References


Balliet, D., Mulder, L. B., & Van Lange, P. A. M. (2011). Reward, punishment, and


Bornstein, G. (1992). The free-rider problem in intergroup conflicts over step-level and


Conti, R. (2014). Do non-competition agreements lead firms to pursue risky R&D projects?
Strategic Management Journal, 35(8), 1230–1248.


Gustafsson, M., Biel, A., & Gärling, T. (2000). Egoism bias in social dilemmas with


Ripsman, N. M., & Levy, J. S. (2008). Wishful thinking or buying time? The logic of British


Van der Ploeg, F. (2011). Natural resources: Curse or blessing? *Journal of Economic...
Literature, 49, 366–420.


Acknowledgements

In the realm of public good games, individual contributions, when combined, can create beneficial outcomes greater than the sum of their parts. The development of this dissertation, in many ways, resembled such a game, played finitely, yet over a large number of rounds. Unlike what game theory would predict for such a game, I had the great fortune that I could always count on the continued contribution and support of mentors, colleagues, family and friends. In this spirit, I would like to thank the following persons without which the realization of this dissertation would have quickly resulted in my defection and settled on a zero contribution equilibrium.

First and foremost, I would like to thank my promoters. Carsten de Dreu without whose sharp insights, enthusiasm, encouragement in difficult times, and overall mentorship the completion of this thesis would have been impossible. And Jörg Gross, whose calm and focussed competence perfectly balanced Carstens fervor - your expertise, transmitted through many “short 5 minute questions” and calls, was essential for my development and the realization of this research.

I had the great luck to be part of an amazing PhD cohort. In no particular order, I would like to thank Andrea Fariña, Michael Rojek-Giffin, Laura Hoenig, Leon Hilbert, and Luuk Snijder for the fun, interesting conversations, and sharing in the highs and lows of graduate school, greatly improving the overall experience. An honorable mention goes towards Hilmar Zech, whose in-depth explanation and lived example of the KEL principle made the first part of my PhD both easier and harder, but certainly more fun.

I want to thank my more senior friends and colleagues at the Conflict and Cooperation lab. Ruthie Pliskin for her research expertise and mentorship as a co-author as well as her regular warm encouragement and support. Zsombor Méder for having the patience to tutor me on game-theoretic analysis, and for many other interesting conversations. Angelo Romano,
who is both one of the most knowledgeable and most approachable people I know, for answering my many questions on cooperation and related topics. And Maria Lojowska, the operative heart and soul of the Conflict and Cooperation lab, for her always highly competent support in conducting laboratory experiments, and for her friendship. Maria, you wanted to be mentioned with more than one sentence, so now you got two!

Everybody at the Social, Economic and Organisational Psychology Unit at Leiden University. I first came to this department as a master’s student, then worked with many of you as a research assistant, and finally during the last 4 ½ years as a PhD candidate and lecturer. It’s you who make this department not only a great place for research and teaching, but also such an overall nice place to work. A special “Thank You” goes to Conny Binnendijk whose support in all administrative matters probably made one of the biggest non-research related contributions to the success of this PhD.


There are no truly infinite games in life. And so, while this particular game has come to an end, I look back with profound gratitude to the experience and the people who were a part of it. May many of you be part of exciting games ahead!
Curriculum Vitae Lennart Reddmann

Lennart Reddmann was born on 10th April 1988 in Solingen, Germany. In 2008, he received his Abitur from the August-Dicke-Gymnasium in Solingen. After completing his civilian service, Lennart went on to study Psychology in Groningen, Netherlands, and received his Bachelor's degree in 2013. He then had a brief stint as a consultant for an Executive Search firm in Berlin, Germany. In 2015, he returned to the Netherlands to pursue his Master's studies in Social & Organisational Psychology at the University of Leiden, obtaining his degree in 2017. From 2017 to 2018, he worked as a research assistant with various researchers in the Social, Economic, and Organisational Psychology Department at Leiden University. In 2018, he began his PhD under the supervision of prof.dr. Carsten de Dreu and prof.dr. Jörg Gross, investigating peaceful alternatives in asymmetrical conflict situations, and completed his dissertation in 2023.