



# 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*

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## 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

- Niekens, P. and Ressi, A., 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., What Do You Recommend? The Effects of Communication and Dark Personality on Misreporting in Autonomous Teams.
- Jost, P.-J., Ressi, A., and Spengler, J., We Have Always Done it That Way. Internal Innovation Competitions, Resistance to Change, and Organizational Architecture.

- Ressi, 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., Us versus Them. The Effect of Political Categories on Conformity and Anticonformity.
- Antinyan, A., Aydinyan, T. H., Ressi, A., and Wasserka-Zhurakhovska, L., Discrimination in Gains and in Losses: Experimental Investigation.

### Work in Progress

- 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

- 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
- 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

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## Reviewing Activities

Journal of Labor Economics, International Journal of Industrial Organization, Review of Economic Design, The Manchester School, SBR Schmalenbach Business Review, Journal of Business Economics, Games, JUMS

## Academic Associations

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

## Teaching

- 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
- 2023 "Schnupper-Vorlesung" (trial lecture) 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<sup>A</sup>T<sub>E</sub>X, Microsoft Office