

# **Communication and Fairness:**

## **An Experimental Economics Approach**

**Dissertation**  
zur Erlangung des akademischen Grades  
doctor rerum politicarum  
(Dr. rer. pol.)

vorgelegt dem  
Rat der Wirtschaftswissenschaftlichen Fakultät  
der Friedrich-Schiller-Universität Jena

am 03.12.2014

von Marco Kleine, M.Sc.  
geboren am 22.07.1982 in Höxter

# Content

Chapter 1: Introduction .....	7
Chapter 2: Communication and Trust in Principal-Team Relationships. Experimental Evidence .....	17
Chapter 3: How Voice Shapes Reactions to Impartial Authorities. An Experimental Test of the Right to be Heard .....	41
Chapter 4: Fairness and Persuasion. How Stakeholder Communication Affects Impartial Decision Making .....	61
Chapter 5: Disguising Selfishness. When, Why, and Who?.....	73
Chapter 6: Who is Afraid of Pirates? An Experiment on the Deterrence of Innovation by Imitation ...	95
Chapter 7: Conclusion.....	125
Deutsche Zusammenfassung .....	131
Bibliography .....	139
Appendices .....	157
Appendix A for Chapter 2.....	159
Appendix B for Chapter 3 .....	177
Appendix C for Chapter 4 .....	197
Appendix D for Chapter 5.....	203
Appendix E for Chapter 6 .....	213
Curriculum Vitae .....	221
Ehrenwörtliche Erklärung.....	223