

**Mirre Stallen, PhD**

Pieter de la Court building, room 2A39, Wassenaarseweg 52, 2333 AK, Leiden, the Netherlands  
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**Current employment**

**Leiden University, the Netherlands** **2017-present**

*Assistant Professor, Institute of Psychology*

Investigating how financial stress impacts the psychological processes underlying decision-making

*Researcher, Knowledge Center for Psychology & Economic Behavior*

**2020-present**

Applying insights from behavioural science to develop policy interventions

**Amsterdam University of Applied Sciences, the Netherlands**

**2017-present**

*Senior Researcher, Poverty Interventions*

Integrating insights from academia with practice to develop interventions aimed to alleviate poverty

**Past employment**

**Stanford University, CA, USA**

**2015-2017**

*Postdoctoral fellow, Psychology*

Studied the role of affect in financial decision-making, Principal Investigator (PI): Prof. Brian Knutson

**Donders Institute for Brain, Cognition and Behaviour, the Netherlands**

**2013-2015**

*Postdoctoral fellow, Decision Neuroscience*

Explored how neuroscience can play a role in shaping public policy, PI: Prof. Alan Sanfey

**University of Amsterdam, the Netherlands**

**2006-2007**

*Research assistant*

Studied the effect of social ties on cooperation in public goods games, PI: Prof. Richard Ridderinkhof

**Education**

**Leiden University, the Netherlands**

**2020**

*Basiskwalificatie Onderwijs (BKO)*

Qualification to teach at Dutch Universities

**Stanford Graduate School of Business, CA, USA**

**2016**

*Ignite graduate*

Academic program that teaches innovators to develop and commercialize start-ups

**Erasmus University Rotterdam, the Netherlands**

**2007-2013**

*PhD doctoral candidate, Rotterdam School of Management,*

Thesis: Social context effects on decision-making: A neurobiological approach, PI: Prof. Ale Smidts

<b>University of Amsterdam, the Netherlands</b> <i>MSc in Cognitive Science, with distinction (cum Laude)</i> <i>BA in Biomedical science with minor in Psychology, with distinction (cum Laude)</i> Research internship at University of California, Davis, USA, PI: Prof. Jennifer Beer Research internship at University of Amsterdam, PI: Prof. Eric-Jan Wagenmakers	<b>2001-2006</b>
<b>University of Amsterdam, the Netherlands</b> <i>Propedeuse Cultural Anthropology</i>	<b>2000-2001</b>

## **Publications**

**Stallen, M.**, Borg, N. & Knutson, B. (in press). Brain activity foreshadows stock price dynamics. *The Journal of Neuroscience*.

Micheli, L., **Stallen, M.**, & Sanfey, A.G. (2021). The effect of centralized financial and social incentives on cooperative behavior and its underlying neural mechanisms. *Brain Sciences*, 11, (317), 1-19.

Huijsmans, I., Ma, I., Micheli, L., Civai, C., **Stallen, M.**, & Sanfey, A.G. (2019). A scarcity mindset alters neural processes underlying consumer decision making. *Proceedings of the National Academy of Sciences of the United States*, 116 (24), 11699-11704.

Van Dam., R., Kruithof, M., & **Stallen, M.** (2019). Budgettraining voor mensen met een licht verstandelijke beperking. *Sociaal Bestek*, 1, 17-19.

**Stallen, M.**, Rossi, F., Heijne, A., Smidts, A., de Dreu, C.K.W. & Sanfey, A.G. (2018). Neurobiological mechanisms of responding to injustice. *The Journal of Neuroscience*, 38(12), 2944-2954.

**Stallen, M.**, A., Smidts, A., de Dreu, C.K.W. & Sanfey, A.G. (2018). Author's response to Eye for an eye: Neural correlates of the preference for punishment-based justice. *The Journal of Neuroscience*, 38(35), 7559-7561.

Knutson B., & **Stallen, M.** How can affect influence choice? *The Nature of Emotions, 2<sup>nd</sup> edition* (2018). In Fox, A. S., Lapate, R. C., Shackman, A. J. & Davidson, R. J. (Eds.) (pp. 339-342), *The nature of emotion. Fundamental questions* (2nd edition). New York: Oxford University Press.

**Stallen, M.** (2018). Het effect van armoede op het kinderebrein. In Geuns, R., Desain, L., & van der Weijden, R (Eds), *Hulp bij armoede: Bouwstenen voor effectieve hulpverlening bij armoede en schulden*, (31-37). Houten, the Netherlands: Bohn, Stafleu, van Loghum

Madern, T., & **Stallen, M.** (2018). Tijd om het gat te dichten: Wetenschappelijke kennis in de uitvoeringspraktijk. *Tijdschrift voor Schuldsanering*, 3, 12-15.

Kruithof, M., **Stallen, M.**, Schonewille, G., & Weijers, M. (2018). Direct online hulp bij schulden: Online platform in de maak voor vragen over schulden en om slim door te verwijzen. *Sociaal Bestek*, 4, 42-44.

**Stallen, M.** Griffioen, N. & Sanfey, A.G. (2017) Why are we not more selfish? What the study of brain and behavior can tell us. *Frontiers for Young Minds*, 5:47.

Sanfey, A.G. & **Stallen, M.** (2016). Neurosciences Contribution to Judgment and Decision-Making: Opportunities and Limitations. *Wiley Blackwell Handbook of Judgment and Decision Making*.

**Stallen, M.** & Sanfey, A.G. (2015). Cooperation in the brain: Neuroscientific contributions to theory and policy. *Current Opinion in Behavioral Sciences*, 3, 117-121.

**Stallen, M.** & Sanfey, A.G. (2015). The neuroscience of social conformity: Implications for fundamental and applied research. *Frontiers in Neuroscience*, 9:337.

Sanfey A.G., **Stallen, M.** & Chang, L. (2014). Norms and expectations in social decision-making. *Trends in Cognitive Sciences*, 18, 172-174.

Smidts, A., Hsu, M., Sanfey, A.G., Boksem, M.A.S., Ebstein, R.B., Huettel, S.A., Kable, J.W., Karmarkar, U.R., Kitayama, S., Knutson, B., Liberzon, I., Lohrenz, T., **Stallen, M.** & Yoon, C. (2014). Advancing Consumer Neuroscience, *Marketing Letters*, 25, 257-267.

**Stallen, M.** & Sanfey, A.G. (2013). The cooperative brain. *The Neuroscientist*, 19, 292-303.

**Stallen, M.**, Smidts, A. & Sanfey, A.G. (2013). Peer influence: Behavioral and neuroimaging studies of in-group conformity. *Frontiers in Human Neuroscience*, 7:50.

Fairley, K., **Stallen, M.** & Sent, E.M. (2013). The power of social norms (Dutch title: De kracht van sociale normen). *Economisch Statistische Berichten*, 98, 27-31.

**Stallen, M.**, de Dreu, C., Shalvi, S., Smidts, A. & Sanfey, A.G. (2012). The herding hormone: Oxytocin stimulates in-group conformity. *Psychological Science*, 23, 1288-1292.

Fahrenfort, J.J., van Winden, F., Pelloux, B., **Stallen, M.** & Ridderinkhof, K.R. (2012). Neural correlates of dynamically evolving interpersonal ties predict prosocial behavior. *Frontiers in Neuroscience*, 6:28.

**Stallen, M.** & Sanfey, A.G. Neuroeconomics and Game Theory. (2011). *Wiley Encyclopedia of Operations and Management Science*.

**Stallen, M.**, Smidts, A., Rijpkema, M., Smit, G., Klucharev, V.A. & Fernandez, G. (2010). Celebrities and shoes on the female brain: The neural correlates of product processing in the context of fame. *Journal of Economic Psychology*, 31, 802-811.

Ridderinkhof, K.R., & **Stallen, M.** (2010). Happiness as a medicine against aging (Dutch title: Vrolijkheid als remedie tegen veroudering). In N. Lazerom & R. Van Dinteren (Eds.) *Brein@Work: Breinkennis voor Organisaties*, 161-171.

Van Winden, F., **Stallen, M.** & Ridderinkhof, K.R. (2008). On the nature, modeling and neural bases of social ties. In D.E. Houser & K.A. McCabe (Eds.), *Neuroeconomics*, 20, 125-159.

Beer, J.S., **Stallen, M.**, Lombardo, M.V., Gonsalkorale, K., Cunningham, W.A. & Sherman, J.W. (2008). The Quadruple Process Model approach to examining the neural underpinnings of prejudice. *Neuroimage*, 43(4), 775-783.

**Stallen, M.** & Ridderinkhof, K.R.. (2007). Happiness as a medicine against aging (Dutch title: Vrolijkheid als remedie tegen veroudering). In W.G., van Aken, K.R. Ridderinkhof, F.R.J. Verhey, & M. Evenblij (Eds.), *Cahier Bio-Wetenschappen en Maatschappij: Vergrijzend brein: wat ouder wordende hersenen met cognitieve vermogens doen*.

**Stallen, M.** & Ridderinkhof, K.R. (2007). Diagnostic measures (Dutch title: Diagnostische technieken). In W.G., van Aken, K.R. Ridderinkhof, F.R.J. Verhey, & M. Evenblij (Eds.), *Cahier Bio-Wetenschappen en Maatschappij: Vergrijzend brein: wat ouder wordende hersenen met cognitieve vermogens doen*.

## **Reports**

Lelieveld, G.J., **Stallen, M.**, van der Werf, M. (2020). Onderzoek naar betaalde ranking. In opdracht van de Autoriteit Consument en Markt.

**Stallen, M.**, Kruithof, M., Weijers, M., Schonewille, G., (2019). Een online tool voor mensen met risicovolle en problematische schulden. Projectleider: **M.Stallen**.

Tonnon, S., Madern, T., Kruithof, M., **Stallen, M.** van der Laan, J., Jungmann, N., van Geuns, R., van Dijk, W.W. (2018). Kennis in uitvoering: Een verkenning van de kennis die professionals gebruiken in de uitvoering van de schuldhulpverlening en de mate waarin die kennis berust op wetenschappelijke bewijsvoering. Projectleider: **M. Stallen**.

## **PhD advisor**

Co-promoter Luuk Snijder, Leiden University, the Netherlands	<b>2021-current</b>
Co-promoter Hanneke Goosen, Leiden University, the Netherlands	<b>2017-current</b>

## **Teaching**

### **Leiden University, the Netherlands**

Supervisor Master theses and internships	<b>2017-current</b>
Supervisor Bachelor theses	<b>2018-2020</b>
Perspective on Career Planning	<b>2018-2020</b>
Workgroup Economic and Consumer Psychology	<b>2018-2019</b>
Academic Skills	<b>2017-2018</b>

### **Amsterdam University of Applied Sciences, the Netherlands**

Postdoctoral master for social workers in the field of poverty alleviation	<b>2019-2020</b>
Methods of Poverty Alleviation	<b>2019</b>
Guest lecturer Minor Poverty Interventions	<b>2018</b>
Master class Urban Management	<b>2018</b>

### **University of Amsterdam, the Netherlands**

Guest lecturer Social Neuroscience class	<b>2018-2019</b>
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**Stanford University, CA, USA**

Guest lecturer Brain and Decision class 2016

**Erasmus University Rotterdam, the Netherlands** 2008-2013

Supervisor Master theses

Supervisor Bachelor theses

Lecturer Neuroeconomics minor

**University of Amsterdam, the Netherlands**

Introductory course in Psychology 2005,2007

**Grants, prizes, funding, and honors**

**Kansfonds (PI) 2020**

Funding to design and implement a pilot study to examine the effect of unconditional cash transfers on the well-being of low-income Dutch parents and children, Amsterdam University of Applied Sciences (€35.368)

**Centre of Expertise Urban Vitality (co-PI) 2020**

Funding to study the relationship between health and well-being in young school children of varying SES-levels, Amsterdam University of Applied Sciences (€150.000)

**Municipality of Amsterdam (Dutch: Gemeente Amsterdam) (PI) 2020**

Funding to develop an online chat to better support adolescents with debts, Amsterdam University of Applied Sciences (€39.022)

**Geldgappie (PI) 2020**

Funding to evaluate an intervention targeting Dutch adolescents at risk for financial problems, Amsterdam University of Applied Sciences (€13.000)

**Schouders Eronder (PI) 2020**

Funding to develop a game to transfer insights from behavioral science to practitioners in debt relief, Amsterdam University of Applied Sciences (€9.210)

**Dutch Ministry of Social Affairs and Employment (SZW) (PI) 2017**

Grant to implement interventions to combat poverty, Amsterdam University of Applied Sciences, Leiden University, National Institute for Family Finance Information (NIBUD), software company Guardians and Behavioral Insights Team NL (€346.783)

**The Netherlands Organisation for Health Research and Development (ZonMW) (co-PI) 2017**

Grant to investigate the gap between practitioners' knowledge and latest scientific insights on poverty alleviation, Amsterdam University of Applied Sciences, Leiden University, and University of Applied Sciences Utrecht (€47.780)

**Dutch Ministry of Social Affairs and Employment (SZW) (co-author) 2015**

Grant to implement interventions to combat poverty, Amsterdam University of Applied Sciences and Dutch housing corporations De Key and Rochdale (€315.391)

<b>Society of Neuroeconomics</b> John Dickhaut Memorial Postdoctoral Travel Grant	2014
<b>Erasmus University Rotterdam</b> Honorary mention PhD of the Year	2010
<b>Vereniging Trustfonds Erasmus University Rotterdam</b> Scholarship to fund research visit to University of Arizona, Tucson	2010
<b>Dutch Organisation for Scientific Research (NWO)</b> Cognitive Science Pilot Project grant	2007
<b>University of Amsterdam</b> Master thesis award nomination	2006
<b>Dutch private foundations</b> Scholarships to fund Research Master internship at the University of California, Davis Funds: Dutch Brain association, Foundation of the Vrijvrouw van Renswoude, Dr. Hendrik Müller's Vaderlandsch foundation	2006

**Oral presentations and invited talks at academic venues**

<b>National Research University, Moscow, Russia</b> Social Neuroscience Lab	2021
<b>DePaul University, Chicago, USA</b> Brain Awareness week	2021
<b>Neurofinance conference, Belesta, France</b> Annual Meeting	2019
<b>Leiden University, Leiden, the Netherlands</b> Think tank on energy poverty for honor students	2019
<b>Tilburg University, Tilburg, the Netherlands</b> Symposium on determinants and consequences of poverty	2019
<b>Leiden Institute for Brain and Cognition (LIBC), Leiden, the Netherlands</b> Annual LIBC Member day	2019
<b>Association for Psychological Science, San Francisco, USA</b> Annual Convention	2018
<b>University of Applied Sciences Amsterdam, the Netherlands</b> Conference on the impact of Universities of Applied Sciences	2018
<b>Neurofinance conference, Vitznau, Switzerland</b> Annual Meeting	2017
<b>Society for Neuroeconomics, Toronto, Canada</b> Annual Meeting	2017
<b>Association for Social Psychologists (ASPO) conference, Amsterdam, the Netherlands</b> Annual Meeting	2017
<b>Stanford University, CA, USA</b> Affective Science seminar, Psychology department	2015
<b>Max Planck Institute for Human Cognitive and Brain Sciences, Leipzig, Germany</b> Social Neuroscience lab	2014

<b>European Association of Social Psychology (EASP), UvA, the Netherlands</b> General Meeting	<b>2014</b>
<b>Subjective Probability, Utility and Decision Making conference (SPUDM), University of Navarra, Barcelona, Spain</b> Annual Meeting	<b>2013</b>
<b>9<sup>th</sup> Invitational Choice Symposium, Noordwijk, the Netherlands</b> Symposium on consumer neuroscience	<b>2013</b>
<b>Society for Neuroeconomics, Miami, Florida, USA</b> Annual Meeting	<b>2012</b>
<b>NeuroPsychoEconomics Conference, Rotterdam, the Netherlands</b> Annual Meeting	<b>2012</b>
<b>Social and Affective Neuroscience Society Conference, New York City, USA</b> Annual Meeting	<b>2012</b>
<b>NeuroPsychoEconomics Conference, Copenhagen, Denmark</b> Annual Meeting	<b>2010</b>

### **Committees**

PhD defense Minou van der Werf, Leiden University, the Netherlands	<b>2021</b>
Committee to prepare for the external evaluation of the Amsterdam Research Institute for Social Innovation, Amsterdam University of Applied Sciences, the Netherlands	<b>2021</b>
Committee organizing a symposium on ‘How neuroscience can contribute to solving societal problems’ at the 30 <sup>th</sup> Association for Psychological Science Annual Convention, San Francisco, USA	<b>2018</b>

### **Reviewer for**

**Academic articles** **2009-current**  
Nature Human Behavior, Psychological Science, Social, Cognitive and Affective Neuroscience, The Journal of Neuroscience, NeuroImage, European Journal of Neuroscience, PloS One, Journal of Economic Psychology, Acta Psychologica, Cognitive and Affective and Behavioral Neuroscience, Journal of Cognitive Neuroscience, Neuron, The Journal of Financial Economics, Frontiers Psychology, Cortex, Humanities and Social Sciences Communications

### **Other**

Conference submissions Annual convention of Association for Psychological Science **2018**  
Grant proposals for The Netherlands Organisation for Health Research and Development (ZonMW) **2017**

### **Invited talks and workshops for non-academic audiences**

<b>Expert meeting D66 Social Innovation group (online)</b> Talk on the impact of poverty on brain development	<b>2020</b>
<b>Meeting for primary school teachers, Stichting Openbaar Basisonderwijs (online)</b> Talk on the impact of poverty on decision-making and brain development	<b>2020</b>

<b>Knowledge session, Stichting Van Schulden naar Kansen (online)</b>	<b>2020</b>
Talk on the impact of poverty on decision-making and brain development	
<b>Symposium on stress for health professionals (Centrum Jeugd en Gezin, Rijnmond)</b>	<b>2020</b>
Talk on the impact of poverty on decision-making and brain development	
<b>Meeting for professionals and volunteers active in debt support (Versa Welzijn)</b>	<b>2019</b>
Talk on the impact of poverty on decision-making and brain development	
<b>Conference ‘De Aanpak van Problematische Schulden’, Utrecht, the Netherlands</b>	<b>2019</b>
Workshop on the development of an online platform for youth with debts	
<b>Conference Poverty Interventions, Amsterdam University of Applied Sciences, the Netherlands</b>	<b>2019</b>
Workshop on the impact of poverty on decision-making and brain development	
<b>Nibud conference, Utrecht, the Netherlands</b>	<b>2019</b>
Workshop on the development of an online platform for youth with debts	
<b>De Balie, Amsterdam, the Netherlands</b>	<b>2019</b>
Panel conversation with the Amsterdam city council member on poverty and education	
<b>Municipality of Amsterdam, Amsterdam, the Netherlands</b>	<b>2019</b>
Talk on the impact of poverty on brain development	
<b>Municipality of Utrecht, Utrecht, the Netherlands</b>	<b>2019</b>
Workshop on the impact of poverty on brain development	
<b>Meeting for volunteers active in debt support (CCIV), Bussum, the Netherlands</b>	<b>2019</b>
Talk on the impact of poverty on brain and behavior	
<b>Conference ‘De Aanpak van Problematische Schulden’, Utrecht, the Netherlands</b>	<b>2018</b>
Talk on the effects of poverty on cognitive functioning and brain development	
<b>Expert meeting on illiteracy, Stichting Lezen &amp; Schrijven, The Hague, the Netherlands</b>	<b>2018</b>
Talk on the effects of poverty on cognitive functioning and brain development	
<b>Expert meeting on Universal Basic Income, Dutch Women’s Lobby, The Hague, the Netherlands</b>	<b>2018</b>
Workshop on the impact of poverty on brain development	
<b>Nibud conference, Utrecht, the Netherlands</b>	<b>2018</b>
Workshop on the impact of poverty on brain development	
<b>Conference Behavioural Insights Team, Dutch government, The Hague, The Netherlands</b>	<b>2017</b>
Workshop on the impact of poverty on brain development	
<b>Conference Poverty Interventions, Amsterdam University of Applied Sciences, the Netherlands</b>	<b>2017</b>
Workshop on financial problems among Dutch youth	
<b>Dutch government, The Hague, The Netherlands</b>	<b>2014</b>
Talk on how fMRI can and cannot contribute to developing policy campaigns	
<b>Conference Poverty Intervention, Amsterdam University of Applied Sciences, the Netherlands</b>	<b>2014</b>
Talk on the effect of scarcity on decision-making	
<b>Conference DIVOSA Utrecht, The Netherlands</b>	<b>2014</b>
Workshop on behavioral change for managers working in social services	
<b>Conference Knowledge platform Work and Income (KWI), Utrecht, the Netherlands</b>	<b>2014</b>
Workshop on behavioral change for managers working in social services	
<b>Future for Life, Radboud University, the Netherlands</b>	<b>2014</b>
Masterclass on the brain for minority children from disadvantaged areas	
<b>Bellevue Theater, Amsterdam, the Netherlands</b>	<b>2013</b>
Q&A about hormone oxytocin at Theatre show ‘Oxytocin’	
<b>Conference Scientific Research on Commercial Communication, Amsterdam, the Netherlands</b>	<b>2013</b>
Talk on consumer decision-making and the brain	
<b>Stadsschouwburg (city theatre), Rotterdam, the Netherlands</b>	<b>2013</b>
Talk for being selected as PhD defense of the month	
<b>Film &amp; Science Festival, Institut Français, Science center NEMO, Amsterdam, the Netherlands</b>	<b>2012</b>
Talk on the neural underpinnings of consumer decision-making	



## **Media interviews & research coverage**

### **Podcasts**

Science unscripted – International science coverage **2021**

### **Blogs & Op-eds**

Socialevraagstukken.nl - Dutch online platform for discussions about societal issues **2013-2019**

*Grip op je knip: voor mensen met schulden en een licht verstandelijke beperking*

*Straffen schenkt voldoening, en kan leerzaam zijn*

*Inkomensvoorzieningen zijn voor veel armen te gecompliceerd*

*Scholieren belonen met een zeilcruise van 8000 euro, dat kan handiger*

*Conformisme is een handig beleidsinstrument*

Behavioralscientist.org - Article on Poverty and the Developing Brain **2017**

Volkskrantbanen.nl - Biweekly blogs about the brain and consumer decision-making **2007-2008**

### **TV**

Studio MAX live – Dutch daily news show **2014**

Labyrint – Dutch science program **2011**

### **Radio**

Sleutelstad FM, Science071 – Science show, the Netherlands **2018**

BBC 1 – Science show, UK **2012**

The Naked Scientists – Science program University of Cambridge, UK **2010**

Evers staat op – Morning show radio 538, The Netherlands **2010**

### **News coverage**

The Guardian – Daily newspaper, UK **2021**

Academic Times – Online coverage of international science news **2021**

Inverse – Online news coverage **2021**

De Volkskrant – Daily newspaper, Dutch **2014, 2020**

Erasmus University Discovery – Online magazine for business leaders, Dutch **2018**

Psychologie Magazine – Popular science magazine, Dutch **2018**

Brainpost – Online coverage of international science news **2018**

Suddeutsche Zeitung – Daily newspaper, German **2018**

EOS science – Online science platform, Dutch **2018**

Nederlands Dagblad – Daily newspaper, Dutch **2018**

News letter Leiden University – University news letter, Dutch **2018**

NRC Opinie & Debat - Daily newspaper, Dutch **2014**

Vox – University magazine, Radboud University Nijmegen, Dutch **2011**

Ideas for Leaders – Online platform for business school research, Dutch **2013**

B4U – Science magazine for high schools, Dutch **2010**

RAAK – Magazine for event management, Dutch **2010**