

Dr. Katharina Gangl
Georg-August-University Goettingen
Georg-Mueller-Institute of Psychology
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Nationality: Austria
Married, 1 child



Key Research Areas

Cooperation with the collective and its authorities (e.g., tax compliance, compliance in organisations), ethical decision making, organizational behaviour, trust, power of institutions, identity, social norms, mass communication, social representations, psychology of the financial crisis

Education

- 10/2009 – **University of Vienna, Austria**
09/2013 *PhD in psychology, summa cum laude*
specialization in Economic Psychology
- PhD thesis: The impact of power and trust on tax compliance
 - Supervisor: Prof. Dr. Erich Kirchler
 - Examiners: Prof. Dr. Benno Torgler (Queensland University of Technology), Prof. Dr. Erik Hölzl (University of Cologne)
- 10/2001 – **University of Vienna, Austria**
11/2008 *Diploma degree in psychology*
Specialization in Economic Psychology
- Diploma thesis: Empirical testing of the Slippery Slope Framework
 - Supervisor: Prof. Dr. Erich Kirchler
- 09/2006 – **Instituto Superior de Ciencias do Trabalho e da Empresa in Lisbon, Portugal**
02/2007 Erasmus student of Management
- 10/2001 – **University of Vienna, Austria**
06/2003 Student of Sociology
- 1997 – **BORG Feldbach, Styria, Austria**
2001 *Matura with specialization in biology, physics and chemistry*

Academic Positions

- 01/2017 – **Georg-August-University of Goettingen, Germany**
Assistant Professor (Prof. Dr. Stefan Schulz-Hardt)
- 01/2018-
05/2018 **Maternity leave**
- 07/2015 – **Zeppelin University, Germany**
12/2016 *Postdoctoral researcher* (Prof. Dr. Carmen Tanner)
- 10/2013 – **University of Vienna, Austria**
06/2015 *Postdoctoral researcher* (Dr. Eva Hofmann)
- 06/2013 – **Queensland University of Technology, Brisbane, Australia**
09/2013 Visiting Scholar (Prof. Dr. Benno Torgler)
- 01/2011 – **University of Vienna, Austria**
09/2013 *University Assistant* (Prof. Dr. Erich Kirchler)
- 09/2010 – **University of Vienna, Austria**
12/2010 *Assistant of the head of the doctorate programme psychology* (Prof. Dr. Christian Korunka)
- 10/2010 **Vienna University of Business Administration and Economics, Austria**
Researcher (Prof. Dr. Elfriede Penz)

Academic CV Katharina Gangl

- 03/2009 – **International Organization for Migration, Vienna, Austria**
07/2009 *Researcher* (Dr. Gudrun Kroner)
12/2008 – **Vienna University of Business Administration and Economics, Austria**
01/2009 *Researcher* (Prof. Dr. Elfriede Penz)
08/2007 – **University of Vienna, Austria**
06/2008 *Teaching Assistant* (Prof. Dr. Erich Kirchler)
09/2007 – **Trigon Development Consultant, Vienna, Austria**
01/2008 *Internship* (Dr. Elfriede Biehal-Heimbürger)

Teaching & Supervision activities

- 2013– 22 Master theses, 19 Bachelor theses
2017– **University of Goettingen:** Seminar on Leadership in Organisations. Evaluation score: 2018: 5.8; 2017: 5.4 (1 = poor; 7 = excellent); Seminar on Classics in Social Psychology Evaluation score: 2018: 5.7; 2017:5.6 (1 = poor; 7 = excellent).
2016– **University of Goettingen:** Elective course in social psychology: Group Opinions, Decision Making and Effort. Evaluation score: 2017: 3.8; 2016: 4.8, (1 = poor; 7 = excellent)
2016 **Zeppelin University:** Seminar on Leadership in Organisations
2016 **Zeppelin University:** Social Science Seminar (empirical and statistical training)
2016 **Zeppelin University Executive Programme:** Behavioural Business Ethics Seminar
2013 – **University of Vienna:** Bachelor Seminar I (empirical training). Evaluation score: 2.25 (1 = excellent, 5 = poor)
2015
2012 **Pedagogic School of Lower Austria:** Advanced training for teachers of psychology on motivation, leadership, and decision making
2012 **University of Vienna:** Presentation techniques for young scientists
2010– **University of Vienna:** Seminar in Economic-, Work- and Organizational Psychology.
2013 Evaluation score: 2012: 1.7 (1 = excellent, 5 = poor)
2010– **University of Vienna:** Assistance in the “Research Project Seminar” (supervising of student groups), in the lecture on “Economic Psychology I and II” (substitution as lecturer, preparing and conducting lecture examinations) and in the “Advanced Research Seminar”
2013

Reviewing

Journals: Journal of Economic Psychology (editorial board member), Frontiers in Psychology, Journal of Business Ethics, Journal of Behavioral Decision Making, Applied Psychology: An International Review, Political Psychology, Acta Psychologica, Public Finance Analysis, European Journal of Social Psychology, European Journal of Social and Political Psychology, European Journal of Political Economy, Policy Studies, Review of Public Economics, Sage Open (article editor), Journal of Socio-Economics, Journal of Behavioral and Experimental Economics, Law & Policy, Journal of Economic Behavior & Organization, Behavioral Sciences, German Journal of Work and Organizational Psychology, Journal of Sustainable Tourism, Journal of Social and Political Psychology, International Journal of Public Policy, Journal of Accounting and Taxation, eJournal of Taxation
Funding agencies: Croatian Science Foundation (2018), European Commission: Horizon 2020 programme (2016), Czech Science Foundation (2015, 2017)

Academic memberships

- 2016 **Zeppelin University, Germany**
Non-professorial faculty member of the Management Board of the University
2015 **University of Vienna, Faculty of Psychology, Austria**
Non-professorial faculty member of the Management Board of the Faculty
2013 – **Austrian Association of Psychologists (ÖGP)**
2015 *Speaker of the young scientists*
2012 – **University of Vienna, Faculty of Psychology, Austria**
2015 *Member of the committee for young scientists*

Academic CV Katharina Gangl

- 2012 – **Association of Economic Psychology, Austria**
2015 *Secretary*
2010 – **DGPS, IAREP, EAWOP, ÖGP, Primate Cognition Leibniz-ScienceCampus**

Competitive research grants and awards

- 2017 Seed Fund of the Leibniz-ScienceCampus (9.939,7 Euro)
2013 Travel Scholarship from the University of Vienna (1.755,- Euro)
2012 Austrian Science Fund (FWF) Project: 375.972,66 Euro (Co-author)
2012 Science Award of the Austrian Chamber of Commerce: 14.070,- Euro (PI)
2008 Research Scholarship for scientific work by the University of Vienna: 800,- Euro

Media coverage

- ETV 05.10.2017 Fostering tax morale in the digital age: The evidence-based tax administration. (Livestream of the talk on the national Estonian TV station's website).
Frankfurter Rundschau 26.05.2017 Zwang oder Verantwortung: Warum wir Steuern zahlen
Die Presse 19.05.2017 Steuern zahlen: Zwang verkürzt das Überlegen
Göttinger Tageblatt 21.05.2017 Warum wir Steuern zahlen
Der Standard 20.05.2017 Zwang und Freiwilligkeit führen zu ähnlich hoher Steuerehrlichkeit
Die Presse 10.05.2016 Warum wir Steuern zahlen
Austrian Press Agency 04.02.2016 Steuern werden lieber an harte, aber gerechte Behörde bezahlt
ORF online 03.02.2016 Gerechte Strafen stärken Vertrauen
Kleine Zeitung 03.02.2016 Steuern werden lieber an harte, gerechte Behörde bezahlt
Salzburger Nachrichten 03.02.2016 steuern werden lieber an harte, gerechte Behörde bezahlt
Der Standard 03.02.2016 An harte, aber gerechte Behörde zahlt man „gerne“ Steuern
Der Standard 07.06.2015 Aber wir zahlen doch gerne Steuern
Der Standard 02.10.2013 Steuerbetrug: „Blöd wär‘ ich, würd‘ ich das nicht tun“
Die Presse 29.12.2012 Steuerbehörden: Macht und Vertrauen

Skills

- Languages: German: native; English: fluent; Portuguese and French: basic knowledge
Programmes: MS Office, OSX, SPSS, AMOS, R, STATA, endnote, NVivo
Methods: field-, laboratory-, and online experiments, surveys, qualitative interviews, free associations

Ongoing collaborations with academic partners

- Prof. Stefan Schultz-Hardt (DE), Prof. Christos Kotsogiannis (UK), Prof. Gerhard Riener (DE), Prof. Benno Torgler (AUS), Prof. Jan-Willem Van Prooijen (NL), Prof. Paul Van Lange (NL), Prof. Carmen Tanner (CH), Prof. Eric van Dijk (NL), Prof. Wilko van Dijk (NL), Prof. Erich Kirchler (AUT), Prof. Paul Frijters (UK), Prof. Nilüfer Aydin (AUT), Prof. Jane Frecknall-Hughes (UK), Dr. Sandro Casal (I), Dr. Todor Arpad (P), Dr. Lukas Thürmer (DE), Dr. Thomas Schulze-Gerlach (DE), Dr. Alexia Gaudeul (DE), Dr. Janet Kleber (AUT), Giuliana Spadaro (IT), Dr. Daniela Pfabigan (China), Dr. Eva Hofmann (AUT), Dr. Barbara Hartl (AUT)

Ongoing collaborations with non-academic partners

- Hessian Ministry of Finances (Peter Hartmann), Estonian Tax and Customs Administration (Dmitri Jegorov, Anne Vana), Netherlands Tax and Customs Administration

Publications

On Google Scholar (19/12/2018), my publications have 445 citations, h-index 10.

Manuscripts in preparation:

- Spadaro, G., **Gangl, K.**, Van Prooijen, J.W., Van Lange, P.A.M., Mosso, C.O. (submitted). Enhancing feelings of security: How trustworthy state institutions promote interpersonal trust.
- Gangl, K.**, van Dijk, W., & van Dijk, E. (submitted). Building and maintaining interaction climates between citizens and the public administration: Experimental evidence on the impact of coercive and legitimate power.
- Gangl, K.**, Hartl, B., Hofmann, E., Kirchler, E. (to be submitted). Law compliance behavior and compliance instruments: Qualitative interviews with self-employed taxpayers and tax auditors.
- Gangl, K.**, Tanner, C., & Witt, N. (to be submitted). The Corporate Ethical Culture Scale (CECS): A new measure of ethical culture.
- Chan, H.F., **Gangl, K.**, Supriyadi, M.W., & Torgler, B. (to be submitted). The effects of increased monitoring on high wealth individuals: Evidence from a quasi-natural experiment in Indonesia.

Books

1. **Gangl, K.**, & Kirchler, E. (in press). A research agenda for economic psychology. Edward Elgar, Cheltenham, UK.

Peer-reviewed journal articles:

1. **Gangl, K.**, Hofmann, E., Hartl, B., & Berkics, M. (in press). The impact of powerful authorities and trustful taxpayers: Evidence for the extended slippery slope framework from Austria, Finland and Hungary. *Policy Studies*
2. **Gangl, K.**, Pfabigan, D., Lamm, C., Kirchler, E., & Hofmann, E. (2017). Coercive and legitimate authority impact tax honesty. Evidence from behavioral and ERP experiments. *Social Cognitive and Affective Neuroscience*, 12(7), 1108-1117. doi: 10.1093/scan/nsx029
3. Hofmann, E., Hartl, B., **Gangl, K.**, Hartner-Tiefenthaler, M., & Kirchler, E. (2017). Authorities' coercive and legitimate power: The impact on cognitions underlying cooperation. *Frontiers in Psychology*, 8(5), 1-15. doi: 10.3389/fpsyg.2017.00005
4. **Gangl, K.**, Torgler, B., & Kirchler, E. (2016). Patriotism's impact on cooperation with the state: An experimental study on tax compliance. *Political Psychology*, 37, 867-881.
5. **Gangl, K.**, Hofmann, E., de Groot, M., Antonides, G., Goslinga, S., Hartl, B., & Kirchler, E. (2015). Taxpayers' motivations relate to tax compliance: Evidence from two representative samples of Austrian and Dutch self-employed taxpayers. *Journal of Tax Administration*, 1, 15-25.
6. Hartl, B., Hofmann, E., **Gangl, K.**, Hartner-Tiefenthaler, M., & Kirchler, E. (2015). Does the description of a tax authority affect tax evasion? – The impact of displayed coercive and legitimate power. *PLoS ONE*, 10(4): e0123355.
7. **Gangl, K.**, Hofmann, E., & Kirchler, E. (2015). Tax authorities' interaction with taxpayers: A conception of compliance in social dilemmas by power and trust. *New Ideas in Psychology*, 37, 13-23.
8. **Gangl, K.**, Torgler, B., Kirchler, E., & Hofmann, E. (2014). Effects of supervision on tax compliance: Evidence from a field experiment in Austria. *Economic Letters*, 123, 378-382.
9. Hofmann, E., **Gangl, K.**, Kirchler, E., & Stark, J. (2014). Enhancing tax compliance through coercive and legitimate power of tax authorities by concurrently diminishing or facilitating trust in tax authorities. *Law & Policy*, 36, 290-31.
10. **Gangl, K.**, Muehlbacher, S., de Groot, M., Goslinga, S., Hofmann, E., Kogler, C., Kirchler, E., & Antonides, G. (2013). „How can I help you?“ Perceived service orientation of tax authorities and tax compliance. *Public Finance Analysis*, 69, 487-510.
11. **Gangl, K.**, Kastlunger, B., Kirchler, E., Voracek, M. (2012). Confidence in the economy in times

- of crisis: Social representations of experts and laypeople. *Journal of Socio-Economics*, 41, 603-614.
12. Alm, J., Kirchler, E., Muehlbacher, S., **Gangl, K.**, Hofmann, E., Kogler, C., & Pollai, M. (2012). Rethinking the research paradigms for analyzing tax compliance behavior. *CESifo Forum*, 13, 33-40.

Book chapters and other publications

1. **Gangl, K.** (in press). Status quo and future research avenues of tax psychology. In Gangl, K., & Kirchler, E. (eds.). A research agenda for economic psychology. Edward Elgar, Cheltenham, UK.
2. **Gangl, K.** (in press). Die Psychologie der Steuerehrlichkeit. [The psychology of tax honesty]. In J. Rauber & P. Hillbert (in press). *Warum befolgen wir Recht*. [Why do we comply with the law.]. Mohr Siebeck Verlag, Heidelberg, Germany.
3. **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. *Psychophysiology*, 54, 44-44.
4. Kirchler, E., Hartl, B., & **Gangl, K.** (2017). Income tax compliance. In M. Altman (Ed.), *Handbook of Behavioural Economics and Smart Decision-Making*. Elgar; Cheltenham.
5. **Gangl, K.**, Kirchler, E., Lorenz, C., & Torgler, B. (2017). Wealthy tax non-filers in a developing nation: The roles of taxpayer knowledge, perceived corruption and service orientation in Pakistan (pp 354-374). In Peeters, B., Gribnau, H., & Badisco, J. (eds.) *Building Trust in Taxation*, Intersentia: Antwerpen.
6. **Gangl, K.**, Hofmann, E., Hartl, B., & Kirchler, E. (2016). Power of authorities and trust in authorities determine the interaction climate and tax compliance (pp 87-102). In L. Oats & D. Salter (Eds.), *Contemporary Issues in Tax Research (Volume 2)*, Fiscal Publications: Birmingham UK.
7. **Gangl, K.**, Hofmann, E., Hartl, B., & Kirchler, E. (2015). The double-edged relationship between coercive power and compliance with public authority: evidence from a representative sample of Austrian self-employed taxpayers. *SSRN working papers NR. 2667630*.
8. Kirchler, E., & **Gangl, K.** (2015). Trust. In M. Altman (Ed.), *Real world decision making: An encyclopedia of behavioral economics*. (p. 442). Santa Barbara, CA: Praeger
9. Kirchler, E., & **Gangl, K.** (2014). Finanzpsychologie. [Financial psychology.] In M. A. Wirtz, *Dorsch Psychologisches Wörterbuch*. (S. 582). 17. Auflage. Bern: Hans Huber Verlag.
10. Kirchler, E., & **Gangl, K.** (2013). Finanzpsychologie. [Financial psychology.] In M. A. Wirtz, *Dorsch Psychologisches Wörterbuch*. (S. 553). 16. Auflage. Bern: Hans Huber Verlag.
11. **Gangl, K.**, & Kirchler, E. (2013). Finanzkrisen, Wirtschaftskrisen, Schuldenkrisen: Die Vertrauenskrise aus psychologischer Perspektive. [Financial crisis, economic crisis, debt crisis: The crisis in confidence from a psychological perspective.] In E. Hammer, & N. Tomaschek (Eds.), *Vertrauen. Standpunkte zum sozialen, wirtschaftlichen und politischen Handeln*. University – Society – Industry, Band 2.(pp 165-177). Berlin: Waxmann.
12. Kirchler, E. & **Gangl, K.** (2013). Steuern: Widerstand und Kooperation. [Taxes: From deterrence to cooperation.] C. Sedmak (Ed.), *Erbschaftssteuern im Kontext*. (pp 229-249). Wiesbaden: Verlag für Sozialwissenschaften.
13. Kirchler, E., Hofmann, E., & **Gangl, K.** (2012). From mistrusting taxpayers to trusting citizens: Empirical evidence and further development of the Slippery Slope Framework. In A. N. Lebedev (Ed.), *Economic psychology in the modern world: Collected papers* (pp. 125-146). Moscow: Ekon-inform.
14. Kirchler, E. & **Gangl, K.** (2012). Glück. [Happiness.] In R. Zihlmann, D. Jungo, & C. Steinebach (Eds.), *Positive Psychologie*. (pp 44-51). Berlin: Beltz.

Invited Presentations

1. Gangl, K. (2018). *Empirical research methods in tax psychology*. Invited lecture to the Summer School on Economic Psychology and Experimental Economics, in Saratov (July 4-10, 2018), The Russian Federation.
2. Gangl, K. (2018). *Tax psychology: Status quo and future research possibilities*. Invited lecture to

- the Summer School on Economic Psychology and Experimental Economics, in Saratov (July 4-10, 2018), The Russian Federation.
3. Gangl, K. (2018). *Die Psychologie der Steuerehrlichkeit [The Psychology of tax honesty]*. Invited key note at the conference „Warum befolgen wir Recht? Rechtsverbindlichkeit und Rechtsbefolgung in interdisziplinärer Perspektive [Why do we follow the law? Law acceptance and law compliance from an interdisciplinary perspective]. University of Heidelberg (March 26-27, 2018), Germany.
 4. Gangl, K., & Torgler, B. (2017). *Fostering tax morale in the digital age: The evidenced-based tax administration*. Invited key note for the SmartEST Taxation conference organized by the Estonian Tax and Customs Board during the Estonian Presidency of the Council of the European Union (October 4-5, 2017), Tallinn, Estonia (video of the talk: <https://youtu.be/yiAP2Tgg9W4>)
 5. Gangl, K. (2016). *State authorities' interaction with citizens: A conception of compliance in social dilemmas by power and trust*. Invited Guest Lecture at the University of Turin (February 25, 2016), Italy.
 6. Gangl, K. (2015). *Stick or carrot on the firm level: When can a cooperative approach improve tax compliance?* Paper presented at the European Commission Workshop on “How to increase tax compliance – new tools and insights from behavioral economics” (April 23-24, 2015). Kiev, Ukraine.
 7. 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*. Paper presented at the The Netherlands Tax and Customs Administration, Utrecht, Netherlands.

Symposia

1. Social injustice: People protest in the short term and acquire in the long term. Symposium organized with D. Leiser at the 15th biennial conference of the International Society of Justice Research (ISJR), New York, USA, June 19-22, 2014. Invited speakers: K.D. Vohs & F. Christandl.

Presentations

1. Gangl, K., Pfabigan, D., Lamm, C., Kirchler, E., & Hofmann, E. (2018). Coercive and legitimate authority impact tax honesty: Evidence from behavioural and ERP experiments. Oral presentation at the Conference on Decision Sciences at the University of Konstanz, Germany, September 25 – 28, 2018.
2. Gangl, K., Pfabigan, D., Lamm, C., Kirchler, E., & Hofmann, E. (2018). Coercive and legitimate authority impact tax honesty: Evidence from behavioural and ERP experiments. Oral presentation at the DFG Conference in Frankfurt, Germany, September 15 – 20, 2018.
3. Gangl, K., Pfabigan, D., Lamm, C., Kirchler, E., & Hofmann, E. (2017). Coercive and legitimate authority impact tax honesty: Evidence from behavioral and ERP experiments. Conference on Decision Sciences, Konstanz, Germany, September 25 – 28, 2018.
4. Gangl, K., Pfabigan, D., Lamm, C., Kirchler, E., & Hofmann, E. (2017). Coercive and legitimate authority impact tax honesty: Evidence from behavioral and ERP experiments. 51st Congress of the German Association of Psychology, Frankfurt, Germany, September 15 – 20, 2018.
5. Gangl, K., van Dijk, W., & van Dijk, E. (2017). Changing interaction climates between public authorities and citizens: The impact of coercive and legitimate power. Oral presentation at the IAREP conference, Rishon LeZion, Israel, September 03 – 06, 2017.
6. Spadaro, G., Gangl, K., & Mosso, C. O. (2016, September). Caratteristiche e determinanti della fiducia interpersonale: il ruolo delle istituzioni. Features and determinants of interpersonal trust: the role of institutions. Oral presentation at the 12th National Congress of Italian Association of Psychology (AIP), Napoli, IT.
7. 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 (Erich Kirchler) 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.
8. 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.
 9. 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.
 10. Gangl, K., Kirchler, E., & Lorenz, C. (2014). *Tax non-filing in Pakistan: Ignorance of one's own rights and corrupt authorities fuel non-filing.* 28th International Congress of Applied Psychology. Paris, France, 8-13 July, 2014.
 11. 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.
 12. Gangl, K. Kastlunger, B., Kirchler, E., Voracek, M., & S. Tement (2014). *Confidence in the economy in times of crisis: Social representations of experts and laypeople.* Paper presented at the 15th biennial conference of the International Society of Justice Research (ISJR), New York, USA, June 19-22, 2014.
 13. 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, April 24-26, 2014.
 14. 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, April 24-26, 2014.
 15. Gangl, K., Kleber, J., Hofmann, E., Florack, A., & Kirchler, E. (2014). *Regulatory fit increases efficacy of social norms' impact on tax compliance.* "Taxation, Social Norms and Compliance", Nuremberg, Germany, March 6-8, 2014.
 16. 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 2013 "Shadow Economy, Tax Evasion and Governance", Münster, Germany, July 25-28, 2013.
 17. 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, Münster, Germany, 25-28 July, 2013.
 18. Gangl, K., Hofmann, E., Kirchler, E., Hartmann, K., & Eder, M. (2013). *The impact of communication and motivation strategies on tax compliance.* Paper presented at the TEAP, Vienna, Austria, 24-27 March, 2013.
 19. 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 EAWOP conference, Münster, Germany, 22-25 May, 2013.
 20. Gangl, K., Hofmann, E., & Kirchler, E. (2012, September). *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, Austria.
 21. Kirchler, E., Gangl, K., Muehlbacher, S., de Groot, M., Goslinga, S., Hofmann, E., Kogler, C., & Antonides, G. (2012, September). *Service orientation and tax compliance.* Paper presented at the 21st annual conference of TRN-Tax Research Network, London, Great Britain.
 22. Gangl, K., Muehlbacher, S., de Groot, M., Goslinga, S., Hofmann, E., Kogler, C., Kirchler, E., & Antonides, G. (2012, September). *Service orientation, trust and tax compliance.* Paper presented at the IAREP conference, Wroclaw, Poland.

23. Hofmann, E., Gangl, K., Stark, J. & Kirchler, E. (2012, September). *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*. Paper presented at the IAREP Conference, Wroclaw, Poland.
24. Gangl, K., Hofmann, E., Pollai, M., & Kirchler, E. (2012, July). *The dynamics of power and trust in the „Slippery Slope Framework“ and its impact on the tax climate*. Paper presented at the International Society of Political Psychology Meeting "Power, Politics, and Paranoia", Amsterdam, Netherlands.
25. Hofmann, E., Gangl, K. & Kirchler, E. (2012, July). *SSF-Inventory: A measurement instrument to assess the perception of tax authorities' power and trust in authorities*. Paper presented at the International Society of Political Psychology Meeting "Power, Politics, and Paranoia", Amsterdam, Netherlands.
26. Gangl, K., Muehlbacher, S., Antonides, G., Goslinga, S., de Groot, M., Hofmann, Kirchler, E. & Christoph Kogler (2012, June). *Service orientation, trust and tax compliance in the Netherlands*. Poster presented at the Posterausstellung der JungwissenschaftlerInnen der Fakultät für Psychologie, Universität Wien, Wien, Österreich.
27. Gangl, K., Kirchler, E., Hofmann, E., & Pollai, M. (2012, April). *Die Dynamik von Macht und Vertrauen im „Slippery Slope Framework“ und ihr Einfluss auf das Steuerklima*. Paper presented at the OeGP conference, Graz, Austria.
28. Hofmann, E., Gangl, K., & Kirchler, E. (2012, April). *Konsequenzen von Machtwechsel in der Steuerbehörde auf das Steuerverhalten: Eine experimentelle Überprüfung des „Slippery Slope Frameworks“*. Paper presented at the OeGP conference, Graz, Austria.
29. Gangl, K., Kirchler, E., Hofmann, E., & Pollai, M. (2011, July). *Managing tax climates: The interaction of power and trust in the “Slippery Slope Framework”*. Paper presented at the IAREP/SABE/ICABEEP conference, Exeter, Great Britain.
30. Gangl, K., Kastlunger, B., & Kirchler, E. (2011, June). *Confidence in the economy in times of crisis: Social representations of experts and laypeople*. Poster presented at the Conference on Behavioural Decision Making, Herzliya, Israel.
31. Gangl, K., Kastlunger, B., & Kirchler, E. (2010, July). *Confidence in the economy in times of crisis: Social representations of experts and laypeople*. Paper presented at the 16th International Summer School of the European PhD on Social Representations and Communications, Rom, Italy.
32. Kirchler, E., Kastlunger, B. & Gangl, K. (2010, September). *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.