



# Anna Ressi, Dr.rer.soc.oec.

## Curriculum Vitae

### Areas of Research Interest

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

### Past Academic Experience and Education

- 2020–now **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*

## 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*, <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*, Vol. 75, <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*, Vol. 72, 437–445.
- Kopel, M., Ressi, A. and Petrakis, E. (2019), Endogenous Scope of Firm-Union Bargaining with Vertical Pay Comparisons, *Journal of Economic Behavior and Organization*, Vol. 167, pp. 39-52, DOI: <https://doi.org/10.1016/j.jebo.2019.09.017>
- Kopel, M. and Ressi, A. (2019), Vertical Boundaries and Endogenous Intensity of Social Comparison, *Journal of Institutional and Theoretical Economics*, Vol. 125(2), pp. 207–227, DOI: 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), pp. 235-249.
- 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), pp. 282-294.
- Kopel, M., Pezzino, M. and Ressi, A. (2016), Location Choice and Contract Bargaining, *Managerial and Decision Economics*, Managerial and Decision Economics, Vol. 37(2), pp. 140-148.

### 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).

### Work in Progress

- Nieken, P. and Ressi, A., Which Peer Group to Choose? The Effects of Relative Performance Information on Employee Self-Selection and Performance.
- Ressi, A., Schaupp, D., and van Pelt, V., What Do You Recommend? The Effects of Communication and Dark Personality on Misreporting in Autonomous Teams.
- Jost, P.-J. and Ressi, A., Mass Customization with Consumer Co-Design - A Competitive Analysis.
- Feess, E., Jost, P.-J., and Ressi, A., Fake News – An experimental investigation of agents' belief updating and voting behavior in the face of a biased principal.

---

## 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

- 2022 **Presentation "What Do You Recommend? The Effects of Communication and Dark Personality on Misreporting in Autonomous Teams"**, *Management Accounting Section Virtual Midyear Meeting (MAS) 2022*.  
Virtual
- 2019 **Presentation "The Information Paradox in a Monopolist's Credence Goods Market"**, *Annual Meeting of the German Economic Association (VfS) 2019*.  
Leipzig, Germany
- 2019 **Poster Presentation "Which Reference Group to Choose – Information Avoidance under Relative Performance Feedback"**, *ASFEE Conference 2019*.  
Toulouse, France
- 2019 **Poster Presentation "Which Reference Group to Choose – Information Avoidance under Relative Performance Feedback"**, *BeDS Workshop 2019*.  
Loughborough, UK
- 2019 **Invited Presentation "Which Reference Group to Choose – Information Avoidance under Relative Performance Feedback"**, *Brown Bag Seminar 2019*.  
Karlsruhe, Germany
- 2018 **Prepared Discussion on "Don't Patronize Me: An Experiment on Rejecting Paternalistic Help"**, *GEABA Conference 2018*.  
Frankfurt, Germany
- 2017 **Presentation on "Endogenous Scope of Firm-Union Bargaining with Vertical Pay Comparisons"**, *GEABA Conference 2017*.  
Hohenheim, Germany
- 2017 **Presentation on "Endogenous Scope of Firm-Union Bargaining with Vertical Pay Comparisonss"**, *EARIE Conference 2017*.  
Maastricht, Netherlands
- 2017 **Presentation on "Vertical Boundaries and the Influence of Social Comparison"**, *SIOE Conference 2017*.  
New York, USA

- 2017 **Invited presentation on “Vertical Boundaries and the Influence of Social Comparison”**, *WHU-Otto Beisheim School of Management*.  
Vallendar, Germany
- 2016 **Presentation on “Relational Contracts with Positively Reciprocal Managers”**, *GEABA Conference 2016*.  
Basel, Switzerland
- 2016 **Prepared Discussion on “Sabotage in capital budgeting: The effects of control and honesty on investment decisions”**, *GEABA Conference 2016*.  
Basel, Switzerland
- 2016 **Presentation on “Vertical Boundaries and the Influence of Social Comparison”**, *GeComplexity Conference 2016*.  
Crete, Greece
- 2015 **Presentation on “Social Comparison Costs under Vertical Separation”**, *Mini Graduate Workshop*.  
Graz, Austria
- 2015 **Prepared Discussion on “Price Signaling when Product Quality is Uncertain - A Model with Consumer Inequity Aversion”**, *GEABA Conference 2015*.  
Hamburg, Germany
- 2014 **Presentation on “Strategic Delegation, Bargaining and Location Choice”**, *MDEF Conference*.  
Urbino, Italy
- 2014 **Presentation on “Governance Structures in (Global) Supply Chains”**, *Faculty Day of the School of Business, Economics and Social Sciences*.  
Graz, Austria

## Refereeing

The Manchester School, SBR Schmalenbach Business Review, Journal of Business Economics, Games, JUMS

## Academic Associations

Gesellschaft für experimentelle Wirtschaftsforschung (GfeW), Verein für Socialpolitik

## Teaching

- 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.

## Languages

Mothertongue **German**

Proficient **English**