

Florian Heine

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Updated: September 2020
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PROFESSIONAL EXPERIENCE	Assistant Professor 09/2016 – Tilburg School of Economics and Management, Tilburg University Ref.: Patrick Kenis, P.N.Kenis@tilburguniversity.edu Research in experimental economics, behavioural economics and public management. Teaching at both graduate and undergraduate level.
	Programme Director MSc Public Governance 11/2016 – 08/2020 Tilburg Law School, Tilburg University Ref.: Maurice Adams, m.adams@tilburguniversity.edu Responsible for the organisation and administration of this interdisciplinary Master's degree programme, including curriculum development and international accreditations.
	Coordinator 09/2011 – 08/2015 Behavioral and Experimental Economics Laboratory (BEElab), Maastricht University Ref.: Martin Strobel, m.strobel@maastrichtuniversity.nl Managing the faculty's computer laboratory online recruitment system. This includes internal and external communication, as well as providing training and guidance for staff.
EDUCATION	PhD in Economics, Maastricht University 2012 – 2017 Dissertation Title: " <i>Contests for Public Goods</i> " Advisors: Arno Riedl, Martin Strobel
	Visiting PhD student , University of Nottingham School of Economics 2015
	MSc in Economic and Financial Research, Maastricht University 2010 – 2012
	BSc in Economics, University of Mannheim 2007 – 2010
	Visiting student , Université Catholique de Louvain 2009 – 2010
RESEARCH INTERESTS	Primary: Behavioural and experimental economics, public management Secondary: Public economics
PUBLICATIONS	Wang, van Witteloostuijn & Heine (2020). A Moral Theory of Public Service Motiva- tion. <i>Frontiers in Psychology</i> , 11. Heine & Strobel (2020). Reward and punishment in a team contest. <i>PloS ONE</i> , 15(9). Heine & Sefton (2018). To Tender or Not to Tender? Deliberate and Exogenous Sunk Costs in a Public Good Game. <i>Games</i> , 9(3), 41. Heine (2017). <i>Contests for public goods</i> Tilburg: Tilburg University DOI: 10.26481/dis.20170419fh

WORKING PAPERS	<p>“Let’s (not) escalate this! Intergroup leadership in a team contest” (with Arno Riedl)</p> <p>“Conflict and Migration: Mobility in Group Contests” (with Arno Riedl, Henrik Zaunbrecher)</p> <p>“Using Moral Foundations in Government Communication to Reduce Vaccine Hesitancy” (with Ennie Wolters)</p> <p>“Prosocial Risk Taking and Intergroup Competition: Evidence from a Volunteers’ Dilemma Experiment” (with Arjen van Witteloostuijn, Tse-Min Wang)</p> <p>“Identity and Group Contests” (with Usame Berk Aktas)</p>	
WORKS IN PROGRESS	<p>“Foreign Language and Communication in a Repeated Public Goods Game” (with Arjen van Witteloostuijn, Joeri van Hugten)</p> <p>“Public Goods Game Competition”</p>	
TEACHING	<p>University Teaching Qualification (BKO/UTQ) January 2019</p> <p>Master’s courses</p> <p>Master’s Thesis coordinator (for MSc Public Governance) 2017 – 2019</p> <p>Master’s Thesis Seminar (for MSc Public Governance), Coordinator, Lecturer & Tutor Spring 2020 – 2017</p> <p>Governance and Economics, Lecturer Fall 2018, 2017, 2016</p> <p>Bachelor’s courses</p> <p>Statistics for Public Governance, Coordinator, Lecturer & Tutor Spring 2020</p> <p>Institutional Economics and Political Economy, Coordinator, Lecturer & Tutor Spring 2020</p> <p>Public Economics, Coordinator, Lecturer & Tutor Fall 2020, 2019</p> <p>Introduction to Public Governance, Lecturer & Tutor Fall 2017</p> <p>Markt, overheid en middenveld (Market, State and Civil Society), Lecturer & Tutor Spring 2017</p> <p>Intermediate Microeconomics: Choices, Markets and Welfare, Tutor Fall 2016, 2015</p> <p>Economy Game, Tutor Spring 2016</p> <p>Institutions, Behaviour and Welfare, Tutor Spring 2016, 2014</p> <p>Productivity, Tutor Spring 2016</p> <p>Presentation Skills, Tutor Fall 2015</p> <p>Public Economics, Tutor Fall 2015, 2014, 2013</p> <p>Economics and Business, Tutor Fall 2015</p> <p>Writing a Review, Tutor Spring 2015</p> <p>Managerial Economics, Tutor Spring 2013</p> <p>Economic Psychology, Tutor Fall 2012</p>	
PRESENTATIONS AND WORKSHOPS	<p>European ESA Meeting 2019</p> <p>“Foreign Language use in Competition vs. Cooperation” Dijon, F <small>[slides]</small></p> <p>TIBER Symposium on Psychology and Economics 2019</p> <p>“Foreign Language use in Competition vs. Cooperation” Tilburg, NL <small>[poster]</small></p> <p>Annual conference of GfEW 2018</p> <p>“Conflict and Migration” Paderborn, D <small>[slides]</small></p> <p>6th Lindau Meeting on Economic Sciences 2017</p> <p>“Let’s (not) escalate this! Intergroup leadership in a team contest” Lindau, D <small>[slides]</small></p> <p>Contests: Theory and Evidence 2017</p> <p>“Let’s (not) escalate this! Intergroup leadership in a team contest” Norwich, UK <small>[slides]</small></p> <p>Conference Economics and Leadership 2017</p>	

	<i>“Let’s (not) escalate this! Intergroup leadership in a team contest”</i> Groningen, NL <small>[slides]</small>	2017
	International Meeting on Experimental and Behavioral Social Sciences	2017
	<i>“Let’s (not) escalate this! Intergroup leadership in a team contest”</i> Barcelona, ES <small>[slides]</small>	
	Annual conference of GfEW	2016
	<i>“Deliberate and Exogenous Sunk Costs in a Public Good Game”</i> Gießen, D <small>[slides]</small>	
	TIBER Symposium on Psychology and Economics	2016
	<i>“Deliberate and Exogenous Sunk Costs in a Public Good Game”</i> Tilburg, NL <small>[slides]</small>	
	LEE Research Seminar Series	2016
	<i>“Let’s (not) escalate this! Intergroup leadership in a team contest”</i> Prague, CZ <small>[slides]</small>	
	RES PhD Meeting	2016
	<i>“Reward and Punishment in a Team Contest”</i> London, UK <small>[poster]</small>	
	Annual conference of GfEW	2014
	<i>“Reward and Punishment in a Team Contest”</i> Passau, D <small>[slides]</small>	
	5th Thurgau Experimental Economics Meeting	2014
	<i>“Reward and Punishment in a Team Contest”</i> Stein am Rhein, CH <small>[slides]</small>	
	19th Visiting Graduate Student Workshop in Experimental Economics	2014
	Chapman University, Orange (California), USA	
	6th Italian Doctoral Workshop in Applied Economics	2013
	<i>“Reward and Punishment in a Team Contest”</i> Turin, IT <small>[slides]</small>	
GRANTS	CentERlab	2017
	Amount Funded: € 5,250 for experiments	
	Heinz Sauermann-Förderpreis zur exp. Wirtschaftsforschung	2016
	Amount Funded: € 1,000 for experiments	
	Royal Economic Society (RES) Conference Grant	2015
	Amount Funded: £ 300 for travel expenses	
	Maastricht University Graduate School of Business and Economics (GSBE): PhD Grant	2012 – 2015
	Amount Funded: € 5,000 for travel expenses and experiments	
	GSBE: International Travel Grant	2015
	Amount Funded: € 3,000	
PHD STUDENT SUPERVISION	Tse-Min Wang (with Arjen van Witteloostuijn)	2016 –
REVIEWING	Experimental Economics, Games and Economic Behavior, Journal of Economic Psychology, International Journal of Environmental Research and Public Health, Journal of Public Economic Theory, Sustainability, Mathematics, Games, Social Sciences & Humanities Open	
SKILLS	Computer: Stata, ORSEE, z-Tree, L ^A T _E X(very good), Mathematica, Matlab (good), Gauss, R (basic)	
	Languages: German (native), English, Dutch (fluent), French (good), Spanish (intermediate)	

REFERENCES

Arno Riedl

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