David Dohmen

Dipl. Psych., B.Sc. Economics

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Personal Information

Date of Birth   December 15th, 1987, in Aachen

Current Position

Since 10/2013   **Doctoral Researcher**, *University of Konstanz*, Konstanz.

Affiliations:
> Chair of Applied Research in Economics (Prof. Dr. Urs Fischbacher),
> Thurgauer Wirtschaftsinstitut (TWI), Kreuzlingen, Switzerland,
> Junior Researcher DFG Research Unit "Psychoeconomics",
> Graduate School of Decision Sciences, *University of Konstanz.*

Research focus

Experimental & Behavioral Economics, Social Preferences, and Cognitive Processes

Education

Academic studies

10/2007–10/2013   **Psychology (Dipl.)**, *University of Konstanz*, Konstanz.
Grade: very good | Specialization: Cognitive, Work- & Organizational Psychology

10/2008–09/2012   **Economics (B.Sc.)**, *University of Konstanz*, Konstanz.
Grade: very good | Specialization: Quantitative Economics

09/2010–07/2011   **International Studies**, *London School of Economics (LSE)*, London, UK.
Focus: Game Theory, International Economics, History and Philosophy of Economics

04/2007–09/2007   **Germanistik and Philosophy**, *University of Cologne*, Cologne.

School

1998 – 2006   **Abitur**, *Stiftisches Gymnasium*, Düren.
skipped one class due to outstanding performance

1994 – 1998   **Primary School**, *Grundschule Schlich*, Schlich.

Awards & Scholarships

2008–2013   **Evangelisches Studienwerk Villigst e.V.**

Villigst is a scholarship organization for gifted students funded by the Protestant church of Germany. It offers scholarships for students in all subjects.

2009–2013   Online scholarship from **e-fellows.net**

Research Statement

Social preferences, material self-interest, and strategic thinking pertain economic life. In strategic situations, people or organizations may act in a more or less sophisticated manner. In their decisions, they weigh their material self-interest or reputation concerns against social motives such as reciprocity, equity, or efficiency. In my research, I use laboratory experiments to better understand how and when people differ in such preferences as well as their degree of strategic sophistication. In particular, I focus on the cognitive processes underlying social preferences and strategic sophistication and link these phenomena to individual personality traits. With respect to experiments, I employ a wide range of methods such as eye-tracking, response-time analyses, cognitive load, or time pressure. In the data analysis, I rely on state-of-the-art approaches such as diffusion modeling, various kinds of regressions, as well as other parametric and non-parametric statistical procedures.

Current Research Projects

Effects of Analytical Thinking on Strategic Sophistication,
joint with Peter M. Gollwitzer, Urs Fischbacher, and Gabriele Oettingen.

The Cognitive Processes Underlying Trustworthiness,
joint with Urs Fischbacher.

Processing Positive Reciprocity,
joint with Urs Fischbacher.

On the Adverse Effects of Espionage,
joint with Katrin Schmelz.

The Dark Triad and Social Preferences,
joint with Maik Bieleke.

Social Information Processing: A Diffusion Modeling Approach,
joint with Maik Bieleke.

Attitudes and Social Preferences,
joint with Anja Weiergräber and Maik Bieleke.

Stability-Believing as a Trait with Repercussions on Strategic Choice,
joint with Irenäus Wolff.

Invited Research Presentations

09/2016	**Konstanz-Strassbourg Workshop**, Kreuzlingen.
07/2016	**Economics Science Association (ESA) World Meeting**, Jerusalem.
06/2016	**EGPROC Meeting**, *Max-Planck-Institute*, Bonn.
12/2015	**Social Psychology and Motivation Colloquium**, *New York University*, NY.
11/2015	**Society for Judgement and Decision Making (SJDM) Meeting**, Chicago.

Experience

Vocational

10/2012–02/2013	**Working student**, Detecon International GmbH, Bonn. Consultancy | Strategic Personnel- and Organizational Development
10/2011–04/2012	**Internship**, Detecon International GmbH, Bonn. Consultancy | Strategic Personnel- and Organizational Development

Teaching

10/2016–03/2017	**Seminar**, *A Behavioral Economics Perspective on Monitoring and Privacy*, joint with Dr. Katrin Schmelz.
10/2015–03/2016	**Seminar**, *Neuro-economics*, joint with Dr. Katrin Schmelz.
10/2015–03/2016	**Tutorium**, *Organizational Theory and Design (lecture by Dr. Gerald Eisenkopf).*
04/2015–09/2015	**Seminar**, *How Culture Affects Preferences - Theories and Applications*, joint with Dr. Katrin Schmelz.
10/2014–03/2015	**Seminar**, *Cultural/Societal Differences in Social Preferences: Online Experiments*, joint with Dr. Katrin Schmelz.

Scientific (in addition to research projects)

12/2015	**Research visit**, *New York University (NYU)*, New York, USA.
12/2014–12/2015	**Conference organizer**, *Do I Like What I Prefer?* *Integrating Research on Attitudes and Preferences*, Konstanz.
07/2012–09/2013	**Research assistant**, Prof. Dr. Urs Fischbacher, Chair of Applied Research in Economics, *Universiät Konstanz*.
07/2008–03/2010	**Research assistant**, Prof. Dr. Peter M. Gollwitzer, Chair of Social Psychology and Motivation, *Universiät Konstanz*.

Honorary & Extra-curricular Activities

05/2017	**Moderation: Bodensee Economic Forum**, *Ein Kontinent am Scheideweg: Die Schweiz als Erfolgsmodell für Europa?*, Kreuzlingen, Schweiz.
Since 11/2016	**Selection of scholarship fellows (Chairman of regional committee)**, *Ev. Studienwerk Villigst*, Konstanz.
05-2015–05/2016	**Selection of scholarship fellows (Member of regional committee)**, *Ev. Studienwerk Villigst*, Konstanz.
09/2009	**BASF-Initiative**, *Competition and Social Responsibility – a Contradiction?*, Student participant.
06/2009	**Konstanzer Europakolloquium**, *Future of the Financial System in Europe*, Student participant, *selected via essay competition.*
05/2009	**St Gallen Symposium**, *Revival of Political and Economic Boundaries*, Student participant, *selected via essay competition.*

Languages

Native	**German**	
Proficient	**English**	*Excellent written and spoken command*
Elementary	**Spanish, Italian**	*Understand and communicate in routine situations*

Software Skills

MS Office	**Word, Excel, Powerpoint etc.**
Analytical	**R, Matlab, Stata, SPSS**
Special	**z-Tree, LATEX, ORSEE, Typo3 CMS**