

Dr. Jesper Armouti-Hansen

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Research Intestertest

Choice and Decision Theory, Behavioral Economics, Contract Theory, Machine Learning.

Education

Universität zu Köln

Dr. rer. pol. (Ph.D. equivalent) in Economics

Cologne, Germany

November 2015 - December 2021

- **Dissertation:** Essays on The Behavioural Foundations of Choice
- **Evaluation:** With Distinction (summa cum laude) 0,0
- **Committee:** Prof. Dr. Dirk Sliwka; Prof. Marco Mariotti, Ph.D.; Prof. Dr. Clemens Puppe; Prof. Dr. Axel Ockenfels

Johannes Gutenberg Universität Mainz

M.Sc. in International Economics and Public Policy

Mainz, Germany

October 2012 - August 2014

- **Thesis:** Bounded Rationality and Non-Standard Choices
- **GPA:** 1,6

Copenhagen Business Academy

B.A. Financial Management and Services

Copenhagen, Denmark

August 2008 - February 2012

European University of Cyprus

Erasmus Exchange Semester

Nicosia, Cyprus

January 2010 - June 2010

Work Experience

Universität Bonn, Institute for Applied Microeconomics (IAME)

Postdoctoral Researcher (Akademischer Rat)

Bonn, Germany

Since January 2022

- Research in the areas of applied microeconomics, behavioral economic theory and applied machine learning.
- Teaching of seminars on personnel and behavioral economics.
- Supervision of bachelor and master theses in the areas of personnel and behavioral economics.

Universität zu Köln, Seminar for Personnel Economics and HRM

Research and Teaching Assistant

Cologne, Germany

December 2015 - December 2021

- Research in the areas of applied microeconomics, behavioral economic theory and applied machine learning.
- Teaching of courses and seminars on personnel economics, applied microeconometrics and machine learning.
- Supervision of bachelor and master theses in the areas of personnel and behavioral economics.

AirPlus International

Intern

Neu Isenburg, Germany

December 2014 - May 2015

Danske Bank

Intern

Copenhagen, Denmark

August 2010 - January 2011

Affiliations

ECONtribute Junior Researcher

C-SEB Affiliated Member

Research

JOURNAL ARTICLES

Efficiency wages with motivated agents

Jesper Armouti-Hansen, Lea Cassar, Anna Dereky, Florian Engl

Games and Economic Behavior pp. 66–83. Elsevier, 2024

Managing anticipation and reference-dependent choice

Jesper Armouti-Hansen, Christopher Kops

Journal of Mathematical Economics p. 102988. Elsevier, 2024

Optimal contracting with endogenous project mission

Lea Cassar, Jesper Armouti-Hansen

Journal of the European Economic Association pp. 2647–2676. Oxford University Press, 2020

This or that? Sequential rationalization of indecisive choice behavior

Jesper Armouti-Hansen, Christopher Kops

Theory and Decision pp. 507–524. Springer, 2018

WORK IN PROGRESS

On the Evaluation of Economic Theories using Machine Learning Techniques

Jesper Armouti-Hansen

Centralized vs. Decentralized Selling

Jesper Armouti-Hansen, Matthias Kräkel

Teaching Experience

Graduate

- Research Module in Management and Applied Microeconomics, Instructor, University of Bonn *Winter 2022/23, 2023/24*
- Introduction to Machine Learning in Python (EEMP), Instructor, University of Cologne *Winter 2018/19, 2019/20, 2020/21*
- Economics of Incentives in Organisations, TA, University of Cologne *Summer 2016, 2020, 2021*
- Seminar on Human Resource Management, Instructor, University of Cologne *Summer 2017*
- Strategic Human Resource Management, TA, University of Cologne *Winter 2016/17, 2017/18*
- Supervision of numerous theses in the areas of personnel economics and behavioral economics

Undergraduate

- Behavioral Management Science, Instructor, University of Cologne *Summer 2017, 2018, 2019*
- Supervision of numerous theses in the areas of personnel economics and behavioral economics

Skills

Programming C++, Python (*NumPy, SciPy, Pandas, Scikit-learn, TensorFlow, Keras, etc.*), R, HTML/CSS, Stata/Mata, Shell Scripting.

General IT Linux (*Arch, Debian*), Unix (*MacOS*), Windows, Emacs, Vim, VS Code, Jupyter, \LaTeX , Markdown, Org, Microsoft Office, Git.

Languages

English Professional proficiency

German Professional proficiency

Danish Native proficiency

Refereeing

The Scandinavian Journal of Economics

Journal of Economic Behavior and Organization

References

- Prof. Dr. Dirk Sliwka** Seminar of Personnel Economics and Human Resource Management, University of Cologne
- Prof. Marco Mariotti, PhD** School of Economics and Finance, Queen Mary University of London