

EDUCATION

- 2007 – 2017 **EUROPEAN UNIVERSITY VIADRINA**
Habilitation, Economics (VWL), 5th December 2017 (entitled “Social Preferences”). Microeconomics especially Economic Theory. Fully funded by the German Science Foundation (DFG).
- 2004 – 2007 **UNIVERSITY COLLEGE LONDON**
PhD, Psychology, 31st August 2007 (entitled “Cognitive Finance”). Economic Learning and Social Evolution (ELSE). Fully funded by a personal ESRC Studentship Award.
- 2002 – 2004 **UNIVERSITY OF WARWICK**
MS, Psychology, 29th July 2004. Institute for Applied Cognitive Sciences. Part-time study supported by Decision Technology.
- 1997 – 2001 **FREE UNIVERSITY BERLIN**
MA (Diplom), Psychology, 8th October 2001. Concentration in Industrial and Organizational Psychology. Degree is awarded upon completion of thesis and oral exams in seven areas. Self-financed entire university education.

EXPERIENCE

- Since 2007 **EUROPEAN UNIVERSITY VIADRINA, Frankfurt (Oder), Germany**
Researcher and Lecturer
- DFG project manager
 - ViaLab management and organization
 - Teaching and supervising of bachelor, master theses
 - Administrative support
- 2009 – 2010 **BURGUNDY SCHOOL OF BUSINESS, ESC Dijon, France**
Researcher and Lecturer
- LESSAC experimental research and analysis
 - Research collaborations on consumer behavior and microfinance
 - Lecturing classes in organizational management and data analysis
- 2002 – 2007 **DECISION TECHNOLOGY, London, England**
Research Analyst Consultant
- Customer information warehouse analysis
 - Customer perception and customer behavior evaluation
 - Product development
- 1999 – 2002 **MAX PLANCK INSTITUTE FOR HUMAN DEVELOPMENT,**
(Department: Adaptive Behavior and Cognition), Berlin, Germany
Research Assistant
- Research as a member of the ABC Research Group.
 - Planning, carrying-out and analysis of experiments.
- 1998 – 1999 **INTELLIGENCE SYSTEM TRANSFER, Potsdam, Germany**
Human Resources Consultant
- Analysis, evaluation and process reorganizations.
 - Acquisitions, personal training and knowledge system implementations.

LIST OF PUBLICATIONS

Peer reviewed articles

1. Bolle, F. & Otto, P.E. (2020), Voting games: an experimental investigation. *Journal of Institutional and Theoretical Economics* (in press).
2. Landy, J., Jia, M., Ding, I. et al. (2020). Crowdsourcing hypothesis test: Making transparent how design choice shape research results. *Psychological Bulletin* (in press).
3. Kundzewicz, Z.W., Matczak, P., Otto, I.M. & Otto, P.E. (2020). From “atmosfear” to climate action. *Environmental Science & Policy* 105, 75-83.
4. Otto, P.E. & Dittmer, D. (2019). Simultaneous but independent ultimatum game: strategic elasticity or social motive dependency? *International Journal of Game Theory* 48(1), 61-80.
5. Blaufus, K., Bob, J., Otto, P.E. & Wolf, N. (2017). The effect of tax privacy on tax compliance: an experimental investigation? *European Accounting Review* 26(3), 561-580.
6. Otto, P.E. & Bolle, F. (2016). The advantage of hierarchy: Inducing responsibility and selecting ability? *Journal of Behavioral and Experimental Economics* 65, 49-57.
7. Otto, P.E. & Bolle, F. (2016). Organizational power: should remuneration heterogeneity mirror hierarchy? *Review of Economic Design* 20(3), 187-205.
8. Bolle, F. & Otto, P.E. (2016). Matching as a stochastic process. *Journal of Economics and Statistics* 236(3), 323-348.
9. Bolle, F. & Otto, P.E. (2016). Role-dependent social preferences. *Economica* 83(332), 704-740.
10. Otto, P.E. & Bolle, F. (2015). Exploiting one's power with a guilty conscience: an experimental investigation of self-serving biases. *Journal of Economic Psychology* 51, 79-89.
11. Ashta, A., Kahn, S. & Otto, P.E. (2015). Does microfinance cause or reduce suicides: policy recommendations for reducing borrower stress. *Strategic Change: Briefings in Entrepreneurial Finance* 24, 165-190.
12. Bolle, F. & Otto, P.E. (2013). Happy bargain: aspiring good deals or accepting fair deals. *Homo Oeconomicus* 30(1), 1-16.
13. Otto, P.E. & Ashta, A. (2012). Microsavings and market saturation: the evolution of diversity in saving products. *Journal of Savings & Development* 36(1), 109-135.
14. Otto, P.E. & Bolle, F. (2011). Multiple facets of altruism and their influence on blood donations. *Journal of Socio-Economics* 40(5), 558-563.
15. Ashta, A. & Otto, P.E. (2011). Project valuation in the presence of loss aversion during economic crises. *Strategic Change: Briefings in Entrepreneurial Finance* 20, 171-186.
16. Otto, P.E. & Bolle, F. (2011). Matching markets with price bargaining. *Experimental Economics* 14(3), 322-348.
17. Otto, P.E., Chater, N. & Stott, H. (2011). The psychological representation of corporate personality. *Journal of Applied Cognitive Psychology* 25(4), 605-614.
18. Bolle, F. & Otto, P.E. (2010). A price is a signal: On intrinsic motivation, crowding-out, and crowding-in. *Kyklos* 63(1), 9-22.
19. Otto, P.E., Davies, G.B., Chater, N. & Stott, H. (2009). From spending to understanding: analyzing customers by their spending behavior. *Journal of Retailing and Consumer Services* 16, 10-18.
20. Otto, P.E., Davies, G.B. & Chater, N. (2007). Note on ways of saving: mental mechanisms as tools for self-control? *Global Business and Economics Review* 9(2-3), 227-254.
21. Rieskamp, J. & Otto, P.E. (2006). SSL: a theory of how people learn to select strategies. *Journal of Experimental Psychology: General*, 135(2), 207-236.

Books, chapters, and conference proceedings

- Otto, P.E. (2011). Cognitive finance: behavioral strategies of spending, saving and investing. (Economic Issues, Problems and Perspectives; ISBN 978-1-60876-279-8). Nova Science Publishers, Hauppauge, NY.
- Otto, P.E. (2010). Cognitive finance: data analysis with a behavioral edge. In: *Data Mining and Management* (Computer Science, Technology and Applications; ISBN 978-1-60741-289-2). Nova Science Publishers, Hauppauge, NY.
- Otto, P.E. & Chater, N. (2006). How people perceive companies: personality dimensions as fundamentals. *Proceedings of the XXVIII Annual Conference of the Cognitive Science Society* (ISBN 978-0-9768318-2-1; pp.1905-1909). Erlbaum, Hillsdale, NJ.
- Otto, P.E., Chater, N. & Davies, G.B. (2005). Mental mechanisms as tools for self-control. *Proceedings of the International Conference on Cognitive Economics* (ISBN 978-954-535-404-5; pp.83-94). NBU Press, Sofia.

RESEARCH GRANTS AND DISTINCTIONS

2015 – 2019 DFG grant on threshold public goods
 2014 – 2019 EFRE grant for lab equipment (PI)
 2011 – 2015 DFG grant on power and responsibility
 2009 – 2010 Bourse Post-Doctorale, Accueil en Bourgogne d'un jeune chercheur etranger
 2007 – 2011 DFG grant on matching markets
 2004 – 2007 ESRC Studentship Award (PI)

EDITORIAL

Experimental Psychology, Cognitive Science, Journal of Socio-Economics, Games & Economic Behavior, Journal of Legal Studies, Economica, World Development, among others.

TEACHING

- Statistik, bachelor level, 2019
- Behavioral Game Theory, graduate level & doctoral level, 2017
- Behavioral Finance, graduate level, 2016, 2018, 2019
- Primer in Game Theory, doctoral level, 2015
- Experimente zur Umweltökonomie, bachelor level, 2012
- Experimentelle Wirtschaftsforschung, doctoral level, 2011
- Organizational Behavior and Decision Making, graduate level, 2011
- Organization Management, bachelor level, 2010
- Experimental Economics, bachelor level, 2009
- Quantitative Methods, graduate level, 2009
- Statistics and Data Processing, bachelor level, 2009
- Behavioral Economics, graduate level, 2008, 2011, 2012

MEMBERSHIPS OF ACADEMIC AND PROFESSIONAL ASSOCIATIONS

- London Judgment and Decision Making Group (LJDM)
- Economic Science Association (ESA)
- Gesellschaft für experimentelle Wirtschaftsforschung (GfeW)
- Deutsche Gesellschaft für Psychologie (DGP)
- Royal Economic Society (RES)
- Southern Economic Association (SEA)
- Society for Judgment and Decision Making (SJDM)

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) and in 2017 his Habilitation from the European University Viadrina. He worked at the Max-Planck Instituted for Adaptive Behavior and Cognition in Berlin on experiments on adaptive strategy selection and 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 European University Viadrina, 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, Internatioal Review of Game Theory, and Kyklos (with an h-index of ten and in total 880 citation counts on Google Scholar).