

# Felix Jan Nitsch

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## EDUCATION

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

Fontainebleau, France  
2021 – current

**ICM Paris Brain & Spine Institute**  
Affiliated Postdoctoral Researcher | PI: Hilke Plassmann

Paris, France  
2021 – current

**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, Mental Health, Consumer Behavior, Judgement and Decision Making, Rational Choice

## ACCEPTED AND PUBLISHED REFEREED JOURNAL ARTICLES

**Nitsch, F. J.**, Lüpken, L. M., Lüschor, 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>

Braun, P., Drüge, M., Hennemann, S., **Nitsch, F. J.**, Staack, R., & Apolinário-Hagen, J. (2022). Acceptance of e-mental health services for different application purposes among psychotherapists in clinical training in germany and switzerland: Secondary analysis of a cross-sectional survey. *Frontiers in Digital Health*, 4. <https://doi.org/10.3389/fdgth.2022.840869>

Dederichs, M., **Nitsch, F. J.**, & Apolinário-Hagen, J. (2022). Piloting an Innovative Concept of e-Mental Health and mHealth Workshops With Medical Students Using a Participatory Co-design Approach and App Prototyping: Case Study. *JMIR medical education*, 8(1), e32017.

**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>

**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>

**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>

**Nitsch, F. J.**, Sellitto, M., & Kalenscher, T. (2021). Trier social stress test and food-choice: Behavioral, self-report & hormonal data. *Data in Brief*, 37, 107245. <https://doi.org/10/gmd57p>

## **WORKING PAPERS**

**Nitsch, F.J.**, Margittai, Z., Nave, G., Dubois, D., Kalenscher, T., Plassmann, H. (2022, June 22). Does Social-Self Threat Increase the Preference for Status Goods? *Under Review at Journal of the Association of Consumer Research (JARC)* – Available Upon Request.

Hu, Y., **Nitsch, F.J.**, van Wingerden, M., Kalenscher, T. (2021, July 29). Cross-species comparison of human and rodent primary reward consumption under budget constraints. doi: <https://doi.org/10.1101/2021.07.28.454138> *In preparation for PLOS Biology*

**Nitsch, F. J.**, & Kalenscher, T. (2021, July 16). How robust is rational choice?. <https://doi.org/10.31234/osf.io/zv2m8> *In preparation for Scientific Reports*

**Nitsch, F. J.**, & Kalenscher, T. (2020, February 18). Keeping a cool head at all times. What determines choice consistency? <https://doi.org/10.31234/osf.io/etyhx> *In preparation for Psychonomic Bulletin & Review*

## **SELECTED WORK IN PROGRESS**

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

Brief Self-Interventions to Resile Stress Effects on Dietary Choice  
*with 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**

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 Lüschoff 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, 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. 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*, *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**

<b>ICM Paris Brain &amp; Spine Institute</b>	Paris, France
Primary Internship Advisor – 1 bachelor and 1 master student	2018 – 2022
<b>Heinrich-Heine University</b>	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**

<b>EDUCAT Germany e.V.</b> - Founder and Co-Director	Düsseldorf, Germany
Catalyst for education projects in Latin America. <a href="https://www.educatgermany.com">https://www.educatgermany.com</a>	2019 – current
<ul style="list-style-type: none"><li>• Developed model and strategy of the non-profit association</li><li>• Recruited core team (alumni/employees from <b>WHU Business school, TU Berlin, EY</b>)</li><li>• Led and remote-managed international team of 21 professionals from 10 countries</li></ul>	
<b>St. Mauritius Hospital</b> - Research Intern	Meerbusch, Germany
PI: Bettina Studer	2018
<ul style="list-style-type: none"><li>• Conducted published research on decision-making in stroke patients</li><li>• Developed inhouse research software in Python</li><li>• Analysed data on neurocognitive rehabilitation training of more than 500 patients</li></ul>	

## **PUBLIC ENGAGEMENT**

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

## **OTHER**

- Founded and led NEURD, a network of young scientists in the field of computational neuroscience