

Karlijn Hoyer

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Education

- 2017 - present **Ph.D. in Social/Economic Psychology**, Tilburg University, The Netherlands
- Expected completion date: January, 2022
 - Topic: *Greed in (Economic) Decision Making*
 - Supervisor: prof. dr. M. Zeelenberg & dr. S.M. Breugelmans
 - 2017 - 2019: Member of the Tilburg PhD Platform
 - 2017 - 2019: Member of PhD council of the School of Social and Behavioral Sciences
 - 2018: Organization of the TIBER conference
 - 2019 - 2021: Member of ASPO board, an organisation for social psychologists
 - Member of the Emergency Response Team
 - Coordinator of the Voluntary Research Assistants program
- 2015 - 2016 **M.Sc. in Behavioral Economics and Game Theory**, University of Amsterdam, The Netherlands
- Thesis: *Hedging Against Mother Nature: Farmers' Trust and Demand for Weather Index-based Microinsurances*, supervised by prof. dr. C.M. van Veelen
 - 2016 - 2019: Alumni Ambassador, Amsterdam School of Economics
- 2009 - 2012 **Honours B.A. and B.Sc. in Liberal Arts and Sciences**, Cum Laude, Amsterdam University College, The Netherlands
- Thesis of Highest Distinction Award: *The Persistence of the Winner's and Loser's Curse in a One-Player Decision Game*, supervised by dr. A.M. Onderstal
 - 2011: Exchange semester, Universiti Malaya, Kuala Lumpur, Malaysia
 - Member of the Advisory Panel for the Science curriculum
 - Member of the Emergency Response Team
- 2003 - 2009 **Pre-university secondary education**, Carolus Borromeus College, Helmond, The Netherlands
- Double major in Sciences with Economics, History, Spanish, and Accounting
 - Newspaper editor, tutor, student council (secretary) and sponsor project (founder)

Summer Schools, Workshops and Seminars

2020	IAREP meeting for early-career researchers, online
2019	JDMx meeting for early-career researchers, University of Trento, Italy
2019	Winter school on Interdisciplinary Behavioral and Social Sciences, Utrecht University, the Netherlands
2018	4th EADM Summer School on Open Science, NAWI, University of Salzburg, Austria
2018	Summer Institute on Bounded Rationality, Max Planck Institute, Berlin, Germany
2017	Decisions, Law, and the Big Data Revolution, Technion, Haifa, Israel
2016	Experiments in Developing Countries, University of Groningen, the Netherlands
2015	Behavioral Economics and Psychology, Schola Emperica, Prague, Czech Republic
2015	Certified Expert in Microfinance, Frankfurt School of Finance & Management
2014	Negotiation and Conflict Resolution, University of Amsterdam, the Netherlands
2013	Behavioral Economics seminar by prof. U. Gneezy, University of Amsterdam, the Netherlands

Awards and Grants

IAREP 2020:	Ph.D. Student Conference Fee Waiver Award
LISS-call 2018:	Grant to collect data using the representative LISS panel, worth 22.620 euro
Thesis:	Thesis of Highest Distinction Award 2012, Amsterdam University College
Pitch:	Finalist Student Idea Challenge 2012, McKinsey & Company, Amsterdam
Poetry:	Won various poetry prizes 2003-2019

Publications

- Hoyer, K.**, Zeelenberg, M. & Breugelmans, S.M. (2021, in-press). Further tests of the scarcity and luxury hypotheses in dispositional greed: Evidence from two large-scale Dutch and American samples.
- Hoyer, K.**, Zeisberger, S, Breugelmans, S.M. & Zeelenberg, M. (2021). Greed and individual trading behavior in experimental asset markets, *Decision*, 8(2), 80-96.
<https://doi.org/10.1037/dec0000149>
- Wang, K., Goldenberg, A., Dorison, C. A., Miller, ..., **Hoyer, K.**, ... & Isager, P. M. (2021). A multi-country test of brief reappraisal interventions on emotions during the COVID-19 pandemic. *Nature Human Behaviour*, 5(8), 1089-1110. <https://doi.org/10.1038/s41562-021-01173-x>
- Jones, B., DeBruine, L., Flake, J., Aczel, B., ..., **Hoyer, K.**, ... & Vásquez-Amézquita, M (2021). To which world regions does the valence-dominance model of social perception apply? *Nature Human Behaviour*. 5(1), 159-169. <https://doi.org/10.1038/s41562-020-01007-2>
- Hoyer, K.** (2012). The persistence of the winner's and loser's curse in a one-player decision game. *AUC Undergraduate Journal of Liberal Arts & Sciences*, 1(Capstone Issue). Retrieved from <http://www.auc.nl/downloads/downloads.html#anker-publications>

UNPUBLISHED MANUSCRIPTS

Zeelenberg, M., Evans A.M. **Hoyer, K.**, & Seuntjens, T.G. (under review). Disentangling greed and self-interest.

Hoyer, K., Zeisberger, S, Breugelmans, S.M. & Zeelenberg, M. (under review). A culture of greed: The effect of greed sorting on bubble formation.

Hoyer, K., Zeelenberg, M. & Breugelmans, S.M. (in preparation). Greed: What is it good for?

Hoyer, K., Zeelenberg, M. & Breugelmans, S.M. (in preparation). Friends as tools: Dispositional greed and social relationships.

Conference Presentations

Hoyer, K., Zeelenberg, M. and Breugelmans, S..(December, 2021) *Talk:* Greed: What is it good for?, ASPO 2021, Tilburg, The Netherlands

Hoyer, K., Zeelenberg, M. and Breugelmans, S..(August, 2021) *Talk:* Greed: What is it good for?, TIBER 2021, Tilburg, The Netherlands

Hoyer, K., Zeisberger, S., Breugelmans, S. and Zeelenberg, M..(December, 2020) *Talk:* Greedy market behavior, ASPO 2020, Online

Hoyer, K., Zeisberger, S., Breugelmans, S. and Zeelenberg, M..(September, 2020) *Talk:* Greedy market behavior, IAREP Early Career Workshop, Online

Hoyer, K., Breugelmans, S. and Zeelenberg, M.. (December, 2019) *Talk:* Friends as tools: The effect of greed on social contacts, ASPO 2019, Wageningen, The Netherlands

Hoyer, K., Zeisberger, S., Breugelmans, S. and Zeelenberg, M..(August, 2019) *Talk:* The effect of dispositional greed on trading behavior, TIBER 2019, Tilburg, The Netherlands

Hoyer, K., Zeisberger, S., Breugelmans, S. and Zeelenberg, M.. (August, 2019) *Talk:* The effect of dispositional greed on trading behavior, SPUDM 2019, Amsterdam, The Netherlands

Hoyer, K., Zeisberger, S., Breugelmans, S. and Zeelenberg, M.. (June, 2019) *Talk:* The effect of dispositional greed on trading behavior, JDMx 2019, Trento, Italy

Hoyer, K. (2019, March). *Talk:* Greed and market behavior, Invited talk for Radboud University, Nijmegen, The Netherlands

Hoyer, K. (2018, Oktober). *Talk:* Science Slam: Greed in a science zoo. Invited talk for Night University, Tilburg University, The Netherlands.

Hoyer, K. (2018, March). *Talk:* Nudging: Dos, don'ts and dangers. Invited talk for SPS-NIP, Tilburg, The Netherlands

Conference Poster Presentations

Hoyer, K., Zeelenberg, M. and Breugelmans, S. *Poster:* Greed: What is it good for?, SPUDM 2021

Hoyer, K., Breugelmans, S. and Zeelenberg, M. *Poster:* Friend as tools: The effect of greed on social contacts, IAREP 2019, Dublin, Ireland

Hoyer, K., Breugelmans, S., Seuntjens, T., and Zeelenberg, M. *Poster:* Does uncertainty breed greed? TIBER (2018), Tilburg, The Netherlands

Hoyer, K., Breugelmans, S., Seuntjens, T., and Zeelenberg, M. *Poster:* Does uncertainty breed greed? SJDM 2018, New Orleans, USA

Hoyer, K., Breugelmans, S., Seuntjens, T., and Zeelenberg, M. *Poster:* Does uncertainty breed greed? ASPO 2018, Nijmegen, The Netherlands

Teaching Experience

Completed *University Teaching Qualification (UTQ)* modules

- Start, Teach, Supervise, Assess and Design

Supervision, Tilburg University

- Bachelor theses: 10
- Research skills in Psychology: 11
- Voluntary Research Assistants: 6

Bachelor-level work groups, Tilburg University

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| 2017-2021 | • Introduction to Psychology and History of Psychology (Dutch) |
| 2017-2018 | • Attitudes and Advertising (English) |
| 2018 | • Economic Psychology (English) |
| 2019-2020 | • Social Psychology (Dutch) |
| 2021 | • Cultural Psychology (Dutch) |

Guest lectures, Tilburg University

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| 2020 | • Consumer Behavior - Greedy market behavior |
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Tutor/Teacher, De Bijlespartner, 12 hours/month

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| 2016 - 2017 | • Crash courses in Mathematics and Microeconomics for groups up to 20 students |
| | • Development of teaching materials |

Teacher's Assistant, Amsterdam University College, 8 hours/week

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| 2013 | • Masterclass in Economics: Market failures, Institutions and Economic Policy |
| | • Led by prof. C. Teulings, former director of Netherlands Bureau for Economic Policy Analysis |

Work Experience

Strategy Internship, Lendahand, four months, full time

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| 2017 | • A mesofinance crowdfunding internet platform for projects in developing countries |
| | • Development and coordination of the international roll-out strategy |

Treasurer Master Career Club Economics, Association Sefa, 5 hours/week

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| 2015 - 2016 | • Aiming to improve social cohesion and prepare Economics' students for their careers |
| | • Student and alumni event 'ASE Next!' with the Amsterdam School of Economics |

Research Internship, Center for Nonlinear Dynamics in Economics and Finance, University of Amsterdam, one month, full time

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| 2012 | • Development of a reinforcement learning model for my Bachelor thesis |
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Summer Internship, Futureconsult, Amsterdam, two months, full-time

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| 2011 | • Future scenarios for strategy, vision and mission development |
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Extracurricular Activities

Volunteering experiences

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| 2018 - present | • Helpline volunteer and coordinator, and board general member, WEET |
| 2018 - 2020 | • Leading group sessions, de Bascule (Child and Adolescence Psychiatry), Ixta Noa |
| 2017 - present | • Online mental health coach, Ixta Noa |
| 2016 - present | • Citizen CPR, Nederlandse Hartstichting |
| 2011 - present | • First and emergency aid (team captain) and basic safety instructor for women from challenging socio-economic backgrounds, The Dutch Red Cross |
| 2009 | • Teaching English to slum children, PURE! for kids, Cambodia |

Consulting experiences (*selection*)

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| 2016 | • Pop-up consultancy program for talented students, Orange ASEAN, Malaysia |
| 2016 | • Masterclass Advisory by prof. A. Rinnooy Kan and Boston Consulting Group |
| 2012 - 2015 | • Consultant and director at a student-run, non-profit, strategy consultancy firm, De Kleine Consultant Amsterdam |

Skills and interests

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| Languages: | Dutch (native), English (fluent) and Spanish (adequate) |
| Interests: | Writing poetry, theater/musical, first aid and traveling |