.
110. Kirchler, E. (2010). Social representations of the economic crisis by experts and lay-people and trust in economic agents. Lecture at the Università Statale di Milano, Bicocca, Milan, Italy, 11 November 2010.
111. Kirchler, E. (2010). Tax behavior and mental accounting. Presentation of research participation programm at the Doctoral Program (DK), FWF W1235-G16, "International Business Taxation" (2010) with Michael Lang, Eva Eberhartinger, Claus Staringer, Josef Schuch, Klaus Hirschler, Michael Tumpel (Linz), Martin Zagler, Pasquale Pistone, Caren Sureth (all WU-Wien), Anton Weichenrieder (Frankfurt), Andreas Wagener (Hannover), 8 November 2010, FWF Vienna, Austria.
112. Kirchler, E. (2010). Perception of public institutions and tax behaviour. Discussion of research programme and surveys. ERC Starting Grant - Project "Public Goods through Private Eyes. Exploring Citizens' Attitudes towards Public Goods and the State in Central Eastern Europe." (www.is.uw.edu.pl/pgpe/), (2010). Natalia Letki, Inta Mierina, Paula Plukarska (alle Department of Sociology, University of Warsaw), Tina Murphy (Brisbane, Australia) Pam Paxton (University of Texas at Austin, Texas, USA), Stephan Mühlbacher, Michael Wenzel (Flinders University, Adelaide,

- University, Australia), Klarita Gerxhani (University of Amsterdam, NL), René Bekkers (R.H.F.P., NL), 18-19 November 2010.
113. Kirchler, E. (2010). Psychology of tax behaviour. Thammasat University, Faculty of Law (<http://www.tu.ac.th/default.tu/default.thai.html>), Einladung Prof. Dr. Kittisak Prokati und Österreichische Botschaft in Thailand, Bangkok, Thailand. 29 November 2010.
 114. Kirchler, E. (2010). Economic psychology: Overview and selected topics of research at the University of Vienna, Kasetsart University, Department of Psychology (<http://www.ku.ac.th/aboutku/english>), Einladung Prof. Dr. Tippavan Surinya und Österreichische Botschaft in Thailand, Bangkok, Thailand. 30 November 2010.
 115. Kirchler, E. (2011). Cooperation with the authorities. Tax behavior. Presentation at the Loránd Eötvös University, Institute of Psychology, Budapest, Hungary. 31 March 2011.
 116. Kirchler, E. (2011). Economic Psychology – Images of mankind and research methods. Presentation at the Loránd Eötvös University, Institute of Psychology, PhD-Class Economic Psychology and Cultural Psychology. Budapest, Hungary. 31 March 2011.
 117. Kirchler, E. (2011). Economic Psychology – Decision making. Presentation at the Loránd Eötvös University, Institute of Psychology, PhD-Class Economic Psychology and Cultural Psychology. Budapest, Hungary. 1 April 2011.
 118. Kirchler, E. (2011). Slippery slope framework. Paper presented at the Expertmeeting of the Dutch Belastingdienst: Balancere tussen mach ten vertrowen. Belastingdienst-Utrecht, Utrecht, The Netherlands, 14 April 2011.
 119. Kirchler, E. (2011). Psychology of tax behavior: mapping the field. Paper presented at the M-Dag 2011 (Management and employees meeting, Belastingdienst-Den Haag), Den Haag, The Netherlands, 15 April 2011.
 120. Kirchler, E. (2011). Psychology of tax behavior - actors in the field. Invited talk at the University of Cologne, Cologne, Germany, 24. June 2011.
 121. Kirchler, E. (2011). Psychology of tax behavior – Mapping the field. Keynote address at the International Conference on Shadow Economy, Tax Evasion & Money Laundering, Münster, Germany, 28-31 July, 2011.
 122. Kirchler, E. (2011). Psychology of tax behavior – From enforcement to cooperation. Paper presented at the University of Gothenborg, Sweden, 29. September 2011.
 123. Kirchler, E. (2011). Perspectives of economic psychology. Psychology of tax behavior. Paper presented at the University of Chiang Mai, Faculty of Economics. Chiang Mai, Thailand, 25 October 2011. Presentation at Chulalongkorn University, Psychology, Bangkok, Thailand (27 October 2011) and at Thammasat University, Faculty of Law, Bangkok, Thailand (27 October, 2011).
 124. Kirchler, E. (2011). How to write a good paper? Experience of a journal editor. Presentation at the University of Vienna, Physics Library, Vienna, Austria (12 December 2011).
 125. Kirchler, E. (2012). Tax behaviour: From enforcement to cooperation. Key note at the Conference “Regulation and Responsibility: Analysing Behaviour in a Business Environment”. The Open University, Milton Keynes, UK, 13 January 2012.
 126. Kirchler, E. (2012). Tax behaviour. Research perspectives. Invited lecture at the University of Utrecht, School of Economics, Utrecht, The Netherlands, 1. February 2012.
 127. Kirchler, E. (2012). Steuerpsychologie. Moral & “die Marie”. Am Puls – FWF Der Wissenschaftsfonds. Albert-Schweizer Haus, 1090 Wien, Wien, Österreich, 6. 3. 2012.

128. Kirchler, E. (2012). Rationalität und Irrationalität von Entscheidungen. 8. Colloquium im Executive Club der Universität Wien, Leading on the Edge – Führung neu denken, Wien, 22. 3. 2012.
129. Kirchler, E. (2012). Tax psychology – Research perspectives. Seminar at the University of Limerick, Department of Accounting and Finance, Kemmy Business School, 16th April 2012, Limerick, Ireland.
130. Kirchler, E. (2012). Steuerpsychologie: Vom Zwang zur Kooperation. Vortrag an der Tagung Erbschaftssteuer im Kontext. Universität Salzburg, Zentrum für Ethik und Armutsforschung, Salzburg, Österreich, 20. April 2012.
131. Kirchler, E. (2012). Tax behaviour: A research overview. Presentation at the Seminario di Ricerca, University of Verona, Department of Economics, 7th April 2012, Verona, Italy.
132. Kirchler, E. (2012). Experiences of the editor of a scientific journal. Vortrag an der Fakultät für Psychologie in Kooperation mit dem Doktorandenzentrum der Universität Wien am 10. April 2012, Wien, Österreich.
133. Kirchler, E. (2012). Services to facilitate tax compliance. Presentation at the Research Seminar in International Business Taxation, DIBT, Vienna Economics University, 10th April, 2012, Vienna, Austria.
134. Kirchler, E. (2012). Erkenntnisse aus Steuerpsychologie. Vortrag am Bundesministerium für Finanzen (BMF) zum Workshop Horizontal Monitoring, 23. Mai 2012. Wien, Österreich.
135. Kirchler, E. (2012). Einstellungen zu Steuern (Nettolohn vs „out of pocket“ Zahlungen). Vortrag am Workshop „Pfuscher, Steuerhinterziehung und andere Kavaliärsdelikte: Kriminelles Handeln oder Hilfe unter Freunden?“ an der Internationalen Akademie Traunkirchen, 3. Juli 2012, Traunkirchen, Österreich.
136. Kirchler, E. (2012). Maßnahmen gegen Steuerhinterziehung. Vortrag am Workshop „Pfuscher, Steuerhinterziehung und andere Kavaliärsdelikte: Kriminelles Handeln oder Hilfe unter Freunden?“ an der Internationalen Akademie Traunkirchen, 3. Juli 2012, Traunkirchen, Österreich.
137. Kirchler, E. (2012). Vom Zwang zur Kooperation. Vortrag am Workshop „Pfuscher, Steuerhinterziehung und andere Kavaliärsdelikte: Kriminelles Handeln oder Hilfe unter Freunden?“ an der Internationalen Akademie Traunkirchen, 4. Juli 2012, Traunkirchen, Österreich.
138. Kirchler, E. (2012). Economic psychology – An overview. Presentation at the 18th Summer School, EUPhD on Social representations and communication, 9. July, 2012, Rome, Italy.
139. Kirchler, E. (2012). Tax psychology – An overview. Presentation at the 18th Summer School, EUPhD on Social representations and communication, 10. July, 2012, Rome, Italy.
140. Kirchler, E. (2012). Economic psychology and consumer decisions. Presentation at the East-Asia University, Siem Reap, Wat Bo Village, Salakomroek Commune, 24 October 2012. Siem Reap City, Cambodia (Einladung organisiert von Österreichische Botschaft in Thailand, Bangkok, Thailand).
141. Kirchler, E. (2012). Economic psychology and anomalies in financial decision making. Lecture at Panyapiwat Technological College, Panyapiwat Learning Center. 25 October 2012. Tharawatorn-Bangkok, Thailand (Einladung organisiert von Österreichische Botschaft in Thailand, Bangkok, Thailand).
142. Kirchler, E. (2012). Economic Psychology: Individuals, Groups, Market, State: Tax Psychology. Lecture at the National Institute of Development Administration, NIDA University, 26 October 2012, Bangkok, Thailand (Einladung organisiert von Österreichische Botschaft in Thailand, Bangkok, Thailand).

143. Kirchler, E. (2012). Der nackte Mann in der Werbung. Vortrag im Leopoldmuseum, 8. November 2012. Wien.
144. Kirchler, E. (2012). Tax authorities' interaction with taxpayers: compliance by power and trust. Invited speech at the conference on "The effect of law, rules and regulations on financial behaviour". Open University, 7 December 2012, Milton Keynes, UK.
145. Kirchler, E. (2012). Tax authorities interacting with taxpayers. Enforcement or cooperation? Lecture at the Compliance and enforcement seminar series, the University of Amsterdam, Faculty of Law, and Vrije University of Amsterdam, Department of Criminal Law and Criminology, 14 January 2013. Amsterdam, The Netherlands.
146. Kirchler, E. (2013). Tax authorities interacting with taxpayers. Enforcement or cooperation? Presentation at the Faculty of Economic and Management Sciences (Department of Taxation), University of Pretoria, 26 February 2013, Pretoria, South Africa.
147. Kirchler, E. (2013). Förderung der Steuerehrlichkeit. Präsentation am Qualifizierungsworkshop „Horizontal Monitoring“ des Bundesministeriums für Finanzen, Wien am 15. April 2013, Wien, Österreich.
148. Kirchler, E. (2013). Conditions of tax honesty. Presentation at the PhD-Research Seminar at the University of Cologne, Department of Sociology and Social Psychology, Cologne, 30 April 2013, Cologne, Germany.
149. Kirchler, E. (2013). Steuerehrlichkeit in Abhängigkeit von der Macht der Autoritäten und dem Vertrauen der Bürger. Präsentation an der Universität Zürich. Institut für Banking und Finance, 7. Mai 2013, Zürich, Schweiz.
150. Kirchler, E. (2013). Determinants of tax compliance. Lecture at the Université Reims, Erasmus-Mobility-Framework. 10 May 2013, Reims, France.
151. Kirchler, E. (2013). Economic psychology: decision anomalies. Lecture at the Université Reims, Erasmus-Mobility-Framework. 10 May 2013, Reims, France.
152. Kirchler, E. (2013). Improving tax compliance: An economic-psychological perspective. Invitat Special at the Conference: Comportamentul fiscal al contribuabililor si masuri de crestere a veniturilor bugetare. Universitatea Babes-Bolyai, Cluj, 16 May 2013, Cluj, Romania.
153. Kirchler, E. (2013). Tax psychology. Presentation at the Fiscalis 2013 Workshop, European Commission, Directorate-General Taxation and Customs Union, Portoroz, 22-23 May 2013, Portoroz, Slovenia.
154. Kirchler, E. (2013). Power & Trust: Determinants of Tax Compliance. Presentation at the SFU/CRA (Simon Fraser University) Ottawa Workshop on Compliance. Ottawa, 30 May 2013, Ottawa, Canada.
155. Kirchler, E. (2013). The slippery slope framework: Empirical evidence. Presentation at the University College, Quinn School of Business, Dublin, 21 June 2013, Dublin, Ireland.
156. Kirchler, E. (2013). Steuern und Kooperation: Überblick über ökonomisch-psychologische Forschungsarbeiten. Presentation at the Institut für Wirtschaftswissenschaften, University of Ulm, 9 July, 2013, Ulm, Germany.
157. Kirchler, E. (2013). Erfahrungen über die Herausgabe wissenschaftlicher Journals. Präsentation am 2. DoktorandInnen-Workshop der österreichischen JungwissenschaftlerInnen, ÖGP. 15-17. July 2013. Spital am Pyhrn, Austria.
158. Kirchler, E. (2013). Prerequisites of tax compliance: Power and trust. Key note at the International Conference "Justice, Taxation and Social Policy", Salzburg, Austria, 22-24 August 2013.

159. Kirchler, E. (2013). Financial literacy: Concepts and assessment. Financial literacy conference, Belgrade, Serbia, 28 October 2013.
160. Kirchler, E. (2014). Taxpayers and authorities: interaction climates and cooperation. Key note at the Conference "Taxation, social norms and compliance", CEBID – Friedrich-Alexander Universität Erlangen-Nürnberg, Germany, 6-8 March 2014.

Publications 1981-

Peer reviewed journals

1. Brandstätter, H. & Kirchler, E. (1981). Zur Wirkung von Ähnlichkeit, Freundlichkeit und Kompromißbereitschaft des Diskussionspartners. *Zeitschrift für Experimentelle und Angewandte Psychologie*, 28, 393-417.
2. Kirchler, E. & Brandstätter, H. (1982). Einstellungsänderung in Abhängigkeit von Ähnlichkeit, Freundlichkeit, Kompromißbereitschaft und Geschlecht des Diskussionspartners. *Zeitschrift für Experimentelle und Angewandte Psychologie*, 29, 417-441.
3. Maderthaner, R. & Kirchler, E. (1981/82). Die Veränderbarkeit von Ähnlichkeitsrelationen zwischen Bildbegriffen durch Assoziation von Verbalbegriffen. *Archiv für die gesamte Psychologie*, 134, 265-280.
4. Kirchler, E. (1983). Lo stato d'animo in una caserma militare. *Psicologia e lavoro*, 57/58, 128-136.
5. Kirchler, E. (1984). Befinden von Wehrpflichtigen in Abhängigkeit von personellen und situativen Gegebenheiten. *Psychologie und Praxis. Zeitschrift für Arbeits- und Organisationspsychologie*, 28(2), 16-25.
6. Wagner, W., Kirchler, E. & Brandstätter, H. (1984). Marital relationships and purchasing decisions. To buy or not to buy, that's the question? *Journal of Economic Psychology*, 5, 139-157.
7. Kirchler, E. (1984). Sechs Monate ohne Arbeit. Eine sozialpsychologische Untersuchung über die Folgen von Arbeitslosigkeit. *WISO - Wirtschafts- und Sozialpolitische Zeitschrift des ISW*, 3, 65-84.
8. Kirchler, E. (1984). Einstellungsänderung von Männern und Frauen in Abhängigkeit vom Diskussionsstil des Gesprächspartners. *Archiv für die gesamte Psychologie*, 136, 167-180.
9. Kirchler, E. & Brandstätter, H. (1985). Verstärkungs- und Ausgleichorientierung in kontroversen Diskussionen. *Zeitschrift für Sozialpsychologie*, 16, 36-47.
10. Kirchler, E. (1985). Job loss and mood. *Journal of Economic Psychology*, 6, 9-25.
11. Brandstätter, H., Kirchler, E., Sananes, C. & Shedler, J. (1986). Yielding to a hostile adversary: Personality and polygraph as predictors of attitude change. *International Journal of Small Group Research*, 2, 1-17.
12. Kirchler, E. & Davis, J. H. (1986). The influence of member status differences and task type on group consensus and member position change. *Journal of Personality and Social Psychology*, 51, 83-91.
13. Kirchler, E. & Hermann, M. (1986). Stimmung als Filter von Werbebotschaften. Zur Wechselwirkung zwischen Emotion und Gedächtnis in der Werbewirkungsforschung. *Jahrbuch der Absatz- und Verbrauchsforschung*, 4, 355-367.
14. Kirchler, E. & Michalicka, D. (1987). Ein Bild sagt mehr als tausend Worte. Ein Beitrag zur differentiellen Medienwirkung. *Jahrbuch der Absatz- und Verbrauchsforschung*, 33, 67-77.
15. Kirchler, E. & Wagner, W. (1987). Marital satisfaction and conflict in purchasing decisions. *Social Behaviour*, 2, 99-103.
16. Kirchler, E. & Kapfer, J. (1987). Emotionen in der Werbung. Zum Einfluß des redaktionellen Umfeldes auf die Werbewirkung in Print-Medien. *Jahrbuch der Absatz- und Verbrauchsforschung*, 33, 379-395.

17. Kirchler, E. (1987). Arbeitslosigkeit - Herausforderung an die Familie. *Gesellschaft und Politik*, 23, 7-18.
18. Kirchler, E. (1988). Marital happiness and interaction in everyday surroundings: A time sample diary approach for couples. *Journal of Social and Personal Relationships*, 5, 375-382.
19. Kirchler, E. & Nowy, C. (1988). Wo bleibt das Glück am Herd? Geschlechtsspezifische Reaktionen auf Arbeitslosigkeit. *WISO - Wirtschafts- und Sozialpolitische Zeitschrift des ISW*, Nr. 2, 69-87.
20. Kirchler, E. (1988). Wem soll vertraut werden? Probleme im Studium von Kaufentscheidungen im privaten Haushalt. *Planung und Analyse*, 15, 300-308.
21. Kirchler, E. (1988). Diary reports on daily economic decisions of happy versus unhappy couples. *Journal of Economic Psychology*, 9, 327-357.
22. Kirchler, E. (1989). Everyday life experiences at home: An interaction diary approach to assess marital relationships. *Journal of Family Psychology*, 2, 311-336.
23. Kirchler, E. (1989). Zufriedenheit unterm gemeinsamen Dach. Ein Überblick über empirische Untersuchungen. *Gruppendynamik*, 20, 75-94.
24. Kirchler, E. & Zani, B. (1989). Strategie di differenziazione tra gruppi etnici: Italiani e Tedeschi in Alto Adige. *Giornale Italiano di Psicologia*, 16, 61-79.
25. Palmonari, A., Pombeni, L. & Kirchler, E. (1989). Peer-groups and evolution of the self-system in adolescence. *European Journal of Psychology of Education*, 4, 3-15.
26. Kirchler, E. & Kirchler, E. (1989). Individuelle Erfahrungen mit Arbeitslosigkeit. Grundriß eines psychologischen Wirkungsmodells. *Zeitschrift für Arbeits- und Organisationspsychologie*, 33 (N.F.7), 168-177.
27. Kirchler, E. (1989). Interaktionsprozesse in Liebesbeziehungen - Von der kühlen Geschäftslogik zur spontanen Gefälligkeit. *Zeitschrift für Familienforschung*, 2, 77-102.
28. Wagner, W., Kirchler, E., Clack, F., Tekarslan, E. & Verma, J. (1990). Male dominance, role segregation, and spouses' interdependence in conflict: A cross-cultural study. *Journal of Cross-Cultural Psychology*, 21, 48-70.
29. Palmonari, A., Pombeni, L. & Kirchler, E. (1990). Adolescents and their peer-groups: A study on the significance of peers, social categorization processes, and coping with developmental tasks. *Social Behaviour*, 5, 33-48.
30. Kirchler, E. & Kirchler, E. (1990). Einflußmuster in familiären Kaufentscheidungen. *Planung und Analyse*, 17, 49-54.
31. Kirchler, E. & Berti, C. (1990). Immagini del dare e ricevere in alcune relazioni sociali. *Giornale Italiano di Psicologia*, 17, 145-157.
32. Kirchler, E. (1990). Überlegungen zur Dynamik von Kaufentscheidungen zwischen Ehepartnern. *Jahrbuch der Absatz- und Verbrauchsforschung*, 36, 55-85.
33. Kirchler, E. (1990). Spouses' influence strategies in purchase decisions as dependent on conflict type and relationship characteristics. *Journal of Economic Psychology*, 11, 101-118.
34. Kirchler, E. (1990). Wer entscheidet über ökonomische Angelegenheiten in der Familie? *Planung und Analyse*, 5, 172-189.
35. Drescher, P., Hager, G. & Kirchler, E. (1990). Horrorfilme - eine harmlose Freizeitbeschäftigung oder Ursache für Aggression und Leistungsabfall Jugendlicher? *Publizistik*, 35, 454-464.

36. Kirchler, E. (1990). Gleichheit zwischen Mann und Frau in der Partnerschaft? Dialog - Information: Ehe und Familie, 6, 8-9.
37. Kirchler, E. & Praher, D. (1990). Austrian Children's Economic Socialization. Children in the Age Between 8 and 14 Years. *Journal of Economic Psychology*, 11, 483-494.
38. Pombeni, L., Kirchler, E. & Palmonari, A. (1990). Identification with peers as a strategy to muddle through the troubles of adolescent years. *European Journal of Social Psychology. Journal of Adolescence*, 13, 351-369.
39. Zani, B. & Kirchler, E. (1991). When violence overshadows the spirit of sporting competition. Italian football fans and their sports clubs. *Journal of Community and Applied Social Psychology*, 1, 23-28.
40. Palmonari, A., Kirchler, E. & Pombeni, L. (1991). Differential effects of identification with family and peers on coping with developmental tasks in adolescence. *European Journal of Social Psychology*, 21, 381-402.
41. Kirchler, E., Pombeni, L. & Palmonari, A. (1991). Sweet sixteen ... Adolescents' problems and the peer group as source of support. *European Journal of Psychology of Education*, 6, 393-410.