

# Dr. Jesper Armouti-Hansen

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## Fields of Interest

Personnel Economics, Behavioral Economics, Experimental Economics, Machine Learning

## Academic Positions

### University of Bonn, Institute for Applied Microeconomics (IAME)

Bonn, Germany

Postdoctoral Researcher (Akademischer Rat)

Since January 2022

- Research in the areas of applied microeconomics, behavioral economic theory and applied machine learning.
- Teaching of seminars on personnel and behavioral economics.
- Supervision of bachelor and master theses in the areas of personnel and behavioral economics.

### University of Cologne, Seminar for Personnel Economics and HRM

Cologne, Germany

Research and Teaching Assistant

December 2015 - December 2021

- Research in the areas of applied microeconomics, behavioral economic theory and applied machine learning.
- Teaching of courses and seminars on personnel economics, applied microeconometrics and machine learning.
- Supervision of bachelor and master theses in the areas of personnel and behavioral economics.

## Education

### University of Cologne

Cologne, Germany

Dr. rer. pol. (Ph.D. equivalent) in Economics

November 2015 - December 2021

- **Dissertation:** Essays on The Behavioral Foundations of Choice
- **Evaluation:** With Distinction (summa cum laude) 0,0
- **Committee:** Prof. Dr. Dirk Sliwka; Prof. Marco Mariotti, Ph.D.; Prof. Dr. Clemens Puppe; Prof. Dr. Axel Ockenfels

### Johannes Gutenberg University of Mainz

Mainz, Germany

M.Sc. in International Economics and Public Policy

October 2012 - August 2014

- **Thesis:** Bounded Rationality and Non-Standard Choices
- **GPA:** 1,6

### Copenhagen Business Academy

Copenhagen, Denmark

B.A. Financial Management and Services

August 2008 - February 2012

### European University of Cyprus

Nicosia, Cyprus

Erasmus Exchange Semester

January 2010 - June 2010

## Affiliations

**ECONtribute** Junior Researcher

**C-SEB** Affiliated Member

## Research

### JOURNAL ARTICLES

Efficiency wages with motivated agents

Jesper Armouti-Hansen, Lea Cassar, Anna Dereky, Florian Engl

*Games and Economic Behavior* pp. 66–83. Elsevier, 2024

Managing anticipation and reference-dependent choice

Jesper Armouti-Hansen, Christopher Kops

*Journal of Mathematical Economics* p. 102988. Elsevier, 2024

Optimal contracting with endogenous project mission

Lea Cassar, Jesper Armouti-Hansen

*Journal of the European Economic Association* pp. 2647–2676. Oxford University Press, 2020

This or that? Sequential rationalization of indecisive choice behavior

Jesper Armouti-Hansen, Christopher Kops

*Theory and Decision* pp. 507–524. Springer, 2018

## WORKING PAPERS

Centralized versus Decentralized Selling of Experience Goods  
Jesper Armouti-Hansen, Matthias Kräkel

## WORK IN PROGRESS

On the Evaluation of Social Preference Theories using Machine Learning Techniques  
Jesper Armouti-Hansen

## Teaching Experience

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2024/25

- Seminar on Current Topics in Microeconomics (with Hannah Illing), Undergraduate, Instructor University of Bonn
- Research Module on Behavioral Contract Theory (with Botond Köszegi), Graduate, Instructor University of Bonn

2023/24

- Research Module on Personnel Economics (with Matthias Kräkel), Graduate, Instructor University of Bonn

2022/23

- Research Module on Personnel Economics (with Amelie Schiprowski), Graduate, Instructor University of Bonn

2021/22

- Empirical Evaluation of Management Practices (with Dirk Sliwka), Graduate, Instructor University of Cologne
- Economics of Incentives in Organisations, Graduate, TA to Dirk Sliwka University of Cologne

2020/21

- Empirical Evaluation of Management Practices (with Dirk Sliwka), Graduate, Instructor University of Cologne
- Economics of Incentives in Organisations, Graduate, TA to Dirk Sliwka University of Cologne

2019/20

- Empirical Evaluation of Management Practices (with Dirk Sliwka), Graduate, Instructor University of Cologne
- Behavioral Management Science (with Lea Cassar), Graduate, Instructor University of Cologne

2018/19

- Strategic Human Resource Management, Graduate, TA to Dirk Sliwka University of Cologne
- Behavioral Management Science (with Dirk Sliwka), Graduate, Instructor University of Cologne

2017/18

- Strategic Human Resource Management, Graduate, TA to Dirk Sliwka University of Cologne
- Seminar on Human Resource Management (with Matthias Heinz), Graduate, Instructor University of Cologne
- Behavioral Management Science (with Dirk Sliwka), Graduate, Instructor University of Cologne

2016/17

- Strategic Human Resource Management, Graduate, TA to Dirk Sliwka University of Cologne
- Economics of Incentives in Organisations, Graduate, TA to Dirk Sliwka University of Cologne

2016 – 2025

- Supervision of 30+ master theses in the areas of personnel economics and behavioral economics
- Supervision of 20+ bachelor theses in the areas of personnel economics and behavioral economics

## Refereeing

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The Scandinavian Journal of Economics  
Journal of Economic Behavior and Organization  
International Journal of Industrial Organization

## Other

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**Programming** Python, R, Stata/Mata,  $\text{\LaTeX}$ , MATLAB, C, C++, Go, Shell.  
**Languages IT** Danish, English, German.  
**Personal** Citizenship: Danish; Married (one child)

## References

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<b>Prof. Dr. Dirk Sliwka</b>	Seminar of Personnel Economics and Human Resource Management, University of Cologne
<b>Prof. Dr. Matthias Kräkel</b>	Institute for Applied Microeconomics, University of Bonn
<b>Prof. Dr. Lea Cassar</b>	Chair of Empirical Economics, University of Regensburg
<b>Prof. Marco Mariotti, PhD</b>	School of Economics and Finance, Queen Mary University of London