

Curriculum Vitae
ALEXANDER VOSTROKNUTOV

Personal Information

Contact address:

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

E-mail: *a.vostroknutov@unitn.it*

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

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)
2017, submitted to *Journal of Finance*
- 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 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

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	<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

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) 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
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)

¹ 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)** 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*.

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

(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.