

ELISA HOFMANN

ADDRESS: Friedrich Schiller University Jena
Department of Intercultural Studies and Business Communications
Intercultural Human Resource and Organizational Development
Ernst-Abbe-Platz 8, 07743 Jena, Germany

EMAIL: elisa.hofmann[at]uni-jena.de
WEBSITE: www.elisahofmann.de
MAIDEN NAME: Nößler

CURRENT POSITION

JAN 2021 - TODAY **Research Assistant**
Department of Intercultural Studies and Business Communications, Intercultural Human Resource and Organizational Development, Friedrich Schiller University Jena
Research Interests: Behavioral and Experimental Economics, Participative Pricing Mechanisms, Simulation and Business Games, International Climate Change Negotiations

EDUCATION

JAN 2016 - MAR 2021 **Ph.D. in Economics (Dr. rer. pol.), *summa cum laude***
International Max-Planck-Research School „Adapting Behavior in a Fundamentally Uncertain World“ (IMPRS Uncertainty) and Friedrich Schiller University Jena (Germany)
Thesis Title: The price you choose: Experimental evidence on prosocial behavior in price setting decisions

OCT 2017 - NOV 2017 **Research Stay**
University of Gothenburg, Gothenburg (Sweden)
Host: Dr. Christina Gravert
Topics: Pay-What-You-Want, Nudging, Behavioral Economics

JUL 2008 - JAN 2009 **Semester Abroad**
Queensland University of Technology, Brisbane (Australia)
Courses: Business Development in Creative Industries, Foundations of Film and Television Production, International Cinema

OCT 2005 - NOV 2011 **Magistra Artium (M.A.), *Grade: 1.4***
Friedrich Schiller University Jena
Major: Media Studies | Minors: Philosophy, Psychology
Thesis: Pay-What-You-Want as a pricing mechanism for the medium cinema. An analysis of factors influencing the voluntary willingness to pay (published by TECTUM Verlag)

MAY 2005 **A level (Abitur), *Grade: 1.3***
Philipp-Melanchthon grammar school
(Philipp-Melanchthon-Gymnasium), Schmalkalden

SCIENTIFIC AFFILIATIONS

Economic Science Association (ESA), Verein für Socialpolitik, Gesellschaft für experimentelle Wirtschaftsforschung (GfW), Schumpeter Center for Research on Socio-Economic Change (JSEC)

REFEREEING

Central European Economic Journal

PUBLICATIONS AND WORKING PAPERS

- 2021 Hofmann, Elisa, Kyriacou, Lucas, Schmidt, Klaus M.: A Model United Nations Experiment on Climate Negotiations, *Rationality & Competition Discussion Paper Series, Discussion Paper No. 266, Ludwig Maximilians University Munich (under review)*
- 2021 Hofmann, Elisa, Michael E. Fiagbenu, Asri Özgümüs, Amir M. Tahamtan and Tobias Regner: Who is watching me? Disentangling audience and interpersonal closeness effects in a Pay-What-You-Want context *Journal of Behavioral and Experimental Economics, Volume 90*
- 2020 Hofmann, Elisa: The power of close relationships and audiences: Interpersonal closeness and payment observability as determinants of voluntary payments *Jena Economic Research Papers 2020-016, Friedrich Schiller University Jena (under review)*
- 2016 Hofmann, Elisa: Zahl doch einfach, was du willst! Warum sich Pay-What-You-Want für deutsche Kinos lohnt *Marburg: Tectum-Verlag. ISBN 978-3-8288-3799-7*

WORK IN PROGRESS

- 1 Immorality Judgments and Framing Effects in Voluntary Payment Settings (with Aya Adra, Max Planck Institute for Research on Collective Goods, Bonn, Germany and Deliah Bolesta, Friedrich Schiller University Jena, Germany)
- 2 Evaluating the Methodological Robustness of Social Norm Measurements (with Deliah Bolesta, Friedrich Schiller University Jena, Germany)
- 3 Pay-What-You-Want and Uncertainty (with Tobias Regner, Friedrich Schiller University Jena, Germany)
- 4 Who is Freeriding? The Anatomy of Buyers in Pay-What-You-Want Schemes
- 5 How Framing Affects Risk Perceptions of Climate Change Consequences

CONFERENCES AND TALKS

- 2021 Barcelona GSE Summer Forum: Workshop on External Validity, Generalizability and Replicability of Economic Experiments, Online (Talk)
Discrimination and Diversity Workshop, The University of East Anglia, Online (Participation)
ECONtribute Summer-Workshop 2021, Online (Participation)
- 2020 Annual Conference Verein für Socialpolitik 2020, Online (Participation)
21st Intercultural Summer Academy Jena 2020, Online (Participation)
ESA Global Online Around-the-Clock Meetings 2020, Online (Participation)
- 2019 14th Nordic Conference on Behavioral and Experimental Economics, Kiel Institute for World Economy, Germany (Talk)
12th European ESA Meeting, Burgundy School of Business, Dijon, France (Talk)
13th IMPRS Uncertainty Summer School, Berg Moriah, Germany (Participation)
6th International Meeting on Experimental and Behavioral Social Sciences (IME-BESS), University Utrecht, Netherlands (Talk)
- 2018 12th IMPRS Uncertainty Topics Workshop, LUISS Rome, Italy (Talk)
12th IMPRS Uncertainty Summer School, Jena, Germany (Poster)
9th Thurgau Experimental Economics Meeting, Kreuzlingen, Switzerland (Talk)
11th IMPRS Uncertainty Thesis Workshop, Ringberg, Germany (Talk)
- 2017 12th Nordic Conference on Behavioural and Experimental Economics, University of Gothenburg, Sweden (Participation)
Behavioural and Experimental Economics Brown Bag Seminar, University of Gothenburg, Sweden (Talk)
11th IMPRS Uncertainty Topics Workshop, Trento, Italy (Talk)
11th IMPRS Uncertainty Summer School, Jena, Germany (Poster)
10th IMPRS Uncertainty Thesis Workshop, Gremmelin, Germany (Talk)
- 2016 10th IMPRS Uncertainty Topics Workshop, Jena, Germany (Participation)
10th IMPRS Uncertainty Summer School, Jena, Germany (Poster)
9th IMPRS Uncertainty Thesis Workshop, Berlin, Germany (Talk)

GRANTS AND SCHOLARSHIPS

OCT 2021 - SEP 2022	Academy for Teaching Development (ALe), Module „Intercultural Organizational Behavior“ (together with Daniela Gröschke), Friedrich Schiller University Jena
APR 2019	ProChance Travel Grant, Friedrich Schiller University Jena
JAN 2016 - DEZ 2020	Research Grant, International Max-Planck-Research School „Adapting Behavior in a Fundamentally Uncertain World“
JAN 2016 - DEC 2019	Ph.D. Scholarship, Foundation of German Business (Stiftung der Deutschen Wirtschaft sdw)
SEP 2009 - MAY 2013	Scholarship, e-fellows.net
NOV 2007 - MAR 2011	Student Scholarship, Foundation of German Business (Stiftung der Deutschen Wirtschaft)

WORK EXPERIENCE

SEP 2013 - DEC 2015	Management Assistant of the Commercial Management (Executive Board) Media Group Thuringia (Mediengruppe Thüringen, until January 2015: Zeitungsgruppe Thüringen), Erfurt Organizational development; leadership development; human resource development; internal corporate communication; corporate finances
SEP 2011 - AUG 2013	Management Trainee Media Sales Newspaper Group Thuringia (Zeitungsgruppe Thüringen), Erfurt Project board market research; project board Thuringian student newspaper „Lemma“; person in charge for intranet of the advertising department
MAY 2009 - JUN 2011	Student Assistant International Office, Friedrich Schiller University Jena Harmonization of ECTS-information; maintenance online-community „Inter-Campus“; support of guest students; creation of advertising materials; evaluation of the guest student support; video creation for Web-Tool „Onleila“
MAR 2009 - APR 2009	Intern JenaTV, Jena Assistance at the shooting and cutting of TV reports for the daily news show „Jena Journal“; participation in press conferences; creation of news for the daily news show „Jena Journal“ and website; production assistant at the talk show „Talk above Jena“
SEP 2006 - SEP 2011	Freelance journalist Ostthuringian newspaper (Ostthüringer Zeitung OTZ), Jena Independently finding, investigation and writing of articles; regularly publishing of articles
AUG 2006 - SEP 2006	Intern Ostthuringian newspaper (Ostthüringer Zeitung OTZ), Jena Participation in press meetings; independently topic investigation, creation of articles and surveys; writing news for the sport desk

SEMINARS AND WORKSHOPS

NOV 2020	Data Science with Python (Foundation of German Business in cooperation with Enable AI)
NOV 2019	Presenter at Long Night of the Sciences (IMPRS Uncertainty and Friedrich Schiller University Jena)
OCT 2019	Graphic Recording (Foundation of German Business in cooperation with Jenoptik AG and sandruschka)
FEB 2019	Graduation: „Science Management“ certification program, (Graduate Academy Jena)
AUG 2018 - APR 2019	National Model United Nations (NMUN) New York 2019

JAN 2019	Design-Thinking Workshop (organized in cooperation with Foundation of German Business and Carl Zeiss Jena GmbH)
NOV 2018	Organizing conferences (Graduate Academy Jena)
SEP 2018	Focus on science organizations: The German Aerospace Center (Deutsches Luft- und Raumfahrtzentrum DLR) in Cologne (Foundation of German Business in cooperation with DLR)
JUN 2018	Cloud Consulting (JenVision e.V. in cooperation with Accenture)
JUN 2018	Scrum: Agile Project Management (JenVision e.V.)
MAY AND NOV 2018	Young Entrepreneurs in Science (Falling Walls Foundation) - Winner Pitch Competition -
MAY 2018	Being successful through incorporating strategy, human resources and organization (Foundation of German Business in cooperation with &undconsorten)
JAN 2018	The BDA: Representing the interests of the German Employers (Foundation of German Business in cooperation with German Employers' Association (Bundesvereinigung der Deutschen Arbeitgeberverbände))
NOV 2017	Presenter at Long Night of the Sciences (IMPRS Uncertainty and Friedrich Schiller University Jena)
SEP 2017	Entrepreneurship (Foundation of German Business)
MAY 2017	POL&IS: Simulation game on Politics and International Security Policy (organized in cooperation with Foundation of German Business and Federal Armed Forces)
NOV 2016	Communication and charismatic leadership (Graduate Academy Jena)
OCT 2016	Blue Ocean Strategy for Job Websites (Foundation of German Business in cooperation with Bertelsmann SE & Co. KGaA)
JUL 2016	German Security Policy between diplomacy and foreign missions of the Federal Armed Forces (Foundation of German Business in cooperation with the Federal Armed Forces)
APR 2016	Negotiation management (Foundation of German Business in cooperation with Potsdam Negotiation Academy)
SEP 2014	Key figures in companies (HAUFE Akademie)
SEP 2013	Mentoring (Foundation of German Business)
JUN 2012	Summer camp for young executives in publishing houses (organized by „The Federation of German Newspaper Publishers“ (Bundesverband Deutscher Zeitungsverleger e.V. BDZV))
JUN 2012	Holding selection interviews (Foundation of German Business in cooperation with ITB Consulting GmbH)
MAR 2012	Conference „MAFO Market Research Congress 2012“
JUL 2010	Conflict management (Foundation of German Business in cooperation with Ernst & Young)
MAY 2010	Leadership and Change (Foundation of German Business in cooperation with Raum für Führung)
MAY 2010	Neuroeconomics (Foundation of German Business)
FEB 2010	Type & Team: personality types and their interaction in teams (Foundation of German Business)
NOV 2009	Inner-German comparison of education. Yesterday - today - tomorrow (Foundation of German Business)
APR 2008	Innovations - How do new things come into the world? (Foundation of German Business)
JAN 2008	Media ethics (Foundation of German Business)
SEP 2007	Academy on business formation and entrepreneurial management (Friedrich Schiller University Jena)

SELECTED GRADUATE COURSES

ECONOMICS	Experimental Analysis of Social Preferences (Prof. Urs Fischbacher)
	Keynesian Beauty Contest (Prof. Rosemarie Nagel)
	Bayesian Statistics (Prof. Oliver Kirchkamp)
	Introduction to NeuroPsychoEconomics (Prof. Carlos Alos-Ferrer)
	Moral Behavior (Prof. Martin Kocher)
	Experimentics (Prof. Peter Moffat)

	Nonparametric Regression (Jens Krüger)
	Ethics of Digitalisation (Matthias Uhl)
	oTree (Philipp Chapkovski)
	Advanced Experimentics (Prof. Dr. Christoph Engel)
	Bootstrapping (Prof. Dr. Oliver Kirchkamp)
	Industrial Dynamics (Dr. Isabel Almudi)
	Analysis of Big Data (Dr. Marco Guerzoni)
	Applied Econometrics (Prof. Dr. Hanna Hottenrott)
	Machine Learning (Prof. Dr. Martin Spindler)
	Microeconomic Treatment and Policy Evaluation (Prof. Martin Huber)
	Economics of Science (Guido Bünstorf)
PSYCHOLOGY	Cooperation and Conflict Within and Between Social Groups (Prof. Thomas Kessler)
	Motivation and Self-Regulation (Prof. Anja Achtziger)
	Personality and Psychological Assessment Related to Fairness and Morality (Prof. Anna Baumert)
	Human Brain: Structures, Functions and its Measurement (Prof. Wolfgang Miltner)
	Authoritarianism: An overdue psychological analysis of an old concept (Prof. Thomas Kessler)
INTERDISCIPLINARY	Law and Economics (Prof. Christoph Engel)
	Decision Heuristics (Dr. Björn Meder and Dr. Jolene Tan)
	Text analysis and machine learning in social science (Prof. Elliott Ash)
	Virtual Reality Experiments (Prof. Özgür Gülerk)
	Competition Law and Economics (Prof. Kai Hüschelrath)
	Experiments and Models of Collective Behavior (Prof. Robert Goldstone)
	Introduction to Legal Analysis: A Framework for Empirical Research (Dr. Stefanie Egidy)

HONORARY ACTIVITIES

OCT 2020 - TODAY	Member CorrelAid e.V. Conducting data science projects for non-profit organizations
OCT 2017 - SEP 2018	Group Representative and Deputy Foundation of German Business (Stiftung der Deutschen Wirtschaft sdw), Regional Group Jena-Weimar Organization monthly meetings; coordination working groups; preparation and coordination group semester report; organization annual group weekend; contact with trust persons and sdw administrative office
JUN 2017 - SEP 2020	Elected Ph.D. Representative Board of the Graduate Academy, Friedrich Schiller University Jena Decision about new member institutions; co-creation of the Graduate Academy profile; awarding of Ph.D. scholarships („Landesgraduiertenstipendien“)
FEB 2017 - JUN 2019	Treasurer Foundation of German Business (Stiftung der Deutschen Wirtschaft sdw), Regional Group Jena-Weimar General financial oversight; financial planning and reporting; quarterly settlement with the sdw administrative office; account management
JAN 2016 - DEC 2019	Scholar Foundation of German Business (Stiftung der Deutschen Wirtschaft sdw), Regional Group Jena-Weimar Holding and moderating selection interviews with applicants; organization of group events; information events for applicants; organization and implementation of seminars (Design-Thinking Workshop with Carl Zeiss Jena GmbH 2019, POL&IS simulation game 2017)

- AUG 2015 - TODAY **Member**
 Friend's Association of the KiTa Weltentdecker e.V. (Förderverein der KiTa Weltentdecker e.V.), Jena
 Redesign of and being responsible for website; fundraising for projects; organization of projects and events
- AUG 2015 - AUG 2017 **Elected Member**
 Parents' Council of the KiTa Weltentdecker (Elternbeirat der KiTa Weltentdecker), Jena
 Organization of events, support of the educational work, mediation between interests of parents, kindergarten and nursery school teachers, selection of and negotiation with food supplier
- MAY 2013 - TODAY **Coach**
 Foundation of German Business (Stiftung der Deutschen Wirtschaft sdw), Regional Group Jena-Weimar
 Conception, organization and teaching of annually workshops on holding selection interviews
- APR 2012 - DEC 2015 **Liaison Alumna**
 Foundation of German Business (Stiftung der Deutschen Wirtschaft sdw), Regional Group Jena-Weimar
 Holding selection interviews; coordination Thuringian alumni network; participation in workshops of the sdw administration office to improve the quality of the selection process; preparation and implementation online-assessment 2014; juror at central assessment-center for selecting new scholars 2014
- APR 2009 - SEP 2011 **First Editor in Chief, Editorial Page Editor and Editor**
 Thuringian newspaper „Lemma“, Jena-Weimar
 Supervision of the content production and organization of the whole edition; team leader of 15-20 student editors across six Thuringian cities; coordination with project board; organization of desk meetings; collaboration editorial office
- MAR 2009 - OCT 2009 **Editor**
 Student newspaper „Akrützel“, Jena
 Independently finding, investigation and writing of articles; bi-weekly publishing of articles; collaboration editorial office
- NOV 2007 - MAR 2011 **Scholar**
 Foundation of German Business (Stiftung der Deutschen Wirtschaft sdw), Regional Group Jena-Weimar
 Holding selection interviews with applicants; standardisation of the regional selection process (conception and implementation); planning, organization and implementation of a lecture series; information evenings for applicants
- FEB 2007 - JUN 2010 **Co-Founder and Member**
 Network for Youth Environmental Education Thuringia (Netzwerk für JugendUmweltBildung Thüringen JUBiTh), Jena
 Planning, organization and implementation of project days in schools on the topics climate change and renewable energies; acquisition of the first grammar school for project day; establishing cooperation with „Arbeit und Leben Thüringen“ in order to streamline organization and networking
- NOV 2006 - JUL 2008 **Co-Founder and Member**
 Working group sustainability of the Friedrich Schiller University Jena (Arbeitskreis Nachhaltigkeit der Friedrich-Schiller-Universität Jena), Jena
 Collaboration self-conception; acquisition of new members; coordination of the junctions with the „Environmental department of the student council of the FSU Jena“; communication with the „Agenda advisory board of the city Jena“ and with the „Regulators table for waste“
- AUG 2006 - JUN 2011 **Head of division and Member**
 Environmental department of the student council of the Friedrich Schiller University Jena (Umweltreferat im Studierendenrat der Friedrich-Schiller-Universität Jena), Jena
 Organization and implementation of events; budgetary accounting; team leader of 10-15 student volunteers; conception and implementation first student environmental price of Friedrich Schiller University Jena; planning and organization of two seminar weekends; public relations activities and newsletter

LANGUAGES

Native speaker: German
Fluent: English
Basic Knowledge: French, Russian, Swedish, Latin

IT SKILLS

Advanced Knowledge: R, L^AT_EX, SPSS, MS Office
Intermediate Knowledge: Python, Stata, zTree, Qualtrics, MTurk
Basic Knowledge: oTree, JASP, Avid Media Composer

REFERENCES

PROF. DR. UWE CANTNER
Friedrich Schiller University Jena
Faculty of Economics & Business Administration
Chair of Microeconomics
Carl-Zeiß-Str. 3, 07743 Jena, Germany
uwe.cantner[at]uni-jena.de

PROF. DR. THOMAS KESSLER
Friedrich Schiller University Jena
Faculty of Social & Behavioral Sciences
Department of Psychology
Chair of Social Psychology
Humboldtstr. 26, 07743 Jena, Germany
thomas.kessler[at]uni-jena.de

Jena, June 2021