

JÖRG GROSS, PH.D.

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APPOINTMENTS

Present	Leiden University, The Netherlands Assistant Professor Department of Psychology, Social, Economic and Organisational Psychology
2015	University of Amsterdam, The Netherlands Postdoctoral Research Fellow Department of Psychology

EDUCATION

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

AWARDS AND GRANTS

2018	NWO Veni Grant (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 (13 th NeuroPsychoEconomics Conference, Antwerp)
2013	SWOL Pioneer Fund (15.000€)

PUBLICATIONS

1. **Gross & De Dreu** (2020). Rule following mitigates collaborative cheating and facilitates the spreading of honesty within groups. *Personality and Social Psychology Bulletin*. [🔗 FULL-TEXT](#)
2. De Dreu, **Gross**, Farina & Ma (2020). Group cooperation, carrying-capacity stress, and intergroup conflict. *Trends in Cognitive Sciences*.
3. Van Dijk, De Dreu & **Gross** (2020). Power in economic games. *Current Opinion in Psychology*. [🔗 FULL-TEXT](#)
4. **Gross & De Dreu** (2019). Individual solutions to shared problems create a modern tragedy of the commons. *Science Advances*. [🔗 FULL-TEXT](#)
5. De Dreu & **Gross** (2019). Asymmetric conflict: Structures, strategies, and settlement. *Behavioral and Brain Sciences*. [🔗 FULL-TEXT](#)
6. 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](#)
7. **Gross & De Dreu** (2019). The rise and fall of cooperation through reputation and group polarization. *Nature Communications*. [🔗 FULL-TEXT](#)
8. 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).
9. Zhang, **Gross**, De Dreu, Ma (2019). Oxytocin promotes coordinated out-group attack during intergroup conflict in humans. *eLife*. [🔗 FULL-TEXT](#)
10. **Gross**, Leib, Offerman, Shalvi (2018). Ethical free riding: When honest people find dishonest partners. *Psychological Science*. [🔗 FULL-TEXT](#)
11. **Gross**, Emmerling, Vostroknutov, Sack (2018). Manipulation of pro-sociality and rule following with non-invasive brain stimulation. *Scientific Reports*. [🔗 FULL-TEXT](#)
12. **Gross & De Dreu** (2017). Oxytocin conditions trait-based rule adherence. *Social Cognitive and Affective Neuroscience*. [🔗 FULL-TEXT](#)
13. 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](#)
14. **Gross**, Méder, Okamoto-Barth, Riedl (2016). Building the Leviathan – Voluntary centralisation of punishment power sustains cooperation in humans. *Scientific Reports*. [🔗 FULL-TEXT](#)
15. **Gross** (2015). From simple choice to social decisions: On the neuro-biological and evolutionary roots of decision making. *PhD thesis*. Maastricht University. [🔗 FULL-TEXT](#)
16. **Gross**, Woelbert, Strobel (2015). The fox and the grapes – How physical constraints affect value-based decision making. *PLOS One*. [🔗 FULL-TEXT](#)

17. 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](#)
18. **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](#)

CONFERENCE PRESENTATIONS

- 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 How to Research Corruption, Amsterdam, The Netherlands
 conference talk, Brain & Cognition Symposium: Is Sin Original?, University of Amsterdam, The Netherlands
 conference talk, 9th Behavioral and 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 and Experimental Economics Symposium, Maastricht, The Netherlands
- 2013 poster presentation, NeuroPsychoEconomics Conference, Bonn, Germany
 poster presentation, Neuroeconomics Conference, Lausanne, Switzerland
 poster presentation, 8th Conference of the Human Behaviour and Evolution Association, 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 and 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 of the Organization for Human Brain Mapping, Beijing, China

AD-HOC REVIEW

Proceedings of the National Academy of Sciences (PNAS)	Nature Communications
PLOS One	Scientific Reports
Journal of the Royal Society Interface	Games & Economic Behavior
Social Psychological and Personality Science	The B.E. Journal of Theoretical Economics
Journal of Economic Psychology	Organizational Behavior and Human Decision Processes (OBHDP)
Journal of Experimental Social Psychology	The B.E. Journal of Theoretical Economics
American Psychologist	European Journal of Social Psychology
Journal of Experimental Psychology: General	

MENTORING

Graduate Advisor

Michael Giffin

Investigating the computational and neural underpinnings of trust and ultimatum bargaining.

Andrea Fariña

Neuroeconomics of social value orientation, group formation, and anti-social behavior.

Andrea Arciniegas

Physiological markers of interindividual and intergroup conflict and reconciliation.

Lennart Reddmann

Investigating asymmetric conflicts using a multilevel approach, connecting macro-level data with laboratory experiments.

Undergraduate Advisor

Supervision of over 20 master thesis students (at Maastricht University, University of Amsterdam, and Leiden University) and 9 bachelor thesis students (at Leiden University).

TEACHING

- 2018-2019 *Emotions and (Irr)rational Behavior*
Seminar, Master level, Leiden University
- Social Animals – Theories on Cooperation, Conflict, and Corruption*
Lecture, Master level, Leiden University
- Honor Class on Public Goods Dilemmas and Cooperation*
Invited talk, Bachelor level, Leiden University
- Lab-Introduction for Honor Students*
Practical, Bachelor level, Leiden University
- 2017-2018 *Emotions and (Irr)rational Behavior*
Seminar, Master level, Leiden University
- Social Animal at Work*
Lecture, Master level, Leiden University
- Academic Skills Course*
Seminar, Bachelor level, Leiden University
- Social Psychology in Organizations*
Seminar, Bachelor level, Leiden University
- Honor Bachelor Program*
Supervision of Bachelor students, Leiden University
- 2016-2017 *International Bachelor Thesis-Program*
Seminar, Bachelor level, Leiden University
- Social Psychology in Organizations*
Seminar, Bachelor level, Leiden University
- Emotions and (Irr)rational Behavior*
Seminar, Master level, Leiden University
- Social- and Organizational Psychology*
Seminar, Bachelor level, Leiden University
- Workshop on Experimental Research on Corruption*
Contribution to the Interdisciplinary Forum on 'How to Research Corruption',
Amsterdam
- 2014-2016 *Introduction to Neuroeconomics*
Honor class lecture, University of Amsterdam
- Consilience in Decision Making Research*
Honor class lecture, Maastricht University
- 2011-2013 *Economic Psychology*
Seminar, Master level, Maastricht University
- Economy Game*
Practical, Bachelor level, Maastricht University

Introduction to Behavioural Economics
Honor class seminar, Maastricht University

Lecture on the History of Psychology
Honor class lecture, Maastricht University

2008-2010 *Introduction to Statistics with R*
Seminar, Postgraduate level, University of Frankfurt

Introduction to Statistics
Tutorial, Bachelor level, University of Frankfurt

Theory of Psychological Tests
Tutorial, Master level, University of Frankfurt

Conducting Research in Experimental Psychology
Tutorial, Bachelor level, University of Frankfurt

MISCELLANEOUS

Additional 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

fMRI Spring School, Bender-Institute, University of Giessen, Germany

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

Coordination of building the Leiden Social Interaction Lab

Setup and maintenance of the recruitment-system ORSEE (www.leidenlab.nl)

Part of Post-Doc and PhD selection committees at Leiden University

Evaluation committee member for internal research proposals