

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 2020 **BRANDENBURG MEDICAL SCHOOL**, Neuruppin, Germany
Guest Professor for Research Methods
- Module responsibilities statistics and economic psychology
 - Teaching and supervising bachelor and master theses
 - Administration and research development
- Since 2007 **EUROPEAN UNIVERSITY VIADRINA**, Frankfurt (Oder), Germany
Researcher and Lecturer
- DFG project manager
 - *ViaLab* management and organization
 - Teaching, supervising and 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 **DECTECH**, 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

LIST OF PEER REVIEWED PUBLICATIONS

1. Bolle, F. & Otto, P.E. (2021). Voting behavior under outside pressure: promoting true majorities with sequential voting? *Social Choice and Welfare* (in press).
2. Otto, P.E. & Schmidt, L. (2021). Reservation price uncertainty: loss, virtue, or emotional heterogeneity? *Journal of Economic Psychology* (in press).
3. Bolle, F. & Otto, P.E. (2021). The flip side of power. *Public Choice* (in press).
4. Otto, P.E. (2021). Monty Hall three door 'anomaly' revisited: a note on deferment in an extensive form game. *Mind & Society* (in press).
5. Otto, P.E. & Otto, P. (2021). Impact of academic authorship characteristics on article citations. *Revstat* (in press).
6. Otto, P.E. & Bolle, F. (2020). Power attitudes and stealing behavior: students' senses of social norms and responsibility. *Economics and Sociology* 13(4), 11-30.
7. Otto, P.E. (2020). Decentralized matching markets of various sizes: similarly stable solutions with high proportions of equal splits. *International Game Theory Review* 22(4).
8. Bolle, F. & Otto, P.E. (2020). Voting games: an experimental investigation. *Journal of Institutional and Theoretical Economics* 176(3), 496-525.
9. Landy, J., Jia, M., Ding, I. et al. (2020). Crowdsourcing hypothesis test: Making transparent how design choice shape research results. *Psychological Bulletin* 146(5), 451-479.
10. Kundzewicz, Z.W., Matczak, P., Otto, I.M. & Otto, P.E. (2020). From "atmosfear" to climate action. *Environmental Science & Policy* 105, 75-83.
11. 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.
12. 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.
13. Otto, P.E. & Bolle, F. (2016). The advantage of hierarchy: Inducing responsibility and selecting ability? *Journal of Behavioral and Experimental Economics* 65, 49-57.
14. Otto, P.E. & Bolle, F. (2016). Organizational power: should remuneration heterogeneity mirror hierarchy? *Review of Economic Design* 20(3), 187-205.
15. Bolle, F. & Otto, P.E. (2016). Matching as a stochastic process. *Journal of Economics and Statistics* 236(3), 323-348.
16. Bolle, F. & Otto, P.E. (2016). Role-dependent social preferences. *Economica* 83(332), 704-740.
17. 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.
18. 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.
19. Bolle, F. & Otto, P.E. (2013). Happy bargain: aspiring good deals or accepting fair deals. *Homo Oeconomicus* 30(1), 1-16.
20. 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.
21. Otto, P.E. & Bolle, F. (2011). Multiple facets of altruism and their influence on blood donations. *Journal of Socio-Economics* 40(5), 558-563.
22. 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.
23. Otto, P.E. & Bolle, F. (2011). Matching markets with price bargaining. *Experimental Economics* 14(3), 322-348.
24. Otto, P.E., Chater, N. & Stott, H. (2011). The psychological representation of corporate personality. *Journal of Applied Cognitive Psychology* 25(4), 605-614.
25. Bolle, F. & Otto, P.E. (2010). A price is a signal: On intrinsic motivation, crowding-out, and crowding-in. *Kyklos* 63(1), 9-22.
26. 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.
27. 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.
28. 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.

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 étranger
2007 – 2011 DFG grant on matching markets
2004 – 2007 ESRC Studentship Award (PI)

EDITORIAL

Experimental Psychology, Journal of Socio-Economics, Cognitive Science, Journal of Socio-Economics, Frontiers in Psychology, Games & Economic Behavior, International Journal of Game Theory, International Game Theory Review, Economics Bulletin, Journal of Legal Studies, Economica, World Development, Basic & Applied Social Psychology, Public Choice, Basic and Applied Social Psychology, Journal of Legal Studies, Journal of Cost management, Savings & Development, World Development, Journal of the European Economic Association.

TEACHING

- Business Psychology, bachelor level, 2020, 2021
- 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, 2022
- Statistics and Data Processing, bachelor level, 2009, 2019, 2020, 2021
- Behavioral Economics, graduate level, 2008, 2011, 2012

MEMBERSHIPS OF ACADEMIC AND PROFESSIONAL ASSOCIATIONS

- Berlin Behavioral Economics Group (BBE)
- 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)
- American Economic Association (AEA)
- European Economic Association (EEA)