

Florian Heine

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PROFESSIONAL EXPERIENCE	Assistant Professor School of Business and Economics, Vrije Universiteit Amsterdam Ref.: Klarita Gërkhani, k.gerkhani@vu.nl	09/2022 –
	Assistant Professor Tilburg School of Economics and Management, Tilburg University Ref.: Patrick Kenis, P.N.Kenis@tilburguniversity.edu	09/2016 – 09/2022
EDUCATION	PhD Economics, Maastricht University Dissertation Title: “ <i>Contests for Public Goods</i> ” Advisors: Arno Riedl, Martin Strobel	2012 – 2017
	Visiting PhD Student University of Nottingham School of Economics	2015
	MSc Economic and Financial Research, Maastricht University	2010 – 2012
	BSc Economics, University of Mannheim	2007 – 2010
	Visiting Student Université Catholique de Louvain	2009 – 2010
RESEARCH INTERESTS	Primary: Behavioural and experimental economics, public management, law and economics Secondary: Public economics, microeconomic behaviour, market design	
PUBLICATIONS	Wang, Heine & van Witteloostuijn (2023). Pro-Social Risk-Taking and Intergroup Conflict A Volunteer’s Dilemma Experiment. <i>Games and Economic Behavior</i> , 140. Wang, van Witteloostuijn & Heine (2023). Morally motivated public service: an empirical examination of the moral theory of public service motivation. <i>International Public Management Journal</i> , 26(3). Heine, van Witteloostuijn & Wang (2022). Self-Sacrifice for the Common Good under Risk and Competition. <i>Journal of Public Administration Research and Theory</i> , 32(1). Heine & Wolters (2021). Using moral foundations in government communication to reduce vaccine hesitancy. <i>PLOS One</i> , 16(11). Wang, van Witteloostuijn & Heine (2020). A Moral Theory of Public Service Motivation. <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>“Salient Gender Identity and Power Imbalance in a Group Contest” (with Usame Berk Aktas)</p> <p>“Single and Multi-Winner Auctions with Performance Obligation” (with Marin Coerts)</p> <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>	
WORKS IN PROGRESS	<p>“Foreign Language and Communication in a Repeated Public Goods Game” (with Joeri van Hugten, Arjen van Witteloostuijn)</p> <p>“The Thermometer of Volunteering: Does Ambient Temperature Mediate the Volunteering Rate?” (with Arjen van Witteloostuijn)</p> <p>“Anticompetitive Behaviour by State-Owned Enterprises – Experimental Evidence and Implications for Enforcement” (with Jasper Sluijs)</p>	
ACADEMIC SERVICES	<p>Examination Board Member 11/2023 – School of Business and Economics, Vrije Universiteit Amsterdam Ref.: Karen Verduijn, karen.verduijn@vu.nl Monitoring the quality of the examination process and assessing cases of suspected fraud.</p> <p>Programme Director MSc Public Governance 11/2016 – 08/2020 Tilburg Law School, Tilburg University Ref.: Maurice Adams, m.adams@tilburguniversity.edu Organisation and administration of this interdisciplinary Master’s degree programme, including curriculum development and international accreditations.</p> <p>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.</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 2017 – 2020</p> <p>Governance and Economics, Lecturer Fall 2016 – 2018</p> <p>Bachelor’s courses</p> <p>Comparative Public Policy, Coordinator, Lecturer & Tutor Spring 2024</p> <p>Academische Vaardigheden, Tutor Fall 2023</p> <p>Advanced Research Writing, Lecturer & Tutor Fall 2023, Spring 2024</p> <p>Macroeconomic Institutions and Policies, Lecturer Spring 2022</p> <p>Public Sector Economics for ECO, Lecturer Spring 2022</p> <p>Skills: Visualizing Data and Writing for Policy Makers, Teacher Spring 2022</p> <p>Statistics for Public Governance, Coordinator, Lecturer & Tutor Spring 2020, 2021</p> <p>Institutional Economics and Political Economy, Coordinator, Lecturer & Tutor Spring 2020, 2021</p>	

Public Economics, Coordinator, Lecturer & Tutor	Fall 2019 – 2021
Introduction to Public Governance, Lecturer & Tutor	Fall 2017
Markt, overheid en middenveld (Market, State and Civil Society), Lecturer & Tutor	Spring 2017
Intermediate Microeconomics: Choices, Markets and Welfare, Tutor	Fall 2015, 2016
Economy Game, Tutor	Spring 2016
Institutions, Behaviour and Welfare, Tutor	Spring 2014, 2016
Productivity, Tutor	Spring 2016
Presentation Skills, Tutor	Fall 2015
Public Economics, Tutor	Fall 2013 – 2015
Economics and Business, Tutor	Fall 2015
Writing a Review, Tutor	Spring 2015
Managerial Economics, Tutor	Spring 2013
Economic Psychology, Tutor	Fall 2012

PRESENTATIONS	ESA World Meeting	2023
AND	<i>“Single & Multi-Winner Auctions with Performance Obligation”</i> Lyon, FR [slides]	
WORKSHOPS	IAREP-SABE 47th International Conference	2023
(Selection)	<i>“Single & Multi-Winner Auctions with Performance Obligation”</i> Nice, FR [slides]	
	European Public Choice Society	2023
	<i>“Salient Gender Identity and Power Imbalance in a Group Contest”</i> Hannover, DE	
	[slides]	
	GfeW	2022
	<i>“Social Identity and Group Contests”</i> Salzburg, AT [slides]	
	ELS Conference	2022
	<i>“Single & Multi-Winner Auctions with Performance Obligation”</i> Amsterdam, NL [slides]	
	SABE Conference	2022
	<i>“Social Identity and Group Contests”</i> Lake Tahoe, USA [slides]	
	European ESA Meeting	2019
	<i>“Foreign Language use in Competition vs. Cooperation”</i> Dijon, F [slides]	
	TIBER Symposium on Psychology and Economics	2019, 2016
	<i>“Foreign Language use in Competition vs. Cooperation”</i> [poster]	
	<i>“Deliberate and Exogenous Sunk Costs in a Public Good Game”</i> [slides] Tilburg, NL	
	GfeW	2018
	<i>“Conflict and Migration”</i> Paderborn, D [slides]	
	6th Lindau Meeting on Economic Sciences	2017
	<i>“Let’s (not) escalate this! Intergroup leadership in a team contest”</i> Lindau, D [slides]	
	Contests: Theory and Evidence	2017
	<i>“Let’s (not) escalate this! Intergroup leadership in a team contest”</i> Norwich, UK [slides]	
	Conference Economics and Leadership	2017
	<i>“Let’s (not) escalate this! Intergroup leadership in a team contest”</i> Groningen, NL [slides]	
	International Meeting on Experimental and Behavioral Social Sciences	2017
	<i>“Let’s (not) escalate this! Intergroup leadership in a team contest”</i> Barcelona, ES [slides]	
	LEE Research Seminar Series	2016
	<i>“Let’s (not) escalate this! Intergroup leadership in a team contest”</i> Prague, CZ [slides]	
	RES PhD Meeting	2016
	<i>“Reward and Punishment in a Team Contest”</i> London, UK [poster]	
	5th Thurgau Experimental Economics Meeting	2014
	<i>“Reward and Punishment in a Team Contest”</i> Stein am Rhein, CH [slides]	
	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 [slides]	

GRANTS	<p>Startersbeurs (Starting Grant) 2023-2028 Amount Funded: € 300,000 for Research</p> <p>CentERlab 2021 Amount Funded: € 3,000 for experiments</p> <p>CentERlab 2017 Amount Funded: € 5,250 for experiments</p> <p>Heinz Sauermann-Förderpreis zur exp. Wirtschaftsforschung 2016 Amount Funded: € 1,000 for experiments</p> <p>Royal Economic Society (RES) Conference Grant 2015 Amount Funded: £ 300 for travel expenses</p> <p>Maastricht University Graduate School of Business and Economics (GSBE): PhD Grant 2012 –2015 Amount Funded: € 5,000 for travel expenses and experiments</p> <p>GSBE: International Travel Grant 2015 Amount Funded: € 3,000</p>				
PHD STUDENT SUPERVISION	<p>Eve Ernst (with Arjen van Witteloostuijn, Wolf Sauter) 2022- Tse-Min Wang (with Arjen van Witteloostuijn) 2016-2021</p>				
REVIEWING	<p>Experimental Economics, Games and Economic Behavior, Frontiers in Public Health, Journal of Economic Psychology, Review of Public Personnel Administration, Journal of Economic Behavior & Organization, Frontiers in Psychology, Plos One, International Journal of Environmental Research and Public Health, Behavioral Sciences, International Review of Administrative Sciences, Sustainability, Journal of Public Economic Theory, Education Sciences, Mathematics, Games, Handuskultuur, Social Sciences & Humanities Open</p>				
SKILLS	<p>Computer: Stata, ORSEE, z-Tree, L^AT_EX, Wolfram Mathematica (very good); Matlab, oTree, HTML, R (basic)</p> <p>Languages: German (native); Dutch, English (fluent); French (good); Spanish (intermediate)</p>				
REFERENCES	<table border="0" style="width: 100%;"> <tr> <td style="vertical-align: top; width: 50%;"> <p><u>Arno Riedl</u> Professor of Public Economics Department of Economics Maastricht University P.O. Box 616 6200 MD Maastricht, The Netherlands <i>Office:</i> +31 43 3884982 <i>E-mail:</i> a.riedl@maastrichtuniversity.nl</p> </td> <td style="vertical-align: top; width: 50%;"> <p><u>Arjen van Witteloostuijn</u> Dean School of Business and Economics VU University Amsterdam De Boelelaan 1105 1081 HV Amsterdam, The Netherlands <i>Office:</i> +31 20 5985230 <i>E-mail:</i> a.van.witteloostuijn@vu.nl</p> </td> </tr> <tr> <td style="vertical-align: top;"> <p><u>Patrick Kenis</u> Full Professor Tilburg School of Economics and Management Tilburg University PO Box 90153 5000 LE Tilburg, The Netherlands <i>Office:</i> +13 13 466 2423 <i>E-mail:</i> P.N.Kenis@tilburguniversity.edu</p> </td> <td style="vertical-align: top;"> <p><u>Martin Strobel</u> Associate Professor Department of Economics Maastricht University P.O. Box 616 6200 MD Maastricht, The Netherlands <i>Office:</i> +31 43 3883646 <i>E-mail:</i> m.strobel@maastrichtuniversity.nl</p> </td> </tr> </table>	<p><u>Arno Riedl</u> Professor of Public Economics Department of Economics Maastricht University P.O. Box 616 6200 MD Maastricht, The Netherlands <i>Office:</i> +31 43 3884982 <i>E-mail:</i> a.riedl@maastrichtuniversity.nl</p>	<p><u>Arjen van Witteloostuijn</u> Dean School of Business and Economics VU University Amsterdam De Boelelaan 1105 1081 HV Amsterdam, The Netherlands <i>Office:</i> +31 20 5985230 <i>E-mail:</i> a.van.witteloostuijn@vu.nl</p>	<p><u>Patrick Kenis</u> Full Professor Tilburg School of Economics and Management Tilburg University PO Box 90153 5000 LE Tilburg, The Netherlands <i>Office:</i> +13 13 466 2423 <i>E-mail:</i> P.N.Kenis@tilburguniversity.edu</p>	<p><u>Martin Strobel</u> Associate Professor Department of Economics Maastricht University P.O. Box 616 6200 MD Maastricht, The Netherlands <i>Office:</i> +31 43 3883646 <i>E-mail:</i> m.strobel@maastrichtuniversity.nl</p>
<p><u>Arno Riedl</u> Professor of Public Economics Department of Economics Maastricht University P.O. Box 616 6200 MD Maastricht, The Netherlands <i>Office:</i> +31 43 3884982 <i>E-mail:</i> a.riedl@maastrichtuniversity.nl</p>	<p><u>Arjen van Witteloostuijn</u> Dean School of Business and Economics VU University Amsterdam De Boelelaan 1105 1081 HV Amsterdam, The Netherlands <i>Office:</i> +31 20 5985230 <i>E-mail:</i> a.van.witteloostuijn@vu.nl</p>				
<p><u>Patrick Kenis</u> Full Professor Tilburg School of Economics and Management Tilburg University PO Box 90153 5000 LE Tilburg, The Netherlands <i>Office:</i> +13 13 466 2423 <i>E-mail:</i> P.N.Kenis@tilburguniversity.edu</p>	<p><u>Martin Strobel</u> Associate Professor Department of Economics Maastricht University P.O. Box 616 6200 MD Maastricht, The Netherlands <i>Office:</i> +31 43 3883646 <i>E-mail:</i> m.strobel@maastrichtuniversity.nl</p>				