

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 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

Sarmiento Rivera, L.F., **Nitsch, F.J.**, Rincón Uribe, F.A., Ríos-Flórez, J.A., Rodrigues Lima, R., Kalenscher, T., Gouveia Jr, A. (2022, September 30). The effect of stress neuromodulators administration in decision-making: a systematic review. *Revise & Resubmit at Social Cognitive and Affective Neuroscience*.

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, Zsófía 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 Zsófía 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 Zsófía 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 Zsófía 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

Last updated: October 2022

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. 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
<ul style="list-style-type: none">• 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

PI: Bettina Studer

Meerbusch, Germany

2018

- 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/zccNKMNfOao>

OTHER

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