

Curriculum Vitae

PROF. DR. ANASTASIA DANILOV

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NATIONALITY

German, Ukrainian

RESEARCH INTERESTS

Behavioral economics, organizational economics and personnel economics:
Promotional tournaments, helping and sabotage, discrimination, incentives, organizational design, social norms

ACADEMIC EXPERIENCE

Since 04/2019	Assistant Professor (W1) Organisational Economics – Future of Work Humboldt University of Berlin
07/2014-02/2019	Postdoctoral Researcher Seminar of Corporate Development and Business Ethics University of Cologne
09/2015-04/2017	Parental leave
10/2013-06/2014	Research Assistant Seminar of Corporate Development and Business Ethics University of Cologne
02/2012-06/2012	Visiting PhD Student University of California San Diego
12/2008-09/2013	Research Assistant Seminar of Personnel Economics and Human Resource Management University of Cologne

EDUCATION

06/2014	PhD in Economics and Social Sciences (summa cum laude) University of Cologne
12/2008	Diploma in Business Administration University of Cologne Majors: Personnel economics, finance, and statistics
12/2008	CEMS Master of International Management Exchange University: Copenhagen Business School

PUBLICATIONS

Danilov, A., Irlenbusch, B., Harbring, C. (2019). 'Helping under a combination of team and tournament incentives', forthcoming *Journal of Economic Behavior & Organization*, <http://ftp.iza.org/dp12267.pdf>

Danilov, A., Sliwka, D. (2017). 'Can contracts signal social norms? Experimental evidence', *Management Science*, 63: 459-476, <http://dx.doi.org/10.1287/mnsc.2015.2336>

Danilov, A., Vogelsang, T. (2016). 'Time for helping', *Journal of the Economic Science Association*, 2: 36-47, <http://dx.doi.org/10.1007/s40881-015-0020-4>

Danilov, A., Biemann, T., Kring, T., Sliwka, D. (2013). 'The dark side of team incentives: Experimental evidence on advice quality from financial service professionals', *Journal of Economic Behavior & Organization*, 93: 266-272, <http://dx.doi.org/10.1016/j.jebo.2013.03.012>

MANUSCRIPTS UNDER REVIEW

Danilov, A., Irlenbusch, B., Rilke, R. M., Shalvi, S., Weisel, O. (2018). 'The honest leader effect – Reporting structures influence dishonesty in groups', available upon request

Danilov, A., Khalmetski, K., Sliwka, D. (2018). 'Norms and guilt', available as CESifo Working Paper No. 6999, https://www.cesifo-group.de/DocDL/cesifo1_wp6999.pdf

Danilov, A., Saccardo, S. (2017). 'Discrimination in disguise'

Danilov, A., Irlenbusch, B., Sliwka, D. (2014). 'Dynamic goal attainment – A formal model and experimental evidence', *revise and resubmit in Games and Economic Behavior*, available at <http://dx.doi.org/10.13140/RG.2.2.27437.69602>

MANUSCRIPT IN PREPARATION

'Affirmative action policies and behavior in promotional tournaments: An experiment' with Subhasish M. Chowdhury (University of Bath) and Martin Kocher (University of Vienna), manuscript in preparation

BOOK CHAPTERS

Danilov, A., Henn, A., Sliwka, D., Weckmüller, H. (2013). 'Unternehmensdatensätze verknüpfen, personenbezogene Daten schützen: Projektbeispiel Effective Leadership' in Heiko Weckmüller (Ed.), *Exzellenz im Personalmanagement* (pp. 253-262). Freiburg: Haufe Lexware Verlag

GRANTS, AWARDS AND SCHOLARSHIPS

2018	C-SEB visitors grant
2015	Winner of the Best Paper Award in Labor Economics from UniCredit & Universities Foundation (2.000€)
2015	C-SEB seedcorn grant (4.900€)
02/2006 - 12/2008	Scholarship from the Evangelisches Studienwerk Villigst

TEACHING EXPERIENCE

2018	Research Seminar Behavioral Ethics (graduate level, PhD)
2017	Lecture Business Ethics and Continental Philosophy (graduate level) Tutorial Business Ethics (undergraduate level)
2015	Business Project ‘Compliance Culture Check’ at concern GmbH (graduate level) Research Seminar Corporate Development (undergraduate level)
2014	Research Seminar Corporate Development (undergraduate level) Tutorial Advanced Business Ethics (graduate level)
2013	Tutorial Advanced Business Ethics (graduate level) Tutorial Incentives in Organizations (graduate level)
2011	Lecture International Human Resource Management (graduate level) Tutorial HR and Organizations (undergraduate level)
2010	Business Project ‘Development of HR departments as a result of company’s economic development’ at Trust Management Consulting GmbH (graduate level) Research Seminar on Empirical Studies in Human Resource Management (graduate level) Research Seminar on Field Studies in Personnel Economics (graduate level)
2009	Business Project ‘Digital HR profiles’ at GE Capital (graduate level) Research Seminar on Evaluation of HRM Instruments (graduate level) Tutorial Human Resource Management (undergraduate level)

CONFERENCES, WORKSHOPS AND INVITED SEMINARS

2019	The 1 st CoCoLab Workshop (Nice, France)
2018	The Micro and Macro Foundations of Conflict (Bath, UK), 11 th M-BEES and 4 th M-BEPS (Maastricht, Netherlands), 4 th Annual Early Career Behavioral Economics Conference (Bergen, Norway), ESA World Meeting (Berlin, Germany), Organizations and Markets Workshop in Honour of Vernon Smith (Dijon, France)
2015	Contests: Theory and Evidence Conference (Norwich, UK), Brown Bag Seminar (Department of Economics, University of Innsbruck, Austria)
2014	Spring School in Behavioral Economics (San Diego, USA), CEBID Conference “Taxation, Social Norms and Compliance” (Nuremberg, Germany), IMEBES (Oxford, UK), London Experimental Workshop at the Middlesex University (London, UK)
2013	16 th Colloquium on Personnel Economics (Tubingen, Germany), GfEW Meeting (Magdeburg, Germany)
2012	Deception, Incentives and Behavior Conference (San Diego, USA), ESA World Meeting (New York, USA), ESA North-American Meeting (Tucson, USA), XI Tilburg Symposium on Psychology and Economics (Tilburg, Netherlands)
2011	IMEBE (Barcelona, Spain), X Tilburg Symposium on Psychology and Economics (Tilburg, Netherlands), 14 th Colloquium on Personnel

- Economics (Zurich, Switzerland), 23rd Annual Conference of the European Association of Labour Economics (Pafos, Cyprus)
- 2010 ESA World Meeting (Copenhagen, Denmark), Summer School on “Incentives and Behavioral Economics” by U. Gneezy and E. Winter (Bronnbach, Germany), 5th Alhambra Experimental Workshop (Granada, Spain), 13th Colloquium on Personnel Economics (Trier, Germany)
- 2009 ESA European Meeting (Innsbruck, Austria), GfeW Meeting (Essen, Germany)

REFEREEING

Econometrica, European Economic Review, Journal of Economic Behavior & Organization

FURTHER SKILLS

Languages German (fluent), English (fluent), Russian (native), Ukrainian (native)

IT-Skills Eview, HTML, LaTeX, MS Office. Pascal, Stata, SPSS, Visual Basic, zTree

REFERENCES

Prof. Gary Charness

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Prof. Dr. Dirk Sliwka

Seminar for Personnel Economics and HRM
University of Cologne
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Prof. Dr. Martin Kocher

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and
Institute for Advanced Studies
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