

## CURRICULUM VITAE

### IDENTITY

**Name** Philipp E. OTTO  
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**Nationality** German

### EDUCATION AND TRAINING

2007 – 2009 **Post Doc in Microeconomics**, European University Viadrina, Frankfurt (Oder)  
Fully funded by the Deutsche Forschungsgemeinschaft (DFG)

2005 – 2007 **PhD in Experimental Psychology**, University College London  
Fully funded by a personal ESRC Studentship Award

2002 – 2005 **MS in Applied Cognitive Sciences**, University of Warwick, Coventry  
Part-time study supported by Decision Technology

1997 – 2001 **MA in Industrial and Organizational Psychology**, Free University Berlin  
Graduated within top 10% of class

### EMPLOYMENT HISTORY

Since 2007 **Researcher** in Behavioral and Experimental Economics, especially Economic Theory, European University Viadrina, Frankfurt (Oder)

2009 – 2010 **Lecturer** in Experimental Economics, Burgundy School of Business  
**Researcher**, LESSAC (Laboratory for Experimentation in Social Sciences and Behavioral Analysis), Groupe ESC Dijon, Bourgogne

2002 – 2007 **Research Analyst Consultant**, Decision Technologies, London

1999 – 2002 **Research Assistant**, Max Planck Institute for Human Development  
Adaptive Behavior and Cognition, Berlin

1998 – 1999 **Human Resources Consultant**, Intelligent System Transfer, Potsdam

### RESEARCH TOPICS

- Experimental & Behavioral Economics: social motives/norms and learning; choice architecture and structural dependencies; provision of public goods/bads
- Matching Markets & Bargaining Strategy: empirical matching solutions, profitability distributions, and optimization processes
- Consumer Behavior & Cognitive Finance: applied decision/game theory, cognitive biases/heuristics, individual variation/variability, and choice adaptation

## PUBLICATIONS

### **Articles in academic journals**

- “The effect of tax privacy on tax compliance: an experimental investigation?” (with K. Blaufus, J. Bob, N. Wolf: forthcoming), *European Accounting Review*.
- “The advantage of hierarchy: Inducing responsibility and selecting ability?” (with Friedel Bolle: 2016), *Journal of Behavioral and Experimental Economics* 65, 49-57.
- “Organizational power: Should remuneration heterogeneity mirror hierarchy?” (with Friedel Bolle: 2016), *Review of Economic Design* 20(3), 187-205.
- “Matching as a stochastic process” (with Friedel Bolle: 2016), *Journal of Economics and Statistics* 236(3), 323-348.
- “Role-dependent social preferences” (with Friedel Bolle: 2016), *Economica* 83(332), 704-740.
- “Exploiting one’s power with a guilty conscience: an experimental investigation of self-serving biases” (with Friedel Bolle: 2015), *Journal of Economic Psychology* 51, 79-89.
- “Does microfinance cause or reduce suicides: policy recommendations for reducing borrower stress” (with A. Ashta, S. Kahn: 2015), *Strategic Change: Briefings in Entrepreneurial Finance* 24, 165-190.
- “Happy bargain: aspiring good deals or accepting fair deals” (with Friedel Bolle: 2013), *Homo Oeconomicus* 30(1), 1-16.
- “Microsavings and market saturation: the evolution of diversity in saving products” (with Arvind Ashta: 2012), *Journal of Savings & Development* 36(1), 109-135.
- “Multiple facets of altruism and their influence on blood donations” (with Friedel Bolle: 2011), *Journal of Socio-Economics* 40(5), 558-563.
- “Project valuation in the presence of loss aversion during economic crises” (with Arvind Ashta: 2011), *Strategic Change: Briefings in Entrepreneurial Finance* 20, 171-186.
- “Matching markets with price bargaining” (with Friedel Bolle: 2011), *Experimental Economics* 14(3), 322-348.
- “The psychological representation of corporate personality” (with N. Chater, H. Stott: 2011), *Applied Cognitive Psychology* 25(4), 605-614.
- “A price is a signal: On intrinsic motivation and crowding-out” (with Friedel Bolle: 2010), *Kyklos* 63(1), 9-22.
- “From spending to understanding: Analyzing customers by their spending behavior” (with G.B. Davies, N. Chater, H. Stott: 2009), *Journal of Retailing and Consumer Services* 16, 10-18.
- “Note on ways of saving: Mental mechanisms as tools for self-control?” (with G.B. Davies, N. Chater: 2007), *Global Business and Economics Review* 9(2-3), 227-254.
- “SSL: A theory of how people learn to select strategies” (with Jörg Rieskamp: 2006), *Journal of Experimental Psychology: General* 135(2), 207-236.

### **Books, chapters, and conference proceedings**

- “Cognitive Finance: Behavioral Strategies of Spending, Saving, and Investing” (2011; Economic Issues, Problems and Perspectives; ISBN 978-1-60876-279-8). Nova Science Publishers, Hauppauge, NY.
- “Cognitive Finance: Data analysis with a behavioral edge” (2010), in: *Data Mining and Management* (Computer Science, Technology and Applications; ISBN 978-1-60741-289-2). Nova Science Publishers, Hauppauge, NY.
- “How people perceive companies: Personality dimensions as fundamentals” (with N. Chater, H. Stott: 2006), Proceedings of the XXVIII Annual Conference of the Cognitive Science Society (ISBN 978-0-9768318-2-1; pp.1905-1909). Erlbaum, Hillsdale, NJ.
- “Mental mechanisms as tools for self-control” (with N. Chater, G.B. Davies: 2005), Proceedings of the International Conference on Cognitive Economics (ISBN 978-954-535-404-5; pp.83-94). NBU Press, Sofia.

## **SHORT INFO**

Dr. Philipp E. Otto is working in Behavioral and Experimental Economics. In 2007 he received his PhD from the University College London (UCL). In 2010 he supported the LESSAC research team at ESC Dijon on experiments in consumer behavior as well as giving classes in statistics and organization management. Currently he is working for the DFG (German Science Foundation) on a project on threshold public goods at the Microeconomics Department of the Viadrina University in Frankfurt (Oder), Germany. Research interests include, among others, matching markets and price bargaining, social motives and learning, cognitive heuristics and strategy selection. Publications of his appeared in international journals such as the Journal of Socio-Economics, Journal of Experimental Economics, Journal of Applied Cognitive Psychology, European Accounting Review, Review of Economic Design, *Economica*, and *Kyklos*.