



# Stefan P. Penczynski

## Curriculum Vitae

### Academic Positions

- 2017– **Lecturer (tenured)**, *Department 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, 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.
- 2017 **The Nature of Social Learning: Experimental Evidence**, *European Economic Review*, 94, 148-165.
- 2017 **Last Minute Policies and the Incumbency Advantage**, *German Economic Review*, joint with Elena Manzoni.
- forthcoming **The Winner's Curse: Conditional Reasoning & Belief Formation**, *Journal of Economic Theory*, joint with Christian Koch.

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## Working Papers

**Using Machine Learning for Communication Classification,**  
*Revision invited by Experimental Economics.*

**Coordination Games with Asymmetric Payoffs,**  
*Submitted, joint with Jonas van Elten.*

**Multi-Dimensional Reasoning in Competitive Resource Allocation Games: Evidence from Intra-Team Communication,**  
*Submitted, joint with Ayala Arad.*

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

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

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

## Work in Progress

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

**Level- $k$  reasoning and conditional reasoning in jury voting,** joint with Can Celebi.

**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.  
Email: henrik.orzen@uni-mannheim.de

## Scholarships and Grants

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.

- 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.
- 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*.

### Conference Presentations and Invited Seminars

- 2017 Seminar, University of East Anglia; Seminar, Princeton University; Seminar, University of Marburg; Collier Conference on Behavioral Economics, Tel Aviv
- 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

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## 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, Management Science, Review of Economic Design, Review of Economic Studies, Review of Economics and Statistics, Science Advances, Theory and Decision

## Teaching Experience

### Lecturer.

- PhD Microeconomics II: Behavioral Economics (2013-2017), Topics and Projects in Experimental Economics (2014-2016)  
Master The Economics of Mass Media (2017), 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  
Nationality German  
Languages Native: German; Fluent spoken and written: English, Spanish; Basic: French  
Programming MATLAB, STATA, R, Visual Basic, HTML,  $\LaTeX$