

## Personal Information

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

## 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

03/2011-03/2012 **Assegno di Ricerca**  
University of Padua, Italy

## Qualifications and Education

12/2023 **Abilitazione Scientifica Nazionale Settore Concorsuale 13/A1**  
Bando 553/2021, Italy

**Abilitazione Scientifica Nazionale Settore Concorsuale 13/A2**  
Bando 553/2021, Italy

11/2023 **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 Univ., UK | Univ. of Alicante, Spain | Univ. of Applied Sciences, Aachen, Germany  
\* Award: Top 5% of graduates

## Publications

9. **Do Competitive Bonuses Ruin Cooperation in Heterogeneous Teams?**, with G. Dutcher, D. Ryvkin, & T. Salmon, *Journal of Economics & Management Strategy* (2024)
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

## Working Papers and Work in Progress

**Economic Uncertainty and Discrimination**, with A. R. Bennato & G. Dutcher

**Consistency in Group Bias**, 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

## 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

## 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
- 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 | 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

## Teaching Experience

Summary Since 2011: 63 classes at 4 institutions, which sum up to over 1300 hours in class.

Name of the course	Type	in-class			Institution	approx. # of students
		weeks per week	hours	times taught		
Introd. to Microec. (SL)	Bachelor	15	1	28	Univ. of Innsbruck	40
Introd. to Microec. (PS)	Bachelor	15	2	10	Univ. of Innsbruck	40
Introd. to Microec. (VO)	Bachelor	15	2	2	Univ. of Innsbruck	800
Theory of Ec. Decisions	Bachelor	15	2	12	Univ. of Innsbruck	40
Competition Theory & Policy	Bachelor	15	2	4	Univ. of Innsbruck	40
Economics of Information	Master	15	1	4	Univ. of Innsbruck	40
Ec. Theory for Management	PhD	4	16	1	NIDA, Bangkok	10
Behavioral Economics	Master	1	2	1	University of Padua	200
Behavioral Economics	Bachelor	1	5	1	Zeppelin Univ. Friedrichshafen	30

## 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 Ec. 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 | Ecological Economics

Memberships Economic Science Association (ESA)

La Società Italiana di Economia Pubblica (SIEP)

Canadian Economic Association  
ESA mentoring program 2014-2016

Supervision Bachelor thesis 6x  
Master thesis 2x

Administration Substitute member of the Senate (Mittelbau): 2022-today  
Substitute member of the Curriculum Commission: 2013-today  
Member of the Works Council: 2022-today  
Member of habilitation committee: 2022-2023  
First Aider: 2012 - today, last first aid course 1/2022

Media Coverage Good news for the under-qualified: Beta candidates make better hires, [www.workpolis.com](http://www.workpolis.com), 10.2012  
Why It's Better To Hire The Least Qualified Person For The Job, Forbes Article 09.2012  
The many faces of discrimination (in German), Die Presse, 08.2023

---

## 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

---

## Other Skills and Trainings

Computer Skills Data analysis: STATA, Mathematica, basic knowledge of R  
Website development: Elementor, Wordpress  
Other:  $\LaTeX$ , Z-tree, Microsoft Office

Trainings 2022: First aid refresher course | Data protection and research | General Data Protection Regulation  
2021: Fund acquisition | Working from home – challenges and opportunities  
2020: Leadership and self-leadership  
2019: Science communication  
2018: Time and self-management in science  
2017: Career +  
2016: Success strategies for female scientists | Body Language  
2015: Rhetoric: free speech and argumentation made easy | Presentation skills  
2014: Your voice for your presentation

07.03.2024

