



Anna Ressi, Dr.rer.soc.oec.

Curriculum Vitae

Research Interests

Behavioral economics, experimental economics, organizational economics, gender economics, industrial organization, managerial accounting

Academic Experience and Education

- Since 2020 **Assistant Professor**, WHU–OTTO BEISHEIM SCHOOL OF MANAGEMENT, Germany.
Economics, Management and Organization
- 2018–2020 **Post-Doc**, WHU–OTTO BEISHEIM SCHOOL OF MANAGEMENT, Germany.
Chair of Organization Theory
- 2014–2018 **Doctoral Program in Accounting, Reporting and Taxation**, *University of Graz*, Austria.
- 2014–2018 **Doctoral Program in Business Administration**, *University of Graz*, Austria, *passed with distinction*.
- 2014–2018 **Research Assistant**, UNIVERSITY OF GRAZ, Austria.
Department of Organization and Economics of Institutions
- 2012–2014 **Masters of Business Administration**, *University of Graz*, Austria, *passed with distinction*.
Specialized in Organization & Economics of Institutions and Operations Research
- 2012–2013 **Teaching Assistant**, *University of Graz*, Austria.
Department of Economics
- 2010–2012 **Teaching Assistant**, *University of Graz*, Austria.
Department of Production and Logistics
- 2009–2012 **Bachelor of Economics**, *University of Graz*, Austria, *passed with distinction*.
- 2008–2011 **Bachelor of Business Administration**, *University of Graz*, Austria, *passed with distinction*.

Doctoral Thesis

Title *Implications of Other-Regarding Preferences for Governance and Organizational Design*

WHU – Otto Beisheim School of Management
Burgplatz 2, 56179 Vallendar, Germany
☎ +49 261 6509-304 • ✉ anna.ressi@whu.edu

List of Publications

Papers in English in Refereed Journals

- Jost, P.-J. and Ressi, A. (2022), What can i do for you? Optimal market segmentation in service markets. *Production and Operations Management* (ERIM STAR/ABS 4), Vol. 31(7), 2838–2852. <https://doi.org/10.1111/poms.13720>.
- Jost, P.-J., Reik, S. and Ressi, A. (2021), The Information Paradox in a Monopolist's Credence Goods Market. *International Journal of Industrial Organization* (ERIM P/ABS 3), Vol. 75, 102694. <https://doi.org/10.1016/j.ijindorg.2020.102694>.
- Ressi, A. (2020), Discussion of "The Market for Reviews: Strategic Behavior of Online Product Reviewers with Monetary Incentives", *Schmalenbach Business Review* (ABS 2), Vol. 72, 437–445. <https://doi.org/10.1007/s41464-020-00097-9>
- Kopel, M., Ressi, A. and Petrakis, E. (2019), Endogenous Scope of Firm-Union Bargaining with Vertical Pay Comparisons, *Journal of Economic Behavior and Organization* (ERIM S/ABS 3), Vol. 167, 39–52. <https://doi.org/10.1016/j.jebo2019.09.017>
- Kopel, M. and Ressi, A. (2019), Vertical Boundaries and Endogenous Intensity of Social Comparison, *Journal of Institutional and Theoretical Economics* (ABS 2), Vol. 125(2), 207–227. [10.1628/jite-2018-0018](https://doi.org/10.1628/jite-2018-0018)
- Hinterecker, H., Kopel, M. and Ressi, A. (2018), CEO Activism and Supply Chain Interactions, *Annals of Public and Cooperative Economics*, Vol. 89(1), 235–249. <https://doi.org/10.1111/apce.12195>
- Kopel, M., Lambertini, L. and Ressi, A. (2017), Capturing Direct and Cross Price Effects in a Differentiated Products Duopoly Model, *The Manchester School*, Vol. 85(3), 282–294. <https://doi.org/10.1111/manc.12146>
- Kopel, M., Pezzino, M. and Ressi, A. (2016), Location Choice and Contract Bargaining, *Managerial and Decision Economics* (ABS 2), Managerial and Decision Economics, Vol. 37(2), 140–148. <https://doi.org/10.1002/mde.2732>

Other Publications

- Niemann, R., Ressi, A. and Scheuer, T. (2020), Die Steuer aufs Steuer – Eine ökonomische Analyse des Pluralismus der österreichischen Pkw-Besteuerung, *ÖStZ*, 23(805).

Working Papers

- Reisinger, M. and Ressi, A. (2024), Outsourcing and the Trade-Off between Economies of Scale and Specialization.
- Feess, E., Jost, P.-J., and Ressi, A. (2024), Fake News and the Problem of Disregarding True Messages: Theory and Experimental Evidence.
- Nieken, P. and Ressi, A. (2023), Which Pond to Choose? The Effects of Prospective Relative Performance Information on Employee Self-Selection and Performance.

- Ressi, A., Schaupp, D., and van Pelt, V., (2023) What Do You Recommend? The Effects of Communication and Dark Personality on Misreporting in Autonomous Teams.
- Jost, P.-J., Ressi, A., and Spengler, J. (2023), We Have Always Done it That Way. Internal Innovation Competitions, Resistance to Change, and Organizational Architecture.
- Ressi, A. (2023), We Are in This Together. Or Aren't We? The Interplay of Organizational Culture, Organizational Identification, and Innovative Activities.
- Ressi, A., Osten, D., and Jost, P.-J. (2023), Us versus Them. The Effect of Political Categories on Conformity and Anticonformity.
- Antinyan, A., Aydinyan, T. H., Ressi, A., and Wasserka-Zhurakhovska, L. (2023), Discrimination in Gains and in Losses: Experimental Investigation.

Work in Progress

- Ostermaier, A., Ressi, A., Paying Forward Controls.
- Arsal, S., Momsen, K.S., and Ressi, A., An Experimental Investigation on How to Market Sustainable Products: The role of positive vs. negative externalities and accountability attributions.
- Jost, P.-J. and Ressi, A., Mass Customization with Consumer Co-Design - A Competitive Analysis.

Grants & Scholarships

- 2020 Travel subsidy by the Fritz Thyssen Foundation
- 2020 Selected for participation in the 7th Lindau Meeting on Economic Sciences (Lindau Nobel Laureate Meetings).
- 2016 René-Descartes-Preis for the best prepared discussion at the GEABA conference 2016.
- 2014 GRAWE High Potential Award, 2nd place, University of Graz.
- 2014 Award for the Masters thesis "'Governance Structures in (Global) Supply Chains"' at *SOWI im Dialog*, University of Graz.
- Performance Scholarship by the University of Graz.

Conferences Presentations

- 2024 2024 Annual MaCCI Conference, Annual Meeting of The Association of Social Sciences (Jahrestagung des Sozialwissenschaftlichen Ausschusses des Vereins für Socialpolitik) 2024, German Economic Association of Business Administration (GEABA) 2024
- 2023 13th International Conference of the French Association of Experimental Economics (ASFEE), Annual Meeting of The Association of Social Sciences (Jahrestagung des Sozialwissenschaftlichen Ausschusses des Vereins für Socialpolitik) 2023, German Economic Association of Business Administration (GEABA) 2023

- 2022 German Economic Association of Business Administration (GEABA) 2022, European Network for Experimental Accounting Research (ENEAR) 2022, Management Accounting Section Virtual Midyear Meeting (MAS) 2022
- 2019 Annual Meeting of the German Economic Association (Verein für Socialpolitik - Vfs) 2019, 9th International Conference of the French Association of Experimental Economics (ASFEE), BeDS Workshop 2019
- 2018 German Economic Association of Business Administration (GEABA) 2018
- 2017 German Economic Association of Business Administration (GEABA) 2017, European Association for Research in Industrial Economics (EARIE) Conference 2017, Society for Institutional and Organizational Economics (SIOE) Conference 2017
- 2016 German Economic Association of Business Administration (GEABA) Conference 2016, GeComplexity Conference 2016
- 2015 German Economic Association of Business Administration (GEABA) 2015
- 2014 Dynamic Models in Economics and Finance (MDEF) Conference

Invited Presentations

- 2024 **“Fake News and the Problem of Disregarding True Messages: Theory and Experimental Evidence”**, *Economics Research Seminar*, University of Münster . Germany
- 2023 **“On the interaction of prospective relative performance information and reference groups’ performance standards: Employee performance and self-selection”**, *Mercator School of Management Research Seminar*, University Duisburg-Essen. Germany
- 2019 **“Which Reference Group to Choose – Information Avoidance under Relative Performance Feedback”**, *Institute of Management Brown Bag Seminar*, Karlsruhe Institute of Technology (KIT). Germany
- 2017 **“Vertical Boundaries and the Influence of Social Comparison”**, *Research Seminar*, WHU-Otto Beisheim School of Management. Germany

Reviewing Activities

Journal of Labor Economics, International Journal of Industrial Organization, Review of Economic Design, American Accounting Association - Management Accounting Section (MAS) Conference, Annual Conference of the Verein für Socialpolitik, The Manchester School, SBR Schmalenbach Business Review, Journal of Business Economics, Games, JUMS

Academic Associations

European Economic Association, Gesellschaft für experimentelle Wirtschaftsforschung (GfeW), Verein für Socialpolitik, American Accounting Association, German Economic Association of Business Administration

WHU – Otto Beisheim School of Management

Burgplatz 2, 56179 Vallendar, Germany

☎ +49 261 6509-304 • ✉ anna.ressi@whu.edu

Teaching

- 2024 Master course "Introduction to Economics" at WHU-Otto Beisheim School of Management.
- 2023 Bachelor course "Individual Decision Making and Motivation" at WHU-Otto Beisheim School of Management.
- Since 2021 Master courses "Industrial Organization" and "Managerial Economics" at WHU-Otto Beisheim School of Management.
- 2018 Bachelor courses "Individual Decision Making and Motivation", "Interdependent Decision Making and Coordination" and "Ethical Decision Making" at WHU-Otto Beisheim School of Management.
- 2014-2017 Bachelor course "VU Management" at the University of Graz covering topics regarding Corporate Governance and Basic Game Theory.
- 2014 Courses in Business Mathematics at YOURTARGET.
- 2011-2014 Workshops "Wirtschaft macht Schule" (Business provides education) held in Secondary Schools.
- 2011-2013 Tutorial in Business Mathematics at the University of Graz.

Internal Service

- Since 2023 Member of the WHU Code of Conduct Committee
- Since 2023 "Schnupper-Vorlesung" (trial lectures) at the Open Day for potential future Bachelor students (WHU)
- Since 2022 Kira talent examiner for Bachelor admission rounds (WHU)
- Since 2022 Organization of a Yearly Management Group research seminar (WHU)
- Since 2019 Interviewer for MSc admission rounds (WHU)

Languages

Mothertongue **German**
Proficient **English**

Computer skills

Wolfram Mathematica, SPSS, MATLAB, Stata, zTree, L^AT_EX, Microsoft Office