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ACADEMIC APPOINTMENTS

Universitat de les Illes Balears, Palma, Spain

Assistant Professor (tenure track)

Since September 2020

Universitat Pompeu Fabra, Barcelona, Spain

Postdoctoral Fellow

May - September 2020

EDUCATION

Universitat Pompeu Fabra, Barcelona, Spain

Ph.D. in Economics, Management, and Finance (Cum Laude)

May 2020

M.Res. in Economics, Management, and Finance

July 2015

University of Pennsylvania, Philadelphia, USA

Visiting Scholar

Spring 2018

Barcelona School of Economics, Barcelona, Spain

M.Sc. in Economics and Finance (with Merit)

July 2014

Bielefeld University, Bielefeld, Germany

B.Sc. in Mathematics with a Minor in Economics (Top of Class)

March 2013

University of Edinburgh, Edinburgh, Scotland

Visiting Student

2011-2012

University of Münster, Münster, Germany

First Year of Studies in Mathematics

2009-2010

RESEARCH

Publications

Woiczky, T. K.A., Hosseini, R., & Le Mens, G. (2025). The Common Behavior Effect in Norm Learning: When Frequent Observations Override the Behavior of the Majority. **Organizational Behavior and Human Decision Processes**, 191, 104441.

Aczel, B. et al. (2025, forthcoming). Investigating the analytical robustness of the social and behavioural sciences. **Nature**.

Woiczky, T. K.A., & Le Mens, G. (2021). Evaluating categories from experience: The simple averaging heuristic. **Journal of Personality and Social Psychology**, 121(4), 747–773.

Working Papers

- “The Hot Kitchen Effect: Categories, Generalization, and Exploration” [R&R, 1st Round, Management Science]
(with Franziska Lauenstein and Gaël Le Mens)
- “Experience vs. Description in Impression Formation” [R&R, 1st Round, JPSP]
(with Hans Alves and Tomás Lejarraga)
- “Wisdom of the Crowd: Crowd Analysis Project” [Preparation of Submission]
(organized by the Wisdom of the Crowd project)

Work in Progress

- “ManyDaughters: Impact of Having Daughters on Attitudes, Preferences, and Behaviors”
(organized by the ManyDaughters project)
- “Resolving the Praise Orthogonality Problem: How Norm Clarity Shapes Deservedness Judgments”
(with Sebastian Hafenbrädl)
- “Synthetic Replication Games”
(organized by Talking to Machines Project, University of Oxford)
- “Do cultural shifts in attitudes towards women affect the gender gap in financial literacy?”
(with Dave Michayluk, Kathleen Walsh, and Luisa Unda)

Frozen Projects

- “Temporal Stability of In-Group Favouritism”
(with Gaël Le Mens)
- “How Does the Rating Scale Affect the Production of Ratings?”
(with Rahil Hosseini and Gaël Le Mens)
- “Language and Social Behaviour”
(with Gaël Le Mens)

CONFERENCE PRESENTATIONS

The Common Behavior Effect in Norm Learning: When Frequent Observations Override the Behavior of the Majority (with Rahil Hosseini and Gaël Le Mens) [title might have varied]

30th Subjective Probability, Utility, and Decision Making Conference, August 2025, Lucca, Italy; *Ninth International Meeting on Experimental and Behavioral Social Sciences*, May 2025, Valencia, Spain; *International Conference on Thinking*, June 2024, Milan, Italy; *29th Subjective Probability, Utility, and Decision Making Conference*, August 2023, Vienna, Austria; *Economic Science Association World Meeting* (cancelled due to sickness), June 2023, Lyon, France; *North-American Economic Science Association Conference*, November 2022, Santa Barbara, US; *European Social Cognition Network*, August 2022, Milan, Italy; *International Conference of Social Dilemma*, July 2022, Copenhagen, Denmark; *Foundations of Utility and Risk Conference*, July 2022, Ghent, Belgium; *12th International Conference of the French Association of Experimental Economics*, June 2022, Lyon, France

The Hot Kitchen Effect: Categories, Generalization, and Exploration (with Franziska Lauenstein and Gaël Le Mens)

42nd SMS (Strategic Management Society), September 2022, London, UK; *28th Subjective Probability, Utility, and Decision Making Conference*, August 2021, Online; *Sampling Symposium Heidelberg*, February 2021, Online; *41st SJDM meeting*, December 2020, Online; *40th SMS (Strategic Management Society)*, October 2020, Online; *AOM 2020 (Academy of Management)*, August 2020, Online; *26th EGOS (European Group for Organizational Studies)*, July 2020, Online; *TOM 2020 (Theoretical Organization Models)*, June 2020, Online.

Experience vs. Description in Impression Formation (with Hans Alves and Tomás Lejarraga)
European Social Cognition Network, August 2023, Nijmegen, Netherlands; *Sampling Conference*, October 2021, Heidelberg, Germany

Evaluating Categories from Experience: The Simple Averaging Heuristic (with Gaël Le Mens)
41st SJDM meeting, December 2020, Online; *Nagymaros*, June 2020, Online; *19th General Meeting of the European Association for Social Psychology* (cancelled due to COVID-19), July 2020, Krakow, Poland; *Thurgau Experimental Economics Meeting* (cancelled due to COVID-19), April 2020, Kreuzlingen, Switzerland; *27th Subjective Probability, Utility, and Decision Making Conference*, August 2019, Amsterdam, Netherlands.

Temporal Stability of In-Group Favouritism: Individual and Aggregate Levels (with Gaël Le Mens)
26th SPUDM (Subjective Probability, Utility, and Decision Making Conference), August 2017, Haifa, Israel; *18th General Meeting of the European Association for Social Psychology*, July 2017, Granada, Spain; *BGSE Jamboree*, May 2017, Barcelona, Spain.

INVITED SEMINARS

The Common Behavior Effect in Norm Learning: When Frequent Observations Override the Behavior of the Majority (with Rahil Hosseini and Gaël Le Mens) [title might have varied]
University of the Balearic Islands (July, 2024); *University of Paderborn* (December, 2022); *University of the Balearic Islands* (July, 2022); *University of Southern Denmark* (February, 2022)

Evaluating Categories from Experience: The Simple Averaging Heuristic (with Gaël Le Mens)
University of Southern Denmark (2020, cancelled due to COVID-19); *University of the Balearic Islands* (February, 2020)

AWARDS AND GRANTS

Institut de Recerca i Innovació Educativa, PID252730 (Principal Investigator)	2025-2027
Agencia Estatal de Investigación, PID2023-152226NB-I00 (PI: Tomás Lejarraga) [~163k €]	2023-2026
Best Seminar Speaker at the Faculty of Economics (Award, University of Paderborn)	2022
Agencia Estatal de Investigación, PID2019-108343GA-I00 (PI: Tomás Lejarraga) [~55.7k €]	2020-2023
Agencia Estatal de Investigación, PID2019-105249GB-I00 (PI: Gaël Le Mens) [~84.7k €]	2020-2023
Formación de Personal Investigador (FPI) [~90k €]	2015-2019
Teaching Fellowship (Universitat Pompeu Fabra)	2014-2015
“Best Undergraduates to Bielefeld University” (Award, University of Bielefeld)	2013
Full Scholarship of the Friedrich Ebert Foundation [~100k €]	2010-2015
Erasmus Grant [~2k €]	2011-2012

REVIEWING ACTIVITIES

Organization Science, Cognition, Scientific Reports, Spanish Ministry of Economy and Business, Mind & Society, EACR

TEACHING

Universitat de les Illes Balears

Tourism Marketing II	(Undergraduate)	since 2024
Game Theory	(Graduate)	since 2020
Human Resource Management	(Undergraduate)	2020-2024

Barcelona School of Management

Negotiations	(Graduate, TA)	2019-2020
Organizational Behaviour	(Graduate, TA)	2018-2020

Barcelona School of Economics

Advanced Microeconomics I	(PhD, TA)	2014–2016
Experimental Economics	(Graduate, TA)	2014–2015

UPF

Introduction to Microeconomics	(Undergraduate, TA)	2014–2016
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University of Bielefeld

Introduction to Game Theory	(Undergraduate, TA)	2012–2013
Probability	(Undergraduate, TA)	2012–2013
Operations Research	(Undergraduate, TA)	2011–2012

SUPERVISION OF THESES

Undergraduate (all at UIB)

2025: *Pilar Martí Rindavets, Sofia Zhoro Spasova, Maria Àngels Maestre Moragues, Maria Cardona Albertí, Helena Bujosa Díaz, Patricia Ruiz Peinado, Dominik-Leon Rudolf Fuchs*; 2024: *Marta Simó Carillo, Marina Vich Martínez, Lluís Calafell Truyols, Daniel Milkov Georgiev*; 2023: *Inga Kirsanova, Laura Nieto Barragan, Miquel Agustí Estarellas Banyuls, Paula Martín De La Fuente, María Rosa Frau Ginard*; 2022: *Maria Jover Pieras, Cristina Padilla Marcos, Enrique Baquera Torrente*; 2021: *Eda Volbracht Rojo, Joan Pere Vaquer, Adrián Montero Martínez*

Master (all at UAB)

2025: *Yaru Lang*; 2024: *Krisztina Cseh*; 2023: *Maria Bychkova*

OTHER PROFESSIONAL SERVICES

Multidisciplinary Summer School on Deepfakes, Instructor	2024
Department Seminar Series at UIB, Organizer	since 2024
Workshop “Harnessing the Power of Losses” [~5k€], Organizer	2023
Decision Science Laboratory (UIB), Secretary (responsible for website and social activities)	Since 2022
Behavioural Seminar Series at UPF, Organizer	2016–2018
Barcelona School of Economics Alumni, Founder and Organizer	2016–2020
Economic Experiments for Mobile Phones with classEx, Designer and Programmer	2015–2017
Barcelona School of Economics PhD Jamboree, Organizer	2016
PhD. Microeconomics Reading Group, Founder and Organizer	2015

ADDITIONAL SKILLS

Programming	MS Office, Stata, R, Java, Delphi, Pascal, LaTeX, Python, SQL
Languages	German (native), English (fluent), Spanish (advanced), Catalan (basic), Latin (Latinum)

REFERENCES

Professor Gaël Le Mens Department of Economics and Business Pompeu Fabra University Tel. +34 93 542 27 17 gael.le-mens@upf.edu	Professor Rosemarie Nagel Department of Economics and Business Pompeu Fabra University Tel. +34 93 542 27 39 rosemarie.nagel@upf.edu
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