

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

PEER-REVIEWED PUBLICATIONS

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? *In preparation for Journal of the Association of Consumer Research (JARC) – Available Upon Request.*

Nitsch, F. J., Lüpken, L. M., Lüscho, N., & Kalenscher, T. (2022, May 19). Behavioral Measurements of Economic Rationality are not Reliable. *R&R at PNAS – 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, Zsolia Margittai, Gideon Nave, David Dubois, Tobias Kalenscher, Evrim Yanar, Felicitas Morhart, Keith Wilcox, Maren Hoff, Dafna Goor and Nader Tavassoli

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 Zsolia 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)

SCHOLARSHIPS

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

SERVICE TO THE FIELD

Reviews for *Psychoneuroendocrinology*, *PLOS One*.

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

TEACHING EXPERIENCE

Heinrich-Heine University

Instructor – Foundations of Neuropsychology

Primary Thesis Advisor – 21 B.Sc. and 2 M.Sc. psychology students

Second Thesis Advisor – 5 B.Sc. and 2 M.Sc. psychology students

Düsseldorf, Germany

2018 – 2021

2018 – 2022

2018 – 2021

PROFESSIONAL EXPERIENCE

EDUCAT Germany e.V. - Founder and Co-Director

Catalyst for education projects in Latin America. <https://www.educatgermany.com>

- 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

Düsseldorf, Germany

2019 – current

St. Mauritius Hospital - Research Intern

PI: Bettina Studer

- 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

Meerbusch, Germany

2018

PUBLIC ENGAGEMENT

Open Neuroscience & Psychology. Teaching series on Open Science.

<https://youtu.be/zccNKMfOao>

OTHER

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