

**Curriculum Vitae**  
**ALEXANDER VOSTROKNUTOV**

**Personal Information**

Contact address:  
*Department of Economics (MPE)*  
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Homepage: <http://www.vostroknutov.com/>

**Research interests**

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

**Employment**

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

**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\***

*Dynamic Regret Avoidance* (with Michele Fioretti and Giorgio Coricelli)

2019, R&R in *American Economic Journal: Microeconomics*

*Norm Compliance, Enforcement, and the Survival of Redistributive Institutions*

(with Mehmet Y. Gürdal and Orhan Torul)

2019, R&R in *Journal of Economic Behavior and Organization*

*Incentives or Persuasion? An Experimental Investigation* (with Andreas Aristidou and Giorgio Coricelli)

2019, submitted to *Journal of Economic Theory*

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

2019, submitted to *The Economic Journal*

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

2018, submitted to *Games and Economic Behavior*

### **Working Papers\***

*A Theory of Injunctive Norms*

2019, with Erik Kimbrough

*A Model of Frames and Norms in Games*

2015, with Erik Kimbrough and Joshua Miller

*A Theory of Reciprocity with Incomplete Information*

2012

*Awareness in Repeated Games*

2009, with Friederike Mengel and Elias Tsakas

### **Working Papers in Preparation**

*A Theory of Injunctive Norms: Axiomatization*

with Erik Kimbrough

*A Theory of Descriptive Norms*

with Erik Kimbrough

*The Effect of Heterogeneous Norms on the Decision to Punish Norm Violators*

with Nitzan Merguei and Martin Strobel

*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

*A Computational Exploration of Attitude Shift in Interpersonal Decision Making*

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

### *Course Coordinator / Tutor at Maastricht University*

Institutions, Behavior, and Welfare EBC2015	2019-	Bachelor, 2 <sup>nd</sup> year
Industrial Economics EBC4007	2019-	Econ Master, 2 <sup>nd</sup> year
Managerial Economics EBC2023	2009-14, 2019-	Bachelor, 2 <sup>nd</sup> year
Writing a Master's Thesis Proposal EBS4027	2019-	HDS Master, 1 <sup>st</sup> year
Grant Writing Workshop/Course PSY4112/PSY5112	2019-	Psych Master, 1 <sup>st</sup> /2 <sup>nd</sup> year
Neuroeconomics Meetings PSY4731	2014	Neuroecon Master, 1 <sup>st</sup> year
Human Behavior and Economic Policy EBC4202	2013-14	Econ Master, 2 <sup>nd</sup> year
Information, Markets and Organizations EBC2108	2012-14	Adv Bachelor, 3 <sup>rd</sup> year
Intermediate Microeconomics SSC2048 (UCM)	2011-12	Bachelor, 2 <sup>nd</sup> year
Behavioral Economics 3050B	2008	Adv Bachelor, 3 <sup>rd</sup> year

### *Primary Instructor at the University of Minnesota*

Principles of Macroeconomics ECON 1102	2005, 2008	Bachelor, 1 <sup>st</sup> year
Principles of Microeconomics ECON 1101	2004, 2007	Bachelor, 1 <sup>st</sup> year
Introduction to Mathematical Economics ECON 4113	2006-07	Adv Bachelor, 4 <sup>th</sup> year
Honors Game Theory and Applications ECON 4109H	2005-06	Adv Bachelor, 4 <sup>th</sup> year
Advanced Real and Functional Analysis	2005	Econ PhD, 1 <sup>st</sup> year

### *Teaching Assistant at the University of Minnesota*

Principles of Microeconomics ECON 1101	2003-04	Bachelor, 1 <sup>st</sup> year
Principles of Microeconomics ECON 1104	2003	Bachelor, 1 <sup>st</sup> year

## Supervision

### *PhD students*

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 Geraldes	4 hpwy

### *Master students*

2019 – present	James Wilkinson	3 hpwy
2019	Almog Sade	3 hpwy
2019	Dominique de Villeneuve	3 hpwy
2019	Nitzan Merguei	3 hpwy
2013 – 2014	Gilbert Eijkelenboom	1 hpwy
2013 – 2014	Alex Fengler	

### *Bachelor students*

2019 – present	Mariam Sène	2 hpwy
2019 – present	Alexandre Hamoir	2 hpwy
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

2019 – 2020	<i>Human Decisions and Policy Design Theme Interdisciplinary Seeding Grant “Social Norms and Socially Responsible Investments”</i> Co-PI (PI: Peiran Jiao), €4,500 research money	
2019 – 2021	<i>IFREE Research Grant “Normative Uncertainty and Social Behavior”</i> Principal Investigator (co-PIs: Erik Kimbrough, Folco Panizza), \$9,995 research money	
2013, 2019	<i>Graduate School of Business and Economics Fellow</i> Maastricht University	
2011 – 2014	<i>Marie Curie Re-Integration Grant</i> Maastricht University, Department of Economics (AE1) €45,000 research money	
2009 – 2011	<i>Marie Curie Fellowship (FP7-PEOPLE-IIF-2008)</i> Maastricht University, Department of Economics (AE1) Salary for 2 years plus €5,000 research money	
2006 – 2007	<i>Distinguished Instructor</i> University of Minnesota, Department of Economics Teaching ECON 4113, Introduction to Mathematical Economics (twice) and 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

2019 –	Program Leader of Human Decision Sciences Master program (around 40 master students a year, coordination of the education process)	0.1 FTE
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)	7 hpwy
2012 – 2014 2019 –	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)

## Editorial Work

Referee for *American Economic Review*; *Ecological Economics*; *Econometrica*; *Economic Inquiry*; *The Economic Journal*; *European Economic Review*; *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

**(Jun 2019)** MBEES/MBEPS, Maastricht University, Maastricht. Presentation: *A Theory of Injunctive Norms*; **(Apr 2019)** DySoC/NIMBioS Investigative Workshop on Social Norms, University of Tennessee, Knoxville. Invited talk: *A Theory of Injunctive Norms*; **(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)** 11<sup>th</sup> 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*.