

CV

JÖRG GROSS, PH.D.

Chair of Social and Economic Psychology

Department of Psychology
University of Zurich (UZH)
Zurich, Switzerland

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APPOINTMENTS

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| since 2022 | Chair of Social and Economic Psychology
University of Zurich (UZH), Switzerland
Department of Psychology |
| 2016-2022 | Assistant Professor
Leiden University, The Netherlands
Department of Social, Economic and Organisational Psychology
Institute of Psychology
Received tenure in 2021
Promotion to lecturer rank 1 in 2022 |
| 2015-2016 | Postdoctoral Research Fellow
University of Amsterdam, The Netherlands
Institute of Psychology / Center for Research in Experimental Economics |













































EDUCATION

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| 2011-2015 | PhD
Maastricht University, The Netherlands
Department of Economics & Department of Cognitive Neuroscience
Advisors: Arno Riedl (Economics) & Rainer Goebel (Psychology) |
| 2010 | Diplom in Psychology (M.Sc. equivalent)
University of Frankfurt, Germany
Thesis: Neural and Behavioral Explanations for Altruistic Punishment
Advisors: Sabine Windmann & Alexander Strobel |

AWARDS AND GRANTS

- 2022 ERC Starting Grant (1.600 000€)
- 2018 Veni Grant of the Dutch Research Council NWO (260.000€)
- 2018 Best Paper Award (2nd place, SABE/IAREP Conference, London)
- 2018 Leiden University Fund / Gratama Foundation Grant (25.000€)
- 2017 Best Paper Award (1st place, 13th NeuroPsychoEconomics Conference, Antwerp)
- 2013 SWOL Pioneer Fund (15.000€)

PUBLICATIONS

1. Snijder, **Gross** & De Dreu (2025). How defense rhetoric escalates intergroup conflict. *iScience*.  FULL-TEXT    
2. **Gross**, Graf & Rossetti (2025). The hidden costs of human cooperation. *Trends in Cognitive Sciences*.  FULL-TEXT 
3. Reher, Götz & **Gross** (2025). Blind spots: The (social) factors of willful ignorance. *Current Opinion in Psychology*.  FULL-TEXT 
4. **Gross**, Götz & Ullrich (2025). Why do people oppose new rules? Policy change, norm change, and public outrage. *Current Opinion in Psychology*.  FULL-TEXT 
5. **Gross**, Götz, Reher & Toscano (2025). Free mobility across group boundaries promotes intergroup cooperation. *Communications Psychology*.  FULL-TEXT    
6. Cavaliere, Yang, De Dreu, **Gross** (2024). Cooperation and social organization depend on weighing private and public reputations. *Scientific Reports*.  FULL-TEXT   
7. **Gross**, Méder, Romano & De Dreu (2024). Indirect reciprocity can foster large-scale cooperation (Letter). *Proceedings of the National Academy of Sciences (PNAS)*.  FULL-TEXT
8. Romano, **Gross** & De Dreu (2024). The nasty neighbor effect in humans. *Science Advances*.  FULL-TEXT    
9. Snijder, Stallen & **Gross** (2024). Decision-makers self-servingly navigate the equality-efficiency trade-off of free partner choice in social dilemmas among unequals. *Journal of Economic Psychology*.  FULL-TEXT    
10. Snijder, **Gross**, Stallen & De Dreu (2024). Prosocial preferences can escalate intergroup conflicts by countering selfish motivations to leave. *Nature Communications*.  FULL-TEXT    
11. De Dreu, **Gross**, Arciniegas, Hoenig, Rojek-Giffin, & Scheepers (2024). On being unpredictable and winning. *Journal of Personality and Social Psychology*.  FULL-TEXT  
12. **Gross**, Méder, De Dreu, Romano, Molenmaker & Hoenig (2023). The evolution of universal cooperation. *Science Advances*.  FULL-TEXT    

13. Stallen, Snijder, **Gross**, Hilbert & De Dreu (2023). Partner choice and cooperation in social dilemmas can increase resource inequality. *Nature Communications*. 🔗 FULL-TEXT
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14. De Dreu, **Gross** & Romano (2023). Group Formation and the evolution of human social organization. *Perspectives on Psychological Science*. 🔗 FULL-TEXT
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15. De Kwaadsteniet, **Gross** & Van Dijk (2023). A "More-is-Better" heuristic in anticommens dilemmas: Psychological insights from a new anticommens bargaining game. *Journal of Economic Psychology*. 🔗 FULL-TEXT
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16. Rojek-Giffin, Lebreton, Daunizeau, Fariña, **Gross** & De Dreu (2023). Learning rules of engagement for social exchange within and between groups. *Proceedings of the National Academy of Sciences (PNAS)*. 🔗 FULL-TEXT
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17. Molenmaker, **Gross**, De Kwaadsteniet, Van Dijk & De Dreu. Discriminatory punishment undermines the enforcement of group cooperation. *Scientific Reports*. 🔗 FULL-TEXT
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18. Lojowska, **Gross**, De Dreu (2023). Anticipatory threat mitigates the breakdown of group cooperation. *Psychological Science*. 🔗 FULL-TEXT
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19. Romano, **Gross**, & De Dreu (2022). Conflict misperceptions between citizens and foreigners across the globe. *PNAS Nexus*. 🔗 FULL-TEXT
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20. Li, Ma, Wang, Zhang, Li, Wang, Li, Zhang, **Gross**, De Dreu, Wang, Ma (2022). Oxytocin and the punitive hub: Dynamic spread of cooperation in human social networks. *Journal of Neuroscience*. 🔗 FULL-TEXT
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21. **Gross**, De Dreu & Reddmann (2022). Shadow of conflict: How past conflict influences group cooperation and the use of punishment. *Organizational Behavior and Human Decision Processes*. 🔗 FULL-TEXT
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22. De Dreu, **Gross** & Reddmann (2022). Environmental stress increases out-group aggression and intergroup conflict in humans. *Philosophical Transactions of the Royal Society B*. 🔗 FULL-TEXT
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23. **Gross** & Vostroknutov (2022). Why do people follow social norms? *Current Opinion in Psychology*. 🔗 FULL-TEXT
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24. Steinel, Valtcheva, **Gross**, Celse, Max, Shalvi (2022). (Dis)honesty in the face of uncertain gains or losses. *Journal of Economic Psychology*. 🔗 FULL-TEXT
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25. De Dreu, Fariña, **Gross**, Romano (2022). Pro-sociality as a foundation for intergroup conflict. *Current Opinion in Psychology*. 🔗 FULL-TEXT
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26. Takács, **Gross**, Testori, Letina, Kenny, Power, Wittek (2021). Networks of reliable reputations and cooperation: a review. *Philosophical Transactions of the Royal Society B*. 🔗 FULL-TEXT
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27. Fariña, Rojek-Giffin, **Gross**, De Dreu (2021). Social preferences correlate with cortical thickness of the orbito-frontal cortex. *Social Cognitive and Affective Neuroscience*. 🔗 FULL-TEXT
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28. **Gross**, Faber, Kappes, Nussberger, Cowen, Browning, Kahane, Savulescu, Crockett, De Dreu (2021). When helping is risky: The behavioral and neurobiological tradeoff of social and risk preferences. *Psychological Science*. 🔗 FULL-TEXT
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29. De Dreu, Pliskin, Giffin, Méder & **Gross** (2021). Political games of attack and defence. *Philosophical Transactions of the Royal Society B*. 🔗 FULL-TEXT
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30. **Gross** & De Dreu (2021). Rule following mitigates collaborative cheating and facilitates the spreading of honesty within groups. *Personality and Social Psychology Bulletin*. 🔗 FULL-TEXT
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31. **Gross** & Böhm (2020). Voluntary restrictions on self-reliance increase cooperation and mitigate wealth inequality. *Proceedings of the National Academy of Sciences (PNAS)*. 🔗 FULL-TEXT
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32. **Gross**, Veistola, De Dreu & Van Dijk (2020). Self-reliance crowds out group cooperation and increases wealth inequality. *Nature Communications*. 🔗 FULL-TEXT
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33. De Dreu, **Gross**, Fariña & Ma (2020). Group cooperation, carrying-capacity stress, and intergroup conflict. *Trends in Cognitive Sciences*. 🔗 FULL-TEXT
34. Van Dijk, De Dreu & **Gross** (2020). Power in economic games. *Current Opinion in Psychology*. 🔗 FULL-TEXT
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35. **Gross** & De Dreu (2019). Individual solutions to shared problems create a modern tragedy of the commons. *Science Advances*. (covered in the [Scientific American](#)) 🔗 FULL-TEXT
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36. De Dreu & **Gross** (2019). Asymmetric conflict: Structures, strategies, and settlement. *Behavioral and Brain Sciences*. 🔗 FULL-TEXT
37. 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
38. **Gross** & De Dreu (2019). The rise and fall of cooperation through reputation and group polarization. *Nature Communications*. 🔗 FULL-TEXT
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39. 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). 🔗 WEB-LINK
40. Zhang, **Gross**, De Dreu, Ma (2019). Oxytocin promotes coordinated out-group attack during intergroup conflict in humans. *eLife*. 🔗 FULL-TEXT
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41. **Gross**, Leib, Offerman, Shalvi (2018). Ethical free riding: When honest people find dishonest partners. *Psychological Science*. 🔗 FULL-TEXT
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42. **Gross**, Emmerling, Vostroknutov, Sack (2018). Manipulation of pro-sociality and rule following with non-invasive brain stimulation. *Scientific Reports*. 🔗 FULL-TEXT
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43. **Gross** & De Dreu (2017). Oxytocin conditions trait-based rule adherence. *Social Cognitive and Affective Neuroscience*. 🔗 FULL-TEXT
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44. 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 (PNAS)*. 🔗 FULL-TEXT
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45. **Gross**, Méder, Okamoto-Barth, Riedl (2016). Building the Leviathan – Voluntary centralisation of punishment power sustains cooperation in humans. *Scientific Reports*. 🔗 FULL-TEXT
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46. **Gross** (2015). From simple choice to social decisions: On the neurobiological and evolutionary roots of decision making. *PhD thesis*. Maastricht University. 🔗 FULL-TEXT
47. **Gross, Woelbert, Strobel** (2015). The fox and the grapes – How physical constraints affect value-based decision making. *PLoS One*. 🔗 FULL-TEXT
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48. 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
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49. **Gross, Woelbert, Zimmermann, Okamoto-Barth, Riedl, Goebel** (2014). Value signals in the prefrontal cortex predict individual preferences across reward categories. *Journal of Neuroscience*. 🔗 FULL-TEXT
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CONFERENCE PRESENTATIONS

- 2025 keynote, TeaP (Conference of Experimental Psychologists), University of Frankfurt, Germany
 invited talk, Workshop on Adaptive Interpersonal Interactions, University of Lausanne, Switzerland
 invited talk, Sociology Colloquium, Bern University, Switzerland
 invited talk, 20th Annual Research Forum, Swiss Center for Affective Sciences, University of Geneva, Switzerland
 invited talk, Anthropology Seminar Series, University of Zurich, Switzerland
 seminar talk, 1st Pro-Social Bites Colloquium, University of Zurich, Switzerland
 seminar talk, Brown Bag Series, Department of Psychology, University of Zurich, Switzerland
 public talk, Fortbildung – Gemeindezentren Zürich; «Was wissen wir über menschliche Kooperation?»
 conference talk, Workshop on Interdisciplinary Advances in Cooperation Research, University of Nottingham, United Kingdom
- 2024 keynote, 20th International Conference on Social Dilemmas, Leiden University, The Netherlands
 invited talk, CISA Annual Research Forum, Geneva, Switzerland
 conference talk, DGPs/ÖGP Congress, Vienna, Austria
- 2023 keynote, Workshop of the Center for Social and Economic Behavior (C-SEB), University of Cologne, Germany
 Inauguration lecture, University of Zurich, Switzerland
 invited talk, Max Planck Institute for Evolutionary Biology, Plön, Germany
 invited talk, Society & Choice Research Seminar, Basel University, Switzerland
 invited talk, Brown Bag Seminar, Chair of Social Psychology, LMU Munich, Germany
 invited talk, Neuroeconomics Seminar, University of Zurich, Switzerland
 invited talk, Moral Underpinnings of Political Behavior and Attitudes Workshop, Zurich, Switzerland
 conference talk, ICPS Conference, Brussels, Belgium
 conference talk, Workshop on Gossip and Reputation, Vrije Universiteit Amsterdam, The Netherlands

- 2022 Invited talk, Institute of Psychology, Frankfurt University, Germany
 invited talk, brown bag seminar, Vrije Universiteit Amsterdam, The Netherlands
 invited talk, Kurt Lewin Institute, Utrecht
 conference talk, 17th SPS SGP SSP Conference, Zurich, Switzerland
 conference talk, 19th International Conference on Social Dilemmas, Copenhagen, Denmark
 conference talk, 64th Conference of Experimental Psychologists, University of Cologne, Germany
- 2021 invited talk, Amsterdam-Copenhagen Cooperation Colloquium
 invited talk, Force of Gossip Talk Series, Vrije Universiteit Amsterdam, The Netherlands
- 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 Corruption, Amsterdam, The Netherlands
 conference talk, Brain & Cognition Symposium, University of Amsterdam, The Netherlands
 conference talk, 9th Behavioral & 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 & Experimental Economics Symposium, Maastricht, The Netherlands
- 2013 poster presentation, NeuroPsychoEconomics Conference, Bonn, Germany
 poster presentation, Neuroeconomics Conference, Lausanne, Switzerland
 poster presentation, 8th Conf. Human Behaviour & Evolution Assoc., 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 & 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 – Organization for Human Brain Mapping, Beijing, China

AD-HOC REVIEWER

Proceedings of the National Academy of Sciences	Nature Communications
Nature Human Behaviour	Scientific Reports
Nature Reviews Psychology	Games & Economic Behavior
PNAS Nexus	The B.E. Journal of Theoretical Economics
PLOS One	Organizational Behavior and Human Decision Processes
Journal of the Royal Society - Interface	Journal of Economic Behavior and Organization
Philosophical Transactions B	Journal of Comparative Economics
Social Psychological and Personality Science	European Journal of Social Psychology
Journal of Economic Psychology	European Sociological Review
Journal of Experimental Social Psychology	Journal of Experimental Psychology: General
Psychological Bulletin	Judgement and Decision Making (JDM)
American Psychologist	Trends in Cognitive Sciences
European Psychologist	Cognitive, Affective, and Behavioral Neuroscience
Experimental Psychology	Group Processes & Intergroup Relations
Journal of Personality and Social Psychology	Acta Psychologica
Communications Psychology	Social Choice and Welfare
Social Psychology	Peer Community in Registered Reports (PCI RR)
Journal of Adolescence	

Grant reviews for the National Science Foundation (NSF), Austrian Science Foundation, Israeli Science Foundation, European Research Council (ERC), internal grant programs

TEACHING & MENTORING

Teaching in Economic Psychology / Consumer Psychology

2023-	Economic- and Consumer Psychology <i>Master-level lecture series introducing basics of decision theory, game theory and behavioral economics with a particular focus on descriptive theories of human decision making and cooperation.</i>	University of Zurich
2017-2022	Social Animals at Work <i>Master-level lecture on psychological and economic theories of human cooperation, conflict, and corruption.</i>	Leiden University

2016–2019	Emotions and (Ir)rationality in Economic Behavior <i>Master-level seminar on the role of emotions and cognitive biases for economic and consumer choice and its implications for markets and advertising.</i>	Leiden University
2011-2013	Economic Psychology <i>Bachelor-level seminar on decision making theories and biases (e.g., prospect theory, heuristics, judgement theories) and their role in consumer choice.</i>	Maastricht University

Teaching in Social Psychology / Organizational Psychology

2023-	Introduction to Behavioral Ethics <i>Bachelor seminar discussing recent research on social norms, rule adherence, (dis)honesty, willful ignorance combining academic articles and real-world case studies.</i>	University of Zurich
2016–2018	Social Psychology in Organizations <i>Bachelor seminar applying theories of social psychology to the organizational context, covering topics like motivation, leadership, conflict, cooperation, stress, or organizational cultures.</i>	Leiden University
2016-2017	Social- and Organizational Psychology <i>First year bachelor seminar introducing topics from social and organizational psychology, covering topics like social cognition, attitudes, or collective action problems.</i>	Leiden University

Teaching in Behavioral Economics

2015-2016	Introduction to Neuroeconomics <i>Bachelor honor seminar on topics related to neuroeconomics (like subjective value signals in the brain, reward signals and its importance for learning, the neurobiological foundation of social preferences and altruism).</i>	Maastricht & Amsterdam University
2011-2013	Economy Game <i>Practical course on how to run and analyze interactive social experiments (like auction markets and social dilemmas) and write scientific reports.</i>	Maastricht University
2011-2013	Introduction to Behavioural Economics <i>Bachelor honor seminar giving an introduction to behavioral economics (covering fundamentals of expected utility theory, bounded rationality models, game theory).</i>	Maastricht University

Teaching in Statistics / Methods

2009-2010	Introduction to Statistics with R <i>Seminar on the statistical computing language R.</i>	University of Frankfurt
2008-2010	Introduction to Statistics (Statistik I) <i>Student tutor for the introduction course on statistics.</i>	University of Frankfurt
2009-2010	Theory of Psychological Tests ('Testtheorie') <i>Student tutor for the seminar on psychological test theory.</i>	University of Frankfurt
2008-2010	Introduction to Experimental Psychology ('Experimental-Praktikum') <i>Student tutor supervising small groups of students in conducting and analyzing a lab-experiment and writing a scientific report.</i>	University of Frankfurt
2008	Introduction to Excel and SPSS <i>Summer course on data analysis with Microsoft Excel and SPSS.</i>	University of Frankfurt

Other teaching activities (selection)

2022	Social Psychology PostDoc Workshop teacher	Cologne University
2019	Lab-Introduction for Honor Students	Leiden University
2019/2021	Honor Class on Public Goods Dilemmas and Cooperation	Leiden University
2017/2018	Academic Skills Course <i>Introductory course to scientific writing, standards of good scientific practices, APA's ethical and formatting guidelines, and how to find and select research literature</i>	Leiden University
2016	Introduction to Neuroeconomics <i>Honor class lecture</i>	Amsterdam University
2015	Consilience in Decision Making Research <i>Honor class lecture on the synthesis of psychology, economics, and theoretical biology</i>	Maastricht University
2013	Lecture on the History of Psychology <i>Honor class lecture</i>	Maastricht University

Undergraduate and graduate supervision

Supervision of over 60 master and bachelor theses (at Maastricht University, University of Amsterdam, Leiden University, and UZH).

Supervision of PhD students at the University of Zurich:

2022-2026	Filippo Toscano
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2022-2026 Katharina Reher
2025-2029 Reto Horat
2025-2029 Nicolas Brandao

Supervision of PhD students at Leiden University:

2016-2021 Michael Giffin (defended May, 2021)
Thesis: Computations in the social brain

2018-2024 Andrea Fariña (defended January, 2024)
Thesis: Preferences and beliefs in behavior and the brain

2018-2024 Lennart Reddmann (defended January, 2024)
Thesis: Peaceful alternatives to asymmetric conflict

2021-2025 Luuk Snijder (defended June, 2025)
Thesis: The social organization of human cooperation and intergroup conflict under inequality

MISCELLANEOUS

Additional Methodological 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
Course on Game Theory and Information Management, Maastricht University, The Netherlands
fMRI Spring School, Bender-Institute, University of Giessen, Germany

Additional Educational Training

Course on Delivery of Education, Leiden University Graduate School of Teaching, The Netherlands
Course on Testing and Assessment, Leiden University Graduate School of Teaching, The Netherlands
Course on Inclusive Education, Leiden University Graduate School of Teaching, The Netherlands
Course on Supervising Thesis Students, Leiden University Graduate School of Teaching, The Netherlands
How to Design a Course, Leiden University Graduate School of Teaching, The Netherlands
Introduction to Problem-Based Learning, Maastricht University, The Netherlands

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 and numerical simulations, individual-level computational modeling, support-vector regressions, posterior predictive checks & permutation testing

Administrative Services

Coordinator for building the Leiden Social Interaction Lab and Zurich Social Interaction Lab
Setup and maintenance of the participant recruitment-system ORSEE (www.leidenlab.nl)
Coordination of subject pool recruitment at Zurich and Leiden University
Member of Post-Doc and PhD selection committees at Leiden University
Member of various PhD committees at Leiden University and University of Zurich
Chair of various PhD defenses at University of Zurich
Evaluation committee member for internal research proposals (Leiden University)
Head of the task force to build a new subject pool for the Department of Psychology (University of Zurich)
PhD graduate school committee member (University of Zurich)
President of the search committee for Theoretical Philosophy (University of Zurich)
Member of the search committee for Work and Organizational Psychology (University of Zurich)
Member of the search committee for Sociology (University of Zurich)
Member of various lecturer, Post-Doc and PhD selection committees at the University of Zurich
Evaluation of internal grant proposals on the PhD and Post-Doc level (University of Zurich)