

Jonathan F. Schulz

Feb. 2026

George Mason University
Carow Hall 01C
Fairfax, VA, 22030

jonathan.schulz77@gmail.com

PROFESSIONAL POSITIONS

2025 – present Associate Professor. Dep. of Economics, George Mason University
2019 – 2025 Assistant Professor. Dep. of Economics, George Mason University

Postdoctoral Associate

2017 – 2019 Harvard University, Dep. of Human Evolutionary Biology
2015 – 2017 Yale University, Dep. of Psychology
2012 – 2015 University of Nottingham, Dep. of Economics
2012 University of Lausanne, Dep. of Economics

EDUCATION

2006 – 2012 Ph.D. in Economics, University of St.Gallen
2004 Diploma in Economics, University of Constance

PROFESSIONAL ACTIVITIES & SERVICE

2023 spring Stanford University, Visiting Scholar, Dep. of Economics
2023 – present ASREC, Board Member

LARGER GRANTS & AWARDS

2023 *Royal Economic Society Prize 2022* for the article ‘Kin Networks and Institutional Development’ published in *The Economic Journal*
2022 *Institutional Legacy and Policy Effectiveness* (£100K), Cultural Evolution Society Transformation Grant; together with M. Fabbri and D. Nosenzo
2021 *Religion, Family Structure and the Origins of Individual Freedom and Economic Prosperity* (\$2.54 mio.), John Templeton Foundation; Co-PI with J. Henrich
Honesty as a Moral Currency: a Cross-Cultural Study (\$200k), Honesty Project at Wake Forest University & John Templeton Foundation; together with O. Weisel and S. Shalvi

SMALLER GRANTS & AWARDS

BA Leverhulme *Democracy premium in collective action across the world*, with Till Weber (2025) / Center for Governance and Markets at the University of Pittsburgh “*Governing Deep Differences Grant*”, with Thomas Stratmann (2024) / *Emergent Ventures Fellowship*. Mercatus Center (2022) / MacMillan grant “*Cultural Turning of Intuitive Cooperation*” with Y. Dunham and D. Rand / Stefano Franscini’s *Best Contribution Award*, Social Norms and Institutions Conference, Ascona, Switzerland / Network for Integrated Behavioural Science, *Research Grant* with B. Beranek / Swiss National Science Foundation (~CHF300k), *Research Grant* with C. Thöni / Grundlagenforschungsfonds, *Research Grant* with C. Thöni / Swiss National Science Foundation: *Fellowship* / *Zaugg Fonds*, *Research Grant* with C. Thöni / Richard Buchner Stiftung, *Research Grant* with C. Thöni / Bodensee Music Award

PEER-REVIEWED PUBLICATIONS

“Norms and Honesty: A Cultural Explanation for the Gender Equality Paradox” (accepted) with C. Graf and A. Pondorfer, **Economic Journal**.

“How Cultural Diversity Drives Innovation: Surnames and Patents in U.S. History” (forthcoming) with M. Posch and J. Henrich, **Journal of Political Economy**.*

“Land Rights Formalization and Impersonal Prosociality: evidence from a large-scale RCT in Benin” (2025) with M. Fabbri and D. Nosenzo. **Proceedings of the Royal Society B: Biological Sciences**.

“Guilt- and Shame-Driven Prosociality Across Societies” (2025) with Catherine Molho, Ivan Soraperra, and Shaul Shalvi, **Nature Human Behavior**, 9(10), 2199-2211.

“The Chronospatial Revolution in Psychology” (2025) with M. Atari and J. Henrich, **Nature Human Behavior**, 9(7), 1319-1327.

“The Science of Honesty: A Review and Research Agenda” (2025) with S. Shalvi, E. E. Levine, I. Thielmann, E. Jayawickreme, B. Van Rooij, K. Teodorescu, A. Schurr, M. Furr, S. M. Aglioti, I. Zettler, T. R. Cohen, A. Pittarello, R. Barkan, N. Köbis, M. Leib, P. Mitkidis, E. Dimant, G. A. van Kleef, K. A. Ścigala, R. M. Rilke, S. Ayal, B. Beersma, O. Plonsky, B. Hilbig, O. Weisel, F. Butera, Y. Feldman, B. Verschuere, C. Zanetti, G. Hochman, M.E. Kret, E. Peer, V. Capraro, A. R. Dorrough, S. Speer, and I. Ritov, **Advances in Experimental Social Psychology**, 72, 241-327.

“Strategic Competition and Self-Confidence” (2024) with S. Brilon, S. Grassi, and M. Grieder, **Management Science**, 70(1), 507-525.

“The Behavioral Mechanisms of Voluntary Cooperation across Culturally Diverse Societies: Evidence from the US, the UK, Morocco, and Turkey” (2023) with T. Weber, B. Beranek, S. Gächter and F. Lambarra-Lehnard, **Journal of Economic Behavior and Organization**, 215, 134-152.

“Social Norms and Dishonesty across Societies” (2022) with D. Aycinena, L. Rentschler and B. Beranek, **PNAS**, 119(31), e2120138119. *

“Kin-networks and Institutional Development” (2022), **The Economic Journal**, 132(647), 2578-2613.

“Selection into Experiments: New Evidence on the Role of Preferences, Cognition, and Recruitment Protocols” (2022) with P. Thiemann, U. Sunde, and C. Thöni, **J Beh Exp Econ**, 98.

“Reply to: Life and Death Decisions of Autonomous Vehicles” (2020) with A. Edmond, S. Dsouza, R. Kim, J. Henrich, A. Shariff, J. Bonnefon, and I. Rahwan, **Nature**, 579, E3–E5.

“The Church, Intensive Kinship, and Global Psychological Variation” (2019) with D. Bahrami-Rad, J. Beauchamp and J. Henrich, **Science**, 366 (6466). *

“Time Pressure and Honesty in a Deception Game” (2019) with V. Capraro and D. Rand, **J Beh Exp Econ**, 79, 93-99.

“The Moral Machine Experiment” (2018) with E. Awad, S. Dsouza, R. Kim, J. Henrich, A. Shariff, J.-F. Bonnefon, I. Rahwan, **Nature**, 563, 59-64.

“Nudging Generosity: Choice Architecture and Cognitive Factors in Charitable Giving” (2018) with P. Thiemann und C. Thöni, **J Beh Exp Econ**, 74, 139-145.

“Intrinsic Honesty and the Prevalence of Rule Violations across Societies” (2016) with S. Gächter, **Nature**, 531, 496-499. *

“Overconfidence and Career Choice” (2014), with C. Thöni, **PLoS ONE**, 11(1): e0145126.

“Affect and Fairness: Dictator Games under Cognitive Load” (2014) with U. Fischbacher, C. Thöni, and V. Utikal, **Journal of Economic Psychology**, 41, 77-87. *

* (joint-) first or senior authorship

PEER-REVIEWED ACCEPTED REGISTERED REPORTS

“Large-scale Cross-societal Examination of Real- and Minimal-group Biases”, lead/proposing author together with Yarrow Dunham and Kate Yang (principally accepted at *Nature Human Behavior*).

WORKING PAPERS

“Kin-based Institutions and Economic Development” (2022) with D. Bahrami-Rad, J. Beauchamp, and J. Henrich. (*Re&R, Review of Economic Studies*).

“Psychological Change and Kinship Intensity in China over Two Millennia” (2025) with Y. Chen, M. Atari, E. Slingerland, Z. Hong, X. Fu, H. Wang, P. Bol, J. Henrich.

“WEIRD Questions: Diversifying Conceptual Sampling” (2025) with Mohammad Atari, Ivan Kroupin, Liora Morhayim, Damián E. Blasi, and Joseph Henrich

SELECTED WORK IN PROGRESS

“Cultural Evolution in Economics” with N. Nunn and J. Henrich. (*in preparation for Annual Review of Economics*).

“The Complementarity of Good Institutions and Voluntary Cooperation: Experimental Evidence from 43 Societies” with S. Gächter and C. Thöni.

“Intuitive Cooperation in Children across Societies” with Y. Dunham, E. Mandelbaum, K. McAuliffe, and D. Rand.

“Exposure to Supernatural Agents and the Role of Social Norms: Evidence from a Lab-in-the-field Experiment in Bangladesh” with F. Ahmed and A. Pondorfer.

BOOK CHAPTERS AND POLICY REPORTS

Paternalismus, Rationalität, systematische Fehler, nudges: Befunde der experimentellen Ökonomik. 2013. (with C. Thöni). In: Held, M., Kubon-Gilke, G. and Sturn, R. (Eds.): Normative und institutionelle Grundfragen der Ökonomik, Jahrbuch 12: Grenzen der Konsumentensouveränität. Metropolis, Marburg

Die Auswirkungen bedarfsabhängiger Leistungen: Ergänzungsleistungen in der Schweiz. 2012. Perspektiven der Wirtschaftspolitik, 18(8), 179-195 (with M. Bütler, L. Inderbitzin, and S. Staubli)

REFEREEING

Sciences: Science; Proceedings of the National Academy of Sciences (PNAS); Nature Human Behaviour; Nature Communications; Science Advances; Proceedings of the Royal Society B: Biological Sciences; PNAS Nexus; Evolution and Human Behavior; Human Nature; PLoS ONE

Economics: American Economic Review; Quarterly Journal of Economics; Econometrica; Review of Economic Studies; Economic Journal; Journal of the European Economic Association; American Economic Journal: Economic Policy; Review of Economics and Statistics; Journal of Economic Growth; Management Science; Journal of Public Economics; Games and Economic Behavior; Journal of Development Economics; European Economic Review, Journal of Economic Behavior and Organization; Journal of Comparative Economics; Explorations in Economic History; World Development; Economic Development and Cultural Change; Journal of Economic Psychology; Journal of Law, Economics and Organization; Journal of Institutional Economics; Economic Letters; Journal of Economic Surveys; Journal of Behavioral and Experimental Economics; Games; e-journal Economics

Psychology & Sociology: Journal of Experimental Psychology: General, Communications Psychology, Perspectives on Psychological Science; Developmental Science; British Journal of Social Psychology; Current Research in Ecological and Social Psychology; Social Forces; Cross-Cultural Research; Ethics & Behavior; Journal of Neuroscience, Economics, and Psychology; Royal Society Open Science

Grants & book proposals: Princeton University Press, European Research Council (ERC), National Science Foundation (NSF), Swiss National Science Foundation (SNSF), Israel Science Foundation (ISF), Cultural Evolution Society Transformation Grant, COFUND Université Libre de Bruxelles

WORKSHOP, SESSION & CONFERENCE ORGANIZATION

Association for the Study of Religion Economics and Culture (ASREC), ASSA Session, Philadelphia, Jan, 2026

Association for the Study of Religion Economics and Culture (ASREC), Annual Conference, George Mason University, March, 2025.

Kinship, Historical Psychology and European Medieval Development. Interdisciplinary workshop, Harvard University, Oct. 2023.

Thinking through American Polarization. Symposium, George Mason University, Nov. 2022.

Kinship in Medieval Europe. Interdisciplinary workshop, George Mason University (virtual), May 2021.

Networks and Long-term Cultural Change. George Mason University (virtual), May 2021.

Workshop on Kinship and Social/Economic Behavior. Smith Institute for Political Economy and Philosophy at Chapman University, March 2020.

INVITED KEYNOTE LECTURE & SEMINAR PRESENTATIONS

- 2026 SPSP preconference on Trust and Cooperation (virtual, Feb.), University of Vienna (June, scheduled).
- 2025 Symposium on ‘Christianity and Social Change in Civil Society’ Trinity Hall, Oxford (virtual, Dec.), University of Konstanz (Nov.), DUPRI, Duke University, Raleigh (Oct.), IAST, University of Toulouse (Sep.), Behavioural Seminar, Berlin (June), University of Konstanz (May), University of Lausanne (May), Keynote at Conference on Social Norms and Environment, Munich (Apr.)
- 2024 Santa Fe Institute (Oct.); New Economic School (May, virtual); John List’s Brown Bag, Chicago (Apr.)
- 2023 Econ Tribute, Cologne (June); Exp. Reading Group, Amherst (virtual, Mar.); Econ History Seminar, Stanford (Feb.); Behavioural Lunch, Stanford (Feb.)
- 2022 Lund University (Nov.); George Mason University, PPE (Fairfax, Sep.); University of Amsterdam, CREED (Mar.); University of British Columbia (Vancouver, Mar.)
- 2021 University of Vienna (virtual, Nov.); University of Hamburg (virtual, May); University of Economics (Prague/virtual, Apr.); University of Texas at Austin (virtual, Mar.); Institute for Advanced Study in Toulouse, (virtual, Jan.)
- 2020 University of York, (virtual, Oct.); Market Institutions and Economic Processes Seminar, NYU, (New York/virtual, Sep.); Economic History Seminar, Stanford (Palo Alto, Feb.)
- 2019 George Mason University, ICES (Arlington, Nov.); Economic seminar, University of Southern Denmark (Odense, Feb.); Economic seminar, George Mason University (Fairfax, Feb.); Comparative Politics Workshop, Harvard (Boston, Feb. 2019)
- 2018 Center for International Development, Harvard (Cambridge, Dec.); Economic History Seminar, Northwestern University (Evanston, Nov.); Philosophy, Politics and Economics Seminar, University of Pennsylvania (Oct.); Economic Seminar, Chapman University (Orange, May); Department of Human Evolutionary Biology, Harvard (Cambridge, Oct.); The Political Economy of Religion Seminar, Harvard (Cambridge, Apr.); Growth Lab Seminar, Brown University (Providence, Feb.)
- 2017 Developmental Psychology Seminar, Boston College (Nov.); Economic History Seminar, Harvard (Cambridge, Nov.); Economic Seminar, Tufts University (Medford, Sep.); Human Nature Lab, Yale University (New Haven, Feb.); Macro Lunch, Brown University (Providence, Oct.)
- 2016 Culture Cognition and Coevolution Lab Seminar, Harvard (Cambridge, Sep.); Media Lab, MIT (Cambridge, May); Political Science seminar, Stony Brook (Long Island, Apr.); Economic Seminar,

- Simon Fraser University (Vancouver, Mar.); Experiments Workshop, Yale University (New Haven, Mar.); Economics Seminar, University of Mumbai (Mumbai, Jan.)
- 2015 Economic Seminar, Linköping University (Sep.); Human Cooperation Lab, Yale University (New Haven, Jun.); Economic Seminar, University of Konstanz (Jan.)
- 2014 Economic seminar, Slovak University of Technology (Bratislava, May); Warsaw Economic Seminars (May); CREDIT Development Seminar, University of Nottingham (Mar.)
- 2013 Economic Seminar, University of Economics (Prague, Oct.); Economic Brown Bag, University of St.Gallen (Sep.); VCEE Experimental Economics Seminar, University of Vienna (May); RUBEN Seminar, University of Cape Town (Apr.); CeDEx Workshop, University of Nottingham (Feb.)
- 2012 Economic Seminar, Universidad Nacional (Bogota, Mar.)
- 2011 Economic Seminar, University of Nottingham Malaysia (Kajang, Nov.); Economic Seminar, Gadjja Mada Universitas (Yogyakarta, Oct.); CeDEx Workshop, University of Nottingham (Apr.)

CONFERENCE AND WORKSHOP PRESENTATIONS

- 2026 ASSA – Global Insights from Experimental Economics (Philadelphia, Jan.)
- 2025 Market and Society Conference (Falls Church, Oct.); Workshop on Culture, Institution, and History (Lund, Sep.); Workshop on Cultural Evolution and Organizational Science (London, Sep.); Workshop on Collective Action (Sanga Fe, March); ASREC (Arlington, March); OSWC (Los Angeles, Feb.)
- 2024 Southern Economic Association (SEA, Washington DC, Nov.); Annual conference of the Society of Experimental Social Psychology (SESP, Santa Fe, Oct.); World Interdisciplinary Network for Institutional Research (WINIR, Pittsburgh, Sept.); Econometric Society (Nashville, June); The Future of Behavioral Public Policy II (London, May); Institutions and prosperity: a global comparative perspective (Utrecht, Apr.); iSEE (Abu Dhabi, Mar.); ASREC (Chapman, Mar.)
- 2023 APEE (Cancun, April); ASREC (Cambridge, Mar.)
- 2022 Religion, Culture and Economic Growth in Historical Perspective (Louvain, Dec.); Lund Workshop on Culture, Institutions and Development (Lund, Nov.); States, Intermediate Institutions and Long-term Development (Utrecht, Sep.); International Association for Cross-Cultural Psychology (virtual, July); Brown Conference on Comparative Development (Providence, May); ASREC annual conference (Chapman University/virtual, Apr.); Workshop on States, Intermediate Institutions and Long-term Development (Utrecht, Apr.)
- 2021 Networks 2021 (Washington (virtual), July); States, Intermediate Institutions and Long-term Development (Utrecht/virtual, Apr. 2021)
- 2020 Association for the Study of Religion, Economics, and Culture (virtual, Nov.); Society for Personality and Social Psychology (SPSP, New Orleans, Mar.); Advances in Cultural Psychology, SPSP pre-conference (New Orleans, Mar.)
- 2019 Washington Area Economic History Workshop (Washington, Aug.); Human Behavior and Evolution Society (HBES, Boston, May); Integrated Approaches to Research on Culture, HBES pre-conference (Boston, May 2019); ASREC (Boston, Mar.); NYU-CESS Experimental Political Science Conferences (New York, Feb. 2019); Conference on Behavioral Economics and Development (BREAD, Stanford, Jan.)
- 2018 Cultural Transmission and Social Norms Workshop (CTSN 3, Cambridge, Dec.); Economic History of Religion Conference (Evanston, Oct.); Cultural Evolution Society (CES, Tempe, Oct.); Workshop, University of Hamburg (Aug.); LABEL-IEPR conference (Los Angeles, May)
- 2017 Association for the Study of Religion, Economics and Culture (ASREC, Cambridge, Feb.)
- 2016 NBER Political Economy Workshop (Cambridge, Oct.)
- 2015 Economic Science Association (ESA) - North American Meeting, (Dallas, Oct.); Social Norms and Institutions Conference (Ascona, May); Network for Integrated Behavioral Science Workshop, (NIBS, Nottingham, Apr.)
- 2014 Swiss Economists Abroad, (Zurich, Dec.); Oxford Development Economics Workshop (Oct.); Nordic Conference on Behavioral and Experimental Economics (Aarhus, Sep.)

- 2013 Economic Science Association (ESA, Zurich, July)
- 2012 Antigua Experimental Economics Conference (Guatemala, Oct.); Society for the Advancement of Behavioral Economics (SABE, Granada, Jul.); Thurgau Experimental Economics Meeting (theem, Kreuzlingen, Apr.)
- 2011 IAREP/SABE/ICABEEP conference (Exeter, July); Thurgau Experimental Economics Meeting (theem, Kreuzlingen, May); Florence Workshop on Behavioral and Experimental Economics (Apr.)
- 2010 Thurgau Experimental Economics Meeting (theem, Kreuzlingen, Apr.); Economic Science Association (ESA, Copenhagen, July)

TEACHING

Culture and Economics (Graduate course, 2021, 2022, 2024, 2025); Intro to Cultural Evolution (mini-Graduate workshop, 2023, 2025); Mathematical Economics (Graduate course, 2019, 2020, 2021, 2022, 2023, 2024, 2025); Economics of Development Areas (Bachelor level, 2021, 2025); International Economic Policy (Bachelor level, 2020); Macroeconomics I & II, Microeconomics I & II (Bachelor level, TA, 2007, 2008, 2009); Information economics (Bachelor level, co-lectured, 2008); Macroeconomics I & II (Master level, TA, 2007 to 2008)