

ACADEMIC CURRICULUM VITAE

Florian Lindner, PhD

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PERSONAL

Born	March 18, 1985
Place of birth	Schwaz, Austria
Nationality	Austrian

RESEARCH INTERESTS

Behavioral Economics and Finance, Experimental Economics and Finance, Personnel and Organizational Economics, Applied Game Theory, Sports Economics, Decision Theory, Preferences

ACADEMIC POSITION

Since 04/2018	Senior Research Fellow (part-time), Max Planck Institute for Research on Collective Goods, Bonn, Germany
03/2018	Independent Researcher
10/2014 – 02/2018	Post-Doc (Assistant Professor, non-tenure track) Department of Banking and Finance, University of Innsbruck, Austria
12/2015 – 02/2018	Deputy program coordinator of the Research Center “Financial Markets and Risk”, University of Innsbruck
04/2015 – 02/2018	Director of Operations / Laboratory Manager EconLab, University of Innsbruck, Austria
10/2013 – 09/2014	Post-Doc at the Chair of Martin Kocher for Behavioral and Experimental Economics, Department of Economics, University of Munich, Germany
02/2011 – 09/2013	Research and Teaching Assistant Department of Public Finance, University of Innsbruck, Austria

PAPERS IN REFEREED JOURNALS

- [8] Rankings and risk-taking in the finance industry (with Michael Kirchler and Utz Weizel), *Journal of Finance* (forthcoming).
- [7] No need for more time: Intertemporal allocation decisions under time pressure (with Julia Rose), *Journal of Economic Psychology* 60: 53-70, 2017 [Special Issue: Stability of Preferences].
- [6] The optimal allocation of prizes in tournaments of heterogeneous agents (with Loukas Balafoutas, E. Glenn Dutcher and Dmitry Ryvkin), *Economic Inquiry* 55(1):461-478, 2017.
- [5] Strive to be first or avoid being last: An experiment on relative performance incentives (with E. Glenn Dutcher, Loukas Balafoutas, Dmitry Ryvkin and Matthias Sutter), *Games and Economic Behavior* 94: 39-56, 2015.
- [4] Hot hand and gambler's fallacy in teams: Evidence from investment experiments (with Thomas Stöckl, Jürgen Huber and Michael Kirchler), *Journal of Economic Behavior & Organization* 117: 327-339, 2015.
- [3] Decision time and steps of reasoning in a competitive market entry game, *Economics Letters* 122(1): 7-11, 2014.
- [2] Level- k reasoning and time pressure in the 11-20 money request game (with Matthias Sutter), *Economics Letters* 120(3): 542-545, 2013.

- [1] Sabotage in tournaments: Evidence from a natural experiment (with Loukas Balafoutas and Matthias Sutter), *Kyklos* 65(4): 425-441, **2012** [Lead Article].

WORKING PAPERS & SELECTED WORK IN PROGRESS

- [8] Choking under pressure of top athletes: Evidence from Biathlon competitions, University of Innsbruck Working Papers in Economics and Statistics 2017-24, *under review*.
- [7] Bubbles and financial professionals (with Christoph Huber, Jürgen Huber, Michael Kirchler, Julia Rose, and Utz Weitzel), University of Innsbruck Working Papers in Economics and Statistics 2018-04, *under review*.
- [6] Social competition and delegated decision making in the finance industry (with Michael Kirchler and Utz Weitzel), mimeo.
- [5] The winner takes it all, the loser's standing small: Social status and risk-taking in the finance industry (with Michael Kirchler, Stephanie Rosenkranz, and Utz Weitzel)
- [4] Lab rats are selfish: The effects of across-experiment experience on social preferences (with Benjamin Buschmann and Martin Kocher), mimeo.
- [3] Sorting and selection effects in tournament mechanisms: An experimental investigation, mimeo.
- [2] Trading behavior and belief formation in markets with information flows (with Caroline Bonn), mimeo.
- [1] Speculative overpricing in asset markets with information flows revisited (with David Schindler), mimeo.

MONOGRAPHS

- [2] Human behavior under tournament incentives: Theory, laboratory and field evidence. PhD Thesis, Innsbruck (2013).
- [1] Team- vs. individual performance in investment decisions under risk – An experimental study on hot hand belief and gambler's fallacy (German title: "Team- versus Individualperformance bei Investitionsentscheidungen unter Risiko – eine experimentelle Studie zur Untersuchung des Hot Hand Belief und der Gambler's Fallacy"). Diploma Thesis, Innsbruck (2010).

AWARDS

12/2017	Award for Presentation at AEA Meeting 2017, German Economic Association
12/2013	Award of Excellence 2013, Austrian Federal Ministry for Science & Research
12/2013	Science Award 2013 of the Tyrolean Chamber of Commerce
12/2013	Award for Presentation at EEA 2013 Congress, German Economic Association
06/2013	Recognition Award of the Jury of the "LFUI Best Student Paper Award"

GRANTS AND RESEARCH FUNDING

2018	Research Grant, Tyrolean Science Fund (TWF)
2015	Research Grant, Hypo Tirol Bank
2014	Research Grant, University of Munich
2012	Support Grant (Förderungsstipendium II), University of Innsbruck
2012	Support Grant (Förderungsstipendium I), University of Innsbruck
2011	Support Grant (Förderungsstipendium), University of Innsbruck

REFEREEING

Econometrica, European Economic Review (2), Games and Economic Behavior (4), Journal of Public Economics, Management Science (3), Nature Sustainability (2), Experimental Economics, Economics Letters (2), International Journal of Game Theory, Journal of Economic Behavior & Organization (2), Journal of Economic Psychology (8), Journal of Evolutionary Economics, Journal of Behavioral and Experimental Economics (2), Journal of Behavioral and Experimental Finance (9), Journal of Sports Economics (2), B.E. Journal of Theoretical Economics, Annual Conference of the Swiss Society for Financial Market Research

TEACHING/ADMINISTRATION EXPERIENCE

10/2016 – 01/2018	Financial Management Department of Banking and Finance, University of Innsbruck
10/2015 – 01/2018	Experimental Finance Department of Banking and Finance, University of Innsbruck
04/2016 – 06/2016	International Finance Department of Banking and Finance, University of Innsbruck
10/2015 – 01/2016	Microeconomics: Theory of Economic Decisions, Department of Public Finance, University of Innsbruck
04/2014 – 07/2014	Contest Theory and Experiments Department of Economics, University of Munich
10/2013 – 07/2014	Organizer of the Brown Bag Seminar Department of Economics, University of Munich
10/2012 – 06/2014	Microeconomics: Theory of Economic Decisions, Department of Public Finance, University of Innsbruck
10/2013 – 01/2014	Experimental Economics Department of Economics, University of Munich
03/2011 – 06/2012	Microeconomics: Theory of Economic Decisions 2, Department of Public Finance, University of Innsbruck
10/2011 – 01/2012	Sports Economics, Department of Sports Science and Physical Education, University of Innsbruck
10/2009 – 06/2010	Student Assistant, Supportive assistance to undergraduate students, Department of Public Finance, University of Innsbruck

EDUCATION

06/2013	PhD in Economics, University of Innsbruck
2010 – 2013	PhD Program in Economics, Universities of Innsbruck and Linz Supervisor: Matthias Sutter
08/2012	Johannes Gutenberg University Mainz PhD-course: “Non-parametric econometrics”
11/2011	Norwegian School of Economics and Business Administration (NHH) PhD-course: “Confronting theory with experimental data and vice versa”
11/2010	Master in Economics (Diploma Study: Magister rer.soc.oec.)
10/2010	Master in Business Administration (Diploma Study: Magister rer.soc.oec.)
2005 – 2010	Studies of Economics and Business Administration, University of Innsbruck
2004 – 2005	Compulsory Military Service (Center for Military Sports, Judo)
07/2004	Matura (End of Grammar School)
1999 – 2004	HTL Innsbruck (Grammar School for Electronics – Computer Engineering)

PROFESSIONAL AFFILIATIONS

Since 2016	American Economic Association (AEA)
Since 2014	Society for Experimental Finance (SEF)
Since 2013	German Economic Association (Verein für Socialpolitik)
Since 2013	European Economic Association (EEA)
Since 2012	Economic Science Association (ESA)

PRESENTATIONS

2018	Brown Bag Seminar St. Gallen (<i>invited</i>), Radboud University Nijmegen (<i>invited</i>)
2017	ASSA Annual Meeting in Chicago, Experimental Finance Conference, ESA European Meeting, AWG Workshop
2016	Brown Bag Seminar Munich (<i>invited</i>), Research Seminar of the Department of Business Management and Economics in Salzburg (<i>invited</i>), ESA European Conference, Conference on Contests: Theory and Evidence, Euregio Economic Meeting, Colloquium on Personnel Economics
2015	Micro Workshop of the Department of Economics in Munich (<i>invited</i>), BIT Workshop "Euregio" (<i>invited</i>), Choice Lab Seminar NHH Bergen (<i>invited</i>), ESA European Conference, Experimental Finance Conference, 11th Empirical and Experimental Economics (eeecon) Workshop
2014	Seminar of the Department of Economics in Prague (<i>invited</i>), Workshop on "Time in economic decision making" (<i>invited</i>), ESA European Conference, EEA-ESEM Annual Congress, Experimental Finance Conference
2013	SEA Conference, German Economic Association (Verein für Socialpolitik), EEA-ESEM Annual Congress, International ESA Conference, Faculty Research Seminar in Applied Econometrics, Innsbruck-Munich Workshop, PhD-Thesis Defense
2012	International ESA Conference, ESA European Conference, 3rd Annual International Workshop on Experimental Economics and Finance, 5th Empirical and Experimental Economics (eeecon) Workshop, Faculty Research Seminar in Applied Econometrics (2x), PhD Dissertation Seminar (2x)
2011	Association of Experimental Economics (GfeW), Research Seminar at Norwegian School of Economics and Business Administration (NHH), Faculty Research Seminar in Applied Econometrics, Innsbruck-Munich Ph.D. Workshop

MEDIA COVERAGE

Wenn Spielen unter Druck Geld bringt. **Standard-Online**, 29.01.2013 (<http://derstandard.at/1358304648552/Wenn-Spielen-unter-Druck-Geld-bringt>).

TECHNICAL SKILLS

IT knowledge	Microsoft Office and Windows, Stata, z-Tree LaTeX, Scientific Workplace, HTML, SPSS
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LANGUAGE SKILLS

German	native
English	fluent

OTHER SKILLS

Since 2016	Part of the Federation Board of the Tyrolean Judo Federation
Since 2016	Part of the Trainer Council of the Tyrolean Judo Federation
Since 2013	Initiator and Coordinator of the Judo Alpen-Adria-League (former Westleague)
Since 2013	Manager and coordinator of the Austrian National League Team "WSG Swarovski Judo Wattens"
04/2017	Certified Judo Instructor
05/2013	Certified Junior Sommelier
04/2013	Austrian Judo Referee (highest national rank)
2012	International Certificate for Operators of Pleasure Craft

SPORTS ACTIVITIES

Judo	<p>Participation at the European Championship 2010 (Vienna), University Games 2007 (Bangkok), European Championship U23 2007 (Salzburg), World Military Championship 2004 (Baku)</p> <p>European Cups: 2nd in Boras (SWE) 2009, 3rd in Luzern (SUI) 2007 and Vantaa (FIN) 2006, 5th in Celje (SLO) 2007, 7th in Vise (BEL) 2007 and Boras (SWE) 2006</p> <p>Austrian Championships: 2nd Place 2004, 2005, 2006, 2007, 2010, 2013, 2015 and 2016, 3rd Place 2008 and 2012</p> <p>Austrian Champion U23 2005 and 2006</p> <p>Austrian Champion U20 2004</p> <p>Member of the Austrian National League Club "WSG Swarovski Judo Wattens" (team captain), 2002-2017.</p> <p>Member of the German National League Club "1. JC Samurai Offenbach 1953 e.V.", 2007-2016.</p> <p>Member of the German National League Club "SG Moosburg", 2004-2006.</p>
Ranggeln	<p>Member of the "Zillertaler Rangglerverein"</p> <p>1st Place 2016 at the "Gauder Hogmoar"</p> <p>3rd Place 2013 at the "Gauder Hogmoar"</p> <p>3rd Place 2010 at the "Alpenländerkönig"</p>
Wrestling	<p>Member of the Austrian National League Club "KG Hötting/Hatting", 2013-2014.</p> <p>Austrian Championships (Freestyle): 2nd Place 2013</p>

April 03, 2018