

Dr. Sascha Christian Füllbrunn

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born 5th April 1976 in Rhaudefehn, Germany

married, two kids 13 and 15

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*"[...] grant me the serenity to accept the things I cannot change,
the courage to change the things I can,
and the wisdom to know the difference."*

Curriculum Vitae

CAREER DEVELOPMENT

2022	IUS Promovendi Status
since 2019	Associate Professor (personal title, UHD1 permanent) at Nijmegen School of Management, Department of Economics & Business Economics
2016-2019	Associate Professor (personal title, UHD2 trajectory) at Nijmegen School of Management, Department of Economics & Business Economics
2014-2016	Assistant Professor (UD1 tenured) at Nijmegen School of Management, Department of Economics & Business Economics
2012-2014	Assistant Professor (UD2) at Nijmegen School of Management, Department of Economics & Business Economics
2012	Research Fellow at Max Planck Institute of Economics, Strategic Interaction Group
2011-2012	Research Associate at the University of Luxembourg Luxembourg School of Finance (Project F2R-LSF-PUL-10IDIA, Institutional Design in Asset Markets)
2010	Visiting Scholar at the University of Texas at Dallas (US) in October and November, contact: Prof. Dr Ernan Haruvy, The School of Management
2009-2011	Research Fellow at the University of Luxembourg Luxembourg School of Finance (AFR Grant PDR 09 044) Institutional Design, Speculative Bubbles and Crashes in Laboratory Asset Markets)
2004-2009	Research Assistant at Otto-von-Guericke-Universität Magdeburg Faculty of Economics and Management, Chair in E-Business
2009	Dr. rer. pol. (summa cum laude), Otto-von-Guericke-Universität Magdeburg, Faculty of Economics and Management (Prize of the Faculty of Economics and Management for best Ph.D.-Thesis)
2004	Diploma in Economics and Management (Dipl. Oec.), Leibniz Universität Hannover, School of Economics and Management (Subjects: Mathematical Economics, Statistics, Growth and Income Distribution)
1997-1999	Apprentice Office Clerk, Büromaschinen Import- und Vertriebs-GmbH & Co. KG, Laatzen (Hannover, Germany)

RESEARCH LINES

Decision Making for Others

In recent years, Wolfgang Luhan and I established a cross-disciplinary research line regarding the question of how people decide for other people. We gathered funding for different research projects and PhD positions, hosted two externally funded conferences in Nijmegen and Portsmouth, organised a session at the Allied Social Science Association meeting, and edited a special issue in the Journal of Economic Psychology. We are currently working on a collaborative grant. The following papers are in their writing stage

Privatizing profits and socializing Losses – Agency under accountability with
- Wolfgang Luhan (Portsmouth University, UK)

Responsibility for a few or many? Experimental Evidence with
- Wolfgang Luhan (Portsmouth University, UK)

The Needs of the Many, the Wealth of the Few: How Responsibility Affects Risky Decision-Making for Others with
- Wolfgang Luhan (Portsmouth University, UK)
- Georgia Buckle (Office for National Statistics, UK)

(Experimental) Finance

My further research interest is in financial decision-making and asset market design, mainly applying the experimental methodology. In particular, I started a new direction in (experimental) sustainable finance, currently building a network and organising a conference. As one of three managing board members, I manage the Society for Experimental Finance and recently successfully applied for an Allied Social Science Association session on Experimental Finance I will also chair, Moreover, I edited the Handbook of Experimental Finance together with Ernan Haruvy (McGill University). Current projects are

Experimental Sustainable Finance - Workshop Funding with
- Sébastien Duchêne (Montpellier Business School), Peirn Jiao (Maastricht University)

Projects on Sustainable Finance with
- Michel Rötter (NSM, Financial Economics)
- Etiënne Rouwette (NSM, Method Group)

Numerosity and tangibility in investment decisions with
- Wolfgang Luhan (Portsmouth University, UK)
- Paul-Emile Mangin (Portsmouth University, UK)

A horse race of market efficiency measures with
- Rein van Alebeek (NSM, Economic Theory and Policy)
- Sven Nolte (NSM, Financial Economics)

Healthy Brain Study

In recent years, our implementation team — a collaboration between the Radboud University, Radboudumc and Max Planck Institute for Psycholinguistic — established a research protocol to deeply phenotype up to 1,000 citizens from Nijmegen with information about brain imaging, biological, socio-economic and behavioural measures. This unique research infrastructure improves research opportunities for future generations. For the following projects, the data release is in its final stage. With different collaborators, we are in the brainstorming stage, envisioning more projects.

Exploring the relationships between sensory processing sensitivity, decision-making, and brain white matter microstructure ([link preregistration](#)) with

- Christienne G. Damatac (Donders Institute)
- Corina Greven (RadboudUMC)
- Hanneke van Ouden (Donders Institute)

Stability of Preferences ([link preregistration](#)) with

- Jana Vyrastekova (NSM, Economic Theory and Policy)
- Qiyang Ong (NSM, Economic Theory and Policy)

Do resting-state networks predict trust and reciprocity in the trust game? with

- Koen Haak (Donders Institute)
- Beatrix van der Heijden (NSM, Strategic Human Resource Management)
- Jana Vyrastekova (NSM, Economic Theory and Policy)

Further collaborative projects

Being engaged with different colleagues from different areas opens new opportunities. Some of them I take. The following two projects allow a merger of different expertise people offer within the teams.

An experimental Test on Unconditional Basic Income with

- Daniel Waters (NSM, International Economics)
- Frank Bohn (NSM, International Economics)
- Jörn Sickmann (Rhine Waal University of Applied Science in Kleve, Germany)
- Thomas Pitz (Rhine Waal University of Applied Science in Kleve, Germany)
- Rein van Alebeek (NSM, Economic Theory and Policy)

A Graph Literacy Test with

- Hubert Korzilius (NSM, Methods)

PUBLICATIONS

Peer-Reviewed, International Articles (AIP Score 2019-2023: 4.42/5)

Non-Standard Errors, forthcoming in *The Journal of Finance* (AIP 1.00) with Menkveld, A.J., Dreber, A., Holzmeister, F., Huber, J., Johannesson, M., Kirchler, M., Razen, M., Weitzel, G.U et al.,... 343 authors

Reading the Market? Expectation Coordination and Theory of Mind, (2024) in *Journal of Economic Behavior & Organization* (AIP 0.72), Volume 2019, 510–527, with Bao, T., Pei, J., & Zong, J.

Heterogeneity of Beliefs and Trading Behavior - A reexamination, (2023) *Journal of Financial and Quantitative Analysis* (AIP 0.92), 1-25, with Huber, C., Eckel C., & Weitzel, U.

Does trust break even? A trust-game experiment with negative endowments, (2023), *Journal of Behavioral and Experimental Economics* (AIP 0.5), Volume 103, 101982, with Vyrastekova, J.

Testing market regulations in experimental asset markets - the case of margin purchases, *Journal of Economic Behavior & Organization* (AIP 0.72), (2022), 200, 1160-1183, with Neugebauer, T.

Psychological price perception may exert a weaker effect on purchasing decisions than previously suggested: results from a large online experiment fail to reproduce either a left-digit or perceptual-fluency effect, (2022), *PLoS ONE* (AIP 0.65), 17 (8), with Fenneman, A., Sickmann, J., Goldbach, C., & Pitz, T.

Rationale and design of the Healthy Brain Study: an accessible resource for understanding the human brain and how it dynamically and individually operates in its bio-social context, (2021), *PLoS ONE* (AIP 0.65), 16(12): e0260952. with Healthy Brain Study Consortium

Lying for Others: The Impact of Agency on Misreporting, (2021) *Economics Letters* (AIP 0.48), 168, with Buckle, G.E. & Luhan, W.

Underpricing of initial public offerings in experimental asset markets, (2020) *Experimental Economics* (AIP 0.86), 23(4), 1002-1029 with Nicklisch, A. & Neugebauer, T. .

Current issues in decision making for others, (2020) *Journal of Economic Psychology* (AIP 0.76), 77, 102250, with Luhan, W. & Sanfey, A.

Responsibility and limited liability in decision making for others – An experimental consideration, (2020) *Journal of Economic Psychology* (AIP 0.76), with Luhan, W.

Risk Aversion and Overbidding in First Price Sealed Bid, (2019), *Economic Inquiry* (AIP 0.70), 57 (1), 631–647 with Janssen, DJ, & Weitzel, U.

Individual speculative behavior and overpricing in experimental asset markets, (2019), *Experimental Economics* (AIP 0.88), 22 (3), pp 653–675 with Janssen, DJ. & Weitzel, U.

Decision Making for Others: The case of loss aversion, (2017), *Economics Letters* (AIP 0.47), 161, pp 154-156, with Luhan, W.

Hidden vs. known gender effects in experimental asset markets, (2017) *Economics Letters* (AIP 0.47), 156, pp 7-9. with Eckel, C.

Differences in fairness and trust between lean and corpulent men, (2016), *International Journal of Obesity* (AIP 0.95), 40(11), pp 1802-1808, with Kubera, B., Klement, J., Wagner, C., Rädcl, C., Eggeling, J., Kaczmarek, M., Levinsky, R. & Peters, A.

Thar “She” blows? Gender, Competition, and Bubbles in Experimental Asset Markets, (2015) *American Economic Review* (AIP 0.97), 105 (2), pp 906-926, with Eckel E.

The Value of a Fallback Option, (2015), *Central European Journal of Operations Research* (AIP 0.23), 23 (2), pp 375-388, with Kreiner, S. & Palan, S.

Does ambiguity aversion survive in experimental asset markets?, (2014), *Journal of Economic Behavior & Organization* (AIP 0.68), 107 (Part B), pp 810-826. with Rau, H., & Weitzel, U

The Takeover Game, (2014), *Journal of Behavioral and Experimental Finance* (AIP 0.79), 1, pp 85-98, with Haruvy, E.

Varying the number of bidders in the first-price sealed-bid auction: experimental evidence for the one-shot game, (2013), *Theory and Decision* (AIP 0.49), 75(3), pp 421-447 with Neugebauer, T.

Limited Liability, Moral Hazard and Risk Taking - A Safety Net Game Experiment, (2013), *Economic Inquiry* (AIP 0.74), 51 (2), 1389-1403, with Neugebauer, T.

Sudden Termination Auctions - An Experimental Study, (2011), *Journal of Economics & Management Strategy* (AIP 0.86), 21 (2), pp 519-540, with Sadrieh, A.

Collusion or Sniping in simultaneous ascending Auctions - A Prisoner’s Dilemma, (2011), *International Game Theory Review* (AIP -), 13 (1), pp 75-82.

Trust and Trustworthiness in Anonymous Virtual Worlds, (2011), *Journal of Media Economics* (AIP 0.44), 24 (1), pp 48-63, with Richwien, K. & Sadrieh, A.

Anonymity deters collusion in hard-close auctions: experimental evidence, (2009), *New Zealand Economics Papers* (AIP -), 43 (2), Special Issue: Laboratory experiments in economics, finance and political science, pp 131-148, with Neugebauer, T.

Available Working Papers

Stock Price Level Effect, (2021), SSRN Working Paper, ([link](#)) with Borsboom, C.

Books/Book chapters

Experimental Finance. In S. Chuah, R. Hoffmann and A. Neelim (eds.), *Elgar Encyclopedia of Behavioural and Experimental Economics* (forthcoming), Edward Elgar Publishing Ltd., with Palan, S.

Behavioural Finance. In S. Chuah, R. Hoffmann and A. Neelim (eds.), *Elgar Encyclopedia of Behavioural and Experimental Economics* (forthcoming), Edward Elgar Publishing Ltd., with Nolte, S.

Decision Making for Others. In S. Chuah, R. Hoffmann and A. Neelim (eds.), *Elgar Encyclopedia of Behavioural and Experimental Economics* (forthcoming), Edward Elgar Publishing Ltd., with Luhan, W.

Handbook of Experimental Finance, (2022), Edward Elgar Publishing, with Haruvy, E.

Experimental Finance and Financial Professionals, (2022), in Füllbrunn, S. & Haruvy, E. (eds.) *Handbook of Experimental Finance*, Edward Elgar Publishing, with Huber, C., and König-Kersting, C.

Investing other People's Money, (2022), in Füllbrunn, S. & Haruvy, E. (eds.) *Handbook of Experimental Finance*, Edward Elgar Publishing, with Kvaløy, O. & Luhan, W.

Experimental Economics: A Test Bed for the Unconditional Basic Income?, (2019), in L. Delsen (ed.) *Empirical Research on an Unconditional Basic Income in Europe*, Berlin: Springer Verlag, with Delsen, L. and Vyrastekova, J.

Zahlungsverhalten in den Niederlanden - Eine Fallstudie, in Lempp, J., Pitz, T., Sickmann, J. (eds.), *Die Zukunft des Bargeldes – Aktuelle Diskussionen in Wissenschaft und Praxis*, Springer Gabler, with van der Crujisen, C.

The Dividend Puzzle: A Laboratory Investigation, in Isaak, R.M., & Norton D.A., (eds.) *Experiments in Financial Economics* (Research in Experimental Economics, Volume 16), pp.87-110, Emerald Group Publishing Limited, with Haruvy, E.

Die Candle Auktion - Eine experimentelle Analyse, Magdeburg, Univ., Fak. für Wirtschaftswiss., Diss., [Elektronic Resource] , <http://edoc.bibliothek.uni-halle.de/servlets/DocumentServlet?id=7043>

Editor

Füllbrunn, S. & Haruvy, E. (2022), *Handbook of Experimental Finance*, Edward Elgar publishing

Guest Editor: Special Issue on *Decision Making for Others* at *Journal of Economic Psychology* (with Wolfgang Luhan, Portsmouth University, and Alan Sanfey, Radboud University)

Presentations

Invited Talks

Seminar talk at Montpellier Business School (F); Seminar talk at Radboud Center for Decision Science (NL); Seminar talk at the University of Portsmouth (UK); Seminar Talk at Leibniz University Hannover (Germany); Seminar Talk at De Nederlandse Bank (The Netherlands), Seminar Talk at the University of Liechtenstein (Liechtenstein); Seminar Talk at the University of Aachen (Germany); Workshop talk at X-hub workshop - *Paradigms of experimental economics versus method in the empirical social science: An Inventory* at the GESIS Institute in Cologne(Germany); Seminar Talk at the University of Portsmouth (UK); Seminar Talk at the University of Economics in Prague (Czech Republic); Seminar talk at the University of Texas at Dallas (US); Seminar talk at Texas A& M in College Station (US); The Negotiation Center Seminar Series at the University of Texas at Dallas (US); Talk at Mini-Workshop: *Experimental Economics in Virtual Reality* at the RWTH Aachen University (Germany); Seminar Talk at the GLOBE Seminar at the University of Göttingen (Germany); Seminar Talk at the Finance Seminar of the University of Graz (Austria); *Magdeburg Workshop on Anti-Social Economic Behavior* (Germany); Seminar Talk at the Strategic Interaction Group, Max-Planck Institute of Economics in Jena (Germany); Seminar Talk at the VWL Seminar, Ruhr University Bochum (Germany); Seminar Talk at the Graduate School; IME, Karlsruhe Institute of Technology in Karlsruhe (Germany); Seminar Talk at the Negotiation Center Seminar Series at the University of Texas at Dallas (US)

Presentation at Conferences

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| 2023 | <i>Economic Science Association</i> World Meeting in Lyon (France)
<i>Society for Experimental Finance</i> World Meeting in Sofia (Bulgaria) |
| 2022 | <i>Economic Science Association</i> North American Meeting in Santa Barbara (US)
Decision Making for Others Conference 2022 in Portsmouth (UK)
<i>Society for Experimental Finance</i> World Meeting in Bonn (Germany)
<i>Allied Social Science Associations</i> Annual Meeting (Virtual) |
| 2021 | <i>German Society for Experimental Research</i> Annual Meeting in Magdeburg (Germany)
<i>Economic Science Association</i> Annual Meeting (Virtual)
<i>Society for Experimental Finance</i> Annual Meeting (Virtual) |

- 2019 *Economic Science Association* World Meeting in Vancouver (Canada)
German Society for Experimental Research Annual Meeting in Düsseldorf (Germany)
TIBER Symposium in Tilburg (The Netherlands)
- 2018 *Economic Science Association* World Meeting in Berlin (Germany)
Society for Experimental Finance World Meeting in Heidelberg (Germany)
- 2017 *Economic Science Association* World Meeting in San Diego (US)
- 2016 *Society for Experimental Finance* World Meeting in Mannheim (Germany)
Economic Science Association North American Meeting in Tucson (US)
- 2015 *Economic Science Association* North American Meeting in Dallas (US)
Behavioral and Experimental Economics Symposium in Maastricht (The Netherlands)
Society for Experimental Finance World Meeting in Nijmegen (The Netherlands)
- 2014 *Economic Science Association* North American Meeting in Fort Lauderdale (US)
- 2013 *Economic Science Association* World Meeting in Zurich (Switzerland)
Society for Experimental Finance World Meeting in Tilburg (The Netherlands)
- 2012 *Economic Science Association* World Meeting in New York (US)
Society for Experimental Finance World Meeting in Luxembourg
Economic Science Association European Meeting in Cologne (Germany)

Before starting at Radboud University: **(2011)** *Economic Science Association* (ESA) Asia Pacific Meeting Kuala Lumpur (Malaysia; conference travel grant by the National Research Fund (FNR)); *ESA* World Meeting in Chicago (US); *ESA* European Meeting in Luxembourg; **(2010)** *Society for Experimental Finance* (SEF) World Meeting in Innsbruck (Austria); 6th Nordic Conference on Behavioral and Experimental Economics in Lund (Sweden); *ESA* North American Meeting in Tucson (US); *ESA* World Meeting in Copenhagen (Denmark (conference travel grant by the National Research Fund (FNR)); *German Society for Experimental Research* (GfeW) Annual Meeting in Luxembourg; Southern Economic Association 80th Annual Conference in Atlanta (US); **(2009)** *ESA* World Meeting Washington DC (US); *ESA* European Meeting in Innsbruck (Austria, conference travel grant by the German academic exchange Service (DAAD)); *GfeW* Annual Meeting in Essen (Germany); **(2008)** *ESA* World Meeting in Pasadena (US, conference travel grant by the Deutsche Forschungsgemeinschaft (DFG)); *GfeW* Annual Meeting in Mannheim (Germany); 3rd Nordic Conference on Behavioral and Experimental Economics in Copenhagen (Denmark); **(2007)** *ESA* North American Meeting in Tucson (US); *GfeW* Annual Meeting in Cologne (Germany)

Presentation at Summer Schools

Barcelona LEEEX Experimental Economics Summer School in Macroeconomics (2009, Barcelona, Spain), 12th Annual Visiting Graduate Student Workshop in Experimental Economics (2006, Interdisciplinary Center for Economic Science, Arlington, Virginia, USA)

Organisation of Conferences/Workshops

Association Meetings

- 2025 Organising and chairing the **Allied Social Science Associations** Meeting in San Francisco (more than 300 participants expected)
- 2015 *Experimental Finance* Conference; Annual meeting of **Society for Experimental Finance** funded via Royal Netherlands Academy of Arts and Sciences & Dutch Central Bank with Utz Weitzel (around 100 participants, link)
- 2011 **Economic Science Association** European Meeting in Luxembourg with Tibor Neugebauer (around 125 participants)
- 2010 Annual Symposium of the **German Society for Experimental Research** in Luxembourg with Tibor Neugebauer (around 75 participants)

INITIATED TOPIC MEETINGS

- 2024 **Experimental Sustainable Finance** in Nijmegen
funded via Fritz Thyssen Grant
with Sébastien Duchêne (20 participants)
- 2022 **Decision making for Others** Conference in Portsmouth, UK
fully funded via Fritz Thyssen Grant
with Wolfgang Luhan and Stefan Trautmann (around 20 participants, [link](#))
- 2022 **Decision making for Others** Session at *Allied Social Science Associations* Virtual Meeting
with Wolfgang Luhan (around 30 participants, [link](#))
- 2021 **Virtual Experimental Finance** Workshop (Part III)
with Ernan Haruvy (around 100 participants, [link](#))
- 2020 **Virtual Experimental Finance** Workshop (Part I & II)
with Ernan Haruvy (around 100 participants, [link](#))
- 2018 **Decision Making for Others** Conference in Nijmegen
funded via Dutch Central Bank, International Office & ID hotspot Integrated
with Wolfgang Luhan (around 40 participants, [link](#))

PhD Supervision

Promoter

Maria Plotnikova (2023 - 2029) | Digital Transformation in Financial Economics
Co-Promoter Anita Kopányi-Peucker (NSM, Financial Economics)

Michel Rötter (2023 - 2027) | Essays on Sustainable Finance
Co-Promoter Étienne Rouwette (NSM, Methods)

Constantina Markou (2022 - 2028) | Future-Self Continuity
Co-Promoter Jana Vyrastekova (NSM, Economic Theory and Policy)

Co-Promoter

Charlotte Borsboom (Defended 2021) | *Understanding and improving investors' risk perception*
Promoter Stefan Zeisberger (NSM, Financial Economics)

Dirk-Jan Janssen (Defended 2017) | *Birds of a Feather: Price Dynamics and Trading Behavior*
emphin Composed Markets, Promoter Utz Weitzel (NSM, Financial Economics)

Supervisory Team

Paul-Emile Mangin (Since 2019) at Portsmouth University (UK) | Project: Privatising Gains and Socialising Losses in Economic Decision Making (granted PhD Bursary), Promoter Wolfgang Luhan

Daniel Waters (Since 2020) at NSM | Project: Unconditional Basic Income Experiments
Promoter Robbert Maseland (NSM, International Economics)

Georgia Buckle (Defended 2022) at Portsmouth University (UK) | *Decision Making for Others: The Impact of Reputational Costs, Preference Differences, and Increased Responsibility*
(granted PhD Bursary), Promoter Wolfgang Luhan (Portsmouth University, UK)

Research Awards

- 2015 Nijmegen School of Management's best researcher of the year
- 2009 Prize of the Otto-von-Guericke-Universität Magdeburg, Faculty of Economics and Management for best PhD-Thesis

Funding Activities

Year	Objective	Role	Collaborators	Status	Amount
2023	Nationaal Regieorgaan Onderwijsonderzoek: School-level inclusion and development of noncognitive prosocial skills	Co-applicant	J. Vyrastekova N. Wagner	submitted	up to € 600,000
2023	Fritz Thyssen Foundation Conference Grant: Experimental Sustainable Finance	Main Applicant	Sébastien Duchêne (FR)	Granted	€ 20,000
2023	Lowlands Science Grant: Can Artificial Intelligence read your preferences from facial expressions when making decisions for yourself and for others?	Co-Applicant	Kim Fairley (NSM) and team	Rejected	€ 5,000
2022	Fritz Thyssen Foundation Conference Grant: Decision Making for Others	Main Applicant	W. Luhan (UK), S. Trautmann (DE)	Granted	€ 18,000
2021	ERC Consolidator Grant: Social-preference models and the severity of consequences	Main Applicant	-	Rejected	€ 1,600,000
2020	IFREE Grant: The effect of cognitive ability on equilibrium pricing	Main Applicant	-	Rejected	\$ 10,000
2019	Teaching Grant, Proeftuin funding of ICT tools in the Behavioural and Experimental Finance Class	Main Applicant	-	Granted	€ 7,500
2019	BA/Leverhulme Small Research Grant: Privatizing gains and socializing risks - How responsibility affects risky decision making for others under limited liability	Main Applicant	W. Luhan (UK)	Rejected	£10,000
2019	Radboud University Centre for Analytical Modelling in Social Sciences and Humanities (RUCAM)	Co-Applicant	PI: F. Bohn (NSM), W. Zuidin (FNWI)	Granted	€ 160,000
2019	PhD bursary award: Privatising Gains and Socialising Losses in Economic Decision Making (funding Paul-Emile Mangin)	Co-Applicant	W. Luhan (UK)	Granted	£68,000
2018	IMR PhD. Competition Grant: Understanding the Consequences of Unconditional Basic Income on Society	Main Applicant	-	Rejected	—
2018	PhD bursary award: Decision making on behalf of Others (funding Georgia Buckle)	Co-Applicant	W. Luhan (UK)	Granted	£68,000
2018	International Office & DNB Conference Funding: Decision Making for Others	Main Applicant	W. Luhan (UK)	Granted	€ 4,500
2017	Seed Funding Project: Experimental Research on Psychological Pricing	Co-Applicant	J. Sickmann (DE) and team	Granted	€ 18,000
2017	BA/Leverhulme Small Research Grant: The impact of agency on misreporting in an economic laboratory experiment	Main Applicant	W. Luhan (UK)	Granted	£9,500
2016	NWO VIDI Grant: Inside the Black Box - Behavioural Biases in the Banking Industry	Main Applicant	-	Rejected	€ 782,799
2015	KNAW & DNB Conference Funding: Experimental Finance	Main Applicant	U. Weitzel	Granted	€ 11,000
2015	IFREE Grant: An experimental investigation of two coexisting closing call auction mechanisms	Main Applicant	-	Rejected	\$10,000
2013	Research Grant from the Strategic Development Fund of the Ruhr-Universität Bochum (DE), Scheme to Support Specific Activities of Young Researchers, Research project: Responsibility and limited liability in risky investment decisions.	Main Applicant	W. Luhan (UK)	Granted	€10,000
2009	AFR postdoc grant, co-funded by the European Commission under the Marie-Curie COFUND scheme (APDR 09 044), Research project: Institutional Design, Speculative Bubbles and Crashes in Laboratory Asset Markets	Main Applicant	-	Granted	€ 106,000

University Teaching Qualification

I received the *University Teaching Qualification* (Basis Kwalificatie Onderwijs) in 2014 and the *Senior University Teaching Qualification* (Uitgebreide Kwalificatie Onderwijs) in 2017.

Courses

Courses at Radboud University

- since 2022 *Societal Challenges in Economics* (all students in the Master's Programme Economics)
Developer, Coordinator & Lecturer (joint with four lecturers) (140 students)
- since 2022 *Behavioral and Experimental Economics* (Bachelor's Programme Economics)
Developer, Coordinator & Lecturer, further lecturer: Anita Kopányi-Peuker (60 students)
- since 2020 *Behavioral and Experimental Finance* (Bachelor's Programme Economics)
Developer, Coordinator & Lecturer, further lecturer: Sven Nolte (130 students)
- 2012 - 2022 *Financial Risk Management* (Master's Programme Economics)
Developer, Coordinator & Lecturer (80 students)
- 2013 - 2019 *Behavioural Finance* (Bachelor's Programme Economics)
Coordinator & Lecturer (90 students)
- 2014 - 2019 *Multinational Finance* (Bachelor's Programme Economics)
Developer, Coordinator & Lecturer, assistant involved from 2017 onwards (130 students)
- 2015 *Advanced Behavioural Finance* (Master's Programme Economics)
Lecturer
- 2015 *Corporate Finance* (Bachelor's Programme Economics)
Coordinator & Lecturer, further lecturer: Dirk-Jan Janssen (580 students)
- 2013 *Mathematical Economics and Business* (Bachelor's Programme Economics)
Lecturer

Courses at Rhine Waal University of Applied Sciences

- 2019 *Experimental Software* (Master's Programme Economics)
Lecturer

Courses at University of Magdeburg

Teacher/TA — Einführung in E-Business und Marktdesign; Unternehmensinteraktion; Marktkommunikation; Struktur und Design elektronischer Märkte; Angewandte Spieltheorie; Makroökonomik; Mikroökonomik; Experimental Economics; Industrial Organization: Theory and Application; Economics of electronic Business

Student Seminars — Online Auktionen; Online- und Offlinebefragungen; Pricing and Yield Management; Fallstudien zur Marktdesignanalyse; Economic Behaviour in Virtual Worlds; Market Competition and Multi-Channel Distribution; Multi-Unit Auction - Theory, Experiments and Applications; Provision of Information in E-Business

Workshops

Introduction to Experimental Finance (2018)
@ Portsmouth Business School

Introduction to Zurich Toolbox for Readymade Economic Experiments
@ Rhine Waal University of Applied Sciences in Kleve, Germany (2014, 2015, 2016, 2017)
@ Helmut Schmidt University Hamburg, Germany (2016)

Student Supervision

60+ Master Theses in the Master's Programme in Economics, 20+ Bachelor Theses in the Bachelor's Programme in Economics, Three honor's programme theses, supervision of several bachelor theses at the University of Magdeburg (one thesis has been published in *Journal of Media Economics*)

Teaching Innovation and Development

Commissions & Advice

Nominated beoordelingscommissie member for *Proeftuinen* for the RU wide program *Vernieuwing ICT in het Onderwijs*.

I gave several talks on ICT teaching tools at different RU faculties regarding peer reviews, experiments, classroom interaction, master panel groups evaluations

Implementation in Courses

Ernie & Bert Assignments — Introduction of peer review assignments in courses *Financial Risk Management*, *Behavioural Finance* and *Multinational Finance*
Adaption to integrated software packages over time: TurnItIn, PeerMark, PeerGrade

Individual Word Assignments — Introduction of personalized tasks in courses *Financial Risk Management* and *Multinational Finance*
Task parameters in a word document update through individual six-digit ID

Experiments — In-class and At-home experiments to foster experiential learning using Shakespeare, Qualtrics, Laboratory, Mentimeter
I was awarded a teaching grant (€ 7,5000) for designing classroom experiments

Teaching Awards

2014 Nijmegen School of Management's best teacher of the year (for innovative implementation of teaching tools)

FUNCTIONS & COMMISSIONS

- since 2023 Elected **Scientific Board** member of the *Society for Experimental Finance* ([link](#))
- since 2021 Elected member of NSM's **Faculty Representative Council**
- 2019 - 2022 **Scientific Board** of the Healthy Brain Study
a cross-disciplinary project at Radboud University ([link](#))
- 2016 - 2019 Appointed member of the University's "ICT Proeftuin Commission"
assessment of teaching innovation projects.
- 2017 - 2019 Member of the Healthy Brain Study Implementation Team
- 2016 - 2022 Appointed Member of the faculty's **Scientific Advisory board**
- 2013 - 2014 Recruitment Officer at IMR Decision Laboratory

COORDINATION & LEADERSHIP

- since 2018 Re-elected member (2023) of the **Managing Board**
of the international *Society for Experimental Finance* ([link](#))
with about 500 members world wide
- since 2017 Member of the **Management Team** — hotspot *Integrated Decision Making*
- since 2015 Member of the **Management Team** — *Department of Economics and Business Economics*
- since 2015 **Coordinator** Master's Programme Economics
- 2020 - 2021 Chair of Master Curriculum Improvement Commission; a commission to organize
the curriculum regarding multidisciplinary and societal relevance.
- 2019 - 2020 Principal investigator of the project *Niet-bancaire kredietverlening – Een blik
in de black box* commissioned by the Dutch Ministry of Finance

I am currently involved in renewing our programmes.

Organisation of Activities

Find an overview of (externally funded) conferences I have organised on page 6. I organised a seminar series (IDtalks) and an experimental idea lab series (IDlab) for the ID hotspot. Moreover, I have organised several student events (e.g. the thesis event on May 17th with about 80 students and staff members). Once a block, I also organise the master-panel-group meetings to get informal feedback from students.

Competencies / Training (related to Leadership)

- 2023 RU courses: **Annual review and performance appraisal** & **Social safety for supervisors**,
Workshop: **Project Driven Creation**
- 2022 RU Courses: **Being an active bystander** & **Responding to disclosures** (Epigeum Online Course, supported by RU)
- 2018 RU courses: **Financial Management for Full Professors** & **Supervision for PhD Students**

- 2016 RU course series: [Opleidingstrajet Academisch Leiderschap](#) with modules *Academic Leadership, Communication, Conflict Management, Financial Management, Diversity Training, Contract Management*, and *Time Management* with case study-based reflection meetings.
- 2011 Project Management, fast training, Luxembourg

IMPACT

The definition of *Impact* is not clear-cut; that category also overlaps partially with the three other categories. I tried to provide an overview of what can be seen as *Impact* in line with the HR-beleid document. In particular, I divide in projects that could be seen as direct impact on societal questions, my scientific impact, my impact on education many at our university, and my managerial impact.

Societal Impact

School-level inclusion and development of noncognitive prosocial skills (submitted) — Together with Jana Vyrastekova and Natasha Wagner, I submitted a grant proposal for a better understanding of how school's inclusion strategies affect the prosocial behaviour of children moderated by teachers' attitudes to inclusion and epistemological beliefs and school's norms and culture. Our project will provide more detailed information about inclusion endeavours to support the Dutch Minister of Primary and Secondary Education's ambition to make all schools in Dutch education inclusive by 2035. We think that our proposal provides hidden elements affecting inclusion strategies.

Project on Alternative Financing (2019-2020) — My research team (with Utz Weitzel and Dirk-Jan Janssen) won a tender on alternative financing opportunities for micro companies invited by the [Dutch Ministry of Finance](#). In contrast to consumers, small companies and zpp'ers have no particular protection when using (online) credits. We had to determine whether the interest payments online credit providers charged from such groups were reasonable. We applied a multiple research methods approach, including data generation processes such as online surveys, mystery shopping, web research, and interviews. The final report has been discussed in the [Dutch Parliament](#). (Onderzoeksrapport niet-bancaire kredietverlening at Rijksoverheid website ([link](#)))

Roundtable on KID — In December 2019, I was invited to a roundtable on consultation with the European Supervisory Authorities (ESAs) to review the Key Information Document (KID) for packaged retail and insurance-based investment products (PRIIPs). During that meeting with scholars and representatives of the EU countries' authorities (e.g. AFM, BaFin), I commented on the design of the KID and suggested running experiments to test the design elements.

Scientific Impact

Team Science

As a member of the implementation team and the scientific board of RU's *Healthy Brain Study* (cross-disciplinary), I had a substantial impact on the research design and procedures representing the interests of the IMR.

As a member of the NSM's Scientific Advisory Board, I was involved in the quality management of scientific procedures but also directly involved in quality assessments of PhD trajectories (Defences).

As a member of the *Society for Experimental Finance* managing board (since 2016), I had a substantial impact on society's actions and strategies fostering scientific methods.

As one coordinator of the hotspot *Integrated Decision Making* (with Etiënne Rouwette and Vincent Marchau), I tried to foster interdisciplinary research in line with the faculty's strategy.

I also engage in other team science projects, such as the #fincap project, where more than 160 research teams analysed more than 700 million data points to test the same hypotheses. The result shows that the standard error of an empirical result should be doubled also to take the non-standard error (the error due to *the garden of forking paths*¹) into account. The resulting paper *Non-Standard Errors* got plenty of attention and is forthcoming in *The Journal of Finance*.

Academic Service - Reviewer²

International Journals — American Economic Review (+), DBW - Die Betriebswirtschaft, Economic Inquiry (+), Economic Journal (+), Economics Letters (+), European Economic Review, Experimental Economics (+), Games, Games and Economic Behavior (+), International Game Theory Review, International Journal of Game Theory, International Journal of Industrial Organization, Journal of Banking and Finance (+), Journal of Behavioral and Experimental Economics, Journal of Behavioral and Experimental Finance (+), Journal of Business Research, Journal of Economic Behavior and Organization (+), Journal of Economic Dynamics and Control, Journal of Economic Interaction and Coordination, Journal of Economic Psychology, Journal of Economic Surveys, Journal of Institutional and Theoretical Economics, Journal of the Economic Science Association, Managerial and Decision Economics, Management Science (+), Metroeconomica, Psychologica Belgica, Quarterly Journal of Finance, Southern Economic Journal, Theory and Decision (+)

Institutions — VIDI-commission SGW 2023, ad-hoc reviews for the 'NWO Talent Programme – Vidi scheme', Think Forward Initiative (+); US National Science Foundation, Chilean National Fund for Scientific and Technological Development

Academic Service - External Commissions

Habilitation treatise, University of Innsbruck (2024); Promotion Commission Professorship, Ben-Gurion University of the Negev, Israel (2021); Habilitation treatise, University of Liechtenstein (2019); PhD. Thesis Commissions (2016, 2017, 2018, 2021, 2023)

Education Impact

As a member of the "ICT Proeftuin Commission" (2016-2019), I selected and funded teaching innovation projects.

I was involved and asked for advice (from the education centre and colleagues) for implementing and using teaching tools, such as changing from blackboard to brightspace, peer review techniques, implementation of experiments in the classroom, etc.

As a chair of the Master Curriculum Improvement Commission, I initiated a change in the curriculum towards a stronger focus on multidisciplinary and societal relevance. The first direct effect was the new course *Societal Challenges in Economics* for all master students that provides a relationship between the pluralism of economics, societal challenges using the SDG framework, and digital transformation.

I initiated and accompanied changes in processes in the faculty, such as structured course manuals (implemented in economics), consolidated teaching evaluations, or format changes in documents (among others).

Managerial Impact

As a member of the department's MT, the SAC, and the FOC, I think I can say that my comments and suggestions over the last ten years had an impact on structures and processes in the department but also the faculty.

¹Gelman, A., & Loken, E. (2013). The garden of forking paths: Why multiple comparisons can be a problem, even when there is no "fishing expedition" or "p-hacking" and the research hypothesis was posited ahead of time. *Department of Statistics, Columbia University*, 348, 1-17.

²'+' indicates more than one review.

As a colleague, I think I can say that I give meaningful advice and feedback on several questions and issues around research, teaching, and management but also on private issues, with impact on the career and the work-life balance of colleagues.

I have been managing the Society for Experimental Finance since 2018, establishing new processes (e.g. revising the charter, processes for grading awards), information management facilities (the new web page), organising conference locations, or increasing the member base by about 70%.

I initiated a roundtable for the Healthy Brain Initiative at RU to streamline research ideas and directions at Radboud University. The meeting will include research officers from all faculties.