

ACADEMIC POSITIONS

- 2021 – present **Senior Lecturer (Associate Professor) – University of Essex, Department of Economics**
Director of the Essex Centre for Experimental Social Sciences
Director of ESSEXLab
- 2017 – 2021 **Assistant Professor – Vrije Universiteit Amsterdam, School of Business and Economics**
Research Fellow – Tinbergen Institute
- 2014 – 2017 **Research Fellow – University of Nottingham, School of Economics**
Research Fellow – ESRC-Network for Integrated Behavioural Science (NIBS)
Research Fellow – Centre for Decision Research and Experimental Economics (CeDEx)

EDUCATION

- 2009 – 2014 **PhD Economics** (Supervisors: Peter P. Wakker & Han Bleichrodt)
Erasmus University Rotterdam, School of Economics & Tinbergen Institute
- Fall 2012 Visiting PhD student (Host: Richard H. Thaler)
University of Chicago, Booth School of Business
- 2008 – 2009 **MSc Behavioural Economics** (highest honours) – University of Nottingham
- 2006 – 2008 **MSc Sociology and Social Research** (highest honours) – Utrecht University
- 2003 – 2006 **BSc Sociology** (highest honours) – Utrecht University

SELECTED PUBLICATIONS

1. Does Losing Lead to Winning? An Empirical Analysis for Four Sports, **Management Science**, 2023, Volume 69, Issue 1, 513–532. (with Bouke Klein Teeselink and Martijn J. van den Assem)
2. Malleable Lies: Communication and Cooperation in a High Stakes TV Game Show, **Management Science**, 2019, Volume 65, Issue 10, 4795–4812. (with Uyanga Turmunkh and Martijn J. van den Assem)
3. The Wisdom of the Inner Crowd in Three Large Natural Experiments, **Nature Human Behaviour**, 2018, Volume 2, Issue 1, 21–26. (with Martijn J. van den Assem)
4. Risky Choice in the Limelight, **Review of Economics and Statistics**, 2016, Volume 98, Issue 2, 318–332. (with Guido Baltussen and Martijn J. van den Assem)
5. Measuring Loss Aversion under Ambiguity: A Method to Make Prospect Theory Completely Observable, **Journal of Risk and Uncertainty**, 2016, Volume 52, Issue 1, 1–20. (with Mohammed Abdellaoui, Han Bleichrodt, and Olivier l'Haridon)
6. Standing United or Falling Divided? High Stakes Bargaining in a TV Game Show, **American Economic Review**, Papers & Proceedings, 2015, Volume 105, Issue 5, 402–407. (with Martijn J. van den Assem, Colin F. Camerer, and Richard H. Thaler)
7. Split or Steal? Cooperative Behavior When the Stakes Are Large, **Management Science**, 2012, Volume 58, Issue 1, 2–20. (with Martijn J. van den Assem and Richard H. Thaler)

OTHER PUBLICATIONS

8. Gender and Willingness to Compete for High Stakes, **Journal of Economic Behavior & Organization**, 2023, Volume 206, 350–370 (with Thomas Buser and Martijn J. van den Assem).
9. Can the Market Divide and Multiply? A Case of 807 Percent Mispricing, **Review of Behavioral Finance**, 2022, Volume 14, Issue 1, 35–44. (with Martijn J. van den Assem, Remco C.J. Zwinkels, and Marc B.J. Schauten)

10. Nudging Student Participation in Online Evaluations of Teaching: Evidence from a Field Experiment, **European Economic Review**, 2022, Volume 141, 104001. (with Susanne Neckermann, Uyanga Turmunkh, and Tong V. Wang)
11. Do Descriptive Social Norms Drive Peer Punishment? Conditional Punishment Strategies and Their Impact on Cooperation, **Evolution & Human Behavior**, 2021, Volume 42, Issue 5, 469–479. (with Xueheng Li and Lucas Molleman)
12. Prince: An Improved Method for Measuring Incentivized Preferences, **Journal of Risk and Uncertainty**, 2021, Volume 62, Issue 1, 1–28. (with Cathleen A. Johnson, Aurélien Baillon, Han Bleichrodt, Zhihua Li, and Peter P. Wakker)
13. Incentives, Performance and Choking in Darts, **Journal of Economic Behavior & Organization**, 2020, Volume 169, 38–52. (with Bouke Klein Teeselink, Martijn J. van den Assem, and Rogier J.D. Potter van Loon)
14. The Evil Eye: Eye Gaze and Competitiveness in Social Decision Making, **European Journal of Social Psychology**, 2018, Volume 48, Issue 3, 388–396. (with Mauro Giacomantonio, Jennifer Jordan, Francesca Federico, and Martijn J. van den Assem)
15. Comparing Uncertainty Aversion towards Different Sources, **Theory and Decision**, 2017, Volume 83, Issue 1, 1–18. (with Aurélien Baillon and Ning Liu)
16. Number Preferences in Lotteries, **Judgment and Decision Making**, 2016, Volume 11, Issue 3, 243–259. (with Tong V. Wang, Rogier J.D. Potter van Loon, and Martijn J. van den Assem)
17. Beyond Chance? The Persistence of Performance in Online Poker, **PLoS ONE**, 2015, Volume 10, Issue 3, e0115479. (with Rogier J.D. Potter van Loon and Martijn J. van den Assem)
18. Individual Choices in Dynamic Networks: An Experiment on Social Preferences, **PLoS ONE**, 2014, Volume 9, Issue 4, e92276. (with Vincent Buskens)
19. On the Social Nature of Eyes: The Effect of Social Cues in Interaction and Individual Choice Tasks, **Evolution and Human Behavior**, 2013, Volume 34, Issue 2, 146–154. (with Aurélien Baillon and Asli Selim)
20. Coöperatie in Spelshows [translation: Cooperation in Game Shows], in **Samenwerking in Sociale Dilemma's; Voorbeelden van Nederlands Onderzoek**, edited by Vincent Buskens and Ineke Maas, Amsterdam University Press, 2012, 209–234. (with Martijn J. van den Assem)
21. Social Motives in Network Formation: An Experimental Study, **Proceedings of the 2009 International Conference on Game Theory for Networks (GameNets 2009)**, 2009, 593–602. (with Vincent Buskens)

WORKING PAPERS

22. High-Stakes Failures of Backward Induction (with Bouke Klein Teeselink, Jason Dana, and Martijn J. van den Assem).
23. Behavioral Risk Profiling: Measuring Loss Aversion of Individual Investors (with Jurgen Vandenbroucke).
24. The Social Description-Experience Gap (with Ozan Isler and Orestis Kopsacheilis).

WORK IN PROGRESS (SELECTION)

25. Impact or Responsibility? Giving Behavior in a Televised Natural Experiment (with Inka Eberhardt, Paul Smeets, and Martijn J. van den Assem)
26. Collective Intelligence, Learning, and Cooperation (with Ralf Kurvers, Max Wolf, Stefan Herzog, and Martijn J. van den Assem)
27. The Role of Gender in Interpersonal Judgment (with Uyanga Turmunkh and Martijn J. van den Assem)
28. The Effect of Familiarity with the Data-Generating Process on the Gambler's and Hot-Hand Fallacy (with Tong V. Wang and Martijn J. van den Assem)
29. The Menu of Deception (with Despoina Alempaki, Valeria Burdea, Daniel Read, and Martijn J. van den Assem)

TEACHING

University of Essex (2022 – present)

- Experimental Economics (MSc)
- Supervision BSc theses
- Supervision MSc theses

Vrije Universiteit Amsterdam (2017 – 2022)

- Behavioral Finance and Real Estate (BSc third year)
 - Teaching evaluation: 4.5/5 (2017-2018); 4.4/5 (2018-2019); 4.6/5 (2019-2020)
- Behavioral Finance (MSc)
 - Teaching evaluation: 4.4/5 (2018-2019)
- Behavioral Ethics (Executive education: Compliance and Integrity Management)
 - Teaching evaluation: 4.5/5 (2018-2019); 4.3/5 (2019-2020)
- Tutorials in Finance (Introductory course, BSc second year)
 - Teaching evaluation: 4.2/5 (2017-2018); 4.3/5 (2018-2019); 4.3/5 (2019-2020)
- Supervision MSc theses

Amsterdam School of Real Estate (2018 – Current; taught in Dutch)

- Psychologie van financiële besluitvorming (Master of Real Estate)

Erasmus University Rotterdam

- Tutorials Behavioural Economics (BSc second year) 2010 – 2013
- Supervision MSc theses (2010 – 2013)
- Supervision BSc theses (2011 – 2013)

PHD SUPERVISION

2017 – 2021 Bouke Klein Teeselink (VU Amsterdam, joint with Martijn J. van den Assem)
First placement: Yale School of Management (postdoc). Now: KCL (lecturer)

2021 – present Martina F. van Rijn (VU Amsterdam, joint with Martijn J. van den Assem)

2022 – present Petar Pakrap (VU Amsterdam, joint with Martijn J. van den Assem)

PROFESSIONAL SERVICE

Director of the Essex Centre for Behavioural Science (September 2023 – present).

Director ESSEXLab (October 2021 – present), overseeing the state-of-the-art behavioural laboratory at the University of Essex.

Associate editor at the Journal of Economic Behavior & Organization (appointed June 2020)

Ad-hoc reviewer: Economic Journal; Experimental Economics; Journal of Behavioral and Experimental Economics; Journal of Economic Behavior & Organization; Journal of Economic Psychology; Journal of Economic Surveys; Journal of Experimental Political Science; Journal of Political Economy Microeconomics; Journal of Public Economics; Management Science; Nature Human Behaviour; Review of Economics & Statistics; Theory and Decision; Trends in Cognitive Science

Conference organization: 14th Tinbergen Institute Conference “Bayesian Crowd” at Erasmus University Rotterdam (EUR), NL. With: Aurélien Baillon (EUR), Drazen Prelec (MIT), and Tong Wang (EUR). 2019

Ethics Reviewer Nuffield Centre of Experimental Social Science (CESS), University of Oxford (2018 – 2019)

Member of the CeDEx Management Group, University of Nottingham (2014 – 2017)

Co-organiser of the Experimental Research Cluster seminar series, , University of Essex (2023 – 2024)

Co-organiser of the Microeconomics Research Cluster seminar series, University of Essex (2022 – 2023)

Co-organiser of the CeDEx seminar series, University of Nottingham (2015 – 2016)

AWARDS AND FUNDING

2017 NIBS project grant: “A horse race between elicitation methods of Cumulative Prospect Theory”, £2,500.

NIBS project grant: “The Social Description-Experience Gap”, £2,500.

2015 Doctoral dissertation nominated for the Christiaan Huygens Science Award
Every five years, the Royal Netherlands Academy of Arts and Sciences presents the Christiaan Huygens Science Award to an economist who defended their doctoral dissertation at a Dutch university in the preceding five-year period and who has made an innovative contribution within the field of economics. My dissertation was one of four nominees and received an honorable mention.

2014 NIBS project grant: “Conditional Punishment: Descriptive Social Norms Drive Negative Reciprocity”, £2,000.

2008 Scholarships from the Huygens Scholarship Program of the Ministry of Education, Culture and Science in the Netherlands, VSBfonds, and the Prins Bernhard Culture Fund to attend the M.Sc. Behavioural Economics at the University of Nottingham; €21,450

RESEARCH VISITS

October 2019 University of Western Australia, Business School (Economics)
Host: Michael Jetter

May 2018 University of Haifa, Department of Economics
Host: Doron Kliger

February 2016 Max Planck Insitute Berlin, Center for Adaptive Rationality
Host: Stefan Herzog

October 2015 Carnegie Mellon University, Social and Decision Sciences
Host: George F. Loewenstein

Fall 2012 University of Chicago, Booth School of Business
Host: Richard H. Thaler

SEMINARS AND CONFERENCE PRESENTATIONS

2024

Seminars: German Federal Financial Supervisory Authority

2023

Seminars: Adam Smith Business School, University of Glasgow | King's College London | EDHEC Business School | UK Financial Conduct Authority

Conferences: 2023 Birmingham Behavioural Economics Workshop | 2023 ESA Lyon | 2023 UEA Behavioural Game Theory Workshop | EEA 2023 Barcelona

2022

Seminars: Leeds University Business School

Conferences: SABE Conference, Stateline (NV) | Research in Behavioral Finance Conference (RBFC), Amsterdam | Lancaster Game Theory Conference 2022

2021

Seminars: University of Essex (online) | University of Exeter (online) | Warwick Business School (online) | Burgundy School of Business (online) | University of Groningen (online) | University of Bergen (online)

Conferences: Subjective Probability, Utility, and Decision Making (SPUDM) Conference (online) | Tilburg Institute for Behavioral Economic Research (Tiber) Conference (online)

2020

Seminars: Copenhagen Business School (online)

2019

Seminars: University of Sydney | University of New South Wales | University of Technology Sydney | University of Western Australia | Workshop on Current Issues in Behavioral Economics, Madrid campus of the University of Navarra | University of Santiago | University of Chile | Pontifical Catholic University of Chile | the Dutch Ministry of Finance

Conferences: Subjective Probability, Utility, and Decision Making (SPUDM) Conference, Amsterdam | Maastricht Behavioral and Experimental Economics Symposium (M-BEES) | 14th Tinbergen Institute Conference "Bayesian Crowd", Rotterdam

2018

Seminars: Cooperation Workshop, IESEG School of Management | Ben Gurion University of the Negev | Minerva Spring Workshop in Behavioral Economics, Technion | Fiber Workshop, University of Haifa

Conferences: Research in Behavioral Finance Conference (RBFC), Amsterdam | Tilburg Institute for Behavioral Economic Research (Tiber) Conference | SABE/IAREP Conference, London | Foundations and Applications of Utility, Risk and Decision Theory (FUR) Conference, York

2017

Seminars: University of Nottingham | University of Passau | Vrije Universiteit Amsterdam

2016

Seminars: University of Reading | Max Planck Institute Berlin (Center for Adaptive Rationality) | Berlin Social Science Center (WZB)

Conferences: Tilburg Institute for Behavioral Economics Research (Tiber) Conference | International Meeting on Experimental and Behavioral Social Sciences (IMEBESS), Rome | Winter Experimental Social Science Institute (WESSI), NYU Abu Dhabi

2015

Conferences: Network for Integrated Behavioural Science (NIBS) Workshop, Nottingham | Subjective Probability, Utility, and Decision Making (SPUDM) Conference, Budapest | Maastricht Behavioral and Experimental Economics Symposium (M-BEES) | Behavioural Science and Policy Conference, Nottingham | Annual Meeting of the American Economic Association, Boston

2014

Seminars: Carnegie Mellon University | Maastricht University

Conferences: Network for Integrated Behavioural Science (NIBS) Workshop, Coventry | Foundations and Applications of Utility, Risk and Decision Theory (FUR) Conference, Rotterdam | Risk, Uncertainty and Ambiguity Workshop, Ein Bokek

2013

Conferences: Subjective Probability, Utility, and Decision Making (SPUDM) Conference, Barcelona

2012

Seminars: University of Chicago, Booth School of Business

Conferences: Tilburg Institute for Behavioral Economics Research (Tiber) Conference, Tilburg | Behavioral Decision Research in Management (BDRM) Conference, Boulder | Foundations and Applications of Utility, Risk and Decision Theory (FUR), Atlanta | Maastricht Behavioral and Experimental Economics Symposium (M-BEES) | The Erasmus-Technion Workshop on Decisions and Predictions, Ein Bokek

2010-2011

Conferences: Subjective Probability, Utility, and Decision Making (SPUDM) Conference, London | Behavioral Decision Research in Management (BDRM) Conference, Pittsburgh | Decision and Uncertainty workshop, HEC Paris | Workshop at the Social Psychology Department, Tilburg

POPULAR WRITING AND MEDIA ATTENTION

2023

- Media attention for the paper “Does Losing Lead to Winning? An Empirical Analysis for Four Sports” in the NRC

2020

- Media attention for the paper “Gender Differences in Willingness to Compete for High Stakes” in the Süddeutsche Zeitung

2018

- Media attention for the paper “Can the Market Divide and Multiply? A Case of 807 Percent Mispricing” in the Wall Street Journal
- Media attention for the paper “The Wisdom of the Inner Crowd in Three Large Natural Experiments” on Bloomberg, Yahoo, and in Cosmos Magazine
- Media attention for the paper: “Measuring Loss Aversion under Ambiguity: A Method to Make Prospect Theory Completely Observable” in De Tijd and L’Echo

2017

- “Nobelprijs voor Thaler” [Translation: Nobel Prize for Thaler]. Published in: Economisch Statistische Berichten. (with Martijn J. van den Assem)
- “Struisvogelgedrag bij Nederlandse Beleggers” [Translation: Ostrich Behaviour of Dutch Investors]. Published in: Effect. (with Martijn J. van den Assem and Reinder Wietsma)

2016

- Media attention for the paper “Number Preferences in Lotteries” in The Wall Street Journal, Algemeen Dagblad, and by the NOS and BNR Nieuwsradio
- “Being in the Limelight Inhibits Risk Taking.” Published in: The Financial Times Investment Adviser
- “Deal or No Deal Shows How Transparency Makes Us Risk Averse.” Published on: The Conversation. Further media attention by The Times, Share Radio, and BBC Nottingham
- “Hard Evidence: Is Poker a Game of Chance or Skill?” Published in The Independent, Newsweek, and on The Conversation. Further media attention by The Daily Mail, The Times, and The Independent.

2013

- “Een Duwtje in de Rug Kan Geen Kwaad” [Translation: A Nudge in the Right Direction Can't Hurt]. Published in Nederlands Dagblad and on EconomieOpinie.nl (with Rogier J.D. Potter van Loon)

2012

- “Poker Is More than Just a Game of Chance.” Published on EconomieOpinie.nl (with Rogier J.D. Potter van Loon and Martijn J. van den Assem)

2011

- “Big Peanuts”. Published in FSR forum, Tijdschrift voor het Economisch Onderwijs, and on EconomieOpinie.nl (with Martijn J. van den Assem)
- “Orgaandonatie: Opt-In of Opt-Out? Geen van Beide!” [Translation: Organ Donation: Opt-In or Opt-Out? Neither!]. Published in Nederlands Dagblad, Reformatorisch Dagblad, and on SocialeVraagstukken.nl, Sargasso.nl, and EconomieOpinie.nl (with Aurélien Baillon). Further media attention: Niernieuws.nl, Metro, Radio Rijnmond, Mejudice.nl
 - Led to a motion in the Rotterdam city council to investigate the possibility of routinely asking people for their choice regarding organ donation at city hall (for example, when they come for a new driver’s license, ID card or passport). The motion passed with 37 votes in favour, 8 against.