Accepted Manuscript

Leadership with Individual Rewards and Punishments

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 PII:
 S2214-8043(18)30137-X

 DOI:
 10.1016/j.socec.2018.03.007

 Reference:
 JBEE 342

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To appear in: Journal of Behavioral and Experimental Economics

Received date:	26 July 2017
Revised date:	21 March 2018
Accepted date:	21 March 2018

Please cite this article as: Özgür Gürerk, Thomas Lauer, Martin Scheuermann, Leadership with Individual Rewards and Punishments, *Journal of Behavioral and Experimental Economics* (2018), doi: 10.1016/j.socec.2018.03.007

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Highlight

- We investigate leading by example with individual rewards and punishments in teams.
- Leading by example alone does not increase contributions in teams.
- Leadership does not reinforce the effect of rewards and punishments.
- Our results imply that in small teams, a leader may not always be necessary.
- Social forces among the peers may suffice for maintaining cooperation.

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