

Publications

Journal articles

- Hofmann, E.**, Hoelzl, E., Sabitzer, T., Hartl, B., Marth, S., & Penz, E. (2022). Coercive and legitimate power in the sharing economy: Examining consumers' cooperative behavior and trust. *Journal of Economic Psychology*, *93*, 102565, <https://doi.org/10.1016/j.joep.2022.102565>
- Hartl, B. & **Hofmann, E.** (2022). The social dilemma of car sharing – The impact of power and the role of trust in community car sharing *International Journal of Sustainable Transportation*, *16*(6), 526-540. <https://doi.org/10.1080/15568318.2021.1912224>.
- Penz E. & **Hofmann, E.** (2021). What stirs consumers to purchase carbon-friendly food? Investigating the motivational and emotional aspects in three studies. *Sustainability*, *13*(15), 8377. <https://doi.org/10.3390/su13158377>
- Hofmann, E.**, Hartl, B., & Nienaber, A.-M. (2021). Editorial. Sharing economy and the issue of (dis)trust. *Frontiers in Psychology*. <https://doi.org/10.3389/fpsyg.2021.689722>
- Marth, S., Hartl, B., **Hofmann, E.**, & Penz, E. (2020). Motives for anonymous gift-giving and its beneficiaries. *Advances in Consumer Research*, *48*, 94 - 96.
- Gangl, K., van Dijk, W. W., van Dijk, E., & **Hofmann, E.** (2020). Building versus maintaining a perceived confidence-based tax climate: Experimental evidence. *Journal of Economic Psychology*, *81*, 102310, 1-13. <https://doi.org/10.1016/j.joep.2020.102310>
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- Penz, E., Hartl, B., & **Hofmann, E.** (2019). Explaining consumer choice of low carbon footprint goods using the behavioral spillover effect in German-speaking countries. *Journal of Cleaner Production*, *214*, 429-439. <https://doi.org/10.1016/j.jclepro.2018.12.270>
- Gangl, K., **Hofmann, E.**, Hartl, B., & Berkics, M. (2019). The impact of powerful authorities and trustful tax payers: Evidence for the extended slippery slope framework from Austria, Finland and Hungary. *Policy Studies*, *41*(1), 98-111. <https://doi.org/10.1080/01442872.2019.1577375>
- Stamkou, E., Van Kleef, G.A., Homan, A.C., Gelfand, M.J., van de Vijver, F.J.R., van Egmond, M.C., Boer, D., Phiri, N., Ayub, N., Kinas, Z., Cantarero, K., Efrat, D., Figueiredo, A., Lee, I.-C., Hashimoto, H., **Hofmann, E.**, Lima, R., & Lee, I.-C. (2019). Cultural collectivism and tightness moderate responses to norm violators: Effects on power perception, moral emotions, and leader support *Personality and Social Psychology Bulletin*, *45*(6), 947-964. <https://doi.org/10.1177/0146167218802832>.
- Enachescu, J., Zieser, M., **Hofmann, E.**, & Kirchler, E. (2019). Horizontal Monitoring in Austria: Subjective representations by tax officials and company employees. *Business Research*, *12*(1). 75-94. <https://doi.org/10.1007/s40685-018-0067-1>
- Penz, E., Hartl, B., **Hofmann, E.** (2018). Editorial. Collectively building a sustainable sharing economy based on trust and regulation. *Sustainability*, *10*, 3754. <https://doi.org/10.3390/su10103754>

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- Hofmann, E.**, Hartl, B. & Penz, E. (2017). Power versus trust – What matters more in collaborative consumption?. *Journal of Services Marketing*, 31(6), 589-603. <https://doi.org/10.1108/JSM-09-2015-0279>
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- Hofmann, E.**, Kogler, C., & Kirchler, E. (2016). Editorial. Special issue. Shedding light on the shadow of the economy: Research methods in studies on tax behavior. *Review of Behavioral Economics*, 3(1), 1-4.
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Monographs

- Kirchler, E., Meier-Pesti, K. & Hofmann E. (2004). *Menschenbilder in Organisationen* [Theories of human behaviour in organisations.]. Vienna: WUV. (also published in Russian)

Articles in books

- Penz, E. & **Hofmann, E.** (2021). Intellectual property and behavioral studies. In L. Montagnani & I. Calboli (eds.), *Handbook of Intellectual Property Research* (p. 570-585). Oxford: Oxford University Press.
- Hofmann, E.**, Hartl, B., Sabitzer, T., Marth, S., Penz, E. & Hoelzl, E. (2019). Regulating consumers' contributions and usage of a shared good: An experimental approach. In D. Wruk, A. Oberg, I. Maurer (ed.), *Perspectives on the Sharing Economy*, (p. 48-55). Newcastle upon Tyne: Cambridge Scholars Publishing.
- Hartl, B., Penz, E., Schüßler, E., & **Hofmann, E.** (2019). Shared mobility business models: Trust building in the sharing economy. In D. Wruk, A. Oberg, I. Maurer (ed.), *Perspectives on the Sharing Economy*, (S. 82-89). Newcastle upon Tyne: Cambridge Scholars Publishing.
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Reports

Nienaber, A.-M., Wasti, S.N., **Hofmann, E.**, Narooz, R., & Searle, R. (2017). Entrepreneurs' distrust: A stakeholder approach in technology parks. Center for Trust, Peace and Social Relations, Coventry University, UK.

Penz, E. & **Hofmann, E.** (2010). D28 Review of anti-counterfeiting initiatives and organisations in Europe. Unpublished EU-Report.

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Penz, E. & **Hofmann, E.** (2010). D30 Engagement with counterfeiting. Unpublished EU-Report.

Popular Science Publications

Hofmann, E. & Corcoran, K. (2022). Williger Geist, schwaches Fleisch. Um Klima und Biodiversität zu retten, braucht es einen nachhaltigeren Lebensstil. Psychologische Strategien – darunter „Nudging“ – können zu entsprechenden Verhaltensänderungen motivieren. Ein Überblick am Beispiel Fleischkonsum. [Willing spirit, weak flesh. In order to save the climate and biodiversity, a more sustainable lifestyle is needed. Psychological strategies - including "nudging" - can motivate appropriate behavioral changes. An overview using the example of meat consumption.] *Die Furche*, 34, 12.

Penz, E., **Hofmann, E.**, & Hartl, B. (2017). Nachhaltig kleiden? reisen? essen?. [Sustainably dressing? traveling? eating?] *Zimmerstunde*, 3, 76-78.

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Presentations at Conferences

- Hofmann, E.**, Corcoran, K., & Röderer, K. (2022). Die Konsumreduktion basierend auf dem Social Identity Model of Pro-Environmental Action am Beispiel des Energiekonsums. [Consumption reduction based on the Social Identity Model of Pro-Environmental Action using the example of energy consumption] 5. Symposium Konsum Neu Denken, Vienna, Austria, 22nd-23rd September 2022.
- Hartl, B., & **Hofmann, E.** (2022). „Wir als Menschheit, wir müllen halt unseren eigenen Planeten zu“ Die Konsument*innenperspektive auf Abfalltrennung im öffentlichen Raum (Poster). 5. Symposium Konsum Neu Denken, Vienna, Austria, 22nd-23rd September 2022.
- Röderer, K., Corcoran, K., & **Hofmann, E.** (2022). Active User Participation in Smart Energy Systems. Österreichische Tagung für Umweltpsychologie, Vienna, Austria, 12th-13th September 2022.
- Hofmann, E.**, Röderer, K., & Corcoran, K. (2022). Enhancing consumers' environmental action by applying the SIMPEA. 14. Tagung der ÖGP, Klagenfurt, Austria, 4th-7th September 2022.
- Hofmann, E.** & Hartl, B. (2022). A comprehensive investigation examining the facilitating and hindering factors of waste separation in the public and semi-public space. IAREP conference, Kristiansand, Norway, 8th-12th June 2022.
- Hofmann, E.**, Hartl, B., Sabitzer, T., Marth, S., Penz, E., & Hoelzl, E. (2021). Regulation in sharing economy organizations: An experiment examining consumers contributions and usage of a shared object. 20th European Roundtable on Sustainable Consumption and Production, Graz, Austria, 8th-10th September 2021.
- Penz, E., Hartl, B., Schüssler, E. & **Hofmann, E.** (2021). Fostering consumer trust in the sharing economy – Exploring ridesharing in Europe (Poster). ICP 2020+, Prague/online, Czech Republic, 18th-23rd July 2021.
- Hofmann, E.**, Hartl, B., Sabitzer, T., Marth, S., Penz, E., & Hoelzl, E. (2021). Regulating consumers' contributions and usage of a shared good: An experimental approach. IAREP SABE Virtual Conference, 10th-13th June 2021.
- Hofmann, E.**, Kremslehner, K., Hoelzl, E., & Sabitzer, T. (2021). Do reviews in the hospitality industry differ between traditional and sharing economy? 7th International Workshop of the Sharing Economy, Barcelona, Spain, virtual, 24th-26th February 2021.
- Marth, S., Hartl, B., **Hofmann, E.**, & Penz, E. (2020). Anonymous gift-giving. Motives and its beneficiaries. Conference of the Association for Consumer Research (ACR), Paris, France, virtual, 1st-4th October 2020.
- Penz, E., Hartl, B., Schüssler, E., & **Hofmann, E.** (2020). Trust building in the sharing economy – Evidence from an European perspective. EMCB 2020, Ljubljana, Slovenia, 2nd-3rd June 2020.
- Hofmann, E.**, Hartl, B., Marth, S., Sabitzer T. & Penz, E. (2019). Collaborative Consumption: The impact of power on trust and cooperation in the field of sharing economy. (Poster) Unconference “Putting Platforms and Crowds in Perspectives”. Vienna, Austria, 16th-17th September 2019.
- Sabitzer, T., Hartl, B., **Hofmann, E.**, Marth, S., & Penz, E. (2019). „The platform cannot kill you, but a driver could” – Risk defusion in ridesharing. (Poster). Unconference “Putting Platforms and Crowds in Perspectives”, Vienna, Austria, 16th-17th September 2019.
- Hofmann, E.**, Hartl, B., Hoelzl, E., Marth, S. & Sabitzer, T. (2019). A comparison of the traditional and sharing economy hospitality industry. The difference in generalized and balanced reciprocity. Marketing Department Colloquium, Posdersdorf, Austria, 9th-10th September 2019.
- Hofmann, E.**, Hartl, B., Hoelzl, E., Marth, S. & Sabitzer, T. (2019). A comparison of the traditional and sharing economy hospitality industry. The difference in generalized and direct reciprocity. IAREP-SABE Conference, Dublin, Ireland, 1st-4th September 2019.

Sabitzer, T., Hartl, B., Marth, S., **Hofmann, E.**, Penz, E. (2019). Uncooperative Sharing - Dealing with conflicts in community gardens. IAREP-SABE Conference, Dublin, Ireland, 1st-4th September 2019.

Marth, S., Hartl, B., **Hofmann, E.**, Sabitzer, T., Penz, E. (2019.) Freed books - The usage of public bookcases. IAREP-SABE Conference, Dublin, Ireland, 1st-4th September 2019.

Hartl, B., Marth, S. **Hofmann, E.**, & Sabitzer, T. (2019). Social representations of the sharing economy - An analysis of representative surveys of German and British consumers. IAREP-SABE Conference, Dublin, Ireland, 1st-4th September 2019.

Marth, S., Hartl, B., **Hofmann, E.**, Sabitzer, T., & Penz, E. (2019). Sharing „Intrigue and Love“- Public bookcases in Vienna. 6th International Workshop on the Sharing Economy, Utrecht, Netherlands, 28th-29th June, 2019.

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Hofmann, E., Hartl, B., Hoelzl, E., Marth, S., & Sabitzer, T. (2019). The difference in generalized and direct reciprocity when comparing traditional and sharing economy hospitality industry. 6th International Workshop on the Sharing Economy, Utrecht, Netherlands, 27th-29th June 2019.

Sabitzer, T., **Hofmann, E.**, Hartl, B., Marth, S., Penz, E., & Hölzl, E. (2019). The social dilemma of sharing and the role of regulation. 18th International Conference on Social Dilemmas, Sedona, USA, 3th -7th June 2019.

Nienaber, A.-M., Gehlen, K., **Hofmann, E.**, Narooz, R. & Wasti, S.N. (2019). Entrepreneurial distrust. A stakeholder approach in technology parks. St. Gallen, Switzerland, 9th – 11th January 2019.

Gangl, K., Pfabigan, D., Lamm, C., Kirchler, E., & **Hofmann, E.** (2018). Coercive and legitimate authority impact tax honesty: Evidence from behavioral and ERP experiments. Conference on Decision Sciences, Konstanz, Germany, 25th – 28th September 2018.

Gangl, K., Pfabigan, D., Lamm, C., Kirchler, E., & **Hofmann, E.** (2018). Coercive and legitimate authority impact tax honesty: Evidence from behavioral and ERP experiments. 51st Congress of the German Association of Psychology, Frankfurt, Germany, 15th – 20th September 2018.

Hofmann, E., Hartl, B., Penz, E., Marth, S., & Sabitzer, T. (2018). Sharing economy: Power, trust and cooperation. 43rd Annual conference of the Macromarketing Society, Leipzig, Germany, 9th-12th July 2018.

Sabitzer, T., Hartl, B., **Hofmann, E.**, & Penz, E. (2018). Sustainability as a reason to enter the sharing economy, or just a nice bonus?. 5th International Workshop on the Sharing Economy, Mannheim, Germany, 28th-29th June 2018

Hofmann, E., Hartl, B., Sabitzer, T., Marth, S., Penz, E., & Hoelzl, E. (2018). Regulating consumers' contributions and usage of a shared good. An experimental approach. 5th International Workshop on the Sharing Economy, Mannheim, Germany, 28th-29th June 2018.

Hartl, B., Penz, E., Schüßler, E., & **Hofmann, E.** (2018). Shared mobility business models - Trust building in the Sharing Economy. 5th International Workshop on the Sharing Economy, Mannheim, Germany, 28.-29th June 2018.

Hartl, B., & **Hofmann, E.** (2018). Regulation in the sharing economy: A social science Approach. WU Research Group Meeting “Legal Implications of the Platform Economy”, Vienna, Austria, 12th – 13th March 2018.

- Gangl, K. Pfabigan, D.M., Lamm, C., Kirchler, E. & **Hofmann, E.** (2017) Tax decisions are more conflicting under legitimate than coercive tax authority – An ERP study. (Poster) *Psychophysiology* 54, 44-44.
- Hofmann, E.**, Nienaber, A., Narooz, R., Wasti, N. & Searle, R. (2017). Distrust between stakeholders in technology parks. British Academy of Management Conference, Warwick, 5th-7th September, 2017.
- Hartl, B. & **Hofmann, E.** (2017). Trust & power in the sharing economy: An experimental approach. EGOS Conference, Copenhagen, Denmark, 6th-8th July 2017.
- Hofmann, E.**, Hartl, B., & Penz, E. (2016). Das soziale Dilemma von Collaborative Consumption: Ein Give-Some-Take-Some Laborexperiment. 50. Kongress der Deutschen Gesellschaft für Psychologie, Leipzig, Germany, 18th-22nd September 2016.
- Penz, E., **Hofmann, E.**, & Hartl, B. (2016). Impact of sustainability labels in the tourism sector on consumers' perception and their travel behavior. 31st International Congress of Psychology (ICP2016), Yokohama Japan, 24th-29th July 2016.
- Hartl, B., **Hofmann, E.**, Olsen, J., & Kirchler, E. (2016). Sanctions in different social dilemmas: Impact and intervening factors. IAREP/SABE Joint Conference, Wageningen, Netherlands, 7th-10th July, 2016.
- Hofmann, E.**, Hartl, B., & Penz, E. (2016). The social dilemma of collaborative consumption. A give-some-take-some laboratory experiment. IAREP/SABE Joint Conference, Wageningen, Netherlands, 7th-10th July, 2016.
- Hofmann, E.**, Hartl, B., & Penz, E. (2015). The power and trust in collaborative consumption models of car sharing. IAREP/SABE Joint Conference, Sibiu, Romania, 3rd-6th September, 2015.
- Hartl, B., **Hofmann, E.**, Kirchler, E., & Penz, E. (2015). Regulations within a collaborative consumption community? Attitudes towards the introduction of a governance system. IAREP/SABE Joint conference. Sibiu, Romania 3rd-6th September, 2015.
- Hartl, B., **Hofmann, E.**, Kirchler, E., & Penz, E. (2015). Do we need rules for 'what's mine is yours'? Attitudes towards the introduction of a governance system rationalizing depletion of resources in a collaborative consumption setting. 123rd Annual Convention of the American Psychological Association, Toronto, Canada, 6th-9th August, 2015.
- Hofmann, E.**, Hartl B., Olson J., & Kirchler, E. (2015). Sanctions in different social dilemmas: Impact and intervening factors. 16th International Conference on Social Dilemmas, Hongkong, China, 23rd-26th July, 2015.
- Gangl, K., **Hofmann, E.**, Hartl B., & Kirchler, E. (2015). The double edged character of coercive power in social dilemmas. Evidence from a representative sample of self-employed taxpayers. 16th International Conference on Social Dilemmas, Hongkong, China, 23rd-26th July, 2015.
- Hofmann, E.**, Gangl, K., Hartl, B., Berkics, M. & Kirchler, E. (2015). Powerful authorities and trusting citizens: Interaction climate and tax compliance in Austria, Finland and Hungary. Invited speech at "The Informal Economy – Global and Local. An International Conference". The University of Sheffield, UK, Centre for Criminological Research, Sheffield, UK, 24-26 June, 2015.
- Hofmann, E.**, Hartl, B., Kirchler, E., & Muehlbacher, S. (2015). Gender stereotypes of leaders: A content analysis of obituaries. 17th Congress of the European Association of Work and Organizational Psychology, Oslo, Norway, 20th-23rd May, 2015.
- Hartl, B., **Hofmann, E.**, Hartner-Tiefenthaler, M., Gangl, K. & Kirchler, E. (2014). Severe punishment or supportive procedures? The impact of coercive power on tax. (Poster) 49. Kongress der Gesellschaft für Psychologie, Bochum, Germany, 22-25 September, 2014.
- Hofmann, E.**, Voracek, M., Kirchler, E., & Bock, C. (2014). Soziodemographische Determinanten des Steuerverhaltens: Eine Metaanalyse [Socio-demographic determinants of

tax behaviour: A meta-analysis]. (Poster) 49. Kongress der Gesellschaft für Psychologie, Bochum, Germany, 22-25 September, 2014.

Hofmann, E., Voracek, M., Kirchler, E., & Bock, C. (2014). Socio-demographic determinants of tax compliance. 23rd Annual Tax ResearchNetwork (TRN) Conference, London, UK, 4-5 September, 2014.

Stamkou, E., Van Kleef, G.A., Homan, A.C., Gelfand, M.J., van de Vijver, F.J.R., van Egmond, M.C., **Hofmann, E.**, Cantarero, K., Treister, D.E., Ayub, N., Lee, I-C., Figueiredo, A., Bilgin, A.S. Phiri, N. (2014). Reactions to Norm Violators Across Cultures Differences and Similarities in People's Thoughts and Actions Tendencies. 22nd International Congress of the International Association for Cross-Cultural Psychology, Reims, France, 15-19 July 2014.

Hofmann, E., Hartl, B., Gangl, K., & Kirchler, E. (2014). Interview studies in tax research. Using the example of interviews with Austrian taxpayers to assess their perception of tax authorities' measures. 28th International Congress of Applied Psychology. Paris, France, 8-13 July, 2014.

Hofmann, E., Hartl, B., Gangl, K., Hartner-Tiefenthaler, M., & Kirchler, E. (2014). Steuerehrlichkeit durch strenge Strafen oder hilfreiche Unterstützung? Die Auswirkung von coerciver und legitimer Macht auf psychologische Prozesse zur Kooperation [Tax compliance through strict penalties or helpful support? The impact of coercive and legitimate power on psychological processes of cooperation.]. 11. Tagung Österreichische Gesellschaft für Psychologie, Vienna, Austria, 24-26 April, 2014.

Hartl, B., **Hofmann, E.**, Hartner-Tiefenthaler, M., Gangl, K., & Kirchler, E. (2014). Strenge Bestrafung oder Anbieten von Unterstützung? Der Einfluss coerciver und legitimer Macht auf das Steuerverhalten [Strict punishment or offering support? The influence of coercive and legitimate power on tax behavior.]. 11. Tagung Österreichische Gesellschaft für Psychologie, Vienna, Austria, 24-26 April, 2014.

Hofmann, E. & Kirchler, E. (2013). Tax behavior: Actors in the field and research paradigms. HM Qualifizierungsworkshop, Feldkirch, Austria, 3 October, 2013. (invited presentation)

Penz, E. & **Hofmann, E.** (2013). Negotiating rights on digital goods in a climate of conflicting positions of users and owners: A qualitative study on filesharing. Workshop on Ownership und Decision Making, Vienna, 26-27 September, 2013.

Hofmann, E. & Kirchler, E. (2013). Tax behavior: Actors in the field and research paradigms. HM Qualifizierungsworkshop, Klagenfurt, Austria, 20 September, 2013. (invited presentation)

Hofmann, E., Hartner-Tiefenthaler, M., Gangl, K., & Kirchler, E. (2013). Coercive and legitimate power: Experimental evidence for the impact on tax compliance. 22nd Annual Tax ResearchNetwork (TRN) Conference, Exeter, UK, 3-4 September, 2013.

Hofmann, E., Hartner-Tiefenthaler, M., Gangl, K., & Kirchler, E. (2013). The impact of coercive and legitimate power on tax compliance: experimental evidence. Shadow Conference 2013 The Shadow Economy, Tax Evasion and Governance, Muenster, Germany, 25-28 July, 2013.

Muehlbacher, S., Gangl, K., de Groot, M., Goslinga, S. **Hofmann, E.**, Kogler, C., Antonides, G., & Kirchler, E. (2013). "How can I help you?" Perceived service orientation of tax authorities and tax compliance. Shadow Conference 2013 The Shadow Economy, Tax Evasion and Governance, Muenster, Germany, 25-28 July, 2013.

Hofmann, E. & Kirchler, E. (2013). Tax behavior: Actors in the field and research paradigms. HM Qualifizierungsworkshop, Feldkirch, Austria, 12 July, 2013. (invited presentation)

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. 16th Congress of the European Association of Work and Organizational Psychology (EAWOP), Muenster, Germany, 22-25 May, 2013.

Gangl, K., **Hofmann, E.**, Pfabigan, D., Lamm, C., & Kirchler, E. (2013). The effect of coercive power and legitimate power of tax authorities on tax behavior. 16th Congress of the European

Association of Work and Organizational Psychology (EAWOP), Muenster, Germany, 22-25 May, 2013.

Hofmann, E., Hartner-Tiefenthaler, M., Gangl, K. & Kirchler, E. (2013). Tax authorities' measures to enhance tax payments. 55th Conference of Experimental Psychologists TeaP, Vienna, Austria, 24-27 March, 2013.

Gangl, K., **Hofmann, E.**, & Kirchler, E. (2013). The impact of communication and motivation strategies on tax compliance. 55th Conference of Experimental Psychologists TeaP, Vienna, Austria, 24-27 March, 2013.

Gangl, K., **Hofmann, E.** & Kirchler, E. (2012). Tax authorities' interaction with taxpayers: compliance by power and trust. Conference on "Tax Governance – The future role of tax administrations in a networking society". Vienna Economics University, Vienna, Austria, 20-21 September, 2012.

Kirchler, E., Gangl, K., Muehlbacher, S., de Groot, M., Goslinga, S., **Hofmann, E.**, Kogler, C., & Antonides, G. (2012). *Service orientation and tax compliance*. Paper presented at the 21st annual conference of TRN-Tax Research Network, London, UK, 6 September, 2012.

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, 5-8 September, 2012.

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.

Gangl, K., Muehlbacher, S., de Groot, M., Goslinga, S., **Hofmann, E.**, Kogler, C., Kirchler, E., & Antonides, G. (2012, July). „How can I help you?“ *Perceived service orientation of tax authorities and tax compliance*. Dutch Tax and Customs Administration, Utrecht, Netherlands, 12 July, 2012. (invited presentation)

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)

Gangl, K., Muehlbacher, S., Antonides, G., Goslinga, S., de Groot, M., **Hofmann, E.**, Kirchler, E. & Christoph Kogler (2012). Service orientation, trust and tax compliance in the Netherlands. (Poster) Posterausstellung der JungwissenschaftlerInnen der Fakultät für Psychologie, Universität Wien, Vienna, Austria, 25 June 2012.

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 [Dynamic of power and trust in the „Slippery Slope Framework“ and their impact on the tax climate.]. 10. Conference of the OeGP, Graz, Austria, 12-14 April, 2012.

Hofmann, E., Gangl, K. & Kirchler, E. (2012). Konsequenzen von Machtwechseln in der Steuerbehörde auf das Steuerverhalten. Eine experimentelle Überprüfung des Slippery Slope Frameworks [Consequences of power changes within the tax authority for tax behaviour. An experimental test of the Slippery Slope Framework.]. 10. Conference of the OeGP, Graz, Austria, 12-14 April, 2012.

Kirchler, E., Gangl, K., Muehlbacher, S., de Groot, M., Goslinga, S., **Hofmann, E.**, Kogler, C., and Antonides, G. (2012). Services to facilitate tax compliance. Presentation at the Research Seminar in International Business Taxation, DIBT, Vienna Economics University, 10 April, 2012, Vienna, Austria.

Hofmann, E. & Penz, E. (2011). The ethical decision process guiding unauthorized downloading of digital goods. APA Convention, Washington, USA, 4-8 August, 2011.

Gangl, K., **Hofmann, E.**, Pollai, M. & Kirchler, E. (2011). Cooperative tax behaviour: The interaction of power and trust in the „slippery slope framework“. IAREP/SABE conference, Exeter, UK, 12-16 June, 2011.

- Hofmann, E. & Penz, E. (2011).** The ethical decision process guiding unauthorized downloading of digital goods. IAREP/SABE conference, Exeter, UK, 12-16 June, 2011.
- Penz, E. & **Hofmann, E. (2010).** Past, present and future of digital goods and consequences for business models. COUNTER conference, Manchester, UK, 23-24 March, 2010.
- Penz, E., Stoettinger, 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, USA, 25-27 February, 2010.
- Penz, E. & **Hofmann, E. (2009).** Pros and Cons of IP from the Music Industry Perspective. Mashing-up Culture - The Rise of User-generated Content, Uppsala, Sweden, 14-15 May, 2009.
- 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.
- Hofmann, E., Meier-Pesti, K. & Kirchler, E. (2006).** Moral intensity and ethical investment decisions. 31st Annual Colloquium of the International Association for Economic Psychology/ IAREP-SABE Conference 2006, Paris, France, 5-8 July, 2006.
- Hofmann, E., Meier-Pesti, K. & Kirchler, E. (2006).** Ursachen für ethisches Investieren. Eine Untersuchung von ethischen Investitionsentscheidungen mittels dem issue-contingent model [Reasons for ethical investment. A study on ethical investment decisions with the issue-contingent model.]. 7th Conference of the OeGP, Klagenfurt, Austria, 28-30 April, 2006.
- Hofmann, E., Hoelzl, E. & Kirchler, E. (2005).** Ethical investment: How do moral considerations influence investment behaviour? 30th Annual Colloquium of the International Association for Economic Psychology/ IAREP Conference 2005, Prague, Czech Republic, 21-24 September, 2005.
- Kirchler, E., **Hofmann, E., Kamleitner, B. & Schulz-Hardt, S. (2005).** The Euro and perceived loss and purchasing power: Expectancy driven perceptions of prices and wages. 30th Annual Colloquium of the International Association for Economic Psychology/ IAREP Conference 2005, Prague, Czech Republic, 21-24 September, 2005.
- Hofmann, E., Hoelzl, E. & Kirchler, E. (2005).** Ethical investment behaviour: Comparison of three theoretical models. 14th Annual Meeting of the European Association of Experimental Social Psychology (EAESP), Wuerzburg, Germany, 19-23 July, 2005.
- Hofmann, E., Penz, E. & Kirchler, E. (2004).** Ethical investment: An explorative study for the explanation of ethical behaviour on asset markets. 29th Annual Colloquium of the International Association for Economic Psychology/ SABE-IAREP Conference 2004, Philadelphia, USA, 15-18 July, 2004.
- Kamleitner, B., Kirchler, E. & **Hofmann, E. (2004).** The Euro: Perception of a Loss in Purchasing Power. 29th Annual Colloquium of the International Association for Economic Psychology/ SABE-IAREP Conference 2004, Philadelphia, USA, 15-18 July, 2004.
- Hofmann, E., Penz, E. & Kirchler, E. (2004).** Ethisches Investment und seine Investoren: Eine explorative Untersuchung [Ethical investment and its investors: An explorative study]. 6. conference of the OeGP, Innsbruck, Austria, 26-28 February, 2004.
- Brandstaetter, E. & **Hofmann, E. (2003).** Euro: Currency and symbol. Resume. IAREP Workshop 'Euro: Currency and Symbol', Vienna, Austria, 03-05 July, 2003.
- Hofmann, E. & Kirchler, E. (2003).** Ethical investment. A concept of an experimental comparison of three models concerning ethical behaviour on asset markets. CEEL Workshop, Trento, Italy, 16-17 May, 2003.
- Hofmann, E. B., Kirchler, E. & Maciejovsky, B. (2001).** Investor behaviour dependency on past events in the context of asset market duration. 26th Annual Colloquium of the International Association for Economic Psychology/ IAREP Conference, Bath, UK, 06-10 September, 2001.
- Brokwa, S., El-Sehity, T., **Hofmann, E. B., Kirchler, E. & Roland-Levy, C. (2001).** Euro price estimation: Testing the impact of social representations on perceptions of the New European

currency. 26th Annual Colloquium of the International Association for Economic Psychology/ IAREP Conference, Bath, UK, 06-10 September, 2001.

Maciejovsky, B., **Hofmann, E.**, Helmenstein, C.& Kirchler, E. (2000). Rationale Entscheidungsfindung auf experimentellen Finanzmärkten? [Rational decision making at experimental financial markets?] 42. conference of the Deutsche Gesellschaft fuer Psychologie, DGfPs, Jena, Germany, 24-28 September, 2000.

Brokwa, S., El-Sehity, T., Fellner, G., Firnthrat, S., **Hofmann, E.**, Kirchler, E. & Maciejovsky, B. (2000). Exploring strategies in an ultimatum game. (Poster) 25th Annual Colloquium of the International Association for Economic Psychology/ SABE-IAREP Conference, Baden/Vienna, Austria, 12-16 July, 2000.