

CURRICULUM VITAE
JÖRG GROSS, PH.D.

Institute of Psychology
Department of Social- and Economic Psychology
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APPOINTMENTS

since 2022	University of Zurich, Switzerland Chair for Social- and Economic Psychology Institute of Psychology
2021	Leiden University, The Netherlands Promotion to University lecturer rank 1
2016 - Present	Leiden University, The Netherlands Assistant Professor (tenured), Institute of Psychology, Department of Social, Economic and Organisational Psychology
2015-2016	University of Amsterdam, The Netherlands Postdoctoral Research Fellow Institute of Psychology / Center for Research in Experimental Economics




















EDUCATION













2011-2015	Maastricht University, The Netherlands Ph.D., Department of Economics & Department of Cognitive Neuroscience Advisors: Arno Riedl (Economics) & Rainer Goebel (Psychology)
2010	University of Frankfurt, Germany Diplom in Psychology (M.Sc. equivalent) Thesis: Neural and Behavioral Explanations for Altruistic Punishment Advisors: Sabine Windmann & Alexander Strobel








AWARDS AND GRANTS

2022	ERC Starting Grant (1.500 000€)
2018	Veni Grant of the Dutch Research Council NWO (260.000€)
2018	Best Paper Award (2 nd place, SABE/IAREP Conference, London)
2018	Leiden University Fund / Gratama Foundation Grant (25.000€)
2017	Best Paper Award (1 st place, 13 th NeuroPsychoEconomics Conference, Antwerp)
2013	SWOL Pioneer Fund (15.000€)

PUBLICATIONS

1. Lojowska, Gross, De Dreu (2022). Anticipatory threat mitigates the breakdown of group cooperation. *Psychological Science*. [FULL-TEXT](#)  
2. Li, Ma, Wang, Zhang, Li, Wang, Li, Zhang, **Gross**, De Dreu, Wang, Ma (2022). Oxytocin and the punitive hub: Dynamic spread of cooperation in human social networks. *Journal of Neuroscience*. [FULL-TEXT](#)  
3. **Gross**, De Dreu & Reddmann (2022). Shadow of conflict: How past conflict influences group cooperation and the use of punishment. *Organizational Behavior and Human Decision Processes*. [FULL-TEXT](#)   
4. De Dreu, **Gross** & Reddmann (2022). Environmental stress increases out-group aggression and intergroup conflict in humans. *Philosophical Transactions of the Royal Society B*. [FULL-TEXT](#)  
5. **Gross** & Vostroknutov (2022). Why do people follow social norms? *Current Opinion in Psychology*. [FULL-TEXT](#) 
6. Steinel, Valtcheva, **Gross**, Celse, Max, Shalvi (2022). (Dis)honesty in the face of uncertain gains or losses. *Journal of Economic Psychology*. [FULL-TEXT](#)  
7. De Dreu, Fariña, **Gross**, Romano (2022). Pro-sociality as a foundation for intergroup conflict. *Current Opinion in Psychology*. [FULL-TEXT](#) 
8. Takács, **Gross**, Testori, Letina, Kenny, Power, Wittek (2021). Networks of reliable reputations and cooperation: a review. *Philosophical Transactions of the Royal Society B*. [FULL-TEXT](#) 
9. Fariña, Rojek-Giffin, **Gross**, De Dreu (2021). Social preferences correlate with cortical thickness of the orbito-frontal cortex. *Social Cognitive and Affective Neuroscience*. [FULL-TEXT](#)  
10. **Gross**, Faber, Kappes, Nussberger, Cowen, Browning, Kahane, Savulescu, Crockett, De Dreu (2021). When helping is risky: The behavioral and neurobiological tradeoff of social and risk preferences. *Psychological Science*. [FULL-TEXT](#)  
11. De Dreu, Pliskin, Giffin, Méder & **Gross** (2021). Political games of attack and defence. *Philosophical Transactions of the Royal Society B*. [FULL-TEXT](#) 

12. **Gross & De Dreu (2021)**. Rule following mitigates collaborative cheating and facilitates the spreading of honesty within groups. *Personality and Social Psychology Bulletin*. 🔗 FULL-TEXT

13. **Gross & Böhm (2020)**. Voluntary restrictions on self-reliance increase cooperation and mitigate wealth inequality. *Proceedings of the National Academy of Sciences*. 🔗 FULL-TEXT

14. **Gross, Veistola, De Dreu & Van Dijk (2020)**. Self-reliance crowds out group cooperation and increases wealth inequality. *Nature Communications*. 🔗 FULL-TEXT

15. De Dreu, **Gross**, Fariña & Ma (2020). Group cooperation, carrying-capacity stress, and intergroup conflict. *Trends in Cognitive Sciences*. 🔗 FULL-TEXT
16. Van Dijk, De Dreu & **Gross** (2020). Power in economic games. *Current Opinion in Psychology*. 🔗 FULL-TEXT

17. **Gross & De Dreu (2019)**. Individual solutions to shared problems create a modern tragedy of the commons. *Science Advances*. (covered in the [Scientific American](#)) 🔗 FULL-TEXT

18. De Dreu & **Gross** (2019). Asymmetric conflict: Structures, strategies, and settlement. *Behavioral and Brain Sciences*. 🔗 FULL-TEXT
19. De Dreu & **Gross** (2019). Revisiting the form and function of conflict: Neurobiological, psychological and cultural mechanisms for attack and defense within and between groups. *Behavioral and Brain Sciences*. 🔗 FULL-TEXT
20. **Gross & De Dreu (2019)**. The rise and fall of cooperation through reputation and group polarization. *Nature Communications*. 🔗 FULL-TEXT

21. De Dreu & **Gross** (2019). Homo Oeconomicus with a personality – Trait-based differences in decision making. Chapter in *Handbook of Research Methods and Applications in Experimental Economics* (edited by Schramm & Ule). 🔗 WEB-LINK
22. Zhang, **Gross**, De Dreu, Ma (2019). Oxytocin promotes coordinated out-group attack during intergroup conflict in humans. *eLife*. 🔗 FULL-TEXT

23. **Gross**, Leib, Offerman, Shalvi (2018). Ethical free riding: When honest people find dishonest partners. *Psychological Science*. 🔗 FULL-TEXT

24. **Gross**, Emmerling, Vostroknutov, Sack (2018). Manipulation of pro-sociality and rule following with non-invasive brain stimulation. *Scientific Reports*. 🔗 FULL-TEXT

25. **Gross & De Dreu (2017)**. Oxytocin conditions trait-based rule adherence. *Social Cognitive and Affective Neuroscience*. 🔗 FULL-TEXT

26. De Dreu, **Gross**, Méder, Giffin, Prochazkova, Krikeb, Columbus (2016). In-group defense, out-group aggression, and coordination failures in intergroup conflict. *Proceedings of the National Academy of Sciences*. 🔗 FULL-TEXT

27. **Gross**, Méder, Okamoto-Barth, Riedl (2016). Building the Leviathan – Voluntary centralisation of punishment power sustains cooperation in humans. *Scientific Reports*. 🔗 FULL-TEXT

28. **Gross** (2015). From simple choice to social decisions: On the neurobiological and evolutionary roots of decision making. *PhD thesis*. Maastricht University. 🔗 FULL-TEXT

29. **Gross, Woelbert, Strobel (2015)**. The fox and the grapes – How physical constraints affect value-based decision making. *PLOS One*. FULL-TEXT 
30. **Strang, Gross, Schuhmann, Riedl, Weber, Sack (2015)**. Be nice if you have to – the neurobiological roots of strategic fairness. *Social Cognitive and Affective Neuroscience*. FULL-TEXT 
31. **Gross, Woelbert, Zimmermann, Okamoto-Barth, Riedl, Goebel (2014)**. Value signals in the prefrontal cortex predict individual preferences across reward categories. *The Journal of Neuroscience*. FULL-TEXT 
-  fully pre-registered
 -  open data
 -  open materials
 -  open access

CONFERENCE PRESENTATIONS

- 2022
 conference talk, 19th International Conference on Social Dilemmas, Copenhagen, Denmark
 conference talk, 64th Conference of Experimental Psychologists, University of Cologne, Germany
 Invited talk, Institute of Psychology, Frankfurt University, Germany
 invited talk, brown bag seminar, Vrije Universiteit Amsterdam, The Netherlands
 invited talk, Kurt Lewin Institute, Utrecht
- 2021
 invited talk, Amsterdam-Copenhagen Cooperation Colloquium
 invited talk, Force of Gossip Talk Series, Vrije Universiteit Amsterdam, The Netherlands
- 2019
 invited talk, Cooperative Relations Seminar, Utrecht University, The Netherlands
 invited talk, Social Psychology Seminar, University of Cologne, Germany
 conference talk, 17th FGSP Conference, Cologne, Germany
 conference talk, SPUDM Conference, Amsterdam, The Netherlands
 conference talk, IMEBESS Conference, Utrecht, The Netherlands
 conference talk, ICPS Conference, Paris, France
- 2018
 invited talk, MLSE Seminar, Maastricht University, The Netherlands
 invited talk, HASS Colloquium, Singapore University of Technology and Design, Singapore
 conference talk, SABE / IAREP Conference, London, UK
- 2017
 invited talk, FELLOW Symposium, Max-Planck Institute Bonn, Germany
 invited talk, Cooperation Lab Seminar, Vrije Universiteit Amsterdam, The Netherlands
 conference talk, 17th International Conference on Social Dilemmas, Taormina, Italy
 conference talk, 13th NeuroPsychoEconomics Conference, Antwerp, Belgium
- 2016
 conference talk, 1st Interdisciplinary Forum on Corruption, Amsterdam, The Netherlands
 conference talk, Brain & Cognition Symposium, University of Amsterdam, The Netherlands
 conference talk, 9th Behavioral & Experimental Economics Symposium, Maastricht, The Netherlands
 conference talk, NIAS-Conference on Social Decision Making, Wassenaar, The Netherlands
- 2015
 invited talk, Department of Basic Psychological Research, University of Vienna, Austria
 conference talk, 14th TIBER Symposium on Psychology and Economics, Tilburg, The Netherlands

- conference talk, 6th Meeting of the Social Dilemma Working Group, Providence, USA
- 2014 invited talk, Behavioral Economics Seminar, Bonn University, Germany
 seminar talk, Maastricht Lecture Series in Economics (MLSE), Maastricht, The Netherlands
 conference talk, 7th Behavioral & Experimental Economics Symposium, Maastricht, The Netherlands
- 2013 poster presentation, NeuroPsychoEconomics Conference, Bonn, Germany
 poster presentation, Neuroeconomics Conference, Lausanne, Switzerland
 poster presentation, 8th Conf. Human Behaviour & Evolution Assoc., Amsterdam, The Netherlands
 seminar talk, Neuroeconomics Meetings, Maastricht, The Netherlands
- 2012 invited talk, Glimcher Lab, New York University, USA
 invited talk, Center for Economics and Neuroscience, Bonn, Germany
 conference talk, 5th Behavioral & Experimental Economics Symposium, Maastricht, The Netherlands
 conference talk, Neuroeconomics Meetings, Maastricht, The Netherlands
 poster presentation, 10th Neuroeconomics Conference, Miami, USA
 poster presentation, 18th Annual Meeting – Organization for Human Brain Mapping, Beijing, China

AD-HOC REVIEWER

Proceedings of the National Academy of Sciences	Nature Communications
PNAS Nexus	Scientific Reports
PLOS One	Games & Economic Behavior
Journal of the Royal Society - Interface	The B.E. Journal of Theoretical Economics
Philosophical Transactions B	Organizational Behavior and Human Decision Processes
Social Psychological and Personality Science	Journal of Economic Behavior and Organization
Journal of Economic Psychology	European Journal of Social Psychology
Journal of Experimental Social Psychology	European Sociological Review
American Psychologist	Journal of Experimental Psychology: General
European Psychologist	Judgement and Decision Making (JDM)
Experimental Psychology	Trends in Cognitive Sciences
Journal of Personality and Social Psychology	Cognitive, Affective, and Behavioral Neuroscience
Grant reviews for the National Science Foundation (NSF), Austrian Science Foundation, Israeli Science Foundation	

TEACHING & MENTORING

Teaching in Economic Psychology / Consumer Psychology

2017-2022	Social Animals at Work <i>Master-level lecture series on psychological and economic theories of human cooperation, conflict, and corruption.</i>	Leiden University
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2016–2019	Emotions and (Ir)rationality in Economic Behavior <i>Master-level seminar on the role of emotions and cognitive biases for economic and consumer choice and its implications for markets and advertising.</i>	Leiden University
2011-2013	Economic Psychology <i>Bachelor-level seminar on decision making theories and biases (e.g. prospect theory, heuristics, judgement theories) and their role in consumer choice.</i>	Maastricht University

Teaching in Social Psychology / Organizational Psychology

2016–2018	Social Psychology in Organizations <i>Bachelor seminar applying theories of social psychology to the organizational context, covering topics like motivation, leadership, conflict, cooperation, stress, or organizational cultures.</i>	Leiden University
2016-2017	Social- and Organizational Psychology <i>First year bachelor seminar introducing topics from social and organizational psychology, covering topics like social cognition, attitudes, or collective action problems.</i>	Leiden University

Teaching in Behavioral Economics

2015-2016	Introduction to Neuroeconomics <i>Bachelor honor seminar on topics related to neuroeconomics (like subjective value signals in the brain, reward signals and its importance for learning, the neurobiological foundation of social preferences and altruism).</i>	Maastricht & Amsterdam University
2011-2013	Economy Game <i>Practical course on how to run and analyze interactive social experiments (like auction markets and social dilemmas) and write scientific reports.</i>	Maastricht University
2011-2013	Introduction to Behavioural Economics <i>Bachelor honor seminar giving an introduction to behavioral economics (covering topics like expected utility theory, prospect theory, game theory).</i>	Maastricht University

Teaching in Statistics / Methods

2009-2010	Introduction to Statistics with R <i>Seminar on the statistical computing language R.</i>	University of Frankfurt
2008-2010	Introduction to Statistics (Statistik I) <i>Student tutor for the introduction course on statistics.</i>	University of Frankfurt

2009-2010	Theory of Psychological Tests ('Testtheorie') <i>Student tutor for the seminar on psychological test theory.</i>	University of Frankfurt
2008-2010	Introduction to Experimental Psychology ('Experimental-Praktikum') <i>Student tutor supervising small groups of students in conducting and analyzing a lab-experiment and writing a scientific report.</i>	University of Frankfurt
2008	Introduction to Excel and SPSS <i>Summer course on data analysis with Microsoft Excel and SPSS.</i>	University of Frankfurt

Other teaching activities (selection)

2019	Lab-Introduction for Honor Students	Leiden University
2019/2021	Honor Class on Public Goods Dilemmas and Cooperation	Leiden University
2017/2018	Academic Skills Course <i>Introductory course to scientific writing, standards of good scientific practices, APA's ethical and formatting guidelines, and how to find and select research literature</i>	Leiden University
2016	Introduction to Neuroeconomics <i>Honor class lecture</i>	Amsterdam University
2015	Consilience in Decision Making Research <i>Honor class lecture on the synthesis of psychology, economics, and theoretical biology</i>	Maastricht University
2013	Lecture on the History of Psychology <i>Honor class lecture</i>	Maastricht University

Undergraduate and graduate supervision

Supervision of over 20 master theses (at Maastricht University, University of Amsterdam, and Leiden University), 8 bachelor theses, and one honor bachelor thesis (at Leiden University).

Co-supervision of PhD students at Leiden University.

2016-2021	Michael Giffin (defended May, 2021) <i>Thesis: Computations in the Social Brain</i>
2018-2022	Andrea Fariña <i>Topic: Neuroeconomics of social value orientation and anti-social behavior</i>
2018-2022	Lennart Reddmann <i>Topic: Investigation of asymmetric conflicts combining archival and experimental data</i>
2021-2024	Luuk Snijder <i>Topic: The effects of partner choice on inequality and cooperation</i>

MISCELLANEOUS

Additional Methodological Training

Workshop on Bayesian Modeling, University of Amsterdam, The Netherlands
Human Brain Mapping Workshop, Beijing, China
Advanced fMRI Modeling, Maastricht University, The Netherlands
Workshop on Brain Connectivity, Maastricht University, The Netherlands
Workshop on Machine Learning, Maastricht University, The Netherlands
Applied Game Theory Course, Maastricht University, The Netherlands
Course on Game Theory and Information Management, Maastricht University, The Netherlands
fMRI Spring School, Bender-Institute, University of Giessen, Germany

Additional Educational Training

Course on Delivery of Education, Leiden University Graduate School of Teaching, The Netherlands
Course on Testing and Assessment, Leiden University Graduate School of Teaching, The Netherlands
Course on Inclusive Education, Leiden University Graduate School of Teaching, The Netherlands
Course on Supervising Thesis Students, Leiden University Graduate School of Teaching, The Netherlands
How to Design a Course, Leiden University Graduate School of Teaching, The Netherlands
Introduction to Problem-Based Learning, Maastricht University, The Netherlands

Programming Knowledge

R, Python, MatLab, Objective-C, WinBUGS/JAGS
HTML/CSS, JavaScript/jQuery, PHP, SQL

Statistical Approaches

multilevel modeling, Bayesian statistics with JAGS, agent-based simulations, support-vector regressions, posterior predictive checks & permutation testing

Administrative Experience

Coordinator for building the Leiden Social Interaction Lab
Setup and maintenance of the participant recruitment-system ORSEE (www.leidenlab.nl)
Coordination of subject pool recruitment
Member of Post-Doc and PhD selection committees at Leiden University
Evaluation committee member for internal research proposals