

# Alexander Erlei

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## Academic Employment

Georg-August Universität-Göttingen, Department of Economics

Postdoctoral Researcher, since 04/2025

Research Assistant, 2018 – 2025

Delft University of Technology, Web Information Systems Group

Visiting Scholar, since 06/2025

## Education

PhD in Economics, Georg-August-Universität Göttingen, 2018 – 2025.

M.A. International Economics, Georg-August-Universität Göttingen & IESEG School of Management Lille, 2018.

B.A Economics, Georg-August-Universität Göttingen, 2015.

## Research Interests

Behavioral and Experimental Economics, The Economics of Artificial Intelligence, Industrial Organization

## Publications

### *Proceedings*

Biswas, S., **Erlei, A.**, and U. Gadiraju (2026): Belief Updating and Delegation in Multi-Task Human–AI Interaction: Evidence from Controlled Simulations. *Forthcoming: Proceedings of the 2026 CHI Conference on Human Factors in Computing Systems (CHI 2026, Core Ranking: A\*, VHB Ranking: A)*

**Erlei, A.**, Cau, F., Georgiev, R., Kumar, S., Bizer, K., and U. Gadiraju (2026): When Life Gives You AI, Will You Turn It Into A Market for Lemons? Understanding How Information Asymmetries About AI System Capabilities Affect Market Outcomes and Adoption. *Forthcoming: Proceedings of the 2026 CHI Conference on Human Factors in Computing Systems (CHI 2026, Core Ranking: A\*, VHB Ranking: A)*

**Erlei, A.**, Abbas, T., Bizer, K., and U. Gadiraju (2026): The Data-Dollars Tradeoff: Privacy Harms vs. Economic Risk in Personalized AI Adoption. *Forthcoming: Proceedings of the 2026 CHI Conference on Human Factors in Computing Systems (CHI 2026, Core Ranking: A\*, VHB Ranking: A)*

Biswas, S., **Erlei, A.**, and U. Gadiraju (2025): Mind the Gap! Choice Independence in Using Multilingual LLMs for Persuasive Co-Writing Tasks in Different Languages. *Proceedings of the 2025 CHI Conference on Human Factors in Computing Systems (CHI 2025, Core Ranking: A\*, VHB Ranking: A)*

**Erlei, A.,** Sharma, A. and U. Gadiraju (2024): Understanding Choice Independence and Error Types in Human-AI Collaboration. *Proceedings of the 2024 CHI Conference on Human Factors in Computing Systems (CHI 2024, Core Ranking: A\*, VHB Ranking: A)*

**Erlei, A.,** Das, R., Meub, L., Anand, A. and U. Gadiraju (2022): For What It's Worth: Humans Overwrite Their Economic Self-Interest to Avoid Bargaining With AI Systems. *Proceedings of the 2022 CHI Conference on Human Factors in Computing Systems (CHI 2022, Core Ranking: A\*, VHB Ranking: A)*

**Erlei, A.,** Awounang Nekdem F., Meub, L., Anand, A. and U. Gadiraju (2020): Impact of Algorithmic Decision Making on Human Behavior: Evidence from Ultimatum Bargaining. *Proceedings of the 8th AAAI Conference on Human Computation and Crowdsourcing (HCOMP 2020, Core Ranking: B)*

- Best Student Paper Award

Anand, A., Bizer, K., **Erlei, A.,** Gadiraju, U., Heinze, C., Meub, L., Nejd, W., and B. Steinroetter (2018): Effects of Algorithmic Decision-Making and Interpretability on Human Behavior: Experiments using Crowdsourcing. *AAAI HCOMP 2018, Zürich, Switzerland.*

## Job Market Paper

### Reputation-Driven Adoption and Avoidance of Algorithmic Decision Aids in Credence Goods Markets (Link)

**Abstract:** Technological breakthroughs have the potential to alleviate consumer mistreatment in credence goods markets. This article studies how competitive experts adopt novel diagnostic technologies when skills are heterogeneously distributed and obfuscated to consumers. We differentiate between novel technologies that increase expert abilities, and algorithmic decision aids that complement expert judgments, but do not affect an expert's personal diagnostic precision. When consumers form beliefs about an expert's type over time, we show that high-ability experts may strategically forego the decision aid to differentiate themselves from low-ability experts. Without reputation building, signaling concerns cause all experts to randomize their investment choice, leading to under-utilization from low-ability experts and over-utilization from high-ability experts. Results from two online experiments support our hypotheses. High-ability experts are significantly less likely than low-ability experts to invest into an algorithmic decision aid if reputation building is possible. Otherwise, there is no difference, and experts who believe that consumers play a signaling game randomize their investment choice.

## Selected Work in Progress

From Digital Distrust to Codified Honesty: Experimental Evidence on Generative AI in Markets for Expert Services. **Link to WP.** *under review.*

Betrayal Aversion in Human-AI Interaction (with Holger Rau). **Link to WP**

Consumer Behavior Under Benevolent Price Discrimination (with M. Brenig and N. Engelbrecht). **Link to WP.**

Future of AI Work: Automation, Alignment, and Expectations among German Workers.

Error Sensitivity and Learning Algorithms (with B. Dietvorst and L. Meub).

Uncertainty and Opportunity Costs: Pricing Dynamics on Secondary Markets for Tournament Tickets (with Heinrich Nax).

## Conference Presentations, Invited Talks and Workshops

2025 TU Delft, Web Information Systems Group; Webinar Series on Credence Goods and Expert Markets, University Innsbruck; ACM CHI Conference on Human Factors in Computing Systems 2025, Yokohama; European ESA Meeting, University of Brno.

2024 theem: Technology and Human Behaviour, Thurgau Institute of Economics; ACM CHI Conference on Human Factors in Computing Systems 2024, Honolulu; Verein für Socialpolitik Jahrestagung, TU Berlin; European ESA Meeting, Hanken School of Economics, Helsinki; GfW Jahrestagung, University of Cologne; Workshop Machine Behavior Research on Cooperative AI, University of Duisburg-Essen.

2023 Hamburg University of Technology, Institute for Digital Economics; European ESA Meeting, University of Exeter; Verein für Socialpolitik Jahrestagung, University of Regensburg.

2022 ACM CHI Conference on Human Factors in Computing Systems 2022, New Orleans.

2021 PhD Colloquium Society & Future of Work, Leibniz University Hannover.

2020 HCOMP 2020, Netherlands Institute for Sound and Vision.

2019 European ESA Meeting, Dijon.

2018 HCOMP 2018, University of Zürich; Bremen University

## Grants

2021 GfW Reinhard Selten Grant (1.500€)

## Teaching

Winter 2025 Introduction to Institutional Economics (Lecture, Bachelor) & Replication Course: Behavioral Gender Economics (Seminar, Bachelor)

Summer 2025 Experimental Economics: Institutions and Behavior (Lecture, Master)

Summer 2021, 2022, 2023, 2024 – Experimental Economics: Institutions and Behavior (T.A., Master)

Winter 2021, 2022, 2023 – Sustainability Economics (T.A., Master)

Summer 2020, 2021 – Environmental Economics (T.A., Bachelor)

Winter 2020 – Behind the Scenes of Innovation: Decision-Making under Uncertainty (Seminar, Bachelor)

Summer 2018, 2019 – Introduction to Economic Policy (Practical, Bachelor), Summer

Winter 2018 – Introduction to Economics (Practical, Bachelor)

Since 2018 – Supervision Master Theses & Bachelor Theses

## Refereeing

Academy of Management Conference, ACM CHI Conference on Human Factors in Computing Systems, ACM Conference on Computer-Supported Cooperative Work and Social Computing, Behaviour & Information Technology, Computers in Human Behavior: Artificial Humans

## Additional Information

Citizenship: German

Languages: English, German (native), French (basic)

Programming Skills: Python, Stata, oTree