



Stefan P. Penczynski

Curriculum Vitae

Academic Positions

- 2011–Present **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, United Kingdom.

Education

- 2005–2009 **PhD in Economics**, *London School of Economics*, United Kingdom.
2007 **EDP exchange student**, *Universitat Pompeu Fabra*, Barcelona, Spain.
2004–2005 **Master of Science in Economics**, *London School of Economics*, United Kingdom.
1998–2004 **Diploma in Industrial Engineering**, *Technische Universität Darmstadt*.
2001–2002 **Erasmus exchange student**, *Institut National Polytechnique Grenoble*, France.

Publications

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

Working Papers

Coordination Games with Asymmetric Payoffs, *Revision submitted to Games and Economic Behavior*, joint with Jonas van Elten.

The Winner's Curse: Conditional Reasoning & Belief Formation, *Revision invited by Journal of Economic Theory*, joint with Christian Koch.

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On the Replicability of Intra-team Communication Classification, *Submitted*, joint with Theresa Eich.

Using Machine Learning for Communication Classification, *Submitted*.

Disclosure of Verifiable Information under Competition: An Experimental Study, joint with Sihong Zhang.

Measuring Trust in Institutions: A Lab-in-the-Field Study Using Time Preference Elicitation, joint with Maria Isabel Santana.

Work in Progress

Multi-dimensional level- k reasoning in multi-object auctions, joint with Ayala Arad.

An Experimental Investigation of Kantian Equilibrium, joint with John Roemer.

Discriminating between models of learning: An experimental study with intra-team communication, joint with Johannes Schneider.

Sensory perception and technological progress in product markets.

References

Prof. Georg Weizsäcker, *Department of Economics, Humboldt-University Berlin*, Raum 105/6, Spandauer Strasse 1, 10178 Berlin, Tel. +49 30 2093 5700.

Email: weizsaecker@hu-berlin.de

Prof. Ariel Rubinstein, *Department of Economics, Tel Aviv University*, Tel Aviv 69978, Israel, Tel. +972 3 640 9601.

Email: rariel@post.tau.ac.il

Prof. Henrik Orzen, *Department of Economics, University of Mannheim*, L7, 3-5, 68161 Mannheim, Tel. +49 621 181 1890.

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Scholarships and Grants

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*.

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Conference Presentations and Invited Seminars

Scheduled Seminar, Princeton University

- 2016 Thurgau Experimental Economics Meeting; Seminar, Max Planck Institute Bonn; Behavioral Game Theory Workshop, University of East Anglia; London School of Economics (STICERD) Alumni meeting; Game Theory Society World Meeting, Maastricht; Solicited paper, Econometric Society European Meeting, Geneva; Annual GfeW Meeting, Gießen
- 2015 Seminar, Humboldt-University Berlin; Seminar, Singapore Management University; Seminar, Florida State University; Seminar, Cornell University; Seminar, University of California Santa Barbara; Seminar, University of Frankfurt; Conference on “Typologies of Boundedly Rational Agents: Experimental Approach”, Jerusalem; M-BEEP Workshop, Maastricht; EEA Meeting Mannheim; ESA European Meeting Heidelberg; Annual GfeW Meeting, Hamburg
- 2014 Seminar, Karlsruhe Institute of Technology; Seminar, WZ Berlin; SABE/IAREP Conference Reno; ESA European Meeting Prague; ESA North-America Meeting Fort Lauderdale; Seminar, University of Heidelberg; Seminar, University of Tel Aviv; SEEDEC, Bergen
- 2012 Seminar, University of East Anglia; M-BEEP Workshop, Maastricht; ESA International Conference, New York City; SABE/IAREP Conference, Granada; Annual GfeW Meeting, Karlsruhe
- 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

Conference Organization

- 2014 **MAYBE**, *Mannheim-Yale-Berkeley PhD Student Workshop*, June 2014.
- 2014, 2016 **HeiKaMaX**, *Heidelberg-Karlsruhe-Mannheim Workshop in Experimental Economics*, November 2014, 2016.

Refereeing

American Economic Review, Econometrica, Economic Journal, Economic Theory, European Economic Review, Experimental Economics, Games and Economic Behavior, German-Israeli Foundation, International Economic Review, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of the European Economic Association, Review of Economic Design, Review of Economic Studies, Science Advances, Theory and Decision

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Teaching Experience

Lecturer.

- PhD Microeconomics II: Behavioral Economics (2013-2016), Topics and Projects in Experimental Economics (2014-2016)
- Master Business Economics II (2014), Behavioral and Experimental Economics (2012-2013)
- Bachelor Behavioral Economics (2012-2014, 2016), 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, Germany
- Marital status Married
- Nationality German
- Languages Native: German; Fluent spoken and written: English, Spanish; Basic: French
- Programming MATLAB, STATA, R, Visual Basic, HTML, \LaTeX

Job Market Paper

Disclosure of Verifiable Information under Competition: An Experimental Study, *joint with Sihong Zhang (Mannheim)*, Job Market Paper.

This study investigates experimentally the revelation of verifiable information in settings with and without seller competition. A higher level of competition has a positive and significant effect on the revelation of information. Throughout, sellers often choose to report a selected set of information and buyers on average account for this by bidding less than the reported average. However, buyers are on average not fully compensating the sellers' selection of evidence and, surprisingly, do particularly poorly in the competitive setting. Further, we investigate the sellers' option to purchase additional information, unobserved by the buyers. Here, the stronger selection upon purchase is counterbalanced by an overall stronger compensation on the buyer side, on average lowering buyers' overbidding compared to the benchmark cases.

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