

Felix Jan Nitsch

INSEAD, Boulevard de Constance, Fontainebleau, France 77300

felixjan.nitsch@insead.edu | <https://fjnitsch.github.io>

EDUCATION

INSEAD Business School, Marketing Area
Postdoctoral Student | PI: Hilke Plassmann

Fontainebleau, France
2022 – current

Sorbonne Université, ICM Paris Brain & Spine Institute
Postdoctoral Student | PI: Hilke Plassmann

Paris, France
2022 – current

INSEAD Business School, Marketing Area
Visiting PhD Student | PI: Hilke Plassmann

Fontainebleau, France
2021 – 2022

Sorbonne Université, ICM Paris Brain & Spine Institute
Visiting PhD Student | PI: Hilke Plassmann

Paris, France
2021 – 2022

Heinrich-Heine University
PhD Psychology (summa cum laude, approx. top 10%)
PI: Tobias Kalenscher

Düsseldorf, Germany

2018 – 2022

M.Sc. Psychology (top 10% of the year)

2016 – 2018

B.Sc. Psychology

2013 – 2016

RESEARCH INTERESTS

Stress, Consumer Wellbeing, Rational Choice, Consumer Heterogeneity

WORKING PAPERS

Nitsch, F.J., Margittai, Z., Nave, G., Dubois, D., Kalenscher, T., Plassmann, H. (2022). Does Social-Self Threat Increase the Preference for Status Goods? *INSEAD Working Paper*.

SELECTED REFEREED JOURNAL ARTICLES

Nitsch, F. J., Lüpken, L. M., Lüscho, N., & Kalenscher, T. (2022). On the Reliability of Individual Economic Rationality Measurements. *Proceedings of the National Academy of Sciences (PNAS)*, 119(31), e2202070119. <https://doi.org/10.1073/pnas.2202070119>. **Impact factor: 12.779**

- German Science Information Service (idw; 27 July 2022): “Zur Rationalität individueller ökonomischer Entscheidungen” <https://idw-online.de/de/news799075>
- INSEAD Knowledge (10 November 2022): “Why It Pays to Be Sceptical About Behaviour Tests” <https://knowledge.insead.edu/career/why-it-pays-be-sceptical-about-behaviour-tests>

Nitsch, F. J., & Kalenscher, T. (2021). Influence of memory processes on choice consistency. *Royal Society Open Science*, 8(10), 200308. <https://doi.org/10.1098/rsos.200308>. **Impact factor: 3.653**

Nitsch, F. J.*, Strenger, H.*, Knecht, S., & Studer, B. (2021). Lesion Evidence for a Causal Role of the Insula in Aversion to Social Inequity. *Social Cognitive and Affective Neuroscience*, nsab098. <https://doi.org/10/gmfpxm>. **Impact factor: 4.235**

Nitsch, F. J., Sellitto, M., & Kalenscher, T. (2021). The effects of acute and chronic stress on choice consistency. *Psychoneuroendocrinology*, 131, 105289. <https://doi.org/10/gk9pvk>. **Impact factor: 4.693**

SELECTED WORK IN PROGRESS

Effects of the Covid-19 pandemic on consumers' stress and choices
with Marie Falkenstein, Aiqing Ling, Tobias Kalenscher, and Hilke Plassmann

Brief Self-Interventions to Resist Stress Effects on Dietary Choice
with Hilke Plassmann

An Update on Stress and Consumer Behaviour
with Victoria Nuehues and Hilke Plassmann

Stress and Psychological Safety Moderate the Effect of Change Interventions on Consumer Choice
with Henrik Bresman, Miguel Lobo, and Hilke Plassmann

ACCEPTED PEER-REVIEWED CONFERENCE PRESENTATIONS

2023, June. Selected track participant for *Applied Neuroscience for Consumer Wellbeing: A Randomized Controlled Trial*. Transformative Consumer Research Dialogical Conference (TCR2023) at Royal Holloway, University of London.

2023, March. *Does social-self threat increase the preference for status goods?* Poster Presentation. Society for Consumer Psychology (SCP2022) in San Juan, Puerto Rico with Zsofia Margittai, Gideon Nave, David Dubois, Tobias Kalenscher and Hilke Plassmann.

2022, October. *Psychological Layers in the Consumption of Status Goods: Drivers, Forms, and Consequences*. Special Session (Chair). Association for Consumer Research Conference 2022 (ACR2022) in Denver, USA with Hilke Plassmann, Zsofia Margittai, Gideon Nave, David Dubois, Tobias Kalenscher, Evrim Yanar, Felicitas Morhart, Keith Wilcox, Maren Hoff, Dafna Goor and Nader Tavassoli

2022, September. *Does social-self threat increase the preference for status goods?* Oral Blitz Presentation. Consumer Neuroscience Satellite Symposium at the Annual Meeting of the Society for Neuroeconomics (SNE) in Crystal City, USA with Zsofia Margittai, Gideon Nave, David Dubois, Tobias Kalenscher and Hilke Plassmann.

2022, September. *On the reliability of individual economic rationality measurements*. Late Breaking Poster Presentation. Annual Meeting of the Society for Neuroeconomics (SNE) in Crystal City, USA with Luca Lüpken, Nils Lüschor and Tobias Kalenscher.

2022, September. *Does social-self threat increase the preference for status goods?* Poster Presentation. Annual Meeting of the Society for Neuroeconomics (SNE) in Crystal City, USA with Zsofia Margittai, Gideon Nave, David Dubois, Tobias Kalenscher and Hilke Plassmann.

2022, July 12. *Does the stress of threatening social evaluation increase the preference for status signals?* Poster Presentation. Federation of European Neuroscience Societies Forum 2022 (FENS Forum 2022) in Paris, France with Zsofia Margittai, Gideon Nave, David Dubois, Tobias Kalenscher and Hilke Plassmann

2022, March 5. *Does COVID-Related Stress Affect Self-Control and the Ability to Make Healthy Food Choices?* Poster Presentation. Society for Consumer Psychology (SCP2022) with Marie Falkenstein, Aiqing Ling, Tobias Kalenscher and Hilke Plassmann

2021, October 1. *How robust is rationality?* Poster Presentation. Annual Meeting of the Society for Neuroeconomics (vSNE) with Tobias Kalenscher.

INVITED PRESENTATIONS

2022, December 5. Forum “Corona Crisis and Beyond”, Volkswagen Foundation, Hanover, Germany. *The impact of physical distancing on stress, interpersonal relationships and social wellbeing*. With Tobias Kalenscher.

2022, March 3. Institute for Neuroscience and Medicine – Brain and Behavior (IMN-7), Forschungszentrum Jülich, Germany. *Does the stress of threatening social evaluation increase the preference for status signals?*

2021, October 1. INSEAD Business School, Fontainebleau, France. *Emotion and decision-making*.

2021, April 1. JDM Lab, University of Padova, Italy. *Keep your cool. The effects of acute and chronic stress on rationality*.

SOCIETY AFFILIATIONS

- Society for Neuroeconomics (SNE)
- Society for Consumer Psychology (SCP)
- Society for Judgement and Decision Making (SJDm)

GRANTS & SCHOLARSHIPS

2022. Research & Development Grant (€13,500) from **INSEAD**: “Effects of the Covid-19 pandemic on consumers’ stress and choices” with Hilke Plassmann.

2022. Grant for Transformative Consumer Research (\$2000) from the **Association for Consumer Research**: “Brief Self-Interventions to Resile Stress Effects on Dietary Choice”. Co-Investigator: Hilke Plassmann.

2021. “Personality & Leadership” scholarship from **Rheinisches FührungsColleg e.V**

SERVICE TO THE FIELD

Reviews for *Society of Consumer Psychology 2023 (SCP23)*, *Psychoneuroendocrinology*, *Brain Research*, *PLOS One*, *Frontiers in Human Neuroscience*.

Co-Reviews for *Nature Human Behaviour*, *PNAS*, *Psychological Science*, *Current Biology*, *European Journal of Neuroscience*, *Frontiers in Human Neuroscience*.

TEACHING EXPERIENCE

ICM Paris Brain & Spine Institute	Paris, France
Primary Internship Advisor – 1 bachelor and 1 master student	2018 – 2022

Heinrich-Heine University	Düsseldorf, Germany
Instructor – Foundations of Neuropsychology	2018 – 2021
Primary Thesis Advisor – 21 B.Sc. and 2 M.Sc. psychology students	2018 – 2022
Second Thesis Advisor – 5 B.Sc. and 2 M.Sc. psychology students	2018 – 2021

PROFESSIONAL EXPERIENCE

EDUCAT Germany e.V. - Founder and Co-Director	Düsseldorf, Germany
Catalyst for education projects in Latin America. https://www.educatgermany.com	2019 – current

- Developed model and strategy of the non-profit association
- Recruited core team (alumni/employees from **WHU Business school, TU Berlin, EY**)
- Led and remote-managed international team of 21 professionals from 10 countries

St. Mauritius Hospital - Research Intern	Meerbusch, Germany
PI: Bettina Studer	2018

Last updated: November 2022

- Conducted published research on decision-making in stroke patients
- Developed inhouse research software in Python
- Analysed data on neurocognitive rehabilitation training of more than 500 patients

PUBLIC ENGAGEMENT

Open Neuroscience & Psychology. Teaching series on Open Science. <https://youtu.be/zccNKMfOao>