

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

**Personal Information**

Contact address:

*Center for Mind/Brain Sciences (CIMEC)*  
*Via delle Regole 101*  
*38123 Mattarello*  
*Italy*

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**Research interests**

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

**Employment**

2015 – present    Research Fellow, Center for Mind/Brain Sciences, University of Trento  
(Principal Investigator: Giorgio Coricelli)

**Past Employment**

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\***

- Kimbrough, E.O., Vostroknutov, A., 2018. *A Portable Method of Eliciting Respect for Social Norms*. **Economics Letters**, forthcoming
- 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

**Submitted Papers\***

- Dynamic Regret Avoidance* (with Michele Fioretti and Giorgio Coricelli)  
2018, submitted to *The Review of Financial Studies*
- The Impact of the Level of Responsibility and Mutual Decision Making on Choices under Risk*  
(with Gilbert Eijkelenboom and Ingrid Rohde)  
2018, **R&R** in *Experimental Economics*

**Working Papers\***

*Norm Compliance, Enforcement, and the Survival of Redistributive Institutions*  
2018, Boğaziçi University and University of Trento  
(with Mehmet Y. Gürdal and Orhan Torul)

*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)

**Ongoing Research Projects**

*Abuse of Power and Social Norms*  
(with Leonard Hoelt and Wladislaw Mill)

*Emotions in Games: Behavioral and fMRI Study*  
(with Arno Riedl, Evi Nalmpanti, and Vincent van de Ven)

*Transmission of Social Norms*  
(with Folco Panizza and Giorgio Coricelli)

*Observational Learning in Normal Form Games*  
(with Joshua Zonca and Luca Polonio)

*Optimal Observational Learning*  
(with Luca Polonio and Giorgio Coricelli)

*Observational Learning: fMRI Experiment*  
(with LDMg group)

*Learning and Observation in Continuous Bandit Problems*  
(with Folco Panizza and Giorgio Coricelli)

*Optimal Stopping in a Social Environment*  
(with Michele Fioretti and Giorgio Coricelli)

*Continuous Games: fMRI Study*  
(with Giorgio Coricelli)

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

## Teaching Experience

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

## Honors and Awards

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 *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

- |                |   |         |
|----------------|---|---------|
| 2016 – present | Adviser of PhD student Folco Panizza (University of Trento)   | 4 hpwy* |
| 2013 – 2014    | Co-adviser of Neuroeconomics master student Alex Fengler  | 1 hpwy  |
| 2013 – 2014    | Adviser of master student Gilbert Eijkelenboom  | 2 hpwy  |
| 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) <sup>1</sup>                                     | 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  |
| 2010 – 2014    | Capstone adviser of bachelor students Sjoerd van Wijk and Malte Baader  | 3 hpwy  |
| 2010 – 2013    | Adviser of PhD student Diogo Geraldés   | 4 hpwy  |
| 2008 – 2014    | Organizer of the Neuroeconomics Meetings at Maastricht University   | 2 hpwy  |

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

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

### Editorial Work

Referee for *American Economic Review*; *Econometrica*; *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*; *NSF*; *PLoS ONE*; *Public Choice*; *Theory and Decision*; *Scandinavian Journal of Economics*; *Southern Economic Journal*.

## Conferences and Invited talks

### Regret

**(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*.

### 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*.

### Social Norms

**(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*.

### 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*.

### Envy

**(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*.

### 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.