

# ASTRID HOPFENSITZ

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Toulouse School of Economics (GREMAQ)  
Office: 21 Allée de Brienne – 31000 Toulouse, France

Web: [hopfensitz.weebly.com](http://hopfensitz.weebly.com)  
Email: [hopfensitz@gmail.com](mailto:hopfensitz@gmail.com)

## PERSONAL INFORMATION:

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**Date of birth:** 01 August 1975  
**Nationality:** German  
**Languages:** German, English, French, Dutch  
Legal partnership with Stéphane Peysson, one daughter (born August 2010)

## CURRENT POSITION:

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Since 09/2007: **Maitre de Conference** (tenured assistant professor) in Economics,  
Toulouse School of Economics, Toulouse, France

## EDUCATION:

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2002 - 2006: **University of Amsterdam, Netherlands, PhD in Economics**  
Title of thesis: "The Role of Affect in Reciprocity and Risk Taking: Experimental Studies of Economic Behavior"  
Advisor: Prof. Frans van Winden  
Committee: Prof. Sam Bowles (Santa Fe, USA and Siena, Italy); Prof. Agneta Fischer (Amsterdam, Netherlands); Prof. Joep Sonnemans (Amsterdam, Netherlands); Prof. Chris Starmer (Nottingham, UK); Prof. Marcel Zeelenberg (Tilburg, Netherlands)

1994 – 1998 **University of Ulm, Germany, Diplom in Wirtschaftsmathematik**  
2000 – 2001: Title of master thesis: "The evolution of altruistic behavior by group selection and its computational simulation"

1998 – 2000: **University of Massachusetts at Amherst, USA, Master of Arts in Economics**

## PROFESSIONAL EXPERIENCE:

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09/2007 – present **Toulouse School of Economics**

**Teaching:** Behavioral Economics (1st year master) – (2007 – 2011)  
Dynamic Models of the Economy (1st year master) – (2007 – 2008)  
Microeconomics (1<sup>st</sup> year master) – (2011)  
Phd course: experimental and behavioral economics – (2011)  
Introduction to Macroeconomics (1st year bachelor) – (2007 – 2008)  
Introduction to Microeconomics (1st year bachelor) – (2009 – 2011)  
Guest lecturer: Interdisciplinary master (University of Lausanne: 2007-2008)

**General responsibilities:** Elected member: conseil du laboratoire (GREMAQ) (2009-2010)  
Elected member: conseil administrative Toulouse School of Economics (since 2010)  
Seminar organizer: Behavioral and Experimental Economics (since 2011)  
Local organizer: Toulouse network of information technology - TNIT (since 2009)

03/2006-08/2007: **Swiss Center for Affective Sciences, National Center of Competence in Research (NCCR), University of Geneva**

**Research:** Post-doc in experimental economics: conducting of experiments in collaboration with researchers from psychology, economics and neuroscience.

**Teaching:** Guest lecturer in the course "La psychologie affective et ses applications".

**General responsibilities:** Organization of international conferences for the members of the transversal module of pro- and antisocial behavior (Geneva June 2006 and May 2007); publication of a monthly newsletter; organization and coordination of weekly seminar series.

02/2002 – 02/2006: **Center of Research in Experimental Economics and Political Decision making (CREED), University of Amsterdam**

**Research:** PhD in experimental economics:  
Conducting of experiments on the influence of emotion on economic decisions.

**Teaching:** Teaching assistant in "Microeconomics" (second year course), international program.

**General responsibilities:** Organization and coordination of seminars and international workshops (Nottingham, UK, October, 2005).

09/1999 – 06/2000: **University of Massachusetts, Amherst (USA)**

**Research:** Research assistant for the MacArthur Network on Norms and Preferences.

**Teaching:** Teaching assistant at the department of mathematics and statistics, UMASS, Amherst:

**PUBLICATIONS:**

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**1. Articles in peer-reviewed journals:**

- [1] De Neys, W., Hopfensitz, A. and J.-F. Bonnefon (*forthcoming*). Evidence for the modularity of trustworthiness detection in an economic game. *accepted for publication in: Journal of Experimental Psychology: General*.
- [2] Attanasi, G., Hopfensitz, A., Lorini, E. and F. Moisan (*forthcoming*). The Effects of Social Ties on Coordination: Conceptual Foundations for an Empirical Analysis. *accepted for publication in: proceedings of Social Turn - SNAMAS 2012 @ AISB/IACAP 2012*
- [3] van Winden, F., Krawczyk, M., and Hopfensitz, A. (2011). Investment, Resolution of Risk, and the Role of Affect. *Journal of Economic Psychology*, 32(6), 918-939.
- [4] Centorrino, S., Djemai, E., Hopfensitz, A., Milinski, M. and Seabright, P. (2010). Honest smiles as a costly signal in social exchange. *Behavioral and Brain Sciences*. 33, 439-439.
- [5] Hopfensitz, A. and Reuben, E. (2009). The importance of emotions for the effectiveness of social punishment. *The Economic Journal*, 119(540): 1534-1559. Citation count: 8 (Web of Science)
- [6] Vasalou, A., Hopfensitz, A., and Pitt, J. (2008). In praise of forgiveness: ways for repairing trust breakdowns in episodic online interactions. *International Journal of Human-Computer Studies*, 66(6): 466-480. Citation count: 7 (Web of Science)
- [7] Hopfensitz, A. and van Winden, F. (2008). Dynamic Choice, Independence, and Emotions. *Theory and Decision*, 64: 249-300. Citation count: 4 (Web of Science)
- [8] van Veelen, M. and Hopfensitz, A. (2007). In Love and War; altruism, norm formation, and two different types of group selection. *Journal of Theoretical Biology*, 249(4): 667-680. Citation count: 11 (Web of Science)
- [9] Ben-Shakhar, G., Bornstein, G., Hopfensitz, A., and van Winden, F. (2007). Reciprocity and emotions in bargaining using physiological and self-report measures. *Journal of Economic Psychology*, 28(3): 314-323. Citation count: 16 (Web of Science)
- [10] Bowles, S., Choi, J.-K., and Hopfensitz, A. (2003). The co-evolution of individual behaviors and social institutions. *Journal of Theoretical Biology*, 223:135-147. Citation count: 73 (Web of Science)

**2. Contributions to books:**

- [11] Hopfensitz, A. (2006). *The Role of Affect in Reciprocity and Risk Taking: Experimental Studies of Economic behavior*, Thela thesis, Amsterdam
- [12] Hopfensitz, A. (2005). *Eifersucht: Eine Leidenschaft die Leiden schafft? ('Is jealousy only made to make us feel bad?')* In Blümle, G., editor, *Kulturelle Ökonomik*. LIT-Verlag.
- [13] Henrich, J., Bowles, S., Boyd, R. T., Hopfensitz, A., Richerson, P. J., Sigmund, K., Smith, E. A., Weissing, F. J., and Young, H. P. (2003). Group report: The cultural and genetic evolution of human cooperation. In Hammerstein, P., editor, *Dahlem Workshop Report 'Genetic and Cultural Evolution of Cooperation'*. MIT press. Citation count: 9 (Web of Science)

**3. Working papers:**

- [14] Hopfensitz, A. and Wrانik, T. (2008). Psychological and Environmental Determinants of Myopic Loss Aversion. *NETSPAR discussion paper. Nr. 2008-013*.
- [15] Hopfensitz, A. (2009). Previous outcomes and reference dependence: A meta study of repeated investment tasks with and without restricted feedback. *Revise and resubmit: Journal of Economic Psychology*
- [16] Cochard, F., Couprie, H. and Hopfensitz, A. (2009). Do couples cooperate? And if not, why? *Revise and resubmit: International Economic Review*
- [17] Hopfensitz, A. and Wrانik, T. (2009). How to adapt to changing markets: experience and personality in a repeated investment game. *MPRA working paper nr. 17835*

[18] Centorrino, S., Djemai, E., Hopfensitz, A., Milinski, M. and P. Seabright (2011). Smiling is a Costly Signal of Cooperation Opportunities: Experimental Evidence from a Trust Game. *CEPR discussion paper*, nr. 8374

[19] Hopfensitz, A. and P. Miquel-Florensa (2012). Public good contributions among coffee farmers in Costa Rica: cooperativists and private dealers, *draft*.

[20] Beblo, M., D. Beninger, F. Cochard, H. Couprie and A. Hopfensitz (2012). Social Preferences within French and German Couples - A Comparative Experimental Study on Equality versus Efficiency, *draft*.

#### 4. Others:

[21] Hopfensitz, A., (2009). Des financiers trop hardis, *L'Expansion*, vol. 746, November 2009

*Citation report (Web of Science) – May 2012*: sum of citations: 129; h-index: 6; *Publish or Perish*: h-index: 10

#### WORKSHOPS AND SUMMER SCHOOLS

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- 2011: - *Montpellier workshop on field experiments*, 11/2011, Montpellier, France
- 2009: - *SIEPR Conference on Internet Economics*, 09/2009, Stanford, USA  
- *BEE workshop: Neuroeconomics and Psychology*, 06/2009, Toulouse, France
- 2008: - *Multidisciplinary workshop: social choice*, 11/2008, Toulouse, France
- 2007: - *Dutch National Bank (DNB) research conference “Behavioural Economics: Challenges for Policy Makers and Financial Institutions”*, 11/2007, Amsterdam, The Netherlands
- 2005: - *Mannheim Empirical Research Summer School*, 07/2005; Mannheim, Germany
- 2004: - *The Emotional Basis of Cooperation and Punishment*, 02/2004; Santa Fe Institute, New Mexico, USA
- 2003: - *Summer school on Behavioral Economics*, 07/2003; Central European University, Budapest, Hungary
- 2002: - *Experimental Economics Summer School*, 07/2002; Max Planck Institute, Jena, Germany  
- *Dahlem Workshop: Genetic and Cultural Evolution of Cooperation*, 06/2002; Berlin, Germany
- 2001: - *Money, Happiness & Impatience*, 07/2001; European Science Days, Steyr, Austria
- 2000: - *Workshop in Experimental Economics*, 08/2000; Tucson, Arizona, USA  
- *Complex Systems Summer School*, 06/2000; Santa Fe Institute, New Mexico, USA  
- *Workshop on Computational Economics*, 06/2000; Santa Fe Institute, New Mexico, USA

#### PRESENTATIONS AT SCIENTIFIC CONFERENCES:

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- 2012: - ESA (*Economic Science Association*) world meeting, 07/2012, New York  
- IMEBE meeting, 03/2012, Castellon, Spain
- 2011: - 14th International Conference on Social Dilemmas, 07/2011, Amsterdam  
- Human Behavior and Evolution, 06/2011, Montpellier, France
- 2009: - *ASFEE How cognitive neuroscience can inform economics? invited speaker* 10/2009, Grenoble  
- ESA European meeting, 09/2009, Innsbruck, Austria  
- IMEBE, 04/2009, Granada, Spain
- 2008: - ESA (*Economic Science Association*) European meeting, 09/2008, Lyon, France  
- *Emotions and Experimentation*, 02/2008, GREThA, Bordeaux, France  
- *Netspar pensions workshop*, 01/2008, Utrecht, The Netherlands
- 2007: - ESPP (*European Society for Philosophy and Psychology*), 07/2007; Geneva, CH  
- ESA (*Economic Science Association*) World meeting, 06/2007; Rome, Italy  
- *Cognition and Emotions in Economic Decision Making*, 01/2007; Rovereto, Italy
- 2006: - ESA (*Economic Science Association*) European Meeting, 09/2006; Nottingham, UK  
- IAREP-SABE (*Conference on Economics and Psychology*), 07/2006; Paris, France

- 2005: - IMEBE (*International Meeting on Experimental and Behavioral Economics*), 12/2005; Valencia, Spain  
- *Symposium on Psychology and Economics*, 09/2005; Tilburg, Netherlands  
- ISRE (*International Society for Research on Emotions*) Conference, 07/2005; Bari, Italy  
- ESA (*Economic Science Association*) International Meeting, 06/2005; Montréal, Canada  
- NYU: *PhD student conference*, 02/2005; New York, USA
- 2004: - *Symposium on Psychology and Economics*, 09/2004; Tilburg, Netherlands  
- ISRE (*International Society for Research on Emotions*) Conference, 07/2004; New York, USA  
- ESA (*Economic Science Association*) International Meeting, 06/2004; Amsterdam, Netherlands  
- CERE Conference (*Consortium of European Research on Emotion*), 05/2004; Amsterdam, NL
- 2003: - ESA (*Economic Science Association*) European meeting, 09/2003; Erfurt, Germany
- 2002: - *Psychobiology of Emotions*, Conference and Workshop, Banbury Center, 10/2002; New York, USA  
- ENDEAR (*European Network for the Development of Experimental Economics*) Conference, 09/2002; Jena, Germany

#### SEMINAR PRESENTATIONS:

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- 2009: - *Centre des jeunes dirigeants*, 10/2009; Toulouse, France
- 2008: - *National University of Ireland*, 11/2008; Maynooth, Ireland
- 2007: - *Toulouse School of Economics*, 12/2007; Toulouse, France  
- *Tinbergen Institute: 20 years alumni lustrum*, 05/2007; Amsterdam, The Netherlands  
- *University of Montpellier*, 03/2007; Montpellier, France  
- CNRS, *University of Paris*, 3/2007; Paris, France  
- *University of Tilburg*, 1/2007; Tilburg, The Netherlands
- 2006: - *Institute of Swiss Banking*, University of Zürich, 11/2006; Zürich, Switzerland  
- GATE - CNRS, 06/2006; Lyon, France  
- *Institute for Empirical Research in Economics*, University of Zürich, 04/2006; Zürich, Switzerland
- 2004: - *Tinbergen Institute*, University of Amsterdam, 11/2004; Amsterdam, The Netherlands

#### REVIEWING:

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Journals: *American Economic Review*; *Economics of Governance*; *European Economic Review*; *Experimental Economics*; *Games and Economic Behavior*; *German Economic Review*; *Journal of Development Studies*; *Journal of Economic Behavior & Organization*; *Journal of Economic Theory*; *Journal of Risk and Uncertainty*; *Journal of Pragmatics*; *Journal of Public Economics*; *Journal of Theoretical Biology*; *Management Science*; *Review of Economic Studies*; *The B.E. Journal of Economic Analysis & Policy* – Books: *Cambridge University Press* - Project evaluation: *Agence nationale de la recherche (ANR)*, *AXA research grants*, *Chercheurs d'avenir - Languedoc Roussillon*

#### FUNDING AND GRANTS:

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- 2010: - ANR research grant (JCJC): "social ties in economics: experiments and theory" – (project leader) (132000 euros)  
- PRES and ANR research grant: Incentivizing environmentally responsible behaviour: An integration of economic and psychological approaches" (INCRESP) with Denis Hilton and Nicolas Treich (295734 euros)
- 2009: - PRES Phd position grant: "Epistemic states, trust and responsibility of economic agents: from representation to experimentation" with Andreas Herzig and Laurent Perrussel (student employed: Fred Moissan)
- 2008: - NETSPAR research grant: "Increasing confidence and combating overconfidence: personality and contextual variables influencing financial risk taking" – (project leader) with Tanja Wranik (10000 euros)  
- PRES research grant: "Psychological and economic perspectives on cooperation and trust" – (project leader) with Denis Hilton, Roberta Dessi and Giuseppe Attanasi, Toulouse, France (28210 euros)
- 2006: - NETSPAR research grant: "Psychological Foundations of Investor Preferences" – (project leader) with Tanja Wranik, Tilburg, Netherlands (5000 euros)
- 1998: - tuition waver grant, *Baden Württemberg Program*, University of Massachusetts, Amherst, USA

*Last updated: 09.05.2012*