

Since I think my format is easier to read, I attach both versions of the CV:

1. the one required in Annex A,  
and below
2. the CV I usually submit when no template is given.

I hope this is ok.

Regine Oexl

Handwritten signature of Regine Oexl in blue ink, consisting of a stylized 'R' followed by 'egine' and a separate 'Oexl'.

UNIVERSITY OF MILAN

Selection procedure for recruiting associate professors under art.18, paragraph 1 and 4, of Law No.240/2010 for competition sector 13/A1 - Economia Politica , (scientific-disciplinary sector SECS-P/01) at the Department of Economia, Management e Metodi Quantitativi, (announcement published in Gazzetta Ufficiale - IV serie speciale Concorsi ed Esami) - Competition code 5430

## [Regine Oexl] CURRICULUM VITAE

(N.B. CV MUST BE OF UP TO 30 PAGES AND INCLUDE THE DETAILS CANDIDATES CONSIDER USEFUL FOR THE ASSESSMENT.

ALL THE TITLES INSERTED BELOW ARE JUST EXAMPLES THAT CAN BE REPLACED, CHANGED OR COMPLETED)

**PERSONAL DATA (DO NOT INCLUDE YOUR PERSONAL ADDRESS AND LANDLINE OR MOBILE PHONE NUMBER)**

<b>SURNAME</b>	<b>OEXL</b>
<b>NAME</b>	<b>REGINE</b>
<b>DATE OF BIRTH</b>	[16,10, 1982 ]

### QUALIFICATIONS

#### **DEGREE**

(Specify full degree name, University, date, etc.)

9/2003 – 7/2007 **Diplomkauffrau (FH) European Management and B. A. (Honors)**

Napier University, UK | University of Alicante, Spain | Univ. of Applied Sciences, Germany

\_ Award: Top 5% of graduates

**DOCTORAL DEGREE OR EQUIVALENT QUALIFICATION EARNED IN ITALY OR ABROAD / MEDICAL SPECIALISATION DIPLOMA OR EQUIVALENT QUALIFICATION, FOR THE RELEVANT SECTORS, EARNED IN ITALY OR ABROAD**

(Specify qualification full name, institution, date, etc.)

1/2008 – 4/2012 **Ph.D. in Economics**

University of Padua, Italy | University of California, Santa Barbara, USA | Boston Univ., USA

\_ Supervisor: Antonio Nicolò

#### **FURTHER QUALIFICATIONS**

(Specify qualification full name, institution, date, etc.)

12/2023 **Habilitation in Economics**

Department of Economics, University of Innsbruck, Austria

**TEACHING ACTIVITIES****CLASSES AND MODULES***(Specify academic year, degree course, hours of frontal instruction, No. of credits, if any)*

2022 - 23 Introduction to Microeconomics, module responsibility (800 students), University of Innsbruck 2x, 3.5ECTS

2012 - 23 Introduction to Microeconomics, Undergraduate Level, University of Innsbruck, 40x, 4ECTS

2019 Economic Theory for Management, PhD Level, NIDA Business school, Bangkok 1x

2019 Introduction to Behavioral Economics, Undergraduate Level, Zeppelin Univ. Friedrichshafen, 1x

2018 Economics of Information, Master Level, University of Innsbruck, 3x

2012 - 2016 Competition Theory, Undergraduate Level, University of Innsbruck, 6x

2011 Behavioral Economics, Master Level, University of Padua, 1x

2010 Economics of Information, Undergraduate Level, University of Padua, 1x

**COMPLEMENTARY TEACHING ACTIVITIES AND SERVICE ACTIVITIES TO STUDENTS****MENTORING BACHELOR'S DEGREE, MASTER'S DEGREE, PhD, AND SPECIALISATION SCHOOL DISSERTATIONS AND THESES***(Specify academic year, University, degree course, etc.)*

8 Bachelor thesis, from 2012-2023  
2 Master thesis, 2020-2023

**TUTORING BACHELOR'S DEGREE, MASTER'S DEGREE, AND PhD STUDENTS***(Specify academic year, degree course, etc.)***SEMINARS***(Specify seminar title, place, date, etc.)***SCIENTIFIC RESEARCH ACTIVITIES****SCIENTIFIC PUBLICATIONS***(For each publication, specify the following: authors' names, full title, publisher, date and place of publication, ISBN/ISSN/DOI or equivalent code)*

**Do Competitive Bonuses Ruin Cooperation in Heterogeneous Teams?**, with G. Dutcher, D. Rykin, & T.

Salmon, accepted at the *Journal of Economics & Management Strategy*

8. **Heterogeneity in Rent-Seeking Contests with Multiple Stages: Theory and Experimental Evidence**,  
with T. Hörtnagl, R. Kerschbamer, R. Stracke, & U. Sunde, *Journal of Behavioral and Experimental Economics*  
(2023), Vol. 105, 102029
7. **Respecting Entitlements in Legislative Bargaining – A Matter of Preference or Necessity?**,  
with A.  
Gantner, *Canadian Journal of Economics* (2023) 56 (2) 490-519
6. **The Effect of Random Shocks on Reciprocal Behavior in Dynamic Principal-Agent Settings**, with R.  
Kerschbamer, *Experimental Economics* (2023) 26 468-488
5. **Relationship Specific Investment and Multiple Interested Parties**, *The Manchester School*  
(2019) 87 (3),  
324-341
4. **Distributional Preferences and Ego Depletion**, with L. Balafoutas & R. Kerschbamer, *Journal of Neuroscience Psychology and Economics* (2018), 8 (4), 203 - 216
3. **Is Reciprocity Really Outcome-Based? A Second Look at Gift Exchange with Random Shocks**, with B.  
J. Davis & R. Kerschbamer, *Journal of the Economic Science Association* (2017), 3(2):149-160
2. **The Gift of Being Chosen**, with N. Montinari & A. Nicolò, *Experimental Economics* (2016),  
19(2):460-479
1. **Shifting the Blame to a Powerless Intermediary**, with Z. Grossman, *Experimental Economics*  
(2013),  
16(3):306- 312

**ORGANISATION, SUPERVISION AND COORDINATION OF NATIONAL AND INTERNATIONAL RESEARCH CENTRES OR GROUPS, OR PARTICIPATION IN THEM**  
(For each entry, specify year, role, research group, etc.)

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**SUPERVISION OF OR PARTICIPATION IN PUBLISHING COMMITTEES OF SCIENTIFIC MAGAZINES**  
(For each entry, specify year, role, scientific magazine etc.)

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**HOLDING PATENTS**  
(For each patent, specify authors' names, title, classification, patent number, etc.)

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**NATIONAL AND INTERNATIONAL AWARDS AND ACCOLADES FOR RESEARCH ACTIVITY**  
(Specify award, date, issuing organisation, etc.)

2018 Erika Cremer award, awarded by the University of Innsbruck, e200.000
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**SPEAKING AT CONFERENCES AND CONVENTIONS OF INTERNATIONAL INTEREST**

*(Specify conference/convention title, date, etc.)*

2023 THEEM, Kreuzlingen, Switzerland | Summer Summit EPoS, Innsbruck | IMEBESS, Lisbon, Portugal | ESA World, Lyon, France | SIEP, Verona, Italy  
 2022 Euregio Workshop Bolzano, Italy | 56th Annual Conference of the Canadian Economics Asso-  
 ciation, Ottawa, Canada | ESA, Bologna, Italy | FIRIPO Workshop, Innsbruck, Austria  
 2021 ASFEE Dijon, France | ESA Online Global Conference | Research Seminar, Innsbruck, Austria  
 2020 ESA World, online  
 2019 ESA, Dijon, France | Collier Conference, Tel Aviv, Israel | THEEM, Kreuzlingen, Switzerland  
 2018 LAWEBESS, Santiago, Chile | Graduate School of Decision Science, Konstanz, Germany | Austrian Experimental Workshop, Innsbruck, Austria | ESA Conference Berlin, Germany | THEEM, Kreuzlingen, Switzerland  
 2017 Florence-Constance Workshop on Behavioral and Experimental Social Sciences, Italy | Austrian Experimental Economics Day, Vienna, Austria  
 2016 ESA Conference, Bergen, Norway | TIBER, Tilburg, Netherlands | King's College: Cooperation and Self-Control, London, UK  
 2/3  
 2014 Symposium: do I like what I prefer?, Constance, Germany | Workshop on Behavioral Economics and Industrial Organization, Budapest, Hungary | ESA Conference, Prag, Czech Republic | 9th Nordic Conference on Behavioral and Experimental Economics, Aarhus, Denmark | Tax Day, Max Planck Institut, Munich, Germany  
 2012 ESA Conference, Cologne, Germany | THEEM, Kreuzlingen, Switzerland  
 2011 Brown Bag Seminar, Strategic Interaction Group, Max Planck I., Jena, Germany | IMEBE, Barcelona, Spain | 4th M-BEES, Maastricht, Netherlands | Work in Progress Seminar, Università degli Studi di Milano-Bicocca, Milan, Italy | 2nd Workshop: IO: Theory, Empirics and Experiments, Otranto, Italy | ECORE Summer School on Market Failure and Market Design, Louvain-la-Neuve, Belgium | Spring Meeting of Young Economists, Groningen, Netherlands

**MANAGING, ORGANISATIONAL, AND SERVICE ACTIVITIES**

**MANAGING TASKS AND DUTIES UNDERTAKEN AT COLLEGIATE BODIES AND COMMITTEES, AT CONSIDERABLE PUBLIC AND PRIVATE INSTITUTIONS AND SCIENTIFIC AND CULTURAL ORGANISATIONS, OR AT THE UNIVERSITY OF MILAN OR AT OTHER UNIVERSITIES**

*(Specify task/duty, institution, date, etc.)*

Curriculum Commission 2012- ongoing  
 Member of the Senate 2022 - ongoing  
 Habilitation Commission Michael Razen 2022/2023  
 Union Member 2022-ongoing

**CLINICAL-AID ACTIVITIES**

*(Specify date, duration, role, institution where the activity was carried out, etc.)*

First aider since 2012

## ANNEX A

Date

20.12.2023

Place

Innsbruck

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## Personal Information

Birth 16.10.1982 in Konstanz, Germany  
Citizenship German  
Contact Klammstrasse 9a, 6020 Innsbruck, Austria  
+43 (0) 69917121296 | [Regine.Oexl@gmail.com](mailto:Regine.Oexl@gmail.com) | <https://sites.google.com/view/regineoexl>

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## Academic Positions

since 04/2012 **Postdoctoral Researcher | Senior Lecturer**  
Department of Economics, University of Innsbruck, Austria  
2011, 2019 **Lecturer**  
NIDA, Thailand | Zeppelin University, Germany | University of Padua, Italy

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## Qualifications and Education

12/2023 **Habilitation in Economics**  
Department of Economics, University of Innsbruck, Austria  
1/2008 – 4/2012 **Ph.D. in Economics**  
University of Padua, Italy | University of California, Santa Barbara, USA | Boston Univ., USA  
• Supervisor: Antonio Nicolò  
9/2003 – 7/2007 **Diplomkauffrau (FH) European Management and B. A. (Honors)**  
Napier University, UK | University of Alicante, Spain | Univ. of Applied Sciences, Germany  
• Award: Top 5% of graduates

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## Publications

9. **Do Competitive Bonuses Ruin Cooperation in Heterogeneous Teams?**, with G. Dutcher, D. Ryvkin, & T. Salmon, *accepted at the Journal of Economics & Management Strategy*
8. **Heterogeneity in Rent-Seeking Contests with Multiple Stages: Theory and Experimental Evidence**, with T. Hörtnagl, R. Kerschbamer, R. Stracke, & U. Sunde, *Journal of Behavioral and Experimental Economics* (2023), Vol. 105, 102029
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5. **Relationship Specific Investment and Multiple Interested Parties**, *The Manchester School* (2019) 87 (3), 324-341
4. **Distributional Preferences and Ego Depletion**, with L. Balafoutas & R. Kerschbamer, *Journal of Neuroscience Psychology and Economics* (2018), 8 (4), 203 - 216
3. **Is Reciprocity Really Outcome-Based? A Second Look at Gift Exchange with Random Shocks**, with B. J. Davis & R. Kerschbamer, *Journal of the Economic Science Association* (2017), 3(2):149-160
2. **The Gift of Being Chosen**, with N. Montinari & A. Nicolò, *Experimental Economics* (2016), 19(2):460-479
1. **Shifting the Blame to a Powerless Intermediary**, with Z. Grossman, *Experimental Economics* (2013), 16(3):306- 312

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## Working Papers and Work in Progress

**Consistency in Group Bias**, with A. R. Bennato & G. Dutcher, *submitted*

**Economic Distress and Polarization**, with A. R. Bennato & G. Dutcher

**Multiple Discrimination**, with F. Kerzenmacher

**Favoritism in Amateur Judging of World Cup Telemark Races**

**Multiple Discrimination with Real Identities**, with D. Duell

**Endogenous Selection**, with G. Dutcher, D. Ryvkin, & T. Salmon

**Beliefs in a Gift-Exchange Game**, with B. Davis & R. Kerschbamer

**Elicitation of Social Preferences: A Comparison of Exp. Methods**, with E. Gsottbauer & R. Kerschbamer

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## Grants, Scholarships and Honors

- 2023 EPOS Grant, awarded by the University of Innsbruck, €2.000
- 2022 FIS funding to study home-bias of amateur judges, €1.000  
EPOS Grant, awarded by the University of Innsbruck, €2.000
- 2020 Eecon Grant for Covid-19 research, awarded by the University of Innsbruck, €800  
Loughborough University Responsible Management Seedcorn Grants, £4.000
- 2019 Brit-Inn grant, awarded by the University of Innsbruck, €700  
Research mobility grant, awarded by the University of Innsbruck, €800
- 2018 Erika Cremer grant, awarded by the University of Innsbruck, €200.000
- 2017 Junior research grant, awarded by the University of Innsbruck, €14.000
- 2016 Research grant, awarded by the Hypo Tirol Bank, €2.400
- 2009 - 2010 Nine-month scholarship for EAP-Program, UCSB, University of Padua
- 2009 Six-month scholarship for Boston University University of Padua
- 2008 - 2011 Three-year scholarship for international Ph.D. students, University of Padua
- 2007 Price for being among top 5% of graduates, University of Applied Science Aachen
- 2005 - 2006 Ten-month Erasmus scholarship, University of Alicante
- 2003 - 2007 Four-year scholarship from German government for undergraduate studies

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## Presentations on International Conferences and Seminars

- 2023 THEEM, Kreuzlingen, Switzerland | Summer Summit EPoS, Innsbruck | IMEBESS, Lisbon, Portugal | ESA World, Lyon, France | SIEP, Verona, Italy
- 2022 Euregio Workshop Bolzano, Italy | 56th Annual Conference of the Canadian Economics Association, Ottawa, Canada | ESA, Bologna, Italy | FIRIPO Workshop, Innsbruck, Austria
- 2021 ASFEE Dijon, France | ESA Online Global Conference | Research Seminar, Innsbruck, Austria
- 2020 ESA World, online
- 2019 ESA, Dijon, France | Collier Conference, Tel Aviv, Israel | THEEM, Kreuzlingen, Switzerland
- 2018 LAWEBESS, Santiago, Chile | Graduate School of Decision Science, Konstanz, Germany | Austrian Experimental Workshop, Innsbruck, Austria | ESA Conference Berlin, Germany | THEEM, Kreuzlingen, Switzerland
- 2017 Florence-Constance Workshop on Behavioral and Experimental Social Sciences, Italy | Austrian Experimental Economics Day, Vienna, Austria
- 2016 ESA Conference, Bergen, Norway | TIBER, Tilburg, Netherlands | King's College: Cooperation and Self-Control, London, UK



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- 2012 ESA Conference, Cologne, Germany | THEEM, Kreuzlingen, Switzerland
- 2011 Brown Bag Seminar, Strategic Interaction Group, Max Planck I., Jena, Germany | IMEBE, Barcelona, Spain | 4th M-BEES, Maastricht, Netherlands | Work in Progress Seminar, Università degli Studi di Milano-Bicocca, Milan, Italy | 2<sup>nd</sup> Workshop: IO: Theory, Empirics and Experiments, Otranto, Italy | ECORE Summer School on Market Failure and Market Design, Louvain-la-Neuve, Belgium | Spring Meeting of Young Economists, Groningen, Netherlands

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## Teaching Experience

- 2022 - 23 Introduction to Microeconomics, module responsibility (800 students), University of Innsbruck
- 2012 - 16 Introduction to Microeconomics, Undergraduate Level, University of Innsbruck
- 2019 Economic Theory for Management, PhD Level, NIDA Business school, Bangkok
- 2019 Introduction to Behavioral Economics, Undergraduate Level, Zeppelin Univ. Friedrichshafen
- 2018 Economics of Information, Master Level, University of Innsbruck
- 2012 - 2016 Competition Theory, Undergraduate Level, University of Innsbruck
- 2011 Behavioral Economics, Master Level, University of Padua
- 2010 Economics of Information, Undergraduate Level, University of Padua

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## Further Professional Activities

- Research stays
  - 2019 Loughborough University, UK
  - 2019 Ohio University, USA
  - 2017 University of Padua, Italy
  - 2009 University of California, Santa Barbara, USA
  - 2008 Boston University, USA
- Refereeing act. Journal of Economic Behavior and Organization, Management Science, Organizational Behavior and Human Decision Processes, Economic Inquiry, Research in Experimental Economics, Journal of Behavioral and Experimental Economics, International Economic Review, Journal of the Economic Science Association, The Manchester School, Public Choice, Empirical Economics
- Memberships Economic Science Association (ESA) | Canadian Economic Association | ESA mentoring program (with Lise Vesterlund and Jeff Carpenter) | SIEP

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## Languages

- German Mother tongue
- English Fluent: +3 years of experience in English-speaking countries
- Italian Fluent: +3 years of experience in Italy
- Spanish Very good: +2 years of experience in Spain
- French Basic

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## Computer Skills

- Data analysis STATA, Mathematica, basic knowledge of R
- Website developm. Elementor, Wordpress
- Other L<sup>A</sup>T<sub>E</sub>X, Z-tree, Microsoft Office

Innsbruck, 20.12.2023