

Curriculum Vitae
ALEXANDER VOSTROKNUTOV

Personal Information

Contact address:

Department of Economics (AE1)

Maastricht University

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Research interests

Experimental Economics, Neuroeconomics, Game Theory, Decision Theory, Microeconomics

Employment

2019 – present Associate Professor, Maastricht University, Department of Economics (AE1)

Past Employment

2015 – 2019 Research Fellow, Center for Mind/Brain Sciences, University of Trento

2008 – 2014 Assistant Professor, Maastricht University, Department of Economics (AE1)

Educational Background

2002 – 2008 PhD in Economics (advisors: Aldo Rustichini, John Dickhaut, Marcel K. Richter)
University of Minnesota

2001 – 2002 MSc in Economics (advisor: Tilman Börgers)
University College London

2002 – 2004 PhD in Economics (equivalent)
Saint-Petersburg State University for Economics and Finance

2000 – 2001 MA in Economics, with distinction
Saint-Petersburg State University for Economics and Finance

1996 – 2000 BA in Economics and Finance, with distinction
Saint-Petersburg State University for Economics and Finance

Publications*

- Eijkelenboom, G.G., Rohde, I., Vostroknutov, A., 2018. *The Impact of the Level of Responsibility and Mutual Decision Making on Choices under Risk*. **Experimental Economics**, forthcoming
- Kimbrough, E.O., Vostroknutov, A., 2018. *A Portable Method of Eliciting Respect for Social Norms*. **Economics Letters**, 168, 147-150
- Vostroknutov, A., Polonio, L., Coricelli, G., 2018. *The Role of Intelligence in Social Learning*. **Scientific Reports**, 8, 6896
- Gross, J., Emmerling, F., Vostroknutov, A., Sack, A.T., 2018. *Manipulation of Pro-Sociality and Rule-Following with Non-Invasive Brain Stimulation*. **Scientific Reports**, 8, 1827
- Baader, M., Vostroknutov, A., 2017. *Interaction of Reasoning Ability and Distributional Preferences in a Social Dilemma*. **Journal of Economic Behavior and Organization**, 142, 79-91
- Gächter, S., Mengel, F., Tsakas, E., Vostroknutov, A., 2017. *Growth and Inequality in Public Good Provision*. **Journal of Public Economics**, 150, 1-13
- Thomsson, K.M., Vostroknutov, A., 2017. *Small-World Conservatives and Rigid Liberals: Attitudes Towards Sharing in Self-Proclaimed Left and Right*. **Journal of Economic Behavior and Organization**, 135, 181-192
- Kimbrough, E.O., Vostroknutov, A., 2016. *Norms Make Preferences Social*. **The Journal of the European Economic Association**, 14(3), 608-638
- Mengel, F., Tsakas, E., Vostroknutov, A., 2016. *Past Experience of Uncertainty Affects Risk Aversion*. **Experimental Economics**, 19(1), 151-176
- Kimbrough, E.O., Vostroknutov, A., 2015. *The Social and Ecological Determinants of Common Pool Resource Sustainability*. **Journal of Environmental Economics and Management**, 72, 38-53
- Rustichini, A., Vostroknutov, A., 2014. *Merit and Justice: An Experimental Analysis of Attitude to Inequality*. **PLoS ONE**, 9(12): e114512
- Vostroknutov, A., 2013. *Preferences over Consumption and Status*. **Theory and Decision**, 74(4), 509-537
- Vostroknutov, A., 2012. *Non-probabilistic Decision Making with Memory Constraints*. **Economics Letters**, 117, 303-305
- Hawes, D.R., Vostroknutov, A., Rustichini, A., 2012. *Experience and Abstract Reasoning in Learning Backward Induction*. **Frontiers in Decision Neuroscience**, 6, 23
- Vostroknutov, A., Tobler, P., Rustichini, A., 2012. *Causes of Social Reward Differences Encoded in Human Brain*. **Journal of Neurophysiology**, 107, 1403-1412
- Gneezy, U., Rustichini, A., Vostroknutov, A., 2010. *Experience and Insight in the Race Game*. **Journal of Economic Behavior and Organization**, 75, 144-155

Book Chapters*

- Coricelli, G., Polonio, L., Vostroknutov, A., 2018. *The Process of Choice in Games*. In Capra, M., Croson, R., Rosenblatt, T., Rigdon M. (eds): **Handbook of Experimental Game Theory**. Edward Elgar Publishing, forthcoming

* All working and published papers are available online at <http://www.vostroknutov.com>

Submitted Papers*

Normative Perception of Power Abuse (with Leonard Hoefft and Wladislaw Mill)

2019, submitted to *The Economic Journal*

Norm Compliance, Enforcement, and the Survival of Redistributive Institutions

(with Mehmet Y. Gürdal and Orhan Torul)

2019, submitted to *Journal of Public Economics*

Meta-Context and Choice-Set Effects in Mini-Dictator Games (with Folco Panizza and Giorgio Coricelli)

2018, submitted to *Games and Economic Behavior*

Dynamic Regret Avoidance (with Michele Fioretti and Giorgio Coricelli)

2018, submitted to *American Economic Journal: Microeconomics*

Working Papers*

Incentives or Persuasion? An Experimental Investigation

2019, University of Southern California and Maastricht University

(with Andreas Aristidou and Giorgio Coricelli)

A Model of Frames and Norms in Games

2015, Chapman University, Bocconi University, University of Trento

(with Erik Kimbrough and Joshua Miller)

The Bitterness of Unshared Victory in Competitive Environments

2013, Maastricht University

A Theory of Reciprocity with Incomplete Information

2012, METEOR RM/12/015, Maastricht University

Awareness in Repeated Games

2009, METEOR RM/09/010, Maastricht University

(with Friederike Mengel and Elias Tsakas)

Working Papers in Preparation

A Theory of Norms

(with Erik Kimbrough)

Rational (In)attention in Observational Learning

(with Luca Polonio, Joshua Zonca, and Giorgio Coricelli)

Learning Optimal Bayesian Strategy through Observation

(with Luca Polonio and Giorgio Coricelli)

Influence of Observation on Other-Regarding Attitude: A Computational Exploration

(with Folco Panizza and Giorgio Coricelli)

Emotions in Games: Behavioral and fMRI Study

(with Arno Riedl, Evi Nalmpanti, and Vincent van de Ven)

Evaluating Skills of Others During Observational Learning

(with Nadège Bault, Tobias Larsen, Mehdi Khamassi, Luca Polonio, and Giorgio Coricelli)

* All working and published papers are available online at <http://www.vostroknutov.com>

Teaching Experience

2008 –	<i>Course Coordinator / Tutor at Maastricht University</i>	<i>Level</i>
	Spring 2019 EBC2015, Institutions, Behavior, and Welfare	Bachelor, 2 nd year
	Spring 2019 EBC4007, Industrial Economics	Econ Master, 2 nd year
	Spring 2019 EBC2023, Managerial Economics	Bachelor, 2 nd year
	Spring 2019 EBS4027, Writing a Master's Thesis Proposal	HDS Master, 1 st year
	Spring 2014 EBC4202, Human Behavior and Economic Policy	Econ Master, 2 nd year
	Spring 2014 PSY4731, Neuroeconomics Meetings	Neuroecon Master, 1 st year
	Spring 2014 EBC2023, Managerial Economics	Bachelor, 2 nd year
	Spring 2014 EBC2108, Information, Markets and Organizations	Adv Bachelor, 3 rd year
	Fall 2013 EBC4202, Human Behavior and Economic Policy	Econ Master, 2 nd year
	Spring 2013 EBC2108, Information, Markets and Organizations	Adv Bachelor, 3 rd year
	Spring 2013 EBC2023, Managerial Economics	Bachelor, 2 nd year
	Fall 2012 SSC2048 (UCM), Intermediate Microeconomics	Bachelor, 2 nd year
	Spring 2012 EBC2108, Information, Markets and Organizations	Adv Bachelor, 3 rd year
	Spring 2012 EBC2023, Managerial Economics	Bachelor, 2 nd year
	Fall 2011 SSC2048 (UCM), Intermediate Microeconomics	Bachelor, 2 nd year
	Spring 2011 EBC2023, Managerial Economics	Bachelor, 2 nd year
	Spring 2010 EBC2023, Managerial Economics	Bachelor, 2 nd year
	Spring 2009 2038B, Managerial Economics	Bachelor, 2 nd year
	Fall 2008 3050B, Behavioral Economics	Adv Bachelor, 3 rd year
2004 – 2007	<i>Primary Instructor at the University of Minnesota</i>	
	Spring 2008 ECON 1102, Principles of Macroeconomics	Bachelor, 1 st year
	Fall 2007 ECON 1101, Principles of Microeconomics	Bachelor, 1 st year
	Spring 2007 ECON 4113, Introduction to Mathematical Economics	Adv Bachelor, 4 th year
	Fall 2006 ECON 4109H, Honors Game Theory and Applications	Adv Bachelor, 4 th year
	Spring 2006 ECON 4113, Introduction to Mathematical Economics	Adv Bachelor, 4 th year
	Fall 2005 ECON 4109H, Honors Game Theory and Applications	Adv Bachelor, 4 th year
	Spring 2005 Advanced Real and Functional Analysis	Econ PhD, 1 st year
	Spring 2005 ECON 1102, Principles of Macroeconomics	Bachelor, 1 st year
	Fall 2004 ECON 1101, Principles of Microeconomics	Bachelor, 1 st year
2003 – 2004	<i>Teaching assistant at the University of Minnesota</i>	
	Spring 2004 ECON 1101, Principles of Microeconomics	Bachelor, 1 st year
	Fall 2003 ECON 1104, Principles of Microeconomics	Bachelor, 1 st year
	Fall 2003 ECON 1101, Principles of Microeconomics	Bachelor, 1 st year

Supervision

	<i>PhD students</i>	
2018 – present	Andreas Aristidou	3 hpwy*
2016 – present	Folco Panizza	4 hpwy
2015 – 2018	Michele Fioretti	4 hpwy
2015 – present	Evi Nalmpanti	2 hpwy
2010 – 2013	Diogo Geraldés	4 hpwy
	<i>Master students</i>	
2019 – present	Dominique de Villeneuve	3 hpwy
2019 – present	Nitzan Merguei	3 hpwy
2013 – 2014	Gilbert Eijkelenboom	3 hpwy
2013 – 2014	Alex Fengler	1 hpwy
	<i>Bachelor students</i>	
2012 – 2014	Malte Baader	3 hpwy
2010 – 2012	Sjoerd van Wijk	1 hpwy

* Hours per week per academic year (approximately 40 weeks)

Honors and Grants

Jan 2019	<i>Graduate School of Business and Economics Fellow</i> Maastricht University
Jan 2013	<i>Graduate School of Business and Economics Fellow</i> Maastricht University
Dec 2010	<i>Marie Curie Re-Integration Grant</i> Maastricht University, Department of Economics (AE1) 45,000 Euro research money for 3 years
Dec 2008	<i>Marie Curie Fellowship (FP7-PEOPLE-IIF-2008)</i> Maastricht University, Department of Economics (AE1) Salary for 2 years plus 5,000 Euro research money
Jun 2007	<i>Distinguished Instructor</i> University of Minnesota, Department of Economics For teaching ECON 4113, Introduction to Mathematical Economics
Jun 2006	<i>Distinguished Instructor</i> University of Minnesota, Department of Economics For teaching ECON 4113, Introduction to Mathematical Economics
Jan 2006	<i>Distinguished Instructor</i> University of Minnesota, Department of Economics, for teaching ECON 4109H, Honors Game Theory
Nov 2005	<i>Hardy Third-Year Paper Competition</i> University of Minnesota, Department of Economics, Third place
2002 – 2003	<i>Graduate Fellowship</i> University of Minnesota, Department of Economics Tuition fees wave and stipend for study in the PhD in Economics program
2001 – 2002	<i>Shell Centenary Chevening Scholarship</i> University College London, Department of Economics Tuition fees wave and stipend for study in the MSc in Economics program

Administrative Work

2013 – 2014	Developer of <i>neuroeconomics.nl</i> website with information on Maastricht neuroeconomics group, blog, event calendar etc.	1 hpwy*
2012 - 2014	Co-organizer of the Maastricht Behavioral and Experimental Economics Symposium (with Arno Riedl; 45 presenters; 100 attendees) ¹	7 hpwy
2012 – 2014	Presenter of the Neuroeconomics Master program at Open Days for students at School of Business and Economics and Faculty of Psychology and Neuroscience (Maastricht University)	1 hpwy
2008 – 2014	Organizer of the Neuroeconomics Meetings at Maastricht University	2 hpwy

* Hours per week per academic year (approximately 40 weeks)

¹ The link to the website: <http://researchers-sbe.unimaas.nl/m-bees/>

Editorial Work

Referee for *American Economic Review*; *Ecological Economics*; *Econometrica*; *Economic Inquiry*; *The Economic Journal*; *Experimental Economics*; *Games and Economic Behavior*; *Journal of Development Economics*; *Journal of Behavioral and Experimental Economics*; *Journal of Economic Behavior and Organization*; *Journal of Economic Psychology*; *Journal of Environmental Economics and Management*; *Journal of Labor Economics*; *Journal of Neuroscience, Psychology and Economics*; *Journal of Public Economics*; *Journal of Public Economic Theory*; *NSF*; *PLoS ONE*; *Public Choice*; *Theory and Decision*; *Scandinavian Journal of Economics*; *Southern Economic Journal*.

Conferences and Invited Talks

Social Norms/Social Dilemmas/Blame

(Nov 2018) GSBE-ETBC Seminar Series, Maastricht University. Invited talk: *A Normative Model of Social Behavior*; (Sep 2018) Behavioral and Experimental Economics Network (BEEN) Meeting. Invited talk: *Normative Perception of Power Abuse*; (Jul 2018) Responsibility for the Sustainable Management of the Global Commons Workshop, Hamburg/Kiel. Invited talk: *The Impact of the Level of Responsibility on Choices under Risk: The Role of Blame*; (Nov 2017) Florence-Konstanz Workshop on Behavioral Social Sciences. Presentation: *Social Norms and Preferences for Redistribution*; (Oct 2017) Vienna Center for Experimental Economics, University of Vienna. Invited talk: *Social Norms and Preferences for Redistribution*; (May 2017) Max Planck Institute for Research on Collective Goods, Bonn. Invited talk: *Social Norms and Preferences for Redistribution*; (Apr 2017) World Bank, Macroeconomics and Fiscal Management Unit. Invited talk: *Small-World Conservatives and Rigid Liberals: Attitudes Towards Sharing in Self-Proclaimed Left and Right*; (Jan 2017) Ethics and Economics Conference, Singapore University of Technology and Design, Singapore. Invited talk: *Social Norms, Cooperation and Preferences for Sharing*; (Jun 2016) Norms, Actions, Games, Toulouse. Invited talk: *Small-World Conservatives and Rigid Liberals: Attitudes Towards Sharing in Self-Proclaimed Left and Right*; (Apr 2016) University of Lyon, GATE-LAB. Invited talk: *Norms in Games and Sharing Attitudes in Self-Proclaimed Left and Right*; (Jan 2016) Generations of Experiments, Trento. Invited talk: *Norms make preferences social*; (Sep 2015) Endogenous Preferences and the Broader Effects of Competition, Amsterdam. Invited talk: *Norms, Frames and Prosocial Behavior in Games*; (Jun 2015) 8th Maastricht Behavioral and Experimental Economics Symposium, Maastricht. Presentation: *Norms, Frames and Prosocial Behavior in Games*. Presentation: *Attitudes towards Sharing in Self-proclaimed Left and Right*; (May 2015) Social Norms and Institutions, Ascona. Presentation: *Norms, Frames and Prosocial Behavior in Games*; (Nov 2014) Washington State University Invited talks Series, Pullman. Invited talk: *Norms Make Preferences Social*; (Sep 2014) University of Lyon, Centre de Neurosciences Cognitives, Lyon. Invited talk: *Norms Make Preferences Social*; (Jun 2014) University of the Basque Country, Bilbao. Invited talk: *Norms Make Preferences Social*; (Apr 2014) Norms, Actions, Games Conference, London. Poster: *Norm-Dependent Utility in Games*; (Mar 2014) Paris School of Economics Invited talks Series, Paris. Invited talk: *Norms Make Preferences Social*; (Dec 2013) Boğaziçi University Invited talks Series, Istanbul. Invited talk: *Norms Make Preferences Social*; (Jun 2012) International Economic Science Association Meeting, New York. Presentation: *Rule Following, Restraint and Reciprocity in Common Pool Resource Games*; (Jun 2012) 5th Maastricht Behavioral and Experimental Economics Symposium, Maastricht. Presentation: *Rules, Rule Following and Cooperation*.

Regret/Envy

(Feb 2018) University of Alicante. Invited talk: *Dynamic Regret Avoidance*; (Sep 2017) 11th IMPRS Uncertainty Topics Workshop, Trento. Invited talk: *Dynamic Regret Avoidance*; (Sep 2017) ESA European Meeting, Vienna University of Economics and Business. Presentation: *Dynamic Regret Avoidance*; (Jun 2017) ESA World Meeting, UCSD. Presentation: *Dynamic Regret Avoidance*; (Jun 2017) MBEES 2017, Maastricht University. Invited talk: *Dynamic Regret Avoidance*; (Apr 2017) ICES, George Mason University. Invited talk: *The Past Is Not Enough: Structural Estimation of Past and Future Regret in an Optimal Stopping Experiment*. (Dec 2014) Virginia Tech, Blacksburg. Invited talk: *Merit and Justice: An Experimental Analysis of Attitude to Inequality*; (Sep 2014) University of Lyon, Centre de Neurosciences Cognitives, Lyon. Invited talk: *Social Preferences vs. Social Norms*; (Aug 2010) World Bank East Asia and Pacific Region Chief Economist's Seminar Series, Washington. Invited talk: *Envy, Social Status and Economic Development: Some Applications of Neuroeconomics*; (Oct 2009) 4th Nordic Conference on Behavioral and Experimental Economics, Oslo. Presentation: *Competition with Skill and Luck*; (Aug 2009) Annual Congress of the European Economic Association and European Meeting of the Econometric Society, Barcelona. Presentation: *Preferences over Consumption and Status*; (Nov 2007) Midwest Economic Theory Meetings, Ann Arbor. Presentation: *Preferences over Consumption and Status*; (Jun 2007) Social Change Workshop, Charlottesville. Presentation: *Neural Basis of Competition with Skill and Luck*; (Mar 2007) Midwest Economics Association Conference, Minneapolis. Presentation: *Preferences over Consumption and Status*.

Observational Learning

(Apr 2017) IMEBESS 2017, University of Barcelona. Presentation: *Observational Learning and Intelligence*; (Apr 2017) Brain and Creativity Institute, University of Southern California. Invited talk: *Observational Learning and Intelligence*; (Sep 2016) The Graduate School of Business and Economics Seminar Series, Maastricht University. Invited talk: *Observational Learning and Intelligence*; (Aug 2016) Society for Neuroeconomics Conference, Berlin. Poster: *Observational Learning and Intelligence*; (Jul 2016) University of Trento Economics Department Invited talks Series, Trento. Invited talk: *Observational Learning and Intelligence*; (Apr 2016) University of Lyon, CORTEX. Invited talk: *Observational Learning and Reasoning*; (Sep 2015) Society for Neuroeconomics Conference, Miami. Poster: *Observational Learning and Its Influence on the Observer's Learning Rate*; (Jun 2015) Workshop on Limited Cognitive Resources in Economics: Heuristics, Information Processing and Strategic Behavior, Rome. Keynote talk: *Observational Learning and Its Influence on the Learning Rate*.

Decisions under Risk

(Sep 2011) SITE Economics and Psychology Workshop, Stanford. Presentation: *Decision Making with Imperfect Knowledge of the State Space*; (Jun 2011) Society for Advancement of Economic Theory, Faro. Presentation: *Decision Making with Imperfect Knowledge of the State Space*; (Jun 2011) Risk, Uncertainty, and Decision, Collegio Carlo Alberto, Turin. Presentation: *Decision Making with Imperfect Knowledge of the State Space*; (Jun 2011) 4th Maastricht Behavioral and Experimental Economics Symposium, Maastricht. Presentation: *Decision Making with Imperfect Knowledge of the State Space*.

Psychological Games

(Nov 2010) Bocconi University Invited Talks Series, Milan. Invited talk: *Games with Belief Dependent Preferences*; (Jul 2010) International Economic Science Association Meeting, Copenhagen. Presentation: *A Model of Behavioral Types in Games*.

Miscellaneous

(May 2018) "Liberty and Responsibility in Business and Beyond: Business Ethics for Better or Worse," Liberty Fund Conference, Frankfurt; (Jun 2014) Neuroeconomics: Recent Advances and Future Directions, Erice; (Jun 2014) 7th Maastricht Behavioral and Experimental Economics Symposium, Maastricht. Co-organizer; (Jun 2013) 6th Maastricht Behavioral and Experimental Economics Symposium, Maastricht. Co-organizer; (Apr 2012) International Bank Institute Invited talks Series, St.Petersburg. Invited talk: *The Frontiers of Behavioral Economics: Neuroeconomics*; (Dec 2010) Bonner Neuroökonomietagung, Center for Economics and Neuroscience, Bonn; (Jun 2010) 3rd Maastricht Behavioral and Experimental Economics Symposium, Maastricht; (May 2010) 5th M-BIC fMRI Workshop, Maastricht Brain Imaging Center, Maastricht; (Apr 2009) International Symposium on the Neural Basis of Decision Making, Nijmegen; (Jan 2008) American Economic Association Conference, New Orleans; (Jul 2007) The Stony Brook Game Theory Festival of the Game Theory Society and Workshop on Experimental Economics, Stony Brook; (May 2007) Neural Systems of Social Behavior Workshop, Austin.