

The Chair of Psychology at the **TUM School of Management** in Munich  
(Prof. Dr. Hugo M. Kehr; <http://www.psy.wi.tum.de/EN/>)  
invites applications for a

## Full-time (100%) Postdoctoral Researcher Position

### Motivation Research at the Interface of Psychology and Organizational Behavior

**Start of employment:** At the earliest October 15<sup>th</sup>, 2018. Duration: 36 months. Continuation of the appointment beyond this period of time is possible. Salary and benefits are commensurate with public service organizations (pay grade: TVL-13).

**Benefit** from the excellent working conditions and comprehensive voluntary academic training programs at an internationally top-ranking university. According to the 2017 Academic Ranking of World Universities, the **Technische Universität München** is currently one of the two highest ranking German universities. Likewise, the TUM School of Management is currently one of the top three ranked German management schools according to the QS World University Rankings. Moreover, the TUM School of Management is one of only three German business schools and one of only 70 business schools worldwide, to simultaneously hold the EQUIS, AMBA and AACSB accreditation. Enjoy the inspiring team climate and advance your career within an attractive, future-oriented field at the interface of basic and applied research.

**Our research topics** include motivation at work; implicit and explicit motives; intrinsic motivation and flow; volition and self-control; visions and goalsetting.

**We seek** accomplished, connected, and motivated applicants with a Ph.D. or Master's degree in psychology or management (OB). Prior research in the area of motivation research is an advantage. Applicants should be experienced in advanced quantitative data analyses such as SEM, multi-level analysis, and time series analysis. It is expected that applicants strive for publications in top tier research journals.

#### Job assignments:

- Research on motivation in basic and applied settings
- Publication in international peer-reviewed journals
- Teaching (5 hours per week) and examinations
- Supervision and consultation of Ph.D. candidates
- Supervision of student theses
- Administrative tasks at the chair
- Acquisition of third-party funding
- Scientific project management

#### Requirements:

- Excellent doctoral degree in psychology or management
- Interest in / prior experience with research in motivational research
- Excellent knowledge of quantitative statistical methods
- Excellent proficiency in English, very good working knowledge of German.

**Application process:** Please send your application documents (1. cover letter, 2. curriculum vitae, 3. list of publications, **4. one page outline of sample prior research and its significance to motivation research**) in electronic form to our secretary, Claudia Luck ([psychologie@wi.tum.de](mailto:psychologie@wi.tum.de)). Deadline: 15.08.2018

**Contact person:** Claudia Luck, Chair of Psychology, Technische Universität München, Arcisstraße 21, 80333 München, Phone: 089/289-24201, E-Mail: [psychologie@wi.tum.de](mailto:psychologie@wi.tum.de)

As part of the Excellence Initiative of the German federal and state governments, TUM has been pursuing the strategic goal of substantially increasing the diversity of its faculty. As an equal opportunity and affirmative action employer, TUM explicitly encourages nominations of and applications from women as well as from all others who would bring additional diversity dimensions to the university's research and teaching strategies. Preference will be given to disabled candidates with essentially the same qualifications. The TUM Munich Dual Career Office provides support for dual career couples and families.