

## **ANNEX B**

UNIVERSITY OF MILAN

Public selection for recruiting No.5438\_ tenure track researcher(s) (RTT) for competition sector \_\_\_\_\_13/A1

- ECONOMIA POLITICA \_\_\_\_\_, (scientific-

disciplinary sector \_\_\_\_\_) at the Department of

Economics, Management and Quantitative Methods \_\_\_\_\_, (announcement published

in Official Gazette No. \_\_\_\_\_ of \_\_\_\_\_) -

Competition code 5438

## **[Frieder Neunhoefffer] 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)**

SURNAME	NEUNHOEFFER
NAME	FRIEDER
DATE OF BIRTH	[ 28, May, 1989 ]

### **QUALIFICATIONS**

#### **DEGREE**

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

Doctor of Economics, Ca' Foscari University of Venice and University of Amsterdam, 20.05.2021

#### **RESEARCH CONTRACTS, RESEARCH FELLOWSHIP CONTRACTS, POSTDOCTORAL SCHOLARSHIPS OR SIMILAR CONTRACTS**

(Specify, for each contract, university/institution, starting and termination date, etc.)

Postdoctoral Scholarship, Bocconi University, 01.07.2021 - present

Research Fellowship, University of Sassari, 01.03.2021 - 30.06.2021

#### **TEACHING ACTIVITIES AT ITALIAN OR FOREIGN UNIVERSITIES**

(Specify academic year, university, degree course, number of hours etc.)

2023/24: Psychology, Economic Analysis, and Behavioral Finance, Exam preparation, Bocconi University

2018/19: Quantitative Data Analysis, Tutorials, University of Amsterdam (teaching evaluations upon request)

**ATTESTED TRAINING OR RESEARCH ACTIVITIES AT QUALIFIED ITALIAN OR FOREIGN INSTITUTIONS**

*(Specify academic year, institution, course, period, etc.)*

2017/18 Secondment, Veneto Region, Department of Labor (Venice)

2016/17 Institute of Information Systems and Marketing (KIT, Karlsruhe)

2013/14 Institute for Resource Efficiency and Energy Strategies (KIT, Karlsruhe)

**ORGANISATION, SUPERVISION AND COORDINATION OF NATIONAL AND INTERNATIONAL RESEARCH GROUPS, OR PARTICIPATION IN THEM**

*(For each entry, specify year, role, research group, etc.)*

2021: post-doctoral fellow, IGIER (Bocconi University)

2018: doctoral fellow, CeNDEF (University of Amsterdam)

**SPEAKING AT NATIONAL AND INTERNATIONAL CONFERENCES AND CONVENTIONS**

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

**Seminars:**

2023: ESA Job Market Seminar Series, online

2022: Department of Finance Brown Bag Series, Bocconi University Department of Economics, University of Alicante

2021: 6<sup>th</sup> Ca' Foscari - University of Groningen PhD Exchange Seminar Series in Economics, online

2020: Department of Economics Seminar Series, Ca' Foscari; CREED Lunch Seminar, University of Amsterdam

2019: CREED Lunch Seminar, University of Amsterdam

**Presentations:**

2023: M-BEES, Maastricht University; ESA World Meeting, Lyon; CeNDEF 25th anniversary, Amsterdam

2021: 17th NeuroPsychoEconomics Conference (online); WEAI 96th Virtual Annual Conference, Experimental Finance Conference, University of Innsbruck; ESA Global Around-the-Clock Meetings

2020: 3rd Reading Behavioral and Experimental Economics Workshop, University of Reading (online); SABE Conference, Moscow (online); SEET Workshop, Naples

2019: Barcelona GSE Summer Forum, Workshop Computational & Experimental Econ.; SPUDM, Univ. of Amsterdam; ESA World Meeting, Simon Fraser Univ. (Vancouver BC); CEF 25th Internat. Conference, Carleton Univ. (Ottawa)

2018: Conference on Decision Sciences, Univ. of Konstanz; Italian Society of Public Econ. Conference, U. of Padova; BEAM-ABEE Workshop: Experimental & Behavioral Analyses in Macro and Finance, University of Amsterdam

## NATIONAL AND INTERNATIONAL AWARDS AND ACCOLADES FOR RESEARCH ACTIVITY

(Specify award, date, issuing organisation, etc.)

Marie Skłodowska-Curie Grant, 2017, EU Horizon 2020 research and innovation program

Graduate Study Abroad Scholarship, 2016, German-American Day Scholar Speech, Federation of German-American Clubs

Fulbright Commission Fellowship, 2015, International Host Appreciation Night Speech, University of Washington

## CONFERENCE ORGANIZATION

1st ExSIDE International Doctoral Workshop, University of Surrey (2020, canceled due to COVID)

## REFEREEING

Journal of Economic Behavior and Organization, PLOS ONE, Journal of Economic Interaction and Coordination, Annals of Public and Cooperative Economics, B.E. Journal of Economic Analysis and Policy, Electronic Commerce Research and Applications

## EMPLOYMENT

2018: Analysis of policy reforms, Veneto Region, Department of Labor (Venice)

2017: Research assistant, Institute of Information Systems and Marketing (KIT, Karlsruhe)

2015: Philips Group Negotiation Excellence Team (game & auction theory-based), Headquarters Amsterdam

2014: Research assistant, Institute for Resource Efficiency and Energy Strategies (KIT, Karlsruhe)

## SKILLS

PROGRAMMING: Python, Stata, oTree, Matlab, R, HTML5, JavaScript, LaTeX, Prolific, mTurk, z-Tree, Qualtrics

LEADERSHIP: Ph.D. representative of ExSIDE network

LANGUAGES: Italian & Spanish (fluent), English (business fluent), German (native), Dutch & French (basic knowledge)

## SUMMER SCHOOLS

2020: Experiments Summer School by Peter Moffatt, University of East Anglia (online)

2019: 12th BESLab Experimental Economics Summer School in Macro, Carleton University (Ottawa), 2nd Behavioral Environmental Economics Course+Workshop, SLU Uppsala

## MEDIA AND SCIENTIFIC OUTREACH

Trilateral Science Slam GER-RUS-USA, by Fulbright Germany, Berlin 2018

Newspaper article on the pigeonholing effect in subscription traps, published in "De Serrist", June 10, 2021

Online article on the pigeonholing effect, published on miragenews.com by University van Amsterdam Press, May 11, 2021

## REFERENCES

Prof. Nicola Gennaioli (Bocconi University)  
Prof. Peter Wakker (Erasmus University Rotterdam)  
Prof. Jan Tuinstra (University of Amsterdam)  
Prof. Michele Bernasconi (Ca' Foscari University of Venice)

## SCIENTIFIC PRODUCTION

### SCIENTIFIC PUBLICATIONS

*(For each publication, specify the following: authors' names, full title, publisher, date and place of publication, ISBN/ISSN/DOI or equivalent code)*

Bernasconi, M., & Neunhoeffter, F. (2023). The income inequality trap: When redistributive preferences do not correct greater inequality. Journal of Behavioral and Experimental Economics, 107, 102077. <https://doi.org/10.1016/j.socec.2023.102077>

Neunhoeffter, F. (2021). Cognitive biases in expectation formation: Lab evidence on redistribution preferences, financial forecasting, and subscription traps. <https://hdl.handle.net/11245.1/79032758-0c24-4dbc-b481-b3a9f8ceeaa4>

Neunhoeffter, F., & Teubner, T. (2018). Between enthusiasm and refusal: A cluster analysis on consumer types and attitudes towards peer-to-peer sharing. Journal of Consumer Behaviour, 17(2), 221-236. <https://doi.org/10.1002/cb.1706>

## WORKING PAPERS

Less is more: Subscription creep and context-dependent preferences, JMP

Time pressure reduces financial bubbles: Evidence from a forecasting experiment, with Mikhail Anufriev (University of Technology Sydney) and Jan Tuinstra (University of Amsterdam)

Memory and salience, with Nicola Gennaioli (Bocconi University)

Social norms and consumption behavior, with Gianfranco Atzeni and Marco Vannini (University of Sassari)

Date

31.12.2023

Place

Kirchentellinsfurt, Germany



Name: Neunhoeffer, Frieder

Last (Family/Surname) Name, First (Given) Name Middle Name

Email: frieder.neunhoeffer@student.kit.edu

Gender: M

Registration Number: 0000 0000 2201 4421

Date of Birth: 28 May 1989

Test Date: 11 Jul 2014

06733004805

Neunhoeffer, Frieder  
Schmiedstrasse 23  
Kirchentellinsfurt, Baden-Wuerttemberg  
Germany



TOEFL Scaled Scores

Reading	28
Listening	30
Speaking	26
Writing	27
<b>Total Score</b>	<b>111</b>

Country of Birth: Germany

Native Language: GERMAN

Sponsor Code: Test Center Code: STN12759A

Test Center Country: Germany

Inst. Code	Dept. Code
9233	99
0683	99
0315	99

Security Identification

ID Type: National ID ID No.: xxxxxxxxxxxxxxxxxxxxxx8780

Issuing Country: Germany

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Reading Skills	Level	Your Performance
Reading	High	<p>Test takers who receive a score at the <b>HIGH</b> level, as you did, typically understand academic texts in English that require a wide range of reading abilities regardless of the difficulty of the texts.</p> <p>Test takers who score at the <b>HIGH</b> level, typically</p> <ul style="list-style-type: none"> <li>have a very good command of academic vocabulary and grammatical structure;</li> <li>can understand and connect information, make appropriate inferences, and synthesize ideas, even when the text is conceptually dense and the language is complex;</li> <li>can recognize the expository organization of a text and the role that specific information serves within the larger text, even when the text is conceptually dense; and</li> <li>can abstract major ideas from a text, even when the text is conceptually dense and contains complex language.</li> </ul>
Listening Skills	Level	Your Performance
Listening	High	<p>Test takers who receive a score at the <b>HIGH</b> level, as you did, typically understand conversations and lectures in English that present a wide range of listening demands. These demands can include difficult vocabulary (uncommon terms, or colloquial or figurative language), complex grammatical structures, abstract or complex ideas, and/or making sense of unexpected or seemingly contradictory information.</p> <p>When listening to lectures and conversations like these, test takers at the <b>HIGH</b> level typically can</p> <ul style="list-style-type: none"> <li>understand main ideas and important details, whether they are stated or implied;</li> <li>distinguish more important ideas from less important ones;</li> <li>understand how information is being used (for example, to provide evidence for a claim or describe a step in a complex process);</li> <li>recognize how pieces of information are connected (for example, in a cause-and-effect relationship);</li> <li>understand many different ways that speakers use language for purposes other than to give information (for example, to emphasize a point, express agreement or disagreement, or convey intentions indirectly); and</li> <li>synthesize information, even when it is not presented in sequence, and make correct inferences on the basis of that information.</li> </ul>

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Speaking Skills	Level*	Your Performance
Speaking about Familiar Topics	Fair	Your responses indicate you are able to speak in English about your personal experiences and opinions in a mostly clear and coherent manner. Your speech is mostly clear with only occasional errors. Grammar and vocabulary are somewhat limited and include some errors. At times, the limitations prevent you from elaborating fully on your ideas, but they do not seriously interfere with overall communication.
Speaking about Campus Situation	Good	Your responses indicate an ability to speak effectively in English about reading material and conversations typically encountered by university students. Overall, your responses are clear and coherent, with only occasional errors of pronunciation, grammar, or vocabulary.
Speaking about Academic Course Content	Good	Your responses demonstrate an ability to communicate effectively in English about academic topics typical of first-year university studies. Your speech is mostly clear and fluent. You are able to use appropriate vocabulary and grammar to explain concepts and ideas from reading or lecture material. You are able to talk about key information and relevant details with only minor inaccuracies.
Writing Skills	Level*	Your Performance
Writing based on Reading and Listening	Good	You responded well to the task, relating the lecture to the reading. Weaknesses, if you have any, might have to do with <ul style="list-style-type: none"> <li>• slight imprecision in your summary of some of the main points and/or</li> <li>• use of English that is occasionally ungrammatical or unclear.</li> </ul>
Writing based on Knowledge and Experience	Good	You responded with a well-organized and developed essay. Weaknesses, if you have any, might have to do with <ul style="list-style-type: none"> <li>• use of English that is occasionally ungrammatical, unclear, or unidiomatic and/or</li> <li>• elaboration of ideas or connection of ideas that could have been stronger.</li> </ul>

**THIS IS THE ONLY PERSONAL RECORD YOU WILL RECEIVE. PLEASE RETAIN FOR YOUR RECORDS.**

This score report provides four section scores and a total score. An analysis of your strengths and weaknesses in English is included. The level pertaining to each skill should not be generalized beyond the performance on this test. Skill levels and their associated descriptions are not intended for use by institutions as part of their admissions criteria and will not be shared unless you grant permission.

**Information About Scores:** The following scaled scores are reported for the TOEFL iBT test. A total score is not reported when one or more sections have not been administered. These scores have the following ranges:

Sections	Scaled Scores
Reading	0-30
Listening	0-30
Speaking	0-30
Writing	0-30
<b>Total Score</b>	<b>0-120</b>

**Institution Code Numbers:** The code numbers on this score report are the ones you selected at the time you registered. If any of the numbers you indicated are not shown, they were incorrect and the TOEFL office was unable to send those score reports. To have additional official score reports sent, follow the directions on the attached Score Report Request Form.

DEPT.	WHERE THE REPORT WAS SENT
00	Admissions office for undergraduate study or an institution or agency that is not a college or university
01, 04-99	Admissions office for graduate study in a field other than management (business) or law according to the codes selected when you registered
02	Admissions office of a graduate school of management (business)
03	Admissions office of a graduate school of law

**Score Legends:**

Reading Skills	
Level	Total Scaled Score Range
High	22-30
Intermediate	15-21
Low	0-14

Speaking Skills	
Level	Total Scaled Score Range
Good	26-30
Fair	18-25
Limited	10-17
Weak	0-9

Listening Skills	
Level	Total Scaled Score Range
High	22-30
Intermediate	14-21
Low	0-13

Writing Skills	
Level	Total Scaled Score Range
Good	24-30
Fair	17-23
Limited	1-16
Score of Zero	0

Additional information about TOEFL iBT scores can be found on the Test Takers section of the TOEFL website at [www.ets.org/toefl](http://www.ets.org/toefl).

\* Skill levels for speaking and writing individual skills are estimates of performance at the *item* level. The total writing and speaking scaled scores and ranges are more accurate. Therefore it is not appropriate to combine the individual skill levels. Doing so may lead to apparent inconsistencies between the diagnostic feedback and reported writing and speaking scores.

**ETS® Security Guard** text is printed with a special heat sensitive ink for security. To activate this security feature, apply heat to the text, either by rubbing it or blowing on it, and the ETS® Security Guard text will disappear.

**IMPORTANT NOTE TO INSTITUTIONS:** Scores are valid **ONLY** if received directly from ETS. Photocopies should never be accepted. If you received this score report directly from an examinee, please provide your official TOEFL institution code to the examinee so he/she can request that an official score report be sent to you. If you need to contact ETS, use the toll-free number on the back of the official score report. Scores more than two years old cannot be reported or validated.





Università  
Ca' Foscari  
Venezia



Ca' Foscari  
**School for  
International  
Education**

## ***CORSI DI LINGUA ITALIANA II SEMESTRE 2017/2018 - ITALIAN LANGUAGE COURSES SPRING 2018***

Si certifica che

**Neunhoeffter Frieder**

ha frequentato presso la Ca' Foscari School for International Education, un ***corso di Lingua Italiana di livello Intermedio 2*** dal 04/04/2018 al 16/05/2018 per un ammontare complessivo di 48 ore suddivise in: 40 ore di insegnamento della lingua italiana e 8 ore di esercitazioni in autoapprendimento, rafforzando e perfezionando l'abilità linguistica a livello B2.2 del Consiglio d'Europa. Nel test di accertamento finale ha ottenuto il seguente punteggio e giudizio:

78/100

Buono

We hereby certify that

**Neunhoeffter Frieder**

attended the ***Italian language course – Second Intermediate level*** (B2.2 according to the CEFR) at the Ca' Foscari School for International Education from April 4th to May 16th 2018, for a total of 40 hours of in-class lectures and 8 hours of self access exercises, and achieved the following grade:

78/100

Good

Venezia, 24 Maggio 2018

**Il Direttore**

San Sebastiano

Dorsoduro 1686  
30123 Venice  
Italy  
P.IVA 00816350276  
C.F. 80007720271

Il presente attestato è rilasciato a conclusione del corso su richiesta dell'interessato/a in esenzione dall'imposta di bollo per gli usi consentiti dalla legge. L'eventuale uso per fini diversi ricade sotto la personale responsabilità dell'utente. *This certificate has been issued upon request by the above-named participant for legal use only.*