

Dr Thomas Schilling's publications and work-in-progress

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Peer-reviewed published articles

2025

2024

Thomas Schilling and Wiebke Bleidorn. Personality and Insurance Demand, *Personality and Social Psychology Bulletin*, <https://doi.org/10.1177/01461672241260457>. (Manuscript)

Thomas Schilling, Rebecca Müller, [Thomas Ellwart](#), and [Conny Antoni](#). Context-dependent preferences for a decision support system's level of automation, *Computers in Human Behavior Reports*, 13, 100350. <https://doi.org/10.1016/j.chbr.2023.100350>. (Manuscript)

Wiebke Bleidorn, Thomas Schilling, and Christopher J. Hopwood. High Openness and Low Conscientiousness Predict Green Party Preferences and Voting, *Social Psychological and Personality Science*, <https://doi.org/10.1177/19485506241245157>. (Manuscript)

2023

Thomas Schilling, [Eberhard Feess](#), and [Yuriy Timofeyev](#). Misreporting in teams with individual decision making: the impact of information and communication. *Journal of Economic Behavior and Organization*, Vol. 209: <https://doi.org/10.1016/j.jebo.2023.03.027>. (Manuscript)

2022

Thomas Dudek. 2022. Personality economics: An investigation of how personality develops and how it predicts decisions. *Victoria University of Wellington Thesis Depository*. [Access here \(link\)](#).

Thomas Dudek, [Jan Feld](#), [Anne A. Brenoe](#), and [Julia Rohrer](#). 2022. Global Evidence on the Effect of Siblings' Sex on Personality. *Psychological Science*, Vol. 33(9): <https://doi.org/10.1177/09567976221094630>. (Manuscript)

2020

- Amin Zokaei Ashtiani, Thomas Dudek, and Marc-Oliver Rieger. 2020. Happy Savers and Happy Spenders: An experimental study comparing US Americans and Germans, *Journal of Behavioral and Experimental Economics*, Vol. 85: <https://doi.org/10.1016/j.socec.2019.101506>. (Manuscript)

Submitted articles to peer-reviewed journals

Eberhard Feess, [Roee Sarel](#), and Thomas Schilling. Learning about moral licensing and moral cleansing from a real-effort experiment.

[Gareth Harvey](#), [Jo Evershed](#), Ellen Van Loo, and [Thomas Schilling](#). Gorilla Shop Builder: A Tool to Design E-Commerce Experiments for the Behavioural Sciences.

Thomas Schilling. Theories to Advance Dark Patterns Research. [Preprint on SSRN](#).

Work in progress

Max Turrey and Thomas Schilling. The Influence of Scarcity Messages on Willingness to Pay, Expected Price, Perceived Value, and Purchase Intentions. [OSF Pre-registration](#).

[Katie Seaborn](#), Thomas Schilling, and [Satoshi Nakamura](#). Experiments on Consumer Deception in Fully Interactive and Immersive Online Shopping Experiences. [OSF Pre-registration](#).

Thomas Schilling and [Anastasia Sergeeva](#). Manipulation techniques in e-commerce. Do they work and are people with certain personality traits more susceptible or more resistant? [OSF Pre-registration](#).

[Marie Ohlms](#), Thomas Schilling, and [Markus Langer](#). A Longitudinal Investigation of the Development of Justice, Trustworthiness, and Work-Related Outcomes when Confronted with Human Versus AI-Based Decisions. [OSF Pre-registration](#).

Thomas Schilling, [Ilan Noy](#), and [Eric Ulm](#). Demand for multi-year catastrophe insurance contracts: Experimental evidence for mitigating the insurance gap. CESifo Working Paper [No. 9442](#). Appendix available [here](#).

Thomas Schilling, Wiebke Bleidorn and Eric Ulm. Locus of control predicts insurance choices in an incentivized home insurance experiment.

Eberhard Feess, Florian Kerzenmacher, and Thomas Schilling. Leading the Lie: A Game Theoretical and Experimental Study of Dishonesty. [AsPredicted.org Preregistration](#).

Thomas Schilling and [Adrian Furnham](#). Discriminant explanation and prediction of financial decisions with measures of personality traits, financial attitudes, and financial literacy. OSF Preregistration.

Editorships

Thomas Schilling, [Michael Bošnjak](#), [Colin Gray](#), [Stuart Barnes](#), and Anastasia Sergeeva. Understanding Deceptive User Interface Designs: How They Unduly Influence Customers' Choices. <https://doi.org/10.1027/2151-2604/a000557>