

# Stefan P. Penczynski

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## Curriculum Vitae

### Academic Positions

- 2019– **Associate Professor**, *School of Economics*, University of East Anglia, UK.
- 2019– **Director**, *Centre for Behavioural and Experimental Social Science*, University of East Anglia, UK.
- 2017–2019 **Lecturer (tenured)**, *School of Economics*, University of East Anglia, UK.
- 2011–2017 **Assistant Professor**, *Department of Economics*, Universität Mannheim.
- 2009–2011 **Post-Doctoral Researcher**, *Department of Economics*, Cornell University, USA.
- 2006–2009 **Tutorial Fellow**, *London School of Economics*, London, UK.

### Education

- 2017–2019 **Postgraduate Certificate in Higher Education Practice**, *University of East Anglia*, UK.
- 2005–2009 **PhD in Economics**, *London School of Economics*, UK.
  - 2007 **EDP exchange student**, *Universitat Pompeu Fabra*, Barcelona, Spain.
- 2004–2005 **Master of Science in Economics**, *London School of Economics*, UK.
- 1998–2004 **Diploma in Industrial Engineering**, *Technische Universität Darmstadt*, Germany.
- 2001–2002 **Erasmus exchange student**, *Institut National Polytechnique Grenoble*, France.

### Publications

- forthcoming **Measuring Trust in Institutions and its Causal Effect**, *Quantitative Economics*, joint with Maria Isabel Santana.
- 2022 **Does communicating within a team influence individuals' reasoning and decisions?**, *Experimental Economics*, joint with Ayala Arad and Kevin Grubiak.  
<https://link.springer.com/article/10.1007/s10683-022-09786-3>
- 2020 **Coordination Games with Asymmetric Payoffs**, *Journal of Economic Behavior and Organization*, 169, 158-188, joint with Jonas van Elten.
- 2019 **Using Machine Learning for Communication Classification**, *Experimental Economics*, 22(4), 1002-1029,  
<https://link.springer.com/article/10.1007/s10683-018-09600-z>.
- 2018 **The Winner's Curse: Conditional Reasoning & Belief Formation**, *Journal of Economic Theory*, 174, 57-102, joint with Christian Koch.

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- 2017 **Last Minute Policies and the Incumbency Advantage**,  
*German Economic Review*, 19(3), 280-308, joint with Elena Manzoni.
- 2017 **The Nature of Social Learning: Experimental Evidence**,  
*European Economic Review*, 94, 148-165.
- 2016 **Persuasion: An Experimental Study of Team Decision Making**,  
*Journal of Economic Psychology*, 56, 244-261.
- 2016 **Strategic Thinking: The Influence of the Game**,  
*Journal of Economic Behavior and Organization*, 128, 72-84.
- 2014 **Out of Your Mind: Eliciting Individual Reasoning in One Shot Games**,  
*Games and Economic Behavior*, 84, 39-57, joint with Konrad B. Burchardi.

## Working Papers

**Multi-Dimensional Reasoning in Competitive Resource Allocation Games: Evidence from Intra-Team Communication**, *R&R at Games and Economic Behavior*, joint with Ayala Arad.

**Kantian Equilibrium in Measles Vaccinations: Evidence from 7 countries**, *R&R at Social Choice and Welfare*, joint with John Roemer and Humberto Llavador.

**Strategic thinking in jury decisions: an experimental study**, *submitted*, joint with Can Çelebi.

**Disclosure of Verifiable Information under Competition: An Experimental Study**, *submitted*, joint with Christian Koch and Sihong Zhang.

**Narrow bracketing, focal points, and the framing of collective and individual interests**, *submitted*, joint with Stefania Sitzia and Jiwei Zheng.

**Merger review using online experiments**, joint with Farasat A.S. Bokhari and Janithe Siriwardana.

## Work in Progress

**Communication and cooperation: a text analysis**, joint with Ayala Arad and David Hugh-Jones.

**Using Large Language Models for Communication Classification**, joint with Can Çelebi.

**Strategic interaction with AI advice: An experimental study**, joint with Can Çelebi.

**Impact of health-related and environmental information provision on dietary choices: An experimental study**, joint with Maria Isabel Santana.

## Scholarships and Grants

- 2017 **Blavatnik Interdisciplinary Cyber Research Center at Tel Aviv University**, *Strategic Cyber Reasoning in Attacker-Defender Resource Allocation Games*, Grant for laboratory experiments, min. 150.000 NIS/37.000 EUR.

- 2017 **Raya Strauss Center for Family Business Research at Tel Aviv University**, *Improving Decision Making of Management Teams: The Delphi Communication Method*, Grant for laboratory experiments, 8.300 USD.
- 2014 **Juniorprofessor-Program of the Ministry of Science of Baden-Württemberg**, *Concept and Analysis of an Experimental Measure of Trust in Institutions*, Grant for field and laboratory experiments, ca. 46.000 EUR.
- 2007 **Heinz Sauermann junior research prize**, *German Association for Experimental Economic Research (GfeW)*, 750 EUR.
- 2007 **Michio Morishima research grant**, *STICERD, London School of Economics*, 1.000 GBP.
- 2007 **DAAD exchange grant**, *German Academic Exchange Service*.
- 2005 **David T. Beers Scholarship**, *London School of Economics*.

## Editing and Refereeing

### Editing.

Guest Editor, *Economic Theory*, Special Issue on "Behavioural Game Theory", CfP 09/2022

### Refereeing.

American Economic Review, Econometrica, Economic Journal, Economic Theory, European Economic Review, Experimental Economics, Games and Economic Behavior, German-Israeli Foundation, Health Economics, International Economic Review, International Journal of Game Theory, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of the European Economic Association, Management Science, National Science Foundation (USA), Review of Economic Design, Review of Economic Studies, Review of Economics and Statistics, Scandinavian Journal of Economics, Science Advances, Theory and Decision

## Conference Organization

- 2018 - 2020 **Behavioral Game Theory Workshop**, *University of East Anglia Workshop in Experimental Economics*, July 2018, 2019, 2020, 2024.
- 2021 **Vegan Studies Network conference**, *Veganism: A Paradigm Shift?*, Rome, June 2021.
- 2020 **CBESS Workshop on Text Analysis**, May 2020.
- 2014, 2016 **HeiKaMaX**, *Heidelberg-Karlsruhe-Mannheim Workshop in Experimental Economics*, November 2014, 2016.
- 2014 **MAYBE**, *Mannheim-Yale-Berkeley PhD Student Workshop*, June 2014.

## Selected Conference Presentations and Invited Seminars

- 2023 Seminar, University of Lancaster; University of Essex
- 2021 Seminar, University of Vienna

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- 2019 Seminar, Durham University; Seminar, University of Nottingham; CREST Workshop in Experimental Economics
- 2017 Seminar, University of East Anglia; Seminar, Princeton University; Seminar, University of Marburg; Collier Conference on Behavioral Economics, Tel Aviv
- 2016 Seminar, Max Planck Institute Bonn; London School of Economics (STICERD) Alumni meeting; Game Theory Society World Meeting, Maastricht; Solicited paper, Econometric Society European Meeting, Geneva
- 2015 Singapore Management University; Seminar, Florida State University; Seminar, Cornell University; Seminar, University of California Santa Barbara; Conference on “Typologies of Boundedly Rational Agents: Experimental Approach”, Jerusalem
- 2014 Seminar, Karlsruhe Institute of Technology; Seminar, WZ Berlin; Seminar, University of Heidelberg; Seminar, University of Tel Aviv
- 2012 Seminar, University of East Anglia; M-BEEP Workshop, Maastricht; ESA International Conference, New York City; SABE/IAREP Conference, Granada
- 2011 Seminar, Royal Holloway London; Seminar, DIW Berlin; Seminar, LMU Munich; Seminar, University of Mannheim; ESA International Meeting, Chicago; ESA European Meeting, Luxembourg
- 2010 ESA International Meeting, Copenhagen; Seminar, New York University;
- 2009 ESA International Meeting, Washington, D.C., ESA North America Meeting, Tucson
- 2008 Annual GfEW Meeting, Mannheim; Nordic Behavioural and Experimental Conference, Copenhagen

## Teaching Experience

### Lecturer.

- PhD Microeconomics II: Behavioral Economics (2013-2017), Topics and Projects in Experimental Economics (2014-2016)
- Master Behavioural Consumer Analytics (2022-2023), The Economics of Mass Media (2017-2023), Business Economics II (2014), Behavioral and Experimental Economics (2012-2013)
- Bachelor Behavioral Economics (2012-2014, 2016, 2017), Experiments and Games, (2009-2010)

### Teaching Assistant.

- Master Microeconomics (2007-2008), Economics of Industry (2006)
- Bachelor Economics of Industry (2005), Intermediate Microeconomics (2004)

## Personal

- Date of birth 31 May 1978 in Lich (Hessen), Germany
- Marital status Married, 3 children
- Nationality German
- Languages Native: German; Fluent spoken and written: English, Spanish; Basic: French
- Programming MATLAB, STATA, R, Visual Basic, HTML,  $\LaTeX$

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