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## ASTRID HOPFENSITZ

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### PERSONAL INFORMATION:

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**Date of birth:** 01 August 1975  
**Nationality:** German  
**Languages:** German, English, French, Dutch  
Legal partnership with Stéphane Peysson, two children (born 2010 and 2015)

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### CURRENT POSITION:

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Since 09/2007: **Maitre de Conference** (tenured lecturer) in Economics,  
Toulouse School of Economics, Toulouse, France  
Since 2012: Program Director in Psychology at IAST (Institute of Advanced Studies Toulouse)  
Since 2015: Vice-President: Association Francaise d'Economie Experimentale (ASFEE)

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### 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**

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### PROFESSIONAL EXPERIENCE:

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09/2007 – present **Toulouse School of Economics**  
**Teaching:** Behavioral Economics (1st year master) – (2007 – 2017)  
Dynamic Models of the Economy (1st year master) – (2007 – 2008)  
Microeconomics (1<sup>st</sup> year master) – (2011 – 2015)  
Phd course: experimental and behavioral economics – (2011 – 2017)  
Introduction to Macroeconomics (1st year bachelor) – (2007 – 2008)  
Introduction to Microeconomics (1st year bachelor) – (2009 – 2013)  
Microeconomics (2<sup>nd</sup> year bachelor) – (2016-2017)  
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)  
Local organizer: Toulouse network of information technology - TNIT (2009-2011)  
Seminar organizer: Behavioral and Experimental Economics (since 2011)  
Seminar coordinator: Institute for Advanced Study in Toulouse (IAST) (since 2012)  
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

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**PUBLICATIONS:**

**1. Articles:**

[1] Cochard, F., Couprie, H. and Hopfensitz, A. (forthcoming). What if women earned more than their spouses? An experimental investigation of work division in couples. *Experimental Economics*.

[2] de Neys, W., Hopfensitz, A. and J.-F. Bonnefon (forthcoming). Split-second trustworthiness detection from faces in an economic game. *Experimental Psychology*.

[3] Bonnefon, J.-F., Hopfensitz, A. and W. de Neys (forthcoming). Can we detect cooperators by looking at their face? *Current Directions in Psychological Science*.

[4] Hopfensitz, A. and J. Miquel-Florensa (forthcoming). Mill Ownership and Farmer's Cooperative Behavior: The case of Costa Rica Coffee Farmers. *Journal of Institutional Economics*.

[5] Bonnefon, J.-F., Hopfensitz, A. and W. de Neys (forthcoming). Trustworthiness perception at zero acquaintance: Consensus, accuracy and prejudice. *Behavioral and Brain Sciences*.

[6] Loheac, Y., et. al. (forthcoming). Mise en place d'une experience avec le grand public : entre recherche, vulgarisation et pedagogie. *Revue Economique*.

[7] Stieglitz, J., Gurven, M., Kaplan, H. and A. Hopfensitz (2017). Why household inefficiency? An experimental approach to assess spousal resource distribution preferences in a subsistence population undergoing socioeconomic change. *Evolution and Human Behavior*. 38(1): 71-81.

[8] Attanasi, G., Hopfensitz, A., Lorini, E. and F. Moisan (2016). Social connectedness improves co-ordination on individually costly, efficient outcomes. *European Economic Review*. 90: 86-109.

[9] Cochard, F., Couprie, H. and Hopfensitz, A. (2016). Do couples cooperate? An experimental investigation. *Review of Economics of the Household*. 14(1): 1-26.

[10] Bonnefon, J.-F., Hopfensitz, A. and W. de Neys (2015). Face-ism and kernels of truth in facial inferences. *Trends in Cognitive Sciences*, 19(8): 421-422.

[11] Centorrino, S., Djemai, E., Hopfensitz, A., Milinski, M. and P. Seabright (2015). A Model of Smiling as a Costly Signal of Cooperation Opportunities. *Adaptive Human Behavior and Physiology*, 1(3): 325-340.

[12] Beblo, M., D. Beninger, F. Cochard, H. Couprie and A. Hopfensitz (2015). Efficiency-Equality Trade-off within French and German Couples – A Comparative Experimental Study. *Annals of Economics and Statistics*. 117/118.

[13] De Neys, W., Hopfensitz, A. and J.-F. Bonnefon (2015). Adolescents gradually improve at detecting trustworthiness from the facial features of unknown adults. *Journal of Economic Psychology*. 47:17-22.

[14] Centorrino, S., Djemai, E., Hopfensitz, A., Milinski, M. and P. Seabright (2015). Honest signalling in trust interactions: smiles rated as genuine induce trust and signal higher earnings opportunities. *Evolution and Human Behavior*. 36: 8-16. Citation count: 2 (Web of Science)

[15] Hopfensitz, A., Lorini, E. and F. Moisan (2014). Games played in the 'north' and the 'south' of the map when goals are at conflict. commentary on "Mapping Collective Behavior in the Big-data Era". *Behavioral and Brain Sciences*. 37(1): 85-87.

[16] Attanasi, G., Hopfensitz, A., Lorini, E. and F. Moisan (2014). The Effects of Social Ties on Coordination: Conceptual Foundations for an Empirical Analysis. *Phenomenology and the Cognitive Sciences*. 13(1): 47-73.

[17] De Neys, W., Hopfensitz, A. and J.-F. Bonnefon (2013). Low second-to-fourth digit ratio predicts indiscriminant social suspicion, not improved trustworthiness detection. *Biology Letters*, vol. 9(2). Citation count: 2 (Web of Science)

- [18] Bonnefon, J.-F., Hopfensitz, A. and W. de Neys (2013). The modular nature of trustworthiness detection. *Journal of Experimental Psychology: General*. Vol. 142(1), 143-150. Citation count: 13 (Web of Science)
- [19] 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. Citation count: 12 (Web of Science)
- [20] 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. Citation count: 2 (Web of Science)
- [21] 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: 48 (Web of Science)
- [22] 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: 17 (Web of Science)
- [23] Hopfensitz, A. and van Winden, F. (2008). Dynamic Choice, Independence, and Emotions. *Theory and Decision*, 64: 249-300. Citation count: 5 (Web of Science)
- [24] 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: 16 (Web of Science)
- [25] 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: 34 (Web of Science)
- [26] 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: 113 (Web of Science)

## 2. Contributions to books:

- [27] Hopfensitz A. (forthcoming). Seeing and knowing others: the impact of social ties on economic interactions. In *Behavioral Economics With Smart People*. editor Morris Altman, Cheltenham, England: Edward Elgar.
- [28] Hopfensitz, A. (2015). Emotions and decision making. In *Real World Decision Making: An Encyclopedia of Behavioral Economics*. editor Morris Altman, Praeger ABC-CLIO.
- [29] Hopfensitz, A. (2015). Social ties. In *Real World Decision Making: An Encyclopedia of Behavioral Economics*. editor Morris Altman, Praeger ABC-CLIO.
- [30] Hopfensitz, A. (2006). *The Role of Affect in Reciprocity and Risk Taking: Experimental Studies of Economic behavior*, Thela thesis, Amsterdam
- [31] 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.
- [32] 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: 13 (Web of Science)

## 3. Working papers:

- [33] Hopfensitz, A. and Wrانik, T. (2008). Psychological and Environmental Determinants of Myopic Loss Aversion. *NETSPAR discussion paper. Nr. 2008-013*.
- [34] Hopfensitz, A. (2009). Previous outcomes and reference dependence: A meta study of repeated investment tasks with and without restricted feedback. *MPRA working paper*.
- [35] 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*
- [36] Hopfensitz, A. and P. Miquel-Florensa (2014). Investigating social capital in Colombia: Conflict and public good contributions. *TSE Working Paper*, n. 14-463, January 31, 2014.
- [37] Hopfensitz, A., Reuben, E., and C. Rott (2017). Does public awareness of arbitrary gender stereotypes eliminate labor-market segregation? *manuscript in preparation*

## 4. Others:

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

*Citations:*

*Web of Science see ResearcherID: A-4248-2009 (as January 2017: sum of citations: 296; h-index: 8)*

*Publish or Perish: h-index: 11*

**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

**PARTICIPATION AT SCIENTIFIC CONFERENCES:**

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- 2016: - *Labour Markets: LEWorkshop*, 11/2016, Middlesex University  
- *NAG: Norms, Actions and Games*, 06/2016, Toulouse, *local organizer*
- 2015: - *ASFEE*, 06/2015, Paris, France  
- *IMEBESS*, 04/2015, Toulouse, *local organizer*
- 2014: - *ESA European meeting*, 09/2014, Prague, Czech Republic  
- *Maastricht workshop in behavioral and experimental economics*, 06/2014, Maastricht, NL  
- *Thurgau Experimental Economics Meeting*, 05/2014, Stein am Rhein, CH  
- *IMEBESS*, 04/2014, Oxford, UK  
- *Norms, Actions and Games*, 04/2014, London, UK
- 2013: - *Gender stereotypes at work*, 09/2013, Berlin, Germany  
- *Florence Workshop on Behavioral and Experimental Economics*, 05/2013, Florence, Italy  
- *IMEBE meeting*, 04/2013, Madrid, Spain
- 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

#### SEMINARS AND VISITS:

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- 2016: - EUI, 2/2016, Florence, Italy
- 2014: - *Paris School of Economics*, 12/2014, Paris, France  
- *Tilburg University*, 1/2014; Tilburg, The Netherlands
- 2013: - *Tinbergen Institute*, 10/2013 ; Amsterdam, The Netherlands  
- *Santa Fe Institute*, 07/2013; Santa Fe, New Mexico  
- *University of Rennes*, 03/2013; Rennes, France
- 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*; *American Economic Journal: Economic Policy*; *Cognition*; *Economics of Governance*; *European Economic Review*; *Experimental Economics*; *Evolution and Human Behavior*; *Games and Economic Behavior*; *German Economic Review*; *International Economic Review*; *Journal of Development Studies*; *Journal of Economic Behavior & Organization*; *Journal of Economic Theory*; *Journal of Risk and Insurance*; *Journal of Risk and Uncertainty*; *Journal of Pragmatics*; *Journal of Public Economics*; *Journal of Socio-Economics*; *Journal of Theoretical Biology*; *Management Science*; *Oeconomia*; *Political Psychology*; *Review of Economic Studies*; *The B.E. Journal of Economic Analysis & Policy*; *Theory and Decision* - Books: Cambridge University Press - Project evaluation: Agence nationale de la recherche (ANR), AXA research grants, Chercheurs d'avenir - Languedoc Roussillon, Research Council of Canada, Dutch Science Association (NWO), European Research Council (ERC)

#### STUDENTS:

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Andrei Ivanescu (since September 2014)  
Fred Moisan (graduation September 2013 – now post-doc at Carnegie Mellon University)

#### FUNDING AND GRANTS:

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- 2015: - ANR research grant (JCJC): "Social Intelligence: experiments and theories concerning economic agents (SINT)" - (project leader) (139000 euros)
- 2014: - PRES funding for Phd position: "PaFCoM: Parenté, Familiarité et Cognition morale", with Jean-Francois Bonnefon

- OrNE3 – funding for experiments from the MSH Toulouse (5000 euros)
- 2013: - ANR research grant: “Kin, Kith and moral cognition”, (K2MC) with Gwenael Kaminski (project leader) (143990 euros)  
- One year research grant (delegation CNRS)
- 2012: - ChildTrust - Funding for experiment from the MSH Toulouse (1000 euros)
- 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: 1.3.2017*