

Tarek Josef el Sehity

Born	1971; Vienna, Austria
Nationality	Austrian
Residence	Austria: Vienna
Marital Status	Married; 3 Children : 2007,2010,2013

Language	German : native	English : fluent	Italian : fluent	French : basic	Arabic : Basic
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Current Status

Lecturer	Lectures on the psychology of money and paradigms in economic psychology	Faculty of Psychology, Sigmund Freud Private University (SFU)	Vienna: Austria
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Formation & Awards

2008-2009	Senior research fellow in the research project on poverty in the Latium.	Institute of Technology and Cognitive Science. National Research Council of Italy (ISTC-CNR)	Rome: Italy
2006-2008	FWF-Erwin Schrödinger research grant for "Money dependence relation systems" (Geldabhängigkeitsbeziehungssysteme)	Institute of Technology and Cognitive Science. National Research Council of Italy (ISTC-CNR)	Rome: Italy
2006/05/10	Bank Austria Award for Innovative Research 2005.	http://www.dieuniversitaet-online.at/beitraege/news/innovativ-e-lehre-und-forschung-mit-den-ba-ca-preisen-ausgezeichnet/10/neste/236.html	Vienna: Austria
2006/03/16	Economic Psychology, PhD-Degree (Dr.Rer.Nat.) Title of the PhD-thesis: "Price Developments after the Euro Introduction in 10 EMU-Countries and Social Representations of the Euro."	Faculty of Psychology, University of Vienna	Vienna: Austria
2003-2005	Social Psychology, Marie Curie Fellowship for "The Categories of Representations"	The Faculty of Psychology, Sapienza Università di Roma	Rome: Italy
2002-2004	PhD Studies in General Psychology. Research on 'Psychological implication in the introduction of a new currency'	Humanuniversität des Fürstentums Liechtensteins	Vaduz: Liechtenstein
2002/03/13	Economic Psychology, Magister Degree (Mag.) Title of Thesis: 'Framing on experimental asset markets'.	Faculty of Psychology, University of Vienna	Vienna: Austria
2000-2002	Economic Psychology, Research Fellow & Master Studies in Social Psychology.	Institute de Psychologie, Groupe de Recherche et d'Analyse Sociétale en Psychologie économique, Université René Descartes Paris5	Paris: France

Scientific Consulting Projects for Private- and Public Businesses

2013-2014	Investigating the psychological hot issues in family governance of seven leading multigenerational business families.	Liechtenstein Academy Foundation	Vaduz: Liechtenstein
2013-2014	Scientific Consultation for the "Liechtenstein Academy Online".	Liechtenstein Academy Foundation	Vaduz: Liechtenstein
2013-2014	Developing the psychological foundation of decentralized balancing systems.	Research Commissioned by Point of Mind & ACOOPEX	Munich: Germany
2011-2012	Developing a Recovery-Oriented Centre for Mental Health in the City of Vienna.	Research Commissioned by the Barmherzigen Brüder Wien	Vienna: Austria
2011-2012	Traditional and Innovative Structures in long-term care. Research on the psychological dimension of long-term care of elderly people: person-centered approaches and principles.	Research Commissioned by the Barmherzigen Brüder Kritzensdorf	Kritzensdorf: Austria
2005-2009	Poverty and Debt of Families in the Latium, Italy. Design and scientific	Research Project Commissioned and financed by the Regional Statistic	Rome: Italy

supervision of a representative survey in the Latium.

System (Sistema Statistico Regionale - SISTAR)

Research Activities

2012-2015	The Psychology of Family Business	Research financed by the Liechtenstein Academy Foundation and IESE-Barcelona	Barcelona: Spain; Vienna: Austria
2014	The Psychology of Banknotes Design	Research financed by the Sigmund Freud Private University Vienna	Vienna: Austria
2008-2012	Money Belief Systems: Empirical investigation on peoples' money belief systems	Research conducted in collaboration with Erich Kirchler at the University of Vienna	Vienna: Austria
2010-2012	Money Cultures: A narrative biographic approach toward the investigation of HNWI's.	Research Financed by the LGT-Liechtenstein	Vienna: Austria
2009-2010	Ethical Wealth in Germany (Vermögen in Deutschland). A Socio-economic survey on social responsibility of the wealthy segment in German society.	Research financed by Dialog der Generationen and Jörg Schallehn.	Düsseldorf: Germany
2006-2009	Money Dependency Relations Systems: Towards a psychological theory of money. A social-cognitive approach. Priceless Euro. Principal investigator in a survey	Research project financed by the Austrian Science Foundation (FWF): Project Number J-2649.	Rome: Italy
2002-2004	investigating price phenomena related to the creation and perception of prices denominated in a new currency in the 10 EMU countries.	Research project financed by the National Bank of Austria (OeNB): Project Number 9545.	Vienna: Austria
2002-2004	The Rise and Decline of Social Objects. Principal investigator in the longitudinal study on the development of the social meaning of the former national currencies and the Euro in 10 EMU countries.	Research project financed by the National Bank of Austria (OeNB): Project Number 9545.	Vienna: Austria
2000-2002	The Impact of Psychological Factors on the Decision making process in Experimental Asset Markets. Project conducted under the supervision of Erich Kirchler (University of Vienna) and Boris Maciejovsky (MIT, USA).	Research project financed by the National Bank of Austria (OeNB).	Vienna: Austria

Teaching Activities

2015	Organizational Psychology	Faculty of Psychology; SFU	Vienna: Austria
2014-2015	Introduction into Work-, Organizational- and Economic Psychology	Faculty of Psychology; SFU	Vienna: Austria
2011-2015	Paradigms in Economic Psychology	Faculty of Psychology; SFU	Vienna: Austria
2012-2013	The Psychology of Money and Wealth	Faculty of Economics; LUISS	Rome: Italy
2009-2011	The Psychology of Money	Faculty of Psychology; University of Vienna	Vienna: Austria
2009-2011	Scientific Writing for PhD Students	Faculty of Psychology; University of Vienna	Vienna: Austria
2008-2009	Economic Psychology	Faculty of Psychology; University of Vienna	Vienna: Austria
2007-2008	Psicologia e Comportamenti di Mercato (Behavioral Economics)	Faculty of Economics; LUISS	Rome: Italy
2003-2005	Economic Psychology	Faculty of Psychology; University of Vienna	Vienna: Austria
2002-2003	Economic Psychology	Faculty of Psychology; René Descartes University Paris5	Paris: France

Peer-Reviewed Publications in International Journals and edited Volumes

2014	Stark, J., El Sehity, T. & Kirchler, E. (2014). Soziale Repräsentationen (Vorstellungen), (487-494). In: Bierhoff H. & D. Frey (Hrg.). Handbuch der Psychologie. Sozialpsychologie - Kommunikation, Interaktion und soziale Gruppenprozesse. Göttingen: Hogrefe.		
2012	El Sehity, T. (2012). Der Preis des Erfolgs. Skizzen zur Psychologie des Vermögens und des Geldes. In T. Druyen (Ed.), Verantwortung und Bewährung: Familienunternehmen in der Schweiz. Eine vermögenskulturelle Studie. (pp. 160-196). Wiesbaden: VS Verlag für Sozialwissenschaften.		
	Pocobello, R. & el Sehity, T. (2012). The Recovered Subject - A socio-cognitive Snapshot of a new Subject in the Field of Mental Health. In F. Paglieri, L. Tummolini, R. Falcone & M.		

- Miceli (Eds.), *The Goals of Cognition. Essays in honor of Cristiano Castelfranchi*. London: College Publications.
- El Sehity, T. (2011). *Eigenvermögen: Ein sozialkognitiver Grundriss*. In T. Druyen (Hrsg.), *Vermögenskultur* (S 101-111). Wiesbaden: VS Verlag für Sozialwissenschaften.
- 2011 El Sehity, T., & Schor-Tschudnowskaja, A. (2011). *Vermögende in Deutschland - Die Perspektive der Vermögenskulturforchung*. In W. Lauterbach, T. Druyen, & M. Grundmann (Hrsg.), *Reichtum und Vermögen in Deutschland* (1st Aufl., S 143 - 202). Wiesbaden: VS Verlag für Sozialwissenschaften.
- 2008 Castellani, A., Rissotto, A., el Sehity, T., Norcia, M., Giovannelli, I., Macchiusi, L. (2008). *Poverta e indebitamento delle famiglie nel Lazio*. Roma: Istituto di Scienze e Tecnologia della Cognizione del CNR.
- 2006 El Sehity, T. & Kirchler, E. (2006). *Soziale Repräsentationen (Vorstellungen)*, (487-494). In: Bierhoff H. & D. Frey (Hrg.). *Handbuch der Psychologie. Sozialpsychologie und Kommunikationspsychologie*. Göttingen: Hogrefe.
- 2005 El Sehity, T., Hoelzl, E. & Kirchler, E. (2005). *Price developments after a nominal shock: Benford's Law and psychological pricing after the euro introduction*. *International Journal of Research in Marketing*, 22 (4), pp. 471-480.
- 2005 El Sehity, T., Kirchler, E. & Brandstätter, E. (2005). *Preise: Wahrnehmung, Bewertung und Verhaltenskonsequenzen*, (291-295). In D. Frey, L. v. Rosenstiel, & C. G. Hoyos (Eds.), *Handbuch zur Wirtschaftspsychologie*. Weinheim: Beltz.
- 2002 El Sehity, T., Haumer, H., Helmenstein, C., Kirchler, E. & Maciejovsky, B. (2002). *Hindsight bias and individual risk attitude within the context of experimental asset markets*. *Journal of Psychology and Financial Markets*, 3, pp. 227-235.

Publications in Reference Works and Conference Proceeding

- 2014 Hampl, S, & el Sehity, T. (2014). *Vertrauen im Übergang von verbürgtem Wert zur Echtheit. Komparative Bildinterpretation nach der Dokumentarischen Methode*. Paper presented at the conference on „Der schöne Schein. Symbolik und Ästhetik von Banknoten“ Augsburg, Germany, 17th-19th October 2014. http://www.uni-augsburg.de/forschung/ggs_graduiertenschule/downloads/veranstaltungen/flyer_banknotentagung_2014.pdf
- 2013 El Sehity, T. & Kirchler, E. (2014). *Theorie des zentralen Kerns*. In M. A. Wirtz (Hrsg.), *Dorsch - Lexikon der Psychologie* (17. Aufl., S. 1665). Bern: Verlag Hans Huber.
- 2013 El Sehity, T. & Kirchler, E. (2013). *Soziale Repräsentationen*. In M. A. Wirtz (Hrsg.), *Lexikon der Psychologie* (16. Aufl., S. 1448 und 17. Aufl., S. 1556-1557, 2014). Bern: Huber.
- 2012 El Sehity, T. (2012). *The Psychology of Trust in Money*. Paper presented at the Workshop "The Financial Crises of the 21st Century." of the Austrian Research Association (Österreichische Forschungsgemeinschaft), Vienna, Austria October 18th - 19th 2012. http://www.oefg.at/legacy/text/veranstaltungen/financial_crises/Beitrag_el_Sehity.pdf
- El Sehity, T. & Castelfranchi, C. & Falcone, R. (2008). *Trust as the fundamental economic Exchange Principle*. Paper presented at the 33rd IAREP-SABE conference, Rome, Italy, September 3rd-6th, 2008. In: *Selected Proceedings of the IAREP/SABE 2008 Conference at LUISS in Rome*.
- 2008 El Sehity, T. & Kirchler, E. (2008). *Monies' Psychologies - The State of the Art on the Psychology of Money*. Paper presented at the 33rd IAREP-SABE conference, Rome, Italy, September 3rd-6th, 2008. In: *Selected Proceedings of the IAREP/SABE 2008 Conference at LUISS in Rome*.
- Piunti, M. & el Sehity, T. (2008). *Mind Money! - A Multi Agent Simulation*. Paper presented at the 33rd IAREPSABE conference, Rome, Italy, September 3rd - 6th, 2008. In: *Selected Proceedings of the IAREP/SABE 2008 Conference at LUISS in Rome*.
- 2007 El Sehity, T. (2007). *Money Dependence Relation Systems: From Dependency to Reciprocity to Circularity*. Paper presented at the conference "Reciprocity: Theories and Facts", Verbania, Italy, February 22-24, 2007. In: *Book of Abstracts of the University of Milano - Bicocca*, pp12.
- Pocobello, R., el Sehity, T. & Spera, A. (2007). *Che cosa vi viene in mente pensando al Centro diurno? Lo studio delle rappresentazioni degli stakeholders nella valutazione partecipata*. Paper presented at the 10th Italian Conference on Evaluation, Rome, Italy, April 19th - April 21st, 2007. In: *Proceedings of the 10th AIV*. p. 48.
- 2006 Pocobello, R., el Sehity, T. & Risotto, A. (2006). *The Relevance of Stakeholder's Social Representations of Mental Health Centres in a Participative Evaluation Process*. Paper presented at the 8th International Conference on Social Representations, Rome, Italy, August 28th - September 1st, 2006. In: *Proceedings of the 8th I.C.S.R.* p. 399.
- 2005 El Sehity, T. & Pocobello, R. (2005). *Poverta Urbane: Reale o "Perceptite"? Linee di Poverta*. Paper presented at the 5th International Meeting of the Study on Local Development, Barletta, Italy, October 27-29, 2005. In HTTP: http://www.aislo.it/asp/AI_AnaliticoDocumentoView.asp?Prov=1&Id=1210&IdTipo
- 2005 El Sehity, T., Dirnberger, G. & Kirchler, E. (2005). *On the Impact of Monetary Units on Economic Values*. Paper presented at the 30th IAREP conference, Prague, Czech Republic, September 21-24, 2005. In: *Proceedings of the XXX Annual Colloquium of the International Association for Economic Psychology*.
- 2004 El Sehity, T., Hoelzl, E. & Kirchler, E. (2004). *Patterns of money illusion. On the formation of market prices and Benford's law*. Paper presented at the 29th SABE-IAREP conference, Philadelphia, USA, July 15-18, 2004. In: *Proceedings of the XXIX Annual Colloquium of the International Association for Economic Psychology*.
- 2004 Kulich, C., el Sehity, T. & Kirchler, E. (2004). *Zur strukturellen Analyse Sozialer Vorstellungen: Lexikographische*
- 2003 El Sehity, T. & Kirchler, E. (2003). *Getting used to the Euro: consumers' and sellers' strategies to adapt to the new currency*. Paper presented at the 28th IAREP conference,

- Christchurch, New Zealand, September 1-4, 2003. In: Proceedings of the XXVIII Annual Colloquium of the International Association for Economic Psychology.
- El Sehity, T. & Kirchler, E. (2003). Realising the euro - price perception in a new currency. In: Proceedings of the IAREP-workshop "Euro: Currency and Symbol", pp. 25. El Sehity, T., Kirchler, E. & Muehlbacher, S. (2003). Rise and Decline of Social Objects: ten case studies on the social development of meaning. In: Proceedings of the IAREP-workshop "Euro: Currency and Symbol", pp26-35.
- Kirchler, E., El Sehity, T. & Meier-Pesti, K. (2003). The persistence of the Enigmatic „9“: A contribution to the formation of Market prices in the European Monetary Union. In: Proceedings of the IAREP-workshop "Euro: Currency and Symbol", pp25-73.
- Meier-Pesti, K., Kirchler, E. & El Sehity, T. (2003). The euro as a source of European identity-Changes of social representations from 1997 to 2002. In: Proceedings of the IAREP-workshop "Euro: Currency and Symbol", pp. 94-98.
- 2002 El Sehity, T. & Kirchler, E. (2002). Realizing the euro - the price perception of a new currency. In: Proceedings of the XXVII Annual Colloquium of the International Association for Economic Psychology, pp.121.
- El Sehity, T. & Roland-Lévy, C. (2001). Developing a theoretical framework to account for price perception in conditions of currency exchange: The case of the Euro conversion. In: Proceedings of the XXVI Annual Colloquium of the International Association for Economic Psychology, pp.66.
- 2001 Broskwa, S., el Sehity, T., Hofmann, E., Kirchler, E. & Roland-Lévy, C. (2001). Euro price estimation: Testing the impact of social representations on perception of the new European currency. In: Proceedings of the XXVI Annual Colloquium of the International Association for Economic Psychology, pp.44.
- Roland-Lévy, C. & el Sehity, T. (2001). Social representations and attitudes of bankers, shop-keepers and teenagers towards the Euro. In: Proceedings of the XXVI Annual Colloquium of the International Association for Economic Psychology, pp.261-264.
- 2000 Broskwa, S., el Sehity, T., Fellner, G., Firnthrat, S., Hofmann, E., Kirchler, E. & Maciejovsky, B. (2000). Exploring strategies in an ultimatum game. In Proceedings of the XXVth Annual Colloquium of the International Association for Economic Psychology, pp.61-64.

Invited Lectures

- 2012 El Sehity, T. (2012). The Psychology of Money and Wealth. LGT Zürich, Glärnischstrasse 36, Switzerland on the 20th of January 2012.
- 2011 El Sehity, T. (2011). The Wealth Psychology of Responsibility. LGT Schloß Freudenfelds Schlossweg, 8264 Eschenz, Switzerland on the 26th & 27th of September 2011.
- 2011 El Sehity, T. (2011). On Ethical Wealth and the Psychology of Responsibility. LGT Next Generation Academy, Hotel das Triest, Wiedner Hauptstrasse 12, 1040 Vienna, Austria, on the 26th August 2011.
- El Sehity, T. (2009). On the Lexicographic Data analysis with Free Associations. Institute of Economic Psychology, Faculty of Psychology, University of Vienna, Universitätsstrasse 7, 1010 Vienna, Austria, on the 11th November 2009.
- 2009 El Sehity, T. (2009). On the Role of Trust in economic exchange. GOAHEAD! Business summit '09, Palais Niederösterreich, Herrengasse 13, 1010 Vienna, Austria, on the 2nd October 2009.
- El Sehity, T. (2009). On the Structure of Social Power in Money Dependence Relation Systems. Faculty of Psychology, Sigmund Freud PrivateUniversity, Schnirchgasse 9a, 1030 Vienna, Austria, on the 22nd October 2009.
- El Sehity, T. (2008). On the Psychology of Money Illusions - Theory and Facts. Facoltà di Economia, LUISS Guido Carli, viale Romania 32, I-00197, Rome, Italy, on the 24th November 2008.
- 2008 El Sehity, T. (2008). On the Psychology of Money Donation. A case study on Fiat Money. Facoltà di Psicologica, La Sapienza, via dei Marsi 78, I-00185, Rome, Italy, on the 7th May 2008.
- El Sehity, T. (2006). Povertà Urbane: Reale o "Percepitate"? Linee di Povertà. National Research Council, Institute of Cognitive Science and Technology, Via San Martino della Bataglia 44, I-00185, Rome, Italy, on the 12th December 2006.
- 2006 El Sehity, T. (2005). Soziale Vorstellungen der Armut. 83. Sommertagung des Kath. Akademiker Verbands, Bildungshaus Sodalitas, A-9121 Tainach/Kärnten, Austria, on the 1st August 2005.
- 2005 El Sehity, T. (2003). Zur quantitativen Analyse von Assoziationsdaten. Institut für Psychologie, Universität Salzburg, Hellbrunnerstrasse 34, A-5020 Salzburg, Austria, on the 28th May 2003.
- 2003 El Sehity, T. (2002). La percezione dei prezzi nel contesto del passaggio all'euro (un anno dopo...). Facoltà di Scienze Politiche, Palazzo Borsalino, Via Cavour 84, I-15100 Alessandria 50, Italy; on the 4th December 2002.
- 2002 El Sehity, T. (2001). La percezione dei prezzi nel contesto del passaggio all'euro. Facoltà di Scienze Politiche, Corso Borsalino 50, I-15100 Alessandria, Italy; on the 4th December 2001.
- 2001 El Sehity, T. (2001). L'influence de la représentation sociale sur les mécanismes socio-cognitifs. Groupe de Recherche et d'Analyse Sociétale en Psychologie économique (GRASP), Institut de Psychologie, Université René Descartes Paris, 71 avenue Édouard Vaillant, F-92774 Boulogne, France; on the 18th of May 2001.
- El Sehity, T. (2001). Schwellen-und Referenzpreise vor dem Hintergrund des Euro: Der Einfluss des Euros

Public Media

- 2014 Schamall, S. (2014, November 28). Geld ist Entmachtung - Interview mit Tarek el Sehity. Der Standard, p. 22.
- Hausensteiner, H. (2012, November 10/11). Wie Geld die Menschen formt - Interview mit Tarek el Sehity. Wiener Zeitung, p 38.
http://www.wienerzeitung.at/themen_channel/wz_reflexionen/zeitgenossen/500003_Tarek-Josef-el-Sehity.html
- Reichel, W., & Aris, U. (2012, February 4). Goodbye Bargeld! - Interview mit Tarek el Sehity. über:morgen. Vienna: 3at. Abgerufen von
<http://www.3sat.de/page/?source=/orf/uebermorgen/159767/index.html>
- 2012 Schamall, S. (2012, February 10). Gott und das liebe Geld - Interview mit Tarek el Sehity. derstandard.at. Abgerufen Februar 10, 2012, von
<http://derstandard.at/1328507330173/Vermoegenskultur-Gott-und-das-liebeGeld>
- Schamall, S. (2012, March 1). Gold ist Geld - Interview mit Tarek el Sehity. PHOENIX. Zeitschrift über Asche und das Salz der Diskussion. Nr. 1 2012 März. p.51-54.
- Müller, M. (2012, April 19). "Das ist fast schon Satire" - Interview mit Tarek el Sehity. Die Zeit, Geld Spezial 17(2012), p.34-35.