

# 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)

## 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 for Advanced Study in Toulouse)  
Since 2017: President: Association Francaise d'Economie Experimentale (ASFEE)  
Since 2017: Junior member: institut universitaire de France (IUF)

## EDUCATION:

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2017: **Toulouse School of Economics, HDR in Economics**  
Committee: Paul Seabright (Advisor), Marie-Claire Villeval (rapporteur), Peter Martinsson (rapporteur), Jean-Francois Bonnefon (rapporteur), Carsten de Dreu, Manfred Milinski, Shaul Shalvi

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**

## DISTINCTIONS:

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2017: Bronze Medal for economics from Centre National de la Recherche Scientifique (CNRS)

## 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: Post-doc: Swiss Center for Affective Sciences, National Center of Competence in Research (NCCR), University of Geneva

- 02/2002 – 02/2006:    doctoral student, Center of Research in Experimental Economics and Political Decision making (CREED), University of Amsterdam
- 09/1999 – 06/2000:    research assistant, University of Massachusetts, Amherst (USA)

**PUBLICATIONS:**

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**1. Articles:**

- [1]   Hopfensitz, A., Mantilla, C. and J. Miquel-Florensa (forthcoming). Catch Uncertainty and Reward Schemes in a Commons Dilemma: An Experimental Study. *Environmental & Resource Economics*.
- [2]   Barragan-Jason, G, Atance, C., Kopp, L, and A. Hopfensitz (2018). Two Facets of Patience in Young Children: Waiting With and Without an Explicit Reward. *Journal of Experimental Child Psychology*. 171: 14-30
- [3]   Cochard, F., Couprie, H. and Hopfensitz, A. (2018). What if women earned more than their spouses? An experimental investigation of work division in couples. *Experimental Economics*. 21: 50-71.
- [4]   de Neys, W., Hopfensitz, A. and J.-F. Bonnefon (2017). Split-second trustworthiness detection from faces in an economic game. *Experimental Psychology*. 64(4): 231-239.
- [5]   Bonnefon, J.-F., Hopfensitz, A. and W. de Neys (2017). Can we detect cooperators by looking at their face? *Current Directions in Psychological Science*. 26(3): 276-281.
- [6]   Hopfensitz, A. and J. Miquel-Florensa (2017). Mill Ownership and Farmer's Cooperative Behavior: The case of Costa Rica Coffee Farmers. *Journal of Institutional Economics*. 13(3): 623-648.
- [7]   Bonnefon, J.-F., Hopfensitz, A. and W. de Neys (2017). Trustworthiness perception at zero acquaintance: Consensus, accuracy and prejudice. *Behavioral and Brain Sciences*. 40.
- [8]   Loheac, Y., et. al. (2017). Mise en place d'une experience avec le grand public : entre recherche, vulgarisation et pedagogie. *Revue Economique*. 5: 211-223.
- [9]   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.
- [10]   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.
- [11]   Cochard, F., Couprie, H. and Hopfensitz, A. (2016). Do couples cooperate? An experimental investigation. *Review of Economics of the Household*. 14(1): 1-26.
- [12]   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.
- [13]   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.
- [14]   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.
- [15]   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.
- [16]   Centorrino, S., Djemai, E., Hopfensitz, A., Milinski, M. and P. Seabright (2015). Honest signaling in trust interactions: smiles rated as genuine induce trust and signal higher earnings opportunities. *Evolution and Human Behavior*. 36: 8-16.
- [17]   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.
- [18]   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.
- [19]   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).

- [20] 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.
- [21] 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.
- [22] 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.
- [23] Hopfensitz, A. and Reuben, E. (2009). The importance of emotions for the effectiveness of social punishment. *The Economic Journal*, 119(540): 1534-1559.
- [24] 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.
- [25] Hopfensitz, A. and van Winden, F. (2008). Dynamic Choice, Independence, and Emotions. *Theory and Decision*, 64: 249-300.
- [26] 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.
- [27] 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.
- [28] 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.

**2. Contributions to books:**

- [29] Hopfensitz A. (2017). 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.
- [30] Hopfensitz, A. (2015). Emotions and decision making. In *Real World Decision Making: An Encyclopedia of Behavioral Economics*. editor Morris Altman, Praeger ABC-CLIO.
- [31] Hopfensitz, A. (2015). Social ties. In *Real World Decision Making: An Encyclopedia of Behavioral Economics*. editor Morris Altman, Praeger ABC-CLIO.
- [32] Hopfensitz, A. (2006). *The Role of Affect in Reciprocity and Risk Taking: Experimental Studies of Economic behavior*, Thela thesis, Amsterdam
- [33] 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.
- [34] 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.

**3. Working papers:**

- [35] Hopfensitz, A. and Wranik, T. (2008). Psychological and Environmental Determinants of Myopic Loss Aversion. NETSPAR discussion paper. Nr. 2008-013.
- [36] Hopfensitz, A. (2009). Previous outcomes and reference dependence: A meta study of repeated investment tasks with and without restricted feedback. MPRA working paper.
- [37] Hopfensitz, A. and Wranik, T. (2009). How to adapt to changing markets: experience and personality in a repeated investment game. MPRA working paper nr. 17835
- [38] 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.
- [39] Hopfensitz, A., Reuben, E., and C. Rott (2017). Does public awareness of arbitrary gender stereotypes eliminate labor-market segregation? manuscript in preparation

**4. Others:**

- [40] Hopfensitz, A., (2009). Des financiers trop hardis, L'Expansion, vol. 746, November 2009
- [41] Qui cherche cherche: (mini documentary on trust detection in others). [youtu.be/m-mke1Oguko](https://youtu.be/m-mke1Oguko)
- [42] Le couple, l'argent : et si on en parlait ? TEDx Toulouse (spring 2017). [youtu.be/9br86vmyMBg](https://youtu.be/9br86vmyMBg)

*Citations:*

*Web of Science see ResearcherID: A-4248-2009 (as March 2018: sum of citations: 364; h-index: 9)*

*Google scholar as March 2018; sum of citations: 1343, h-index: 15*

**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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- 2017: - EASP (European Association of Social Psychology), 7/2017, Granada, Spain  
- IMEBESS, 4/2017, Barcelona, Spain  
- ASFEE, 5/2017, Rennes, France
- 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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- 2017: - NYU Abu Dhabi, 4/2017
- 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

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