

# Marc Kaufmann

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🐦 @grand\_schemer

👤 MarcKaufmann

🌐 <https://trichotomy.xyz/>

## Employment

- 2024 – present 📌 **Associate Professor of Economics** (with tenure), Central European University  
**Director of Politics, Philosophy, Economics (PPE) Program**
- 2017 – 2024 📌 **Assistant Professor of Economics**, Central European University

## Education

- 2011 – 2017 📌 **Ph.D. in Economics, Harvard University**
- 2009 – 2011 📌 **M.Sc. Economics, Université Libre de Bruxelles**
- 2007 – 2008 📌 **M.Math., Cambridge University**
- 2004 – 2007 📌 **B.A. in Mathematics, Cambridge University**

## Publications

### Journal Articles

- 1 M. Kaufmann, P. Andre, and B. Kőszegi, “Understanding Markets with Socially Responsible Consumers,” *Quarterly Journal of Economics*, 2024.
- 2 M. Kaufmann, “Projection Bias in Effort Choices,” *Games and Economic Behavior*, vol. 135, pp. 368–393, 2022.
- 3 A. Estache and M. Kaufmann, “Theory and Evidence on the Economics of Energy Efficiency. Lessons for the Belgian Building Sector,” *Reflets et perspectives de la vie économique*, vol. 50, no. 3, pp. 133–148, 2011.

### Working Papers

- 1 F. Fallucchi and M. Kaufmann, “Narrow Bracketing in Work Choices,” 2021 (reject and resubmit at JEEA).
- 2 M. Kaufmann, J. Machado, and B. Verheyden, “Why Do Migrants Stay Unexpectedly? Misperceptions and Implications for Integration,” 2023 (revise and resubmit at JME).
- 3 L. F. Drucker and M. Kaufmann, “Excuse-Driven Present Bias,” 2022.

### Work in Progress



- 1 M. Kaufmann, M. Kornemann, and B. Kőszegi, *How secondary markets undermine social responsibility*, 2024.
- 2 M. Kaufmann and M. Köster, *Wishful Thinking: the Dynamics of Chosen Beliefs*, 2023.

## Seminars (invited talks)

- 2024 📌 **Ludwig Maximilian University (Munich)**, Microeconomic Workshop; **Aalto University**, Helsinki Graduate School of Economics; **Vienna University of Economics and Business**, Vienna Graduate School of Finance
- 2023 📌 **University of Essex**, Experimental Cluster

## Seminars (invited talks) (continued)

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- 2021  **University of Vienna**, Institute for Markets and Strategy
- 2019  **Hungarian Academy of Sciences**, Economic Institute






## Conferences and Talks

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- 2024  Young Economists Meeting 2024 (Brno); Early-Career Behavioral Economics Conference (Bonn, IZA); Behavioral-Economic-Theory-Workshop (UC Santa Barbara); Nordic Conference on Behavioral and Experimental Economics (Copenhagen)
- 2023  Nordic Conference on Behavioral and Experimental Economics (Lund); Matterhorn Symposium on Behavior, Institutions and Cooperation (Brig)
- 2022  Young Economists' Meeting (Brno); 12th International Conference of the French Association of Experimental Economics (Lyon); FUR 2022 (Ghent); ESA Bologna 2022
- 2021  Subjective Probability Utility and Decision-Making (SPUDM) Conference 2021 (online); 11th International Conference of the French Association of Experimental Economics (Dijon)
- 2020  SABE 2020 Online Conference (July 2020); 2020 ESA Global Online Around-the-Clock Conference (September 2020)
- 2019  ESA Burgundy School of Business (September 2019); 14th Nordic Conference on Behavioral and Experimental Economics, Kiel (September 2019)
- 2018  Hungarian Academy of Sciences (April 2018)

## Research Stays

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- 2024  **University of Bonn**, hosted by Botond Kőszegi (scheduled)
- 2023  **University of Bergamo**, hosted by Francesco Fallucchi
-  **briq Institute**, hosted by Botond Kőszegi
- 2022  **briq Institute**, hosted by Botond Kőszegi
- 2018  **LISER**, hosted by Bertrand Verheyden


## Refereeing

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*American Economic Review* (x3), *Econometrica*, *Economic Journal*, *European Research Council Proposal*, *Experimental Economics*, *Games and Economic Behavior* (x2), *Journal of Economic Behavior and Organization*, *Journal of Economics and Management Strategy*, *Journal of Mathematical Economics*, *Journal of the European Economic Association*, *Journal of Political Economy*, *Journal of Political Economy Microeconomics*, *Judgement and Decision Making*, *Management Science*, *Review of Economic Studies* (x2), *Review of Industrial Organization*

## Teaching

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- 2023 – 2024  **PhD Research Seminar**, PhD  
**Advanced Microeconomics** (Game Theory and Information Economics), PhD/Masters  
**Game Theory and Asymmetric Information**, Masters  
**MA Thesis Seminar**, Masters

## Teaching (continued)

- 2017 – 2023
- 📖 **Economical Thinking/7 Models (x3)**, Executive MBA
  - 📖 **Information Economics (x6)**, PhD/Masters
  - 📖 **PhD Research Seminar (x3)**, PhD
  - 📖 **Psychology and Economics (x6)**, PhD/Masters
  - 📖 **Introduction to Data Analysis in R (x4)**, PhD/Masters, MS Business Analytics
  - 📖 **Business Economics (x1)**, non-Economics Masters
  - 📖 **Equilibrium and Game Theory (x3)**, weekend class for BOOST program, Masters
  - 📖 **Business Cultures and Economics through Simulation (x1)**, Masters
  - 📖 **MA Thesis Seminar**, Masters

## PhD and Master Thesis Advising

- ongoing
- 📖 Dilnovoz Abdurazzakova, PhD Thesis at CEU
  - 📖 András Sári, PhD Thesis at CEU
  - 📖 Tatiana Voronova, MA Thesis at CEU
  - 📖 Anna Bazhenova, MA Thesis at CEU
- 2024
- 📖 Botagoz Amangeldiyeva, MA Thesis at CEU
- 2022
- 📖 Rumen Kerekov, PhD Thesis at CEU (Postdoc @ UC Dublin)
  - 📖 Chu, Jingxian, MA Thesis at CEU
- 2020
- 📖 Alisher Batmanov, MA Thesis at CEU (Economics PhD @ UC San Diego)
- 2019
- 📖 András Sári, MA Thesis at CEU
- 2018
- 📖 Asel Raiymbekova, MA Thesis at CEU

## Honors, Scholarships, and Fellowships

- 2024
- 📖 *Best Teacher Award* in CEU's MA/PhD in Economics program
  - 📖 Research Support Scheme from CEU (€4,950)
  - 📖 *Instructor of the Year Award*, Executive MBA Program
- 2023
- 📖 Research Support Scheme from CEU (€4,500)
- 2020
- 📖 Research Support Scheme from CEU (€4,984)
- 2018
- 📖 *Best Teacher Award* in CEU's MA in Economics program
- 2016
- 📖 Dissertation Completion Fellowship, Harvard University
  - 📖 Foundation of Human Behavior Research Grant (\$4,800)
  - 📖 Lab for Economic Applications and Policy Research Grant
- 2012 – 2014
- 📖 Aides Financières à la Recherche, Government of Luxembourg
- 2011
- 📖 Fulbright Scholarship

## Skills and Personal Information

- Languages
- 📖 German (fluent), English (fluent), French (fluent), Farsi (beginner, regressing), Hungarian (beginner, regressing)
- Coding
- 📖 Racket, R, (Postgre)SQL, Python; 🔄 co-creator of congame
- Scripting
- 📖 Javascript, bash, Latex, ...
- Citizenship
- 📖 Luxembourg