

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

**Personal Information**

Contact address:

*Center for Mind/Brain Sciences (CIMEC)*  
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*Italy*

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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 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\***

- 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

**Submitted Papers\***

- Dynamic Regret Avoidance* (with Michele Fioretti and Giorgio Coricelli)  
2017, submitted to *Management Science*
- The Impact of the Degree of Responsibility and Mutual Decision Making on Choices under Risk*  
(with Gilbert Eijkelenboom)  
2017, **R&R2** in *Experimental Economics*
- The Role of Intelligence in Social Learning* (with Luca Polonio and Giorgio Coricelli)  
2017, submitted to *Nature Human Behavior*
- Manipulation of Obedience with Non-invasive Brain Stimulation*  
(with Alexander T. Sack, Jörg Gross, and Franziska Emmerling)  
2017, submitted to *Scientific Reports*
- A Portable Method of Eliciting Respect for Social Norms* (with Erik Kimbrough)  
2017, submitted to *Journal of Economic Science Association*

**Working Papers\****The Process of Choice in Games*

2017, University of Trento (with Giorgio Coricelli and Luca Polonio)  
book chapter for the Handbook of Experimental Game Theory

*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***Emotions in Games: Behavioral and fMRI Study*

(with Arno Riedl, Evi Nalmpanti and Vincent van de Ven)

*Survival of Redistributive Institutions*

(with Mehmet Gurdal and Orhan Torul)

*Transmission of Social Norms*

(with Folco Panizza and Giorgio Coricelli)

*Observational Learning in Normal Form Games*

(with Joshua Zonca and Luca Polonio)

*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

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|----------------|---|---------|
| 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 Environmental Economics and Management*; *Journal of Labor Economics*; *Journal of Neuroscience, Psychology and Economics*; *NSF*; *PLoS ONE*; *Theory and Decision*; *Scandinavian Journal of Economics*; *Southern Economic Journal*.

## Conferences and Invited talks

### Regret

(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

(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.