

Curriculum Vitae
ALEXANDER VOSTROKNUTOV

Personal Information

Contact address:
Department of Economics (MPE)
Maastricht University
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6200 MD, Maastricht
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Research interests

Social Norms, Experimental Economics, Neuroeconomics, Behavioral Economics, 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, with distinction (advisor: Tilman Börgers)
University College London

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

Publications*

- Gross, J., Vostroknutov, A., 2021. *Why Do People Follow Norms?* **Current Opinion in Psychology**, forthcoming
- Fioretti, M., Vostroknutov, A., Coricelli, G., 2021. *Dynamic Regret Avoidance*. **American Economic Journal: Microeconomics**, forthcoming
- Gürdal, M.Y., Torul, O., Vostroknutov, A., 2020. *Norm Compliance, Enforcement, and the Survival of Redistributive Institutions*. **Journal of Economic Behavior and Organization**, 178, 313-326
- Vostroknutov, A., 2020. *Social Norms in Experimental Economics: Towards a Unified Theory of Normative Decision Making*. **Analyse & Kritik**, 42(1), 3-39
- Eijkelenboom, G.G., Rohde, I., Vostroknutov, A., 2019. *The Impact of the Level of Responsibility and Mutual Decision Making on Choices under Risk*. **Experimental Economics**, 22(4), 794-814
- 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

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

Book Chapters*

Tremewan, J., Vostroknutov, A., 2021. *An Informational Framework for Studying Social Norms*. In Chaudhuri, A. (ed.): **A Research Agenda for Experimental Economics**. Edward Elgar Publishing

Coricelli, G., Polonio, L., Vostroknutov, A., 2020. *The Process of Choice in Games*. In Capra, M., Croson, R., Rosenblatt, T., Rigdon M. (eds.): **Handbook of Experimental Game Theory**. Edward Elgar Publishing

Submitted Papers*

The Role of Meta-Context in Moral Decisions (with Folco Panizza and Giorgio Coricelli)
2021, submitted to *Games and Economic Behavior*

Moral Opportunism and Excess in Punishment Decisions (with Nitzan Merguei and Martin Strobel)
2021, Revise & Resubmit in *Journal of Economic Behavior & Organization*

A Theory of Injunctive Norms (with Erik Kimbrough)
2021, submitted to *American Economic Review*

How Conformity Can Lead to Extreme Social Behaviour (with Folco Panizza and Giorgio Coricelli)
2021, Revise & Resubmit in *PLoS Computational Biology*

Incentives or Persuasion? An Experimental Investigation (with Andreas Aristidou and Giorgio Coricelli)
2021, Revise & Resubmit in *The Economic Journal*

Normative Acceptance of Power Abuse (with Leonard Hoefft and Wladislaw Mill)
2021, Revise & Resubmit in *Management Science*

Working Papers*

Axiomatic Models of Injunctive Norms and Moral Rules
2021, with Erik Kimbrough

A Theory of Descriptive Norms
2020, with Erik Kimbrough and James Tremewan

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

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Teaching Experience

Course Coordinator / Tutor at Maastricht University

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

Primary Instructor at the University of Minnesota

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

Teaching Assistant at the University of Minnesota

Principles of Microeconomics ECON 1101	2003-04	Bachelor, 1 st year
Principles of Microeconomics ECON 1104	2003	Bachelor, 1 st year

Supervision

PhD students

Sofoklis Goulis
Andreas Aristidou
Folco Panizza
Michele Fioretti
Evi Nalmpanti
Diogo Geraldes

Master students

Romy Bongers
Maxim Doiron
Judith Wagner
Victoire Monziols
Unnati Mukherjee
James Wilkinson
Almog Sade
Dominique de Villeneuve
Nitzan Merguei
Gilbert Eijkelenboom
Alex Fengler

Bachelor students

Mariam Sène
Alexandre Hamoir
Malte Baader
Sjoerd van Wijk

Honors and Grants

- 2019 – 2020 *Human Decisions and Policy Design Theme Interdisciplinary Seeding Grant*
“*Social Norms and Socially Responsible Investments*”
Co-PI (PI: Peiran Jiao), €4,500 research money
- 2019 – 2021 *IFREE Research Grant “Normative Uncertainty and Social Behavior”*
Principal Investigator (co-PIs: Erik Kimbrough, Folco Panizza), \$9,995 research money
- 2013, 2019 *Graduate School of Business and Economics Fellow*
Maastricht University
- 2011 – 2014 *Marie Curie Re-Integration Grant*
Maastricht University, Department of Economics (AE1)
€45,000 research money
- 2009 – 2011 *Marie Curie Fellowship (FP7-PEOPLE-IIF-2008)*
Maastricht University, Department of Economics (AE1)
Salary for 2 years plus €5,000 research money
- 2006 – 2007 *Distinguished Instructor*
University of Minnesota, Department of Economics
Teaching ECON 4113, Introduction to Mathematical Economics (twice) and ECON 4109H, Honors Game Theory
- 2005 *Hardy Third-Year Paper Competition*
University of Minnesota, Department of Economics, third place
- 2002 – 2003 *Graduate Fellowship*
University of Minnesota, Department of Economics
Tuition fees wave and stipend for study in the PhD in Economics program
- 2001 – 2002 *Shell Centenary Chevening Scholarship*
University College London, Department of Economics
Tuition fees wave and stipend for study in the MSc in Economics program

Administrative Work

- 2021 – Co-organizer of Lyon-Maastricht Behavioral Workshop
(with Eugenio Verrina, biannual workshop, 15 presenters, 40 attendees)
- 2019 – Program Leader of Human Decision Sciences Master program
(around 40 master students a year, coordination of the education process)
- 2013 – 2014 Developer of *neuroeconomics.nl* website with information on Maastricht neuroeconomics group, blog, event calendar etc.
- 2012 – 2014 Co-organizer of the Maastricht Behavioral and Experimental Economics Symposium
(with Arno Riedl, 45 presenters, 100 attendees)
- 2012 – 2014 Presenter of the HDS Master program at Open Days for students at School of Business
and Economics and Faculty of Psychology and Neuroscience (Maastricht University)
- 2019 –
- 2008 – 2014 Organizer of the Neuroeconomics Meetings at Maastricht University

Editorial Work

Referee for American Economic Review; Ecological Economics; Econometrica; Economic Inquiry; The Economic Journal; European Economic Review; Experimental Economics; Evolution and Human Behavior; Games and Economic Behavior; Groundwater for Sustainable Development; 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 European Economic Association; Journal of Labor Economics; Journal of Neuroscience, Psychology and Economics; Journal of Personality and Social Psychology; Journal of Public Economics; Journal of Public Economic Theory; Land Economics; NSF; PLoS ONE; Public Choice; Theory and Decision; Transactions on Affective Computing; Scandinavian Journal of Economics; Southern Economic Journal.

Conferences and Invited Talks

Social Norms/Social Dilemmas

(May 2021) Workshop on Norms and Image Concerns, Max Planck MPG, Bonn. Invited talk: *A Theory of Injunctive Norms: An Application to Image Concerns*; (Nov 2020) GATE-LAB Seminar Series, University of Lyon. Invited talk: *The Role of Meta-Context in Moral Decisions*; (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) 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*.