

Prof. Dr. Matthias Sohn

## Publikationen

### **Führende wissenschaftliche Zeitschriften**

Gibson, R., Sohn, M., Tanner, C. & Wagner, A. (2023) Earnings Management and the Role of Moral Values in Investing. *European Accounting Review*.

Maske, M. & Sohn, M. (2023) Do Birds of a Feather Flock Together? The Joint Effects of Manager and Subordinate Narcissism on Performance Evaluation. *European Accounting Review*.

Maske, M., Sohn, M. & Hirsch, B. (2021) How managerial accountability mitigates a halo effect in managers' ex-post bonus adjustments. *Management Accounting Research*.

Hirsch, B., Reichert, B. E. & Sohn, M. (2017) The impact of clawback provisions on information processing and investment behavior. *Management Accounting Research*.

### **Wichtige und anerkannte wissenschaftliche Zeitschriften**

Schwertner, T. & Sohn, M. (2024) CSR disclosure quality, NGO campaigning, and investment choices. *Journal of Accounting and Organizational Change*.

Maske, M., Sohn, M & Hirsch, B. (2024) The interactive effects of manager narcissism and the framing of the manager's incentive scheme on employee effort. *Advances in Management Accounting*.

Aschauer, F., Sohn, M. & Hirsch, B. (2023) Managerial advice-taking - sharing responsibility with (non)human advisors trumps decision accuracy. *European Management Review*.

Reichert, B. & Sohn, M. (2023) The hidden cost of competition: Effects of competition for monetary and non-monetary rewards on emotional pressure and altruistic knowledge sharing. *Advances in Management Accounting*.

Lindermüller, D., Sohn, M. & Hirsch, B. (2022) Trading off financial and non-financial performance information to evaluate state-owned enterprise performance – a process tracing experiment. *International Public Management Journal*.

Reichert, B. & Sohn, M. (2022) How corporate charitable giving reduces the costs of formal control. *Journal of Business Ethics*.

Aschauer, F., Sohn, M. & Hirsch, B. (2022) How managers' risk perceptions affect their willingness to blame advisors as scapegoats. *European Management Journal*.

Tanner, C., Linder, S. & Sohn, M. (2022) Does moral commitment predict resistance to corruption? Experimental evidence from a bribery game. *PloS one*.

Lindermüller, D., Sohn, M. & Hirsch, B. (2022) Negative media reporting and its effects on performance information use in public spending. *Public Management Review*.

Scherm, A., Hirsch, B., Sohn, M. & Maske, M. (2022) How to de-bias investment judgements – Unpacking bias and possible remedies in a capital investment context. *Journal of Applied Accounting Research*.

Daumoser, C, Hirsch, B., Sohn, M. (2018) Honesty in budgeting: a review of morality and control aspects in the budgetary slack literature. *Journal of Management Control*.

Sohn, M., Sohn, W., Klaas-Wissing, T. & Hirsch, B. (2015) The influence of corporate social performance on employer attractiveness in the transport and logistics industry: Insights from German junior talent. *International Journal of Physical Distribution & Logistics Management*.

Hirsch, B., Seubert, A. & Sohn, M. (2015) Visualization of data in management accounting reports: How supplementary graphs improve every-day management judgments. *Journal of Applied Accounting Research*.

Schauß, J., Hirsch, B. & Sohn, M. (2014) Functional fixation and the balanced scorecard: Adaption of BSC users' judgment processes. *Journal of Accounting and Organizational Change*.

Schulte-Mecklenbeck, M., Sohn, M., De Bellis, E., Martin, N. & Hertwig, R. (2013) A lack of appetite for information and computation. Simple heuristics in food choice. *Appetite*.

### **Third Mission Zeitschriften**

Maske, M., Hirsch, B. & Sohn, M. (2022) Vergütungssysteme sinnvoll gestalten. *Controlling & Management Review*.

Maske, M., Sohn, M. & Hirsch, B. (2018) Zur nachhaltigen Ausrichtung der Vergütungssysteme im Top-Management von Versicherungen – Eine Literaturanalyse und Gestaltungsempfehlungen für die Unternehmenspraxis. *Betriebswirtschaftliche Forschung und Praxis*.

### **Buchkapitel**

Schwertner, T. & Sohn, M. (2024) Corporate Social Responsibility. In: *Angewandte Psychologie für die Wirtschaft*. Springer.

Huber, R., Hirsch, B. & Sohn, M. (2018) Design options of sustainability-oriented incentive systems. In: *Measuring and Controlling Sustainability: Spanning Theory and Practice*. Taylor & Francis.

Sohn, M., Fischer, D. & Sohn, W. (2018) An experimental study on CSR in junior managers' project choice in an energy producing company. In: Measuring and Controlling Sustainability: Spanning Theory and Practice. Taylor & Francis.

### **Veröffentlichungen in Zeitungen**

Narzisstische Chefs beurteilen narzisstische Mitarbeiter besser. *Wirtschaftspsychologie Heute*, 08.02.2023

Narzissten haben nützliche und gefährliche Seiten. *Frankfurter Allgemeine Zeitung*, 11.07.2022

Sind wir eigentlich alle korrupt? *Wirtschaftspsychologie Heute*, 28.04.2022

What Kind of Person Can Resist Corruption? *Psychology Today*, 15.03.2022

This is how honesty and trust can affect investment decisions. *VoxEU/ The World Economic Forum*, 05.11.2018

Behavioral Compliance – psychologische Gestaltungspotenziale für den Code of Conduct. *Wirtschaftspsychologie Aktuell*, 01.02.2018

Investing in Managerial Honesty: Opportunities and Challenges for Banks and Regulators. *International Banker*, 30.11.2017

Honesty's the Best Policy? Yes, Investors Say. *Barron's*, 24.11.2017

L'intégrité morale peut répondre aux attentes des investisseurs. *Le Temps*, 12.10.2017

Le considerazioni etiche importanti nella finanza. *Giornale del Popolo*, 04.10.2017

In der Krise versagt Boni-Rückforderung. *Frankfurter Allgemeine Zeitung*, 09.11.2015