

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

**Personal Information**

Contact address:  
*Department of Economics (MPE)*  
*Maastricht University*  
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**Research interests**

Social Norms, Institutional Economics, Behavioral Economics, Experimental Economics, Game Theory, Decision Theory, Neuroeconomics

**Employment**

2019 – present Associate Professor, Maastricht University, Department of Economics (MPE)

**Past Employment**

2015 – 2019 Research Fellow, Center for Mind/Brain Sciences, University of Trento

2008 – 2014 Assistant Professor, Maastricht University, Department of Economics (AE1)

**Educational Background**

2002 – 2008 PhD in Economics (advisors: Aldo Rustichini, John Dickhaut, Marcel K. Richter)  
University of Minnesota

2001 – 2002 MSc in Economics, with distinction (advisor: Tilman Börgers)  
University College London

1996 – 2000 BA in Economics and Finance, with distinction  
Saint-Petersburg State University for Economics and Finance

**Publications**

Panizza, F., Vostroknutov, A., 2025. *Norm Multiplicity*. **Current Opinion in Psychology** forthcoming

Panizza, F., Dimant, E., Kimbrough, E., Vostroknutov, A., 2024. *Measuring Norm Pluralism and Perceived Polarization in U.S. Politics*. **PNAS Nexus** 3(10), pgae413

de Lint, L., Rossmann, M., Vostroknutov, A., 2024. *Narrative influence on support of a public policy: The case of nuclear power in the Netherlands*. **PNAS Nexus** 3(4), pgae149

Robinson, J.A., Vostroknutov, A., Vostroknutova, E., 2023. Endogenous Institutions and Economic Policy. Policy Research Working Paper no. WPS10600. **Washington, D.C.: World Bank Group**

World Bank, 2023. *The Brazil of the Future: towards Productivity, Inclusion, and Sustainability*. **Washington, DC: World Bank** (contribution)

Merguei, N., Strobel, M., Vostroknutov, A., 2022. *Moral Opportunism as a Consequence of Decision Making under Uncertainty*. **Journal of Economic Behavior and Organization**, 197, 624-642

Fioretti, M., Vostroknutov, A., Coricelli, G., 2022. *Dynamic Regret Avoidance*. **American Economic Journal: Microeconomics**, 14(1): 70-93

- Zonca, J., Polonio, L., Vostroknutov, A., Coricelli, G., 2021. *Timing of Social Feedback Shapes Observational Learning in Strategic Interaction*. **Scientific Reports**, 11, 21972
- Panizza, F., Vostroknutov, A., Coricelli, G., 2021. *How Conformity Can Lead to Extreme Social Behavior*. **PLoS Computational Biology**, 17(10): e1009530
- Gross, J., Vostroknutov, A., 2021. *Why Do People Follow Social Norms?* **Current Opinion in Psychology**, 44, 1-6
- Gürdal, M.Y., Torul, O., Vostroknutov, A., 2020. *Norm Compliance, Enforcement, and the Survival of Redistributive Institutions*. **Journal of Economic Behavior and Organization**, 178, 313-326
- Vostroknutov, A., 2020. *Social Norms in Experimental Economics: Towards a Unified Theory of Normative Decision Making*. **Analyse & Kritik**, 42(1), 3-39
- Eijkelenboom, G.G., Rohde, I., Vostroknutov, A., 2019. *The Impact of the Level of Responsibility and Mutual Decision Making on Choices under Risk*. **Experimental Economics**, 22(4), 794-814
- Kimbrough, E.O., Vostroknutov, A., 2018. *A Portable Method of Eliciting Respect for Social Norms*. **Economics Letters**, 168, 147-150
- Vostroknutov, A., Polonio, L., Coricelli, G., 2018. *The Role of Intelligence in Social Learning*. **Scientific Reports**, 8, 6896
- Gross, J., Emmerling, F., Vostroknutov, A., Sack, A.T., 2018. *Manipulation of Pro-Sociality and Rule-Following with Non-Invasive Brain Stimulation*. **Scientific Reports**, 8, 1827
- Baader, M., Vostroknutov, A., 2017. *Interaction of Reasoning Ability and Distributional Preferences in a Social Dilemma*. **Journal of Economic Behavior and Organization**, 142, 79-91
- Gächter, S., Mengel, F., Tsakas, E., Vostroknutov, A., 2017. *Growth and Inequality in Public Good Provision*. **Journal of Public Economics**, 150, 1-13
- Thomsson, K.M., Vostroknutov, A., 2017. *Small-World Conservatives and Rigid Liberals: Attitudes Towards Sharing in Self-Proclaimed Left and Right*. **Journal of Economic Behavior and Organization**, 135, 181-192
- Kimbrough, E.O., Vostroknutov, A., 2016. *Norms Make Preferences Social*. **The Journal of the European Economic Association**, 14(3), 608-638
- Mengel, F., Tsakas, E., Vostroknutov, A., 2016. *Past Experience of Uncertainty Affects Risk Aversion*. **Experimental Economics**, 19(1), 151-176
- Kimbrough, E.O., Vostroknutov, A., 2015. *The Social and Ecological Determinants of Common Pool Resource Sustainability*. **Journal of Environmental Economics and Management**, 72, 38-53
- Rustichini, A., Vostroknutov, A., 2014. *Merit and Justice: An Experimental Analysis of Attitude to Inequality*. **PLoS ONE**, 9(12): e114512
- Vostroknutov, A., 2013. *Preferences over Consumption and Status*. **Theory and Decision**, 74(4), 509-537
- Vostroknutov, A., 2012. *Non-probabilistic Decision Making with Memory Constraints*. **Economics Letters**, 117, 303-305
- Hawes, D.R., Vostroknutov, A., Rustichini, A., 2012. *Experience and Abstract Reasoning in Learning Backward Induction*. **Frontiers in Decision Neuroscience**, 6, 23
- Vostroknutov, A., Tobler, P., Rustichini, A., 2012. *Causes of Social Reward Differences Encoded in Human Brain*. **Journal of Neurophysiology**, 107, 1403-1412
- Gneezy, U., Rustichini, A., Vostroknutov, A., 2010. *Experience and Insight in the Race Game*. **Journal of Economic Behavior and Organization**, 75, 144-155

### Book Chapters

- Tremewan, J., Vostroknutov, A., 2021. *An Informational Framework for Studying Social Norms*. In Chaudhuri, A. (ed.): **A Research Agenda for Experimental Economics**. Edward Elgar Publishing
- Coricelli, G., Polonio, L., Vostroknutov, A., 2020. *The Process of Choice in Games*. In Capra, M., Croson, R., Rosenblatt, T., Rigdon M. (eds.): **Handbook of Experimental Game Theory**. Edward Elgar Publishing

## **Recent Working Papers**

*The Evolution of Personal Standards into Social Norms*

2024, with Hannes Rusch

*Pluralism Breeds Tolerance*

2024, with Folco Panizza, Eugen Dimant, and Erik Kimbrough

*Theory of Minds*

2024, with Erik Kimbrough

*A Theory of Injunctive Norms*

2022, with Erik Kimbrough

*Resentment and Punishment*

2023, with Erik Kimbrough

*Affective Decision-Making and Moral Sentiments*

2022, with Erik Kimbrough

*A Meta-Theory of Moral Rules*

2023, with Erik Kimbrough

*Normative Acceptance of Power Abuse*

2022, with Leonard Hoeft and Wladislaw Mill

*The Role of Meta-Context in Moral Decisions*

2021, with Folco Panizza and Giorgio Coricelli

*Incentives or Persuasion? An Experimental Investigation*

2021, with Andreas Aristidou and Giorgio Coricelli

## **Contract and Consortium Research**

*Brazil 2042 Report*

2022, The World Bank; Role: research consultant

*The Importance of Trust in Brazil*

2022, concept note for the World Bank Brazil 2042 Report

*Australian Research Council Grant* (with Steven Schilizzi and Uwe Latacz-Lohmann)

2022, field research with farmers in Australia and Germany to promote acceptance of environmental policies (theoretical work/surveys/field experiments)

## Teaching Experience

<i>Course Coordinator / Tutor at Maastricht University</i>		<i>Level</i>
Managing Inequality EBC4277	2023-	Econ Master, 1 <sup>st</sup> year
Institutional Economics EBC2015	2019-	Bachelor, 2 <sup>nd</sup> year
Writing a Master's Thesis Proposal EBS4027	2019-	HDS Master, 1 <sup>st</sup> year
Industrial Economics EBC4007	2019-2021	Econ Master, 2 <sup>nd</sup> year
Managerial Economics EBC2023	2009-14, 2019-23	Bachelor, 2 <sup>nd</sup> year
Grant Writing Workshop/Course PSY4112/PSY5112	2019	Psych Master, 1 <sup>st</sup> /2 <sup>nd</sup> year
Neuroeconomics Meetings PSY4731	2014	Neuroecon Master, 1 <sup>st</sup> year
Human Behavior and Economic Policy EBC4202	2013-14	Econ Master, 2 <sup>nd</sup> year
Information, Markets and Organizations EBC2108	2012-14	Adv Bachelor, 3 <sup>rd</sup> year
Intermediate Microeconomics SSC2048 (UCM)	2011-12	Bachelor, 2 <sup>nd</sup> year
Behavioral Economics 3050B	2008	Adv Bachelor, 3 <sup>rd</sup> year
<i>Primary Instructor at the University of Minnesota</i>		
Principles of Macroeconomics ECON 1102	2005, 2008	Bachelor, 1 <sup>st</sup> year
Principles of Microeconomics ECON 1101	2004, 2007	Bachelor, 1 <sup>st</sup> year
Introduction to Mathematical Economics ECON 4113	2006-07	Adv Bachelor, 4 <sup>th</sup> year
Honors Game Theory and Applications ECON 4109H	2005-06	Adv Bachelor, 4 <sup>th</sup> year
Advanced Real and Functional Analysis	2005	Econ PhD, 1 <sup>st</sup> year
<i>Teaching Assistant at the University of Minnesota</i>		
Principles of Microeconomics ECON 1101	2003-04	Bachelor, 1 <sup>st</sup> year
Principles of Microeconomics ECON 1104	2003	Bachelor, 1 <sup>st</sup> year

## Supervision

### *PhD students*

Simon Neugebauer, Egor Bronnikov;  
Sofoklis Goulis; Andreas Aristidou;  
Folco Panizza; Michele Fioretti; Evi  
Nalmpanti; Diogo Geraldés

### *Master students*

28 HDS Master students  
2 Economics Master students

### *Bachelor students*

6 Economics Bachelor students

## Editorial Work

Referee for American Economic Review; Ecological Economics; Econometrica; Economic Inquiry; The Economic Journal; European Economic Review; Experimental Economics; Evolution and Human Behavior; Games and Economic Behavior; Groundwater for Sustainable Development; Journal of Development Economics; Journal of Behavioral and Experimental Economics; Journal of Economic Behavior and Organization; Journal of Economic Psychology; Journal of Economic Science Association; Journal of Environmental Economics and Management; Journal of European Economic Association; Journal of Labor Economics; Journal of Neuroscience, Psychology and Economics; Journal of Personality and Social Psychology; Journal of Public Economics; Journal of Public Economic Theory; Land Economics; NSF; PLoS ONE; Public Choice; Scientific Reports; Theory and Decision; Transactions on Affective Computing; Scandinavian Journal of Economics; Southern Economic Journal.

## Honors and Grants

- 2019 – 2023 *Human Decisions and Policy Design Theme Interdisciplinary Seeding Grant*  
“*Social Norms and Socially Responsible Investments*”  
Co-PI (PI: Peiran Jiao), €4,500 research money
- 2019 – 2023 *IFREE Research Grant “Normative Uncertainty and Social Behavior”*  
Principal Investigator (co-PIs: Erik Kimbrough, Folco Panizza), \$9,995 research money
- 2013, 2019 *Graduate School of Business and Economics Fellow*  
Maastricht University
- 2011 – 2014 *Marie Curie Re-Integration Grant*  
Maastricht University, Department of Economics (AE1)  
€45,000 research money
- 2009 – 2011 *Marie Curie Fellowship (FP7-PEOPLE-IIF-2008)*  
Maastricht University, Department of Economics (AE1)  
Salary for 2 years plus €5,000 research money
- 2006 – 2007 *Distinguished Instructor*  
University of Minnesota, Department of Economics  
Teaching ECON 4113, Introduction to Mathematical Economics (twice) and ECON 4109H, Honors Game Theory
- 2005 *Hardy Third-Year Paper Competition*  
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

- 2021 – Member of the new MSc in Economics planning effort
- 2021 – Member of the BSA-committee (Binding Study Advice for bachelor students)
- 2021 – Co-organizer of Lyon-Maastricht Behavioral Workshop  
(with Eugenio Verrina, annual workshop, 15 presenters, 40 attendees)
- 2019 – 2025 Program Leader of Human Decision Sciences Master program  
(around 50 master students a year, coordination of the education process)
- 2019 – 2025 Presenter of the HDS Master program at Open Days for students at School of Business  
2012 – 2014 and Economics and Faculty of Psychology and Neuroscience (Maastricht University)
- 2013 – 2014 Developer of *neuroeconomics.nl* website with information on Maastricht neuroeconomics  
group, blog, event calendar etc.
- 2012 – 2014 Co-organizer of the Maastricht Behavioral and Experimental Economics Symposium  
(with Arno Riedl, 45 presenters, 100 attendees)
- 2008 – 2014 Organizer of the Neuroeconomics Meetings at Maastricht University

## Conferences and Invited Talks

**(Dec 2024)** University of Hamburg, Institute of Law and Economics. Invited talk: *Measuring Social Norms*; **(Dec 2023)** Lund University. Invited talk: *A Theory of Injunctive Norms*; **(Nov 2023)** University of Zurich. Invited talk: *A Theory of Injunctive Norms*; **(Jun 2023)** MBEES/MBEPS, Maastricht. Presentation: *Endogenous Institutions and Economic Policy*; **(Apr 2023)** Chapman University. Invited talk: *Endogenous Institutions and Economic Policy*; **(Apr 2023)** University of Southern California. Invited talk: *Endogenous Institutions and Economic Policy*; **(Jan 2023)** IMT Lucca. An invited series of talks on *Moral Reasoning and Moral Sentiments*; **(Dec 2022)** University of Alicante. Invited talk: *Affective Decision-Making and Moral Sentiments*; **(Jun 2022)** MBEES, Maastricht University. Presentation: *Affective Decision-Making and Moral Sentiments*; **(Feb 2022)** NoBec Talks, University of Pennsylvania. Invited talk: *Affective Decision-Making and Moral Sentiments*; **(Feb 2022)** IMT Lucca. Invited talk: *Affective Decision-Making and Moral Sentiments*; **(Oct 2021)** VU Amsterdam Brown Bag Talks, Amsterdam. Invited talk: *Affective Decision Making*; **(Oct 2021)** University of Queensland Invited Talks Series, Brisbane. Invited talk: *Affective Decision Making*; **(May 2021)** Workshop on Norms and Image Concerns, Max Planck MPG, Bonn. Invited talk: *A Theory of Injunctive Norms: An Application to Image Concerns*; **(Nov 2020)** GATE-LAB Seminar Series, University of Lyon. Invited talk: *The Role of Meta-Context in Moral Decisions*; **(Jun 2019)** MBEES/MBEPS, Maastricht University, Maastricht. Presentation: *A Theory of Injunctive Norms*; **(Apr 2019)** DySoC/NIMBioS Investigative Workshop on Social Norms, University of Tennessee, Knoxville. Invited talk: *A Theory of Injunctive Norms*; **(Nov 2018)** GSBE-ETBC Seminar Series, Maastricht University. Invited talk: *A Normative Model of Social Behavior*; **(Sep 2018)** Behavioral and Experimental Economics Network (BEEN) Meeting. Invited talk: *Normative Perception of Power Abuse*; **(Jul 2018)** Responsibility for the Sustainable Management of the Global Commons Workshop, Hamburg/Kiel. Invited talk: *The Impact of the Level of Responsibility on Choices under Risk: The Role of Blame*; **(Feb 2018)** University of Alicante. Invited talk: *Dynamic Regret Avoidance*; **(Nov 2017)** Florence-Konstanz Workshop on Behavioral Social Sciences. Presentation: *Social Norms and Preferences for Redistribution*; **(Oct 2017)** Vienna Center for Experimental Economics, University of Vienna. Invited talk: *Social Norms and Preferences for Redistribution*; **(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*; **(May 2017)** Max Planck Institute for Research on Collective Goods, Bonn. Invited talk: *Social Norms and Preferences for Redistribution*; **(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*; **(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*; **(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*; **(Jan 2017)** Ethics and Economics Conference, Singapore University of Technology and Design, Singapore. Invited talk: *Social Norms, Cooperation and Preferences for Sharing*; **(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*; **(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, CORTEX. Invited talk: *Observational Learning and Reasoning*; **(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)** Society for Neuroeconomics Conference, Miami. Poster: *Observational Learning and Its Influence on the Observer's Learning Rate*; **(Sep 2015)** Endogenous Preferences and the Broader Effects of Competition, Amsterdam. Invited talk: *Norms, Frames and Prosocial Behavior in Games*; **(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*; **(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*; **(Dec 2014)** Virginia Tech, Blacksburg. Invited talk: *Merit and Justice: An Experimental Analysis of Attitude to Inequality*; **(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: *Social Preferences vs. Social Norms*; **(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*; **(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*; **(Nov 2010)** Bocconi University Invited Talks Series, Milan. Invited talk: *Games with Belief Dependent Preferences*; **(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*; **(Jul 2010)** International Economic Science Association Meeting, Copenhagen. Presentation: *A Model of Behavioral Types in Games*; **(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*.