

**Mirre Stallen, PhD**

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**Current employment**

**Leiden University, the Netherlands** **2017-present**

*Assistant Professor, Institute of Psychology*

Investigating how poverty impacts the psychological processes underlying decision-making

**Amsterdam University of Applied Sciences, the Netherlands** **2017-present**

*Senior Researcher, Poverty Interventions*

Integrating scientific insights with practice to develop effective poverty interventions

**Past employment**

**Stanford University, CA, USA** **2015-2017**

*Postdoctoral fellow, Psychology*

Studied the role of affect in financial decision-making, Principal Investigator (PI): Prof. Brian Knutson

**Donders Institute for Brain, Cognition and Behaviour, the Netherlands** **2013-2015**

*Postdoctoral fellow, Decision Neuroscience*

Explored how neuroscience can play a role in shaping public policy, PI: Prof. Alan Sanfey

**University of Amsterdam, the Netherlands** **2006-2007**

*Research assistant*

Studied the effect of social ties on cooperation in public goods games, PI: Prof. Richard Ridderinkhof

**Education**

**Stanford Graduate School of Business, CA, USA** **2016**

*Ignite graduate*

Academic program that teaches innovators to develop and commercialize start-ups

**Erasmus University Rotterdam, the Netherlands** **2007-2013**

*PhD doctoral candidate, Rotterdam School of Management,*

Thesis: Social context effects on decision-making: A neurobiological approach, PI: Prof. Ale Smidts

**University of Amsterdam, the Netherlands** **2001-2006**

*MSc in Cognitive Science, with distinction (cum Laude)*

*BA in Biomedical science with minor in Psychology, with distinction (cum Laude)*

Research internship at University of California, Davis, USA, PI: Prof. Jennifer Beer

Research internship at University of Amsterdam, PI: Prof. Eric-Jan Wagenmakers

**University of Amsterdam, the Netherlands** **2000-2001**

*Propedeuse Cultural Anthropology*

## **Publications**

Huijsmans, I., Ma, I., Micheli, L., Civai, C., **Stallen, M.**, & Sanfey, A.G (2019). A scarcity mindset alters neural processes underlying consumer decision making. *Proceedings of the National Academy of Sciences of the United States*, 116 (24), 11699-11704.

Van Dam., R., Kruithof, M., & **Stallen, M.** (2019). Budgettraining voor mensen met een licht verstandelijke beperking. *Sociaal Bestek*, 1, 17-19.

**Stallen, M.**, Rossi, F., Heijne, A., Smidts, A., de Dreu, C.K.W. & Sanfey, A.G. (2018). Neurobiological mechanisms of responding to injustice. *The Journal of Neuroscience*, 38(12), 2944-2954.

**Stallen, M.**, A., Smidts, A., de Dreu, C.K.W. & Sanfey, A.G. (2018). Author's response to Eye for an eye: Neural correlates of the preference for punishment-based justice. *The Journal of Neuroscience*, 38(35), 7559-7561.

Knutson B., & **Stallen, M.** How can affect influence choice? *The Nature of Emotions*, 2<sup>nd</sup> edition (2018). In Fox, A. S., Lapate, R. C., Shackman, A. J. & Davidson, R. J. (Eds.) (pp. 339-342), *The nature of emotion. Fundamental questions* (2nd edition). New York: Oxford University Press.

**Stallen, M.** (2018). Het effect van armoede op het kinderebrein. In Geuns, R., Desain, L., & van der Weijden, R (Eds), *Hulp bij armoede: Bouwstenen voor effectieve hulpverlening bij armoede en schulden*, (31-37). Houten, the Netherlands: Bohn, Stafleu, van Loghum

Madern, T., & **Stallen, M.** (2018). Tijd om het gat te dichtten: Wetenschappelijke kennis in de uitvoeringspraktijk. *Tijdschrift voor Schuldsanering*, 3, 12-15.

Kruithof, M., **Stallen, M.**, Schonewille, G., & Weijers, M. (2018). Direct online hulp bij schulden: Online platform in de maak voor vragen over schulden en om slim door te verwijzen. *Sociaal Bestek*, 4, 42-44.

**Stallen, M.** Griffioen, N. & Sanfey, A.G. (2017) Why are we not more selfish? What the study of brain and behavior can tell us. *Frontiers for Young Minds*, 5:47.

Sanfey, A.G. & **Stallen, M.** (2016). Neurosciences Contribution to Judgment and Decision-Making: Opportunities and Limitations. *Wiley Blackwell Handbook of Judgment and Decision Making*.

**Stallen, M.** & Sanfey, A.G. (2015). Cooperation in the brain: Neuroscientific contributions to theory and policy. *Current Opinion in Behavioral Sciences*, 3, 117-121.

**Stallen, M.** & Sanfey, A.G. (2015). The neuroscience of social conformity: Implications for fundamental and applied research. *Frontiers in Neuroscience*, 9:337.

Sanfey A.G., **Stallen, M.** & Chang, L. (2014). Norms and expectations in social decision-making. *Trends in Cognitive Sciences*, 18, 172-174.

Smidts, A., Hsu, M., Sanfey, A.G., Boksem, M.A.S., Ebstein, R.B., Huettel, S.A., Kable, J.W., Karmarkar, U.R., Kitayama, S., Knutson, B., Liberzon, I., Lohrenz, T., **Stallen, M.** & Yoon, C. (2014). Advancing Consumer Neuroscience, *Marketing Letters*, 25, 257-267.

**Stallen, M.** & Sanfey, A.G. (2013). The cooperative brain. *The Neuroscientist*, 19, 292-303.

**Stallen, M.**, Smidts, A. & Sanfey, A.G. (2013). Peer influence: Behavioral and neuroimaging studies of in-group conformity. *Frontiers in Human Neuroscience*, 7:50.

Fairley, K., **Stallen, M.** & Sent, E.M. (2013). The power of social norms (Dutch title: De kracht van sociale normen). *Economisch Statistische Berichten*, 98, 27-31.

**Stallen, M.**, de Dreu, C., Shalvi, S., Smidts, A. & Sanfey, A.G. (2012). The herding hormone: Oxytocin stimulates in-group conformity. *Psychological Science*, 23, 1288-1292.

Fahrenfort, J.J., van Winden, F., Pelloux, B., **Stallen, M.** & Ridderinkhof, K.R. (2012). Neural correlates of dynamically evolving interpersonal ties predict prosocial behavior. *Frontiers in Neuroscience*, 6:28.

**Stallen, M.** & Sanfey, A.G. Neuroeconomics and Game Theory. (2011). *Wiley Encyclopedia of Operations and Management Science*.

**Stallen, M.**, Smidts, A., Rijpkema, M., Smit, G., Klucharev, V.A. & Fernandez, G. (2010). Celebrities and shoes on the female brain: The neural correlates of product processing in the context of fame. *Journal of Economic Psychology*, 31, 802-811.

Ridderinkhof, K.R., & **Stallen, M.** (2010). Happiness as a medicine against aging (Dutch title: Vrolijkheid als remedie tegen veroudering). In N. Lazerom & R. Van Dinteren (Eds.) *Brein@Work: Breinkennis voor Organisaties*, 161-171.

Van Winden, F., **Stallen, M.** & Ridderinkhof, K.R. (2008). On the nature, modeling and neural bases of social ties. In D.E. Houser & K.A. McCabe (Eds.), *Neuroeconomics*, 20, 125-159.

Beer, J.S., **Stallen, M.**, Lombardo, M.V., Gonsalkorale, K., Cunningham, W.A. & Sherman, J.W. (2008). The Quadruple Process Model approach to examining the neural underpinnings of prejudice. *Neuroimage*, 43(4), 775-783.

**Stallen, M.** & Ridderinkhof, K.R.. (2007). Happiness as a medicine against aging (Dutch title: Vrolijkheid als remedie tegen veroudering). In W.G., van Aken, K.R. Ridderinkhof, F.R.J. Verhey, & M. Evenblij (Eds.), *Cahier Bio-Wetenschappen en Maatschappij: Vergrijzend brein: wat ouder wordende hersenen met cognitieve vermogens doen*.

**Stallen, M.** & Ridderinkhof, K.R. (2007). Diagnostic measures (Dutch title: Diagnostische technieken). In W.G., van Aken, K.R. Ridderinkhof, F.R.J. Verhey, & M. Evenblij (Eds.), *Cahier Bio-Wetenschappen en Maatschappij: Vergrijzend brein: wat ouder wordende hersenen met cognitieve vermogens doen*.

## **Reports**

Tonnon, S., Madern, T., Kruithof, M., **Stallen, M.** van der Laan, J., Jungmann, N., van Geuns, R., van Dijk, W.W. (2018). Kennis in uitvoering: Een verkenning van de kennis die professionals gebruiken in de uitvoering van de schuldhulpverlening en de mate waarin die kennis berust op wetenschappelijke bewijsvoering. Projectleider: **M. Stallen**.

## **Teaching**

### **Leiden University, the Netherlands**

Perspective on Career Planning	2018-2019
Co-promoter PhD student ( <i>Hanneke Goosen</i> )	2017-current
Workgroup Economic and Consumer Psychology	
Supervisor Master theses and internships	
Supervisor Bachelor theses	
Academic Skills	2017-2018

### **Amsterdam University of Applied Sciences, the Netherlands**

Methods of Poverty Alleviation	2019
Postdoctoral master for social workers in the field of poverty alleviation	
Guest lecturer Minor Poverty Interventions	2018
Master class Urban Management	

### **University of Amsterdam, the Netherlands**

Guest lecturer Social Neuroscience class	2018,2019
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### **Stanford University, CA, USA**

Guest lecturer Brain and Decision class	2016
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### **Erasmus University Rotterdam, the Netherlands**

Supervisor Master theses	2008-2013
Supervisor Bachelor theses	
Lecturer Neuroeconomics minor	

### **University of Amsterdam, the Netherlands**

Introductory course in Psychology	2005,2007
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## **Grants, prizes, and honors**

### **Dutch Ministry of Social Affairs and Employment (SZW) (PI)**

Grant to implement interventions to combat poverty, in collaboration with the Amsterdam University of Applied Sciences, Leiden University, National Institute for Family Finance Information (NIBUD), software company Guardians and Behavioral Insights Team NL (€346.783)	2017
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### **The Netherlands Organisation for Health Research and Development (ZonMW) (PI)**

Grant to investigate the gap between professional knowledge and the latest scientific insights on poverty alleviation, in collaboration with the Amsterdam University of Applied Sciences, Leiden University, and University of Applied Sciences Utrecht (€47.780)	2017
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### **Dutch Ministry of Social Affairs and Employment (SZW) (co-author)**

Grant to implement interventions to combat poverty, in collaboration with the Amsterdam University of Applied Sciences and Dutch housing corporations De Key and Rochdale (€315.391)	2015
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<b>Society of Neuroeconomics</b>	<b>2014</b>
John Dickhaut Memorial Postdoctoral Travel Grant	
<b>Erasmus University Rotterdam</b>	<b>2010</b>
Honorary mention PhD of the Year	
<b>Vereniging Trustfonds Erasmus University Rotterdam</b>	<b>2010</b>
Scholarship to fund research visit to University of Arizona, Tucson	
<b>Dutch Organisation for Scientific Research (NWO)</b>	<b>2007</b>
Cognitive Science Pilot Project grant	
<b>University of Amsterdam</b>	<b>2006</b>
Master thesis award nomination	
<b>Dutch private foundations</b>	<b>2006</b>
Scholarships to fund Research Master internship at the University of California, Davis	
Funds: Dutch Brain association, Foundation of the Vrijvrouwe van Renswoude, Dr. Hendrik Müller's Vaderlandsch foundation	

## Talks

<b>Leiden University, Leiden, the Netherlands</b>	<b>2019</b>
Think tank about energy poverty for honor students	
<b>Tilburg University, Tilburg, the Netherlands</b>	<b>2019</b>
Workshop on determinants and consequences of poverty	
<b>Leiden Institute for Brain and Cognition (LIBC), Leiden, the Netherlands</b>	<b>2019</b>
Annual LIBC Member day	
<b>Association for Psychological Science, San Francisco, USA</b>	<b>2018</b>
Annual Convention	
<b>University of Applied Sciences Amsterdam, the Netherlands</b>	<b>2018</b>
Conference on the impact of Universities of Applied Sciences	
<b>Vitznau, Switzerland</b>	<b>2017</b>
4 <sup>th</sup> Lake Lucerne Neurofinance conference	
<b>Society for Neuroeconomics, Toronto, Canada</b>	<b>2017</b>
Annual Meeting	
<b>Association for Social Psychologists (ASPO) conference, Amsterdam, the Netherlands</b>	<b>2017</b>
Annual Meeting	
<b>Stanford University, CA, USA</b>	<b>2015</b>
Affective Science seminar, Psychology department	
<b>Max Planck Institute for Human Cognitive and Brain Sciences, Leipzig, Germany</b>	<b>2014</b>
Social Neuroscience lab of Prof. Tania Singer	
<b>European Association of Social Psychology (EASP), UvA, the Netherlands</b>	<b>2014</b>
General Meeting	
<b>Subjective Probability, Utility and Decision Making conference (SPUDM), University of Navarra, Barcelona, Spain</b>	<b>2013</b>
Annual Meeting	
<b>9<sup>th</sup> Invitational Choice Symposium, Noordwijk, The Netherlands</b>	<b>2013</b>

### *Mirre Stallen - CV*

Talk and discussion about consumer neuroscience	
<b>Society for Neuroeconomics, Miami, Florida, USA</b>	<b>2012</b>
Annual Meeting	
<b>NeuroPsychoEconomics Conference, Rotterdam, The Netherlands</b>	<b>2012</b>
Annual Meeting	
<b>Social and Affective Neuroscience Society Conference, New York City, USA</b>	<b>2012</b>
Annual Meeting	
<b>NeuroPsychoEconomics Conference, Copenhagen, Denmark</b>	<b>2010</b>
Annual Meeting	

### **Symposia organized**

30 <sup>th</sup> Association for Psychological Science Annual Convention, San Francisco, USA	<b>2018</b>
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### **Invited talks and workshops for non-academic audiences**

<b>Nibud conference, Utrecht, the Netherlands</b>	<b>2019</b>
Workshop about the development of an online platform for questions about finances and debts	
<b>De Balie, Amsterdam, the Netherlands</b>	<b>2019</b>
Panel conversation with the Amsterdam city council member on poverty and education	
<b>Municipality of Amsterdam, Amsterdam, the Netherlands</b>	<b>2019</b>
Talk on the impact of poverty on brain development	
<b>Municipality of Utrecht, Utrecht, the Netherlands</b>	<b>2019</b>
Workshop on the impact of poverty on brain development	
<b>Meeting for volunteers active in debt support (CCIV), Bussum, the Netherlands</b>	<b>2019</b>
Talk on the impact of poverty on brain and behavior	
<b>Conference 'De Aanpak van Problematische Schulden', Utrecht, the Netherlands</b>	<b>2018</b>
Talk on the effects of poverty on cognitive functioning and brain development	
<b>Expert meeting on illiteracy, Stichting Lezen &amp; Schrijven, The Hague, the Netherlands</b>	<b>2018</b>
Talk on the effects of poverty on cognitive functioning and brain development	
<b>Expert meeting on Universal Basic Income, Dutch Women's Lobby, The Hague, The Netherlands</b>	<b>2018</b>
Workshop on the impact of poverty on brain development	
<b>Nibud conference, Utrecht, the Netherlands</b>	<b>2018</b>
Workshop on the impact of poverty on brain development	
<b>Conference Behavioural Insights Team, Dutch government, The Hague, The Netherlands</b>	<b>2017</b>
Workshop on the impact of poverty on brain development	
<b>Conference Poverty Interventions, Amsterdam University of Applied Sciences, the Netherlands</b>	<b>2017</b>
Workshop on financial problems among Dutch youth	
<b>Dutch government, The Hague, The Netherlands</b>	<b>2014</b>
Talk on how fMRI can and cannot contribute to developing policy campaigns	
<b>Conference Poverty Intervention, Amsterdam University of Applied Sciences, the Netherlands</b>	<b>2014</b>
Talk on the effect of scarcity on decision-making	
<b>Conference DIVOSA Utrecht, The Netherlands</b>	<b>2014</b>
Workshop on behavioral change for managers working in social services	
<b>Conference Knowledge platform Work and Income (KWI), Utrecht, The Netherlands</b>	<b>2014</b>
Workshop on behavioral change for managers working in social services	

<b>Future for Life, Radboud University, The Netherlands</b>	<b>2014</b>
Masterclass on the brain for minority children from disadvantaged areas	
<b>Bellevue Theater, Amsterdam, The Netherlands</b>	<b>2013</b>
Q&A about hormone oxytocin at Theatre show 'Oxytocin'	
<b>Conference, Dutch foundation for Scientific Research on Commercial Communication (SWOCC), Amsterdam, The Netherlands</b>	<b>2013</b>
Talk on consumer decision-making and the brain	
<b>Stadsschouwburg (city theatre), Rotterdam, The Netherlands</b>	<b>2013</b>
Talk for being selected as PhD defense of the month	
<b>Film &amp; Science Festival, Institut Français, Science center NEMO, Amsterdam, The Netherlands</b>	<b>2012</b>
Talk about the neural underpinnings of consumer decision-making	

## Reviewer for

<b>Academic articles</b>	<b>2009-current</b>
Nature Human Behavior, Psychological Science; Social, Cognitive and Affective Neuroscience; The Journal of Neuroscience; NeuroImage, European Journal of Neuroscience; PloS One; Journal of Economic Psychology, Acta Psychologica, Cognitive and Affective and Behavioral Neuroscience, Journal of Cognitive Neuroscience, Neuron, The Journal of Financial Economics	
<b>Conference submissions</b>	<b>2018</b>
Annual convention of Association for Psychological Science 2018	
<b>Grant proposals</b>	<b>2017</b>
The Netherlands Organisation for Health Research and Development (ZonMW)	

## Media interviews & research coverage

<b>Online Blogs &amp; Op-eds</b>	
Socialevraagstukken.nl: Dutch online platform for discussion about societal issues	<b>2013-2019</b>
Grip op je knip: voor mensen met schulden en een licht verstandelijke beperking	
Straffen schenkt voldoening, en kan leerzaam zijn	
Inkomensvoorzieningen zijn voor veel armen te gecompliceerd	
Scholieren belonen met een zeilcruise van 8000 euro, dat kan handiger	
Conformisme is een handig beleidsinstrument	
Behavioralscientist.org - Article on Poverty and the Developing Brain	<b>2017</b>
Volkskrantbanen.nl - Biweekly blogs about the brain and consumer decision-making	<b>2007-2008</b>
<b>TV</b>	
Studio MAX live – Dutch daily news show	<b>2014</b>
Labyrint – Dutch science program	<b>2011</b>
<b>Radio</b>	
Sleutelstad FM, Science071 – Science show, The Netherlands	<b>2018</b>
BBC 1 – Science show, UK	<b>2012</b>
The Naked Scientists – Science program University of Cambridge, UK	<b>2010</b>
Evers staat op – Morning show radio 538, The Netherlands	<b>2010</b>

**Newspapers & magazines**

Erasmus University Discovery – Online platform for novel research, the Netherlands	<b>2018</b>
Psychologie – Popular science magazine, the Netherlands	<b>2018</b>
Brainpost – Online science platform, USA	<b>2018</b>
Suddeutsche Zeitung – Daily newspaper, Germany	<b>2018</b>
EOS science – Online science platform, the Netherlands	<b>2018</b>
Nederlands Dagblad – Daily newspaper, the Netherlands	<b>2018</b>
News letter Leiden University – University news letter, the Netherlands	<b>2018</b>
De Volkskrant – Daily newspaper, the Netherlands	<b>2014</b>
NRC Opinie & Debat – Daily newspaper	<b>2014</b>
Vox – University magazine, Radboud University Nijmegen, the Netherlands	<b>2011</b>
Ideas for Leaders – Online platform for business school research, the Netherlands	<b>2013</b>
B4U – Science magazine for high schools, the Netherlands	<b>2010</b>
RAAK – Magazine for event management, the Netherlands	<b>2010</b>