

ELISA HOFMANN

Friedrich Schiller University Jena | Department of Intercultural Studies and Business Communications
Intercultural Human Resource and Organizational Development | Ernst-Abbe-Platz 8 | D-07743 Jena
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RESEARCH INTERESTS

Behavioral and Experimental Economics, Resilience, Simulation and Business Games, Prosocial Behavior and Cooperation, Participative Pricing Mechanisms, Interpersonal Closeness, Social Image Concerns, Design of Climate Negotiations, Social Norms

CURRENT POSITION

JAN 2021 - TODAY **Research Associate (Postdoctoral Researcher)**
Friedrich Schiller University Jena, Department of Intercultural Studies and Business Communications, Intercultural Human Resource and Organizational Development

EDUCATION AND WORK EXPERIENCE

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
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)

SEP 2013 - DEC 2015 **Management Assistant of the Commercial Management (Executive Board)**
Media Group Thuringia, Erfurt

SEP 2011 - AUG 2013 **Management Trainee Media Sales**
Newspaper Group Thuringia, Erfurt

MAY 2009 - JUN 2011 **Student Assistant**
International Office, Friedrich Schiller University Jena

JUL 2008 - JAN 2009 **Semester Abroad**
Queensland University of Technology, Brisbane (Australia)

SEP 2006 - SEP 2011 **Freelance journalist**
Ostthuringian newspaper (OTZ), Jena

OCT 2005 - NOV 2011 **Magistra Artium (M.A.), *Grade: 1.4***
Friedrich Schiller University Jena
Major: Media Studies | Minors: Philosophy, Psychology

GRANTS, SCHOLARSHIPS, AND AWARDS

JUN 2022 PhD Award, Alumni Jenenses e.V.

JAN 2022 - DEC 2022 IMPULSEproject Grant, Friedrich Schiller University Jena (9,945 €)

OCT 2021 - SEP 2022 Academy for Teaching Development (ALe), Module “Intercultural Organizational Behavior” (together with Daniela Gröschke), Friedrich Schiller University Jena (42,500 €)

APR 2019 ProChance Travel Grant, Friedrich Schiller University Jena (1,000 €)

JAN 2016 - DEZ 2020 Research Grant, International Max-Planck-Research School “Adapting Behavior in a Fundamentally Uncertain World” (16,000 €)

JAN 2016 - DEC 2019 Ph.D. Scholarship, Foundation of German Business (88,000 €)

SEP 2009 - MAY 2013 Scholarship, e-fellows.net

NOV 2007 - MAR 2011 Student Scholarship, Foundation of German Business (50,000 €)

PUBLICATIONS AND WORKING PAPERS

- 2022 Hofmann, Elisa, Lucas Kyriacou, and Klaus M. Schmidt: A Model United Nations Experiment on Climate Negotiations, *Jahrbücher für Nationalökonomie und Statistik (Journal of Economics and Statistics)*
- 2022 Gröschke, Daniela, Elisa Hofmann, Nadine D. Müller, and Judith Wolf: Individual and organizational resilience – Insights from health care providers in Germany during the COVID-19 pandemic, *Frontiers in Psychology*
- 2021 Müller, Nadine D., Judith Wolf, Elisa Hofmann, and Daniela Gröschke: Integratives Konzept zur ganzheitlichen Förderung von Resilienz in Krankenhäusern, *Jena Studies in Intercultural Communication and Interactions*, 2021/03, Friedrich Schiller University Jena
- 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
- 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 and Deliah Bolesta)
- 2 On the Robustness of the Krupka-Weber Social Norm Measurement (with Deliah Bolesta)
- 3 Pay-What-You-Want and Uncertainty (with Tobias Regner)
- 4 Strategic Avoidance of Pay-What-You-Want Schemes
- 5 Organizational resilience in hospitals before and during the COVID-19 pandemic (with Daniela Gröschke, Nadine D. Müller, and Judith Wolf)

CONFERENCES AND TALKS

- 2022 Researching Digital Interculturality Co-operatively (ReDICO) Conference 2022 (Online), International Forum on Knowledge Asset Dynamics (IFKAD) 2022 (Online), Planspiel-Forschungs-Forum (PFF) 2022 (Online), 12th Biennial Conference International Academy for Intercultural Research (IAIR) 2022 (Rapperswil)
- 2021 HoloLab #3 (Kulturstiftung des Bundes, Invited Input Talk), 22nd Intercultural Summer Academy (Invited Input Talk), Barcelona GSE Summer Forum: Workshop on External Validity, Generalizability and Replicability of Economic Experiments, Discrimination and Diversity Workshop, ECONtribute Summer-Workshop
- 2020 14th Summer Academy on “Innovation, Digitalization and Structural Change”, Annual Conference Verein für Socialpolitik, 21st Intercultural Summer Academy, ESA Global Online Around-the-Clock Meetings
- 2019 14th Nordic Conference on Behavioral and Experimental Economics (NCBEE, Kiel), 12th European ESA Meeting (Dijon), 6th International Meeting on Experimental and Behavioral Social Sciences (IMEBESS, Utrecht), 13th IMPRS Uncertainty Summer School
- 2018 9th Thurgau Experimental Economics Meeting (THEEM, Kreuzlingen), 12th IMPRS Uncertainty Topics Workshop (Rome), 12th IMPRS Uncertainty Summer School, 11th IMPRS Uncertainty Thesis Workshop
- 2017 12th Nordic Conference on Behavioural and Experimental Economics (NCBEE, Gothenburg), Behavioural and Experimental Economics Brown Bag Seminar (University of Gothenburg), 11th IMPRS Uncertainty Topics Workshop (Trento), 11th IMPRS Uncertainty Summer School, 10th IMPRS Uncertainty Thesis Workshop
- 2016 10th IMPRS Uncertainty Topics Workshop, 10th IMPRS Uncertainty Summer School, 9th IMPRS Uncertainty Thesis Workshop

SCIENTIFIC AFFILIATIONS

Economic Science Association (ESA), Verein für Socialpolitik (VfS), German Association for Experimental Economic Research e.V. (GfEW), Schumpeter Center for Research on Socio-Economic Change (JSEC)

SELECTED GRADUATE COURSES

Experimental Analysis of Social Preferences (Urs Fischbacher), Keynesian Beauty Contest (Rosemarie Nagel), Bayesian Statistics (Oliver Kirchkamp), Introduction to NeuroPsychoEconomics (Carlos Alos-Ferrer), Motivation and Self-Regulation (Anja Achtziger), Entrepreneurship (Uwe Cantner), Moral Behavior (Martin Kocher), Experimentics (Peter Moffat), Ethics in Digitalization (Matthias Uhl), oTree (Philipp Chapkovski), Microeconomic Treatment and Policy Evaluation (Martin Huber), Economics of Science (Guido Bünstorf), Industrial Dynamics (Isabel Almudi), Applied Econometrics (Hanna Hottenrott), Analysis of Big Data (Marco Guerzoni), Text analysis and machine learning in social sciences (Elliott Ash), Decision Heuristics (Björn Meder and Jolene Tan), Attitudes and Preferences (Susann Fiedler), Personality and Psychological Assessment Related to Fairness and Morality (Anna Baumert), Law and Economics (Christoph Engel), Virtual Reality Experiments (Özgür Güerok), Bootstrapping (Oliver Kirchkamp), Competition Law and Economics (Kai Hüschelrath), Experiments and Models of Collective Behavior (Robert Goldstone)

TEACHING

WINTER 2022/2023	Seminar <i>Intercultural Teamwork</i> , Bachelor, with Nick Ludwig Seminar <i>Bounce back, bounce forward? – Resilience in the Workplace</i> , Bachelor
SUMMER 2022	Lecture <i>Intercultural Teamwork - Interactions in Organizations</i> , Bachelor, with Daniela Gröschke Seminar <i>Intercultural Teamwork</i> , Bachelor, with Nick Ludwig
WINTER 2021/2022	Seminar <i>Intercultural Problem Solving</i> , Bachelor Seminar <i>Introduction to R</i> , with Laura Malik
SUMMER 2021	Seminar <i>Simulation Games and Experimental Research Designs</i> , Ph.D. course, 15th Summer Academy on Innovation, Digitalization and Structural Change

SELECTED SEMINARS AND WORKSHOPS

APR 2022	LEGO® SERIOUS PLAY® Workshop (Eva-Maria Hartwich)
FEB 2022	Graduation “Certificate Program Basic” (Servicestelle LehreLernen, Friedrich Schiller University Jena)
OCT 2021	Qualitative Comparative Analysis (Patrick Mello)
JUN 2021	WebScraping with Python (organized as CorrelAidX local chapter Jena)
NOV 2020	Data Science with Python (Foundation of German Business in cooperation with Enable AI)
OCT 2019	Graphic Recording (Foundation of German Business in cooperation with Jenoptik AG and sandruschka)
FEB 2019	Graduation “Science Management” certification program (Graduate Academy, Friedrich Schiller University Jena)
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)
JAN 2019	Erfurt Model United Nations (EfMUN)
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)
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)

APR 2016 Negotiation management (Foundation of German Business in cooperation with Potsdam Negotiation Academy)

SEP 2013 Mentoring (Foundation of German Business)

JUN 2012 Holding selection interviews (Foundation of German Business in cooperation with ITB Consulting GmbH)

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)

FEB 2010 Type & Team: personality types and their interaction in teams (Foundation of German Business)

HONORARY ACTIVITIES

OCT 2020 - TODAY **Member**
CorrelAid e.V.

OCT 2017 - SEP 2018 **Group Representative and Deputy**
Foundation of German Business, Regional Group Jena-Weimar

JUN 2017 - SEP 2020 **Elected Ph.D. Representative**
Board of the Graduate Academy, Friedrich Schiller University Jena

FEB 2017 - JUN 2019 **Treasurer**
Foundation of German Business, Regional Group Jena-Weimar

MAY 2013 - TODAY **Coach**
Foundation of German Business, Regional Group Jena-Weimar

APR 2012 - DEC 2015 **Liaison Alumna**
Foundation of German Business, Regional Group Jena-Weimar

APR 2009 - SEP 2011 **First Editor in Chief, Editorial Page Editor and Editor**
Thuringian newspaper "Lemma", Jena-Weimar

FEB 2007 - JUN 2010 **Co-Founder and Member**
Network for Youth Environmental Education Thuringia (JUBiTh), Jena

AUG 2006 - JUN 2011 **Head of division and Member**
Environmental department of the student council of the Friedrich Schiller University Jena

LANGUAGES

Native speaker: German

Fluent: English

Basic Knowledge: French, Russian, Swedish, Latin

IT SKILLS

Advanced: R, L^AT_EX, SPSS, MS Office

Intermediate: Python, Stata, zTree, Qualtrics, MTurk, oTree

Basic: JASP, FaceReader, Observer XT, MediaRecorder, 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
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Department of Psychology
Chair of Social Psychology
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