

LINDA DEZSÓ

General information

Postdoctoral Researcher
Vienna Center for Experimental Economics
University of Vienna
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[Personal website](#)
[Google scholar page](#)

Personal information

Family status: married, two children
Languages: Hungarian – native, English –
fluent, German – upper intermediate
Citizenship: Hungarian
Residency: Vienna, Austria

Education

2017 *PhD in Economic Psychology*, with distinction
University of Vienna, Faculty of Psychology
2008 – 2010 *Doctoral student* - coursework completed
University of Szeged, Department of Economics
2005 *Diploma (BSc and MSc) in Psychology*
Eötvös Loránd University (ELTE), Budapest
Specializations: Cognitive and Experimental Psychology
Decision Psychology

Academic Employment

2019 - *Postdoctoral Researcher (Hertha Firnberg Fellow)*
Vienna Center for Experimental Economics, University of Vienna
05/2018 – 12/018 *Back to Research Postdoctoral Fellow*
University of Vienna, Faculty of Psychology
2012 – 04/2018 *University Assistant*
University of Vienna, Faculty of Psychology
Maternity leaves:

- November 2016 to January 2018
- July 2012 to September 2013

2010 – 2011 *Visiting Researcher*
Carnegie Mellon University, Department of Social and Decision
Sciences
2005 – 2010 *Lecturer*
Corvinus University Budapest and Budapest Business School

Non - Academic Employment

2019 – present Consultant (pro bono)
Caritas Wien – Hospice Rennweg and Hungarian Tax Agency
2005 – 2010 Consultant
Lege Artis, Mansoon and Praca consulting companies

2004 – 2006 Research Assistant
 Trimbos Institute (Amsterdam) and Hungarian National Drug
 Prevention Institute (Budapest)

Grants, Awards, Fellowships

2022 Marie Jahoda Fellowship
 02/2019 – 01/2022 Hertha Firnberg Fellowship from the Austrian Science Fund (FWF),
 234,000 Euros
 2018 Doc Awards of 1500 Euros from the University of Vienna and City of
 Vienna
 2018 Back to Research Grant funding of 20,000 Euros
 2014/2015 Research grant (2300 Euros) from the University Vienna
 (Föderungsstipendium)
 08/2010-12/2011 Research Fellowship from Carnegie Mellon University
 08/2010 -06/2011 Fulbright Visiting Student Researcher Fellowship
 2009 ‘Talent Prize for Doctoral Students’ at University of Szeged
 2009 IAREP/SABE Summer School Scholarship
 2008 – 2010 State scholarship for doctoral students at University of Szeged
 2003 1st prize at the ELTE Students’ Scientific Scholarship Award’

Software and Programming skills

Atlas TI, LaTeX, Qualtrics, R, SPSS, Unipark

Ad hoc reviews for

Journal of Economic Psychology, Journal of Organizational Behavior, International Journal of Psychology, Oxford Economic Papers, PLOS ONE, Journal of Financial Services Marketing, Journal of Behavioral and Experimental Economics, Israel Science Foundation, Journal of Economic Behavior and Organization, American Council for Consumer Interest (ACCI), Journal for Decisions Systems, Journal of Retailing and Consumer Services

Professional associations

Society for Advances in Behavioral Economics (SABE), International Association for Research in Economic Psychology (IAREP), Vienna Behavioral Economics Network (VBEN), American Council for Consumer Interest (ACCI)

Teaching experiences

2022 – Principles of Behavioral and Experimental Economics – Bachelor’s level at the University of Vienna, Department of Economics
 2018 – present Economic Psychology – Master’s level at the University of Vienna, Department of Accounting, Innovation, and Strategy

Past:

Master thesis co-supervision; Advanced Seminar: Work, Economy, and Society; Demonstrations in Economic Psychology; Bachelor Thesis Seminar at the University of Vienna, Department of Applied Psychology:

Economic Psychology – Bachelor level at the Corvinus University, Budapest and Budapest Business School

Academic references

James Alm
Professor of Economics
Director of Public Finance Policy Program
Tulane University
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George Loewenstein
Herbert A. Simon Professor of Economics
and Psychology
Carnegie Mellon University, Social and
Decision Sciences
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Publications

In English

Dezső, L., Alm, J., and Kirchler, E. (2022) Inequitable wages and tax evasion. *Journal of Behavioral and Experimental Economics*. <https://doi.org/10.1016/j.soceec.2021.101811>

Dezső, L., Bakó B., and Neszveda G. (2021) Exploiting context-dependent preferences to protect borrowers. *Journal of Financial Services Marketing*., 1-15. <https://doi.org/10.1057/s41264-021-00124-x>

Dezső, L. and Loewenstein, G. (2019) Self-Serving invocations of shared and asymmetric history in negotiations. *European Economic Review*, 120 (November), 25-44.

Olsen, J., Kogler, C., Brandt, M., **Dezső, L.**, Kirchler, E. (2019) Are consumption taxes really disliked more than equivalent costs? Inconclusive results in the USA and no effect in the UK. *Journal of Economic Psychology*, 75, 102-145.

Bakó, B., Neszveda G., and **Dezső, L.** (2018) When Irrelevant Alternatives Do Matter: The Effect of Focusing on Loan Decisions. *Theory and Decision*, 84, 123-141.

Dezső, L., Loewenstein, G., Steinhart, J., Neszveda, G. and Szászi, B. (2015) The pernicious role of asymmetric history in negotiations. *Journal of Economic Behavior and Organization*, 116, 430-438.

Dezső, L. and Kirchler, E. (2013) Loving you from your first cents and leaving you with our debts: Money management in the household. In C. Mohiyeddini, M. Eysenck and S. Bauer (eds). *Handbook of Psychology of Emotions. Recent Theoretical Perspectives and Novel Empirical Findings*, Vol. 2, New York: Nova Publishers

Bozóki, S., **Dezső, L.**, Poesz, A., Temesi, J. (2013) Analysis of pairwise comparison matrices: An empirical research. *Annals of Operations Research*, 211(1), 511–528.

Dezső, L. and Loewenstein, G. (2012). Lenders' Blind Trust and Borrowers' Blind Spots: A Descriptive Investigation of Personal Loans. *Journal of Economic Psychology* 33, 996–1011.

Pajkossy, P., **Dezső L.** and Zoltay-Paprika, Z. (2009). The Opposite Effect of Trait and State Anxiety on Iowa Gambling Task. *Learning & Perception* (2), 279-295.

In Hungarian

Neszveda G. and **Dezső L.** (2012) Quasi- and Generalized Hyperbolic Discounting in Long Term Decisions. (In Hungarian) *Sigma*, XLIII(3-4), 163-177.

Rózsa, S., Kő, N., Somogyi, E., Faludi, G., **Dezső, L.**, Degrell, I., Kállai J., Osváth, A., Trixler, M., and Bánki, M. Cs. (2004). Measuring Personality Disorders with Dimensional models: Clinical Application of Temperament and Character Inventory (in Hungarian). *Psychiatria Hungarica*, 19, 25-44.

Rózsa, S., Kő, N., Komlósi, A., Somogyi, E., **Dezső, L.**, Kállai, J., Osváth, A., and Bánki, M. Cs. (2004). Psychobiological Model of Personality: Experiences with Temperament and Character Inventory in Hungary (in Hungarian). *Pszichológia* 24, 283-304.

Manuscripts in progress

Welfare chauvinism: An experimental approach (with Christian Koch and Jean-Robert Tyran).

Summary:

Subjective entitlements are shaped by anticipated negative discrimination among immigrants in the UK.

Status:

Data collection is completed. The first draft is expected for February.

Anti-Migration Sentiments: Incentives and Fairness (with Christian Koch and Jean-Robert Tyran).

Summary:

Generous redistributive policies towards immigrants are seen as unfair and are associated with anti-immigrant preferences among natives, even at a cost.

Status:

Data collection is completed. Data are now being analyzed.

Hoping for divine intervention: Timing of uncertainty resolution systematically influences pro-social preferences.

Summary:

Dictators are more selfish when an uncertain outcome determining receivers' payoff is yet to be resolved than when it has already been resolved with a yet-unknown resolution.

Status:

Experimental data are collected. In the process of writing up the manuscript.

Fairness ideals among natives and immigrants.

Summary:

People vary in their beliefs about how much their contribution history to resources matters when it comes to redistribution, which predicts their distributive choices.

Status:

Model and experimental design are completed. Data collection is planned to start once funding is acquired.

Closely watched mice (with Barna Bakó)

Summary:

Knowing that one's mouse is tracked during choices measuring denominator neglect bias eliminates the bias, just as if correct choices were paid in an incentive-compatible fashion.

Status:

Experimental design and program are done. Data collection stopped due to COVID19 and we have no information on when we can resume using lab facilities at the Corvinus University Budapest.