

**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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Homepage: <http://www.vostroknutov.com/>

**Research interests**

Social Norms, Institutional Economics, Behavioral Economics, Experimental Economics, Game Theory, Decision Theory, Neuroeconomics

**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

- Merguei, N., Strobel, M., Vostroknutov, A., 2022. *Moral Opportunism as a Consequence of Decision Making under Uncertainty*. **Journal of Economic Behavior and Organization**, 197, 624-642
- Fioretti, M., Vostroknutov, A., Coricelli, G., 2022. *Dynamic Regret Avoidance*. **American Economic Journal: Microeconomics**, 14(1): 70–93
- Zonca, J., Polonio, L., Vostroknutov, A., Coricelli, G., 2021. *Timing of Social Feedback Shapes Observational Learning in Strategic Interaction*. **Scientific Reports**, 11, 21972
- Panizza, F., Vostroknutov, A., Coricelli, G., 2021. *How Conformity Can Lead to Extreme Social Behavior*. **PLoS Computational Biology**, 17(10): e1009530
- Gross, J., Vostroknutov, A., 2021. *Why Do People Follow Social Norms?* **Current Opinion in Psychology**, 44, 1-6
- 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

## **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

## **Recent Working Papers**

*Endogenous Institutions and Economic Policy*

2022, with James A. Robinson and Ekaterina Vostroknutova

*A Theory of Injunctive Norms*

2022, with Erik Kimbrough

*A Theory of Moral Reasoning*

2022, with Erik Kimbrough

*Affective Decision-Making and Moral Sentiments*

2022, with Erik Kimbrough

*A Meta-Theory of Moral Rules*

2022, with Erik Kimbrough

*Normative Acceptance of Power Abuse*

2022, with Leonard Hoeft and Wladislaw Mill

*The Role of Meta-Context in Moral Decisions*

2021, with Folco Panizza and Giorgio Coricelli

*Incentives or Persuasion? An Experimental Investigation*

2021, with Andreas Aristidou and Giorgio Coricelli

## **Contract and Consortium Research**

*Brazil 2042 Report*

2022, The World Bank; Role: research consultant

*The Role of Trust in Intertemporal Choice: The Case of Brazil*

2022, concept note for the World Bank Brazil 2042 Report (will be published as a research paper)

*Australian Research Council Grant* (with Steven Schilizzi and Uwe Latacz-Lohmann)

2022, field research with farmers in Australia and Germany to promote acceptance of environmental policies (theoretical work/surveys/field experiments)

## Teaching Experience

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

Institutional Economics EBC2015	2019-	<i>Level</i> Bachelor, 2 <sup>nd</sup> year
Industrial Economics EBC4007	2019-2021	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*

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

### *Master students*

Eleonora di Notti  
Felix Goosens  
Jeremie Gros  
Leoni Kaup  
Lotte de Lint  
Margot Janus  
Simon Neugebauer  
Lotte Mertens  
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*

Aniek Grevel  
Olaf Stringer  
Mariam Sène  
Alexandre Hamoir  
Malte Baader  
Sjoerd van Wijk

## 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 Economic Science Association; 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; Scientific Reports; Theory and Decision; Transactions on Affective Computing; Scandinavian Journal of Economics; Southern Economic Journal.

## Honors and Grants

- 2019 – 2023      *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 – 2023      *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 –      Member of the new MSc in Economics planning effort
- 2021 –      Member of the BSA-committee (Binding Study Advice for bachelor students)
- 2021 –      Co-organizer of Lyon-Maastricht Behavioral Workshop  
(with Eugenio Verrina, annual workshop, 15 presenters, 40 attendees)
- 2019 –      Program Leader of Human Decision Sciences Master program  
(around 50 master students a year, coordination of the education process)
- 2019 –      Presenter of the HDS Master program at Open Days for students at School of Business  
2012 – 2014      and Economics and Faculty of Psychology and Neuroscience (Maastricht University)
- 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)
- 2008 – 2014      Organizer of the Neuroeconomics Meetings at Maastricht University

## Conferences and Invited Talks

### Social Norms/Social Dilemmas

(Jan 2023) IMT Lucca. An invited series of talks on *Moral Reasoning and Moral Sentiments*; (Dec 2022) University of Alicante. Invited talk: *Affective Decision-Making and Moral Sentiments*; (Jun 2022) MBEES, Maastricht University. Presentation: *Affective Decision-Making and Moral Sentiments*; (Feb 2022) NoBec Talks, University of Pennsylvania. Invited talk: *Affective Decision-Making and Moral Sentiments*; (Feb 2022) IMT Lucca. Invited talk: *Affective Decision-Making and Moral Sentiments*; (Oct 2021) VU Amsterdam Brown Bag Talks, Amsterdam. Invited talk: *Affective Decision Making*; (Oct 2021) University of Queensland Invited Talks Series, Brisbane. Invited talk: *Affective Decision Making*; (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) 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*.