

Giacomo Sillari

gsillari@luiss.it

Department of Political Science
LUISS Guido Carli
Viale Romania 32
00179 Roma

Positions

2018-present	Associate Professor, Luiss Guido Carli, Rome
2015-2018	Assistant Professor (Ricercatore B), Luiss Guido Carli, Rome
2013-2015	Assistant Professor (Ricercatore A), Luiss Guido Carli, Rome
2010-2012	Researcher, Scuola Normale Superiore, Università di Pisa
2006-2010	Postdoctoral Fellow, PPE Program, University of Pennsylvania
2004-2006	Lecturer, Dept. of Philosophy, University of Pennsylvania
2018-2019	Visiting Professor, Scuola Nazionale dell'Amministrazione presso la Presidenza del Consiglio
2020-2021	Visiting Professor, University of Pennsylvania
2022	Visiting Professor, Hebrew University of Jerusalem

Education

- 2007 Ph.D., Logic, Computation and Methodology Program, Philosophy Department, Carnegie Mellon University, Pittsburgh, PA.
- 2002 M.Sc., Logic, Computation and Methodology Program, Philosophy Department, Carnegie Mellon University, Pittsburgh, PA.
- 1999 Laurea, Philosophy, Università degli Studi di Firenze.
- 1998 Diploma di Compimento Medio (8th year), Piano Performing, Conservatorio "Luigi Cherubini", Firenze

Publications

Peer reviewed:

1. [classe A] 2023 (with Daniela Di Cagno, Werner Güth) "The better toolbox: experimental methodology in economics and psychology" *Mind and Society* (2023), doi: 10.1007/s11299-023-00295-1

2. 2022 (with Lucia Savadori, Piero Ronzani, Mauro Dolce) "Communicating Seismic Risk Information: The Effect of Risk Comparisons on Risk Perception Sensitivity," *Frontiers of Communication* 7(2022) 1-11 doi: 10.3389/fcomm.2022.743172
3. 2021 (con Fabrizio Cafaggi, Francesca Marzo) L'approccio comportamentale nelle pubbliche amministrazioni: il ruolo della ricerca e della formazione, in: *Formare la PA*, Scuola Nazionale dell'Amministrazione, Presidenza del Consiglio dei Ministri pp. 238-251.
4. 2020 Nudging come Opportunità, *Giornale Italiano di Psicologia* vol. 47(2)
5. [classe A] 2019 "Logics of Belief," *Rivista di Filosofia*, 2/2019, pp. 243-262, doi: 10.1413/93897
6. [classe A] 2018 "Behavioural Insights in Consultation Design: A Dialogical Architecture," *European Journal of Risk and Regulation*, 9(4), pp. 603-631
7. [classe A] 2017 "A Rational Way of Playing: Revision Theory for Strategic Interactions," *Journal of Philosophical Logic*, 47 (3), 419-448
8. [classe A] 2014 "Disagreement Under the Veil of Ignorance," *Philosophical Studies*, 170(3) pp. 377-394
9. [classe A] 2013 "Rule-following and Coordination," *Synthese*, vol. 190(5):871-890
10. [classe A] 2013 (with Giovanna Devetag, Hykel Hosni) "You Better Play 7: Mutual vs. Common Knowledge of Advice in a Weak Link Experiment," *Synthese*, vol. 190(8):1351-1381
11. [classe A] 2010 " 'Seguire la regola' e coordinazione: la prospettiva della teoria dei giochi," *Rivista di Filosofia*, vol. CI, n. 3, pp. 335-386 (trad. it.)
12. [classe A] 2008 "Quantified Logic of Awareness and Impossible Possible Worlds," *Review of Symbolic Logic*, 1(4):1-16.
13. 2008 "Models of Awareness," in: *Logic and the Foundations of Games and Decisions*, G. Bonanno, W. van der Hoek, M. Wooldridge, eds. University of Amsterdam, pp. 209-240.
14. [classe A] 2008 "Common Knowledge and Convention," *Topoi*, 27(1) 29-40
15. [classe A] 2005 "A Logical Framework for Convention," *Synthese*, vol. 147(2) pp. 379-400
16. 2005 (with Peter Vanderschraaf) "Common Knowledge," in *Stanford Encyclopedia of Philosophy*

Book Chapters:

17. 2005 (with Cristina Bicchieri) "Game Theory," in *The Encyclopedia of Philosophy*, Donald Borchert, ed., Macmillan.
18. 2013 "Common Knowledge," in Byron Kaldis, ed., *Encyclopedia of Philosophy and the Social Sciences*, SAGE.
19. 2016 (with Cristina Bicchieri) "Game Theory," in *The Handbook of Philosophy of Science*, Paul W. Humphreys, ed., Oxford University Press
20. 2016 (with Silvia Pelucchi) "Intelligence Analysis and Behavioral Sciences: Pitfalls and Opportunities for Security," in: *Security in Infrastructures*, J. Martin Ramirez, and Juan Carlos Fernández, eds., 2016 Cambridge Scholars Publishing

21. 2016 "Quale Metodologia per le scienze sociali ed economiche?," in: *Ragioni della Scienza, Ragioni della Carità*, Maria Grazia Malaguti, ed., 2016 LEV
22. 2017 (with J.C.F. Rodriguez, Silvia Pelucchi, Claudio Paya Santos) "Factores cognitivos en el análisis de inteligencia" in *Inteligencia aplicada a la seguridad del siglo XXI* pp. 133-146, Juan Jose Delgado Morán and Claudio Payá Santos, eds. E-praxis
23. 2017 (with Cristina Bicchieri) "Game theory", in: *Routledge Companion of Philosophy of Science*, eds. Lee McIntyre and Alex Rosberg
24. 2018 (with Massimo Egidi) "The Psychology of Financial Choices," in Viale, R., S. Mousavi, B. Alemanni and U. Filotto, eds.: *The Behavioral Finance Revolution: A New Approach To Financial Policies and Regulations*, Edgar Elgar
25. Dolce, M., Garro, G., Griner, F., Sicoli, R., Speranza, E., Bocchi, F., Borzi, B., Di Meo, A., Favarelli, M., Savadori, L., Sillari, G., Dolce, A. (2019), "Più sai e meno rischi: SICURO+, per sensibilizzare i cittadini sul tema del Rischio Sismico" in Atti del XVIII Convegno ANIDIS L'ingegneria Sismica in Italia: Ascoli Piceno, 15-19 settembre 2019., Pisa: Pisa University Press, 2019, p. 26-38. - ISBN: 9788833392561. Proceedings of: XVIII Convegno ANIDIS L'ingegneria Sismica in Italia, Ascoli Piceno, 15-19 settembre
26. 2020 (with Massimo Egidi) "Dalla Economia Comportamentale alla Neurofinanza," in: Coricelli, G. and D. Martelli, eds.: *Neurofinanza*, EGEA
27. 2020 (with Massimo Egidi) "Bounded Rationality in Organizations," in: R. Viale, ed.: *Routledge Handbook of Bounded Rationality*, Routledge
28. 2020 (with Cristina Bicchieri), "Bounded Knowledge," in: R. Viale, ed.: *Routledge Handbook of Bounded Rationality*, Routledge
29. 2022 Economia Comportamentale e Istruzione, in *Cultura e Scuola*, ed.: Patrizia De Socio, Loescher

Reviews:

30. 2012 Review of "Game Theory from von Neumann and Morgenstern to the Cold War" by Robert Leonard, forthcoming in *Rivista di Storia del Pensiero Economico*
31. 2010 Review of "Rational Decisions" by Kenneth Binmore, *Ethics*, 120(2)
32. 2008 Review of "Natural Justice" by Kenneth Binmore, *Economics and Philosophy*, 24(2) 287-296
33. 2007 Review of "Realistic Decision Theory" by Paul Weirich, *Mind*, 116, 462, pp. 489-493

Talks

1. "Uncertainty and Fake News: An Experimental Study on the Strategic Use of Fake News in Belief Formation" Rome, Luiss, October 2023

2. "The effectiveness of enforcement. Behavioral insights for cooperative enforcement" Jerusalem," Jerusalem, HUJI, May 2022
3. "Behavioral Finance" *Giornata dell'Educazione Finanziaria*, Roma, October 2020 (online)
4. "Decision Theory" *Collegio Ghislieri*, Pavia, March 2020 (online)
5. "Comments on *Beyond Nudge*", *Milano Bicocca*, Milano, September 2019
6. "Coordination and common knowledge" *Bayes-by-the-sea 2*, Università di Ancona, June 2019
7. "Coordination and common knowledge" *Italian Association of Cognitive Science Annual Meeting*, IMT Lucca, May 2019
8. "Rule-following and Institutions" *Rules, Norms and Reasons: Saul Kripke Workshop* Università degli Studi di Milano, May 2019
9. "Behavioral Insights in Consultation Design," *12th IMPRS Uncertainty Topics Workshop*, Luiss, Rome, September 2018
10. "Revision Theory for Game Theory," *Bayes-by-the-sea*, Università di Ancona, June 2018
11. "Following Rules, Following Norms", *Workshop on Social Norms*, Università di Parma, April 2018
12. "From Behavioral to Neurofinance," *BeFairly Workshop*, Banca d'Italia, Roma December 2018
13. "Behavioral Insights in Consultation Design," *Società Italiana per il Diritto e l'Economia*, LUMSA, Rome, December 2017
14. "Epistemic Disagreement," *2nd meeting of the Seminario Permanente sulla Razionalità Pratica*, Pavia, Collegio Ghislieri, April 2017
15. "Competitive Public Good Games," *4th International Workshop of the Herbert Simon Society*, Turin, October 2016
16. "Competitive Public Good Games," *Experiments for the Social Sciences*, Oxford University, July 2016
17. "An Experiment on Competitive Public Good Games," *Brown-bag Seminar*, Università di Trento, April 2016
18. Invited discussant at the Workshop on "Evidence-Based Medicine Renaissance," *Gabinetto Viesseux, Firenze, Italy, October 2015*
19. "Stochastic Weak-Link Games," *Luiss Seminar Series, Rome, Italy, April 2015*
20. "On Experimental Methodology in Economics and Psychology," *Luiss Seminar Series, Rome, Italy, March 2015*
21. "Strategic Rationality: The Revision-Theoretic Perspective," *Logic and the Foundations of Game and Decision Theory, LOFT14, Bergen, Norway, July 2014*
22. "Awareness: An Introduction," tutorial, *Games and Decisions 2, Centro De Giorgi, Scuola Normale Superiore, Pisa, Italy, July 2014*
23. Commentator on Werner Güth's "Bounded Rationality," *Seminar Series on New Directions in Microeconomics, LUISS Guido Carli, April 2014*
24. "You Better Play 7: Mutual vs. Common Knowledge of Advice in a Weak Link Experiment," *Game Theory and Philosophy Workshop, University of Trento, Italy, May 2013*

25. “You Better Play 7: Mutual vs. Common Knowledge of Advice in a Weak Link Experiment,” *LogCIC Seminar Series, ILLC Amsterdam, The Netherlands, March 2013*
26. “You Better Play 7: Mutual vs. Common Knowledge of Advice in a Weak Link Experiment,” *Departmental Colloquium, April 2012*
27. “Knowledge, Common Knowledge, and Coordination: An Experimental Study” *Formal Epistemology meets Experimental Philosophy Workshop, Tilburg, The Netherlands, September 2011*
28. “Common Knowledge and Awareness” *Departmental Colloquium, Università Bocconi, Milano, June 2011*
29. “Wittgenstein e la teoria dei giochi” *Departmental Colloquium, Philosophy Department, Università di Firenze, Firenze, Italy, April 2011*
30. “Rule-following as Coordination” *Social Norms in Social Sciences Workshop, Philosophy Department, University of Bristol, Bristol, UK, February 2011*
31. Commentator on Francesco Guala’s “Scanning the Humean Brain: The Neuroscience of Social Conventions and Norms,” *Workshop on Norm Compliance, Istituto Universitario Europeo, Fiesole, Italy, July 2010*
32. Participant to the round table discussion on “Formal Epistemology,” *Formal Epistemology Fest, Carnegie Mellon University, Pittsburgh, PA, June 2010*
33. “Epistemic Logic and Bounded Rationality,” *Colloquium at LUISS Guido Carli, Rome, Italy, May 2010*
34. “Rule-following as Coordination: A Game-theoretic Approach,” *Synthese Conference, Columbia University, New York, NY, April 2010*
35. “Rule-following as Coordination: A Game-theoretic Approach,” *Knowledge, Beliefs and Games Seminar, CUNY Graduate Center, New York, NY, April 2010*
36. “The Circumstances of Disagreement,” *Danish Philosophical Association Meeting, Copenhagen, Denmark, March 2010*
37. “Rule-following, Coordination and Meaning,” *Departmental Colloquium, Department of Philosophy, University of Copenhagen, Denmark, March 2010*
38. “Rule-following, Coordination and Meaning,” *Workshop on ‘Formal Theories of Communication,’ Lorentz Center, University of Leiden, The Netherlands, February 2010*
39. Commentator on Malte Willer’s paper “A New Dynamics for Epistemic Modality,” *2009 APA, Eastern Division Meeting, New York, NY, December 2009*
40. “Epistemic Logic and Bounded Rationality,” *Departmental Colloquium, Università di Firenze, Firenze, Italy, November 2009*
41. “The Circumstances of Disagreement,” *EpiConFor Workshop, Nancy, France, November 2009*
42. “The Dynamics of Disagreement,” *2nd European Philosophy of Science Association Meeting, Amsterdam, The Netherlands, October 2009*
43. “The Circumstances of Disagreement,” *Knowledge, Belief and Normativity, Amsterdam, The Netherlands, August 2009*
44. “The Circumstances of Disagreement,” *Decisions, Games and Logic, Lausanne, Switzerland, June 2009*
45. “Rule-following as Coordination: A Game-theoretic Approach,” *37th Meeting of the Society For Exact Philosophy, Edmonton, Alberta, Canada, May 2009*

46. "Rule-following as Coordination: A Game-theoretic Approach," *83rd Annual Meeting of the Pacific APA, Vancouver, BC, Canada, April 2009*
47. "The Circumstances of Disagreement," *Sydney-Tilburg Conference on Evidence, Science and Public Policy, Sydney, Australia, March 2009*
48. "Rule-following as Coordination: A Game-theoretic Approach," *Colloquium at Swarthmore College, March 2009*
49. "Rule-following as Coordination: A Game-theoretic Approach," *31st International Wittgenstein Symposium, Kirchberg am Wechsel, Austria, August 2008*
50. "Conventions, Norms and Rule-Following," *XI Summer School on Economics and Philosophy, San Sebastian, Spain, August 2008*
51. "Quantified Logic of Awareness and Impossible Possible Worlds," *LOFT08, Amsterdam, The Netherlands, August 2008*
52. "Quantified Logic of Awareness and Impossible Possible Worlds," *36th Meeting of the Society for Exact Philosophy, SEP08, Laramie, WY, May 2008*
53. "Quantified Logic of Awareness and Impossible Possible Worlds," *Formal Epistemology Workshop, FEW08, Madison, WI, May 2008*
54. "Convention, Awareness, and Games", *Carnegie Mellon University, Pittsburgh, PA, December 2006*
55. "The Logic of Convention", *ISCT, CNR, Rome, Italy, November 2006*
56. "Models of Awareness" *Logic and the Foundations of Game and Decision Theory, LOFT06, Liverpool, UK, July 2006*
57. "The Logic of Convention: A Formal Approach to David Lewis's Theory of Convention", *Carnegie Mellon University, Pittsburgh, PA, November 2005*
58. "A Logical Framework for Convention" *Logic and the Foundations of Game and Decision Theory, LOFT04 Leipzig, Germany, June 2004*
59. Commentator on: "Motivating Beliefs: Anti-Humean Strategies on Practical Reason" *CMU/PITT Graduate Conference, Pittsburgh, PA 2003*
60. "Philosophical and Logical Aspects of Interactive Epistemology", *Carnegie Mellon University, Pittsburgh, PA, December 2002*
61. Tutorial on "Common Knowledge," *NSF/CNR Workshop on the Logic and Strategy of Distributed Agents, Trento, Italy, December 2000*

Teaching

- Nature of Reasoning (Carnegie Mellon; University of Pennsylvania)
- Intro to Political Philosophy (Carnegie Mellon)
- Natural Justice (University of Pennsylvania)
- Conventions, Norms and Social Institutions (University of Pennsylvania)
- Why Does Game Theory Matter For Political Philosophy? (Luiss)
- Game Theory and Philosophy (University of Pennsylvania)
- Behavioral Psychology and Economics (Luiss)
- Metodologia delle Scienze Sociali (Luiss)
- Precorsi di Logica (Luiss)
- Behavioral Economics and Consumption Theories (Luiss)
- Philosophy of Social Sciences (Ph.D., Luiss)

- Nudging: Behavioral Public Policy (Luiss)
 - Scuola Nazionale dell'Amministrazione:
 - Scienze Comportamentali e Consultazione, corso base e avanzato
 - Scienze Comportamentali e Digitalizzazione
 - Scienze Comportamentali e Semplificazione
 - Introduzione alle Scienze Comportamentali
- Teaching at Università di Milano Bicocca (Social Norms, Master in Behavioral Design) 2024
- Teaching at Università della Calabria (Behavioral Economics, Master in Intelligence) since 2022
- Teaching at University of Pennsylvania (Social Norms, Master in Behavioral and Decision Science) n 2021
- Teaching at Scuola Nazionale dell'Amministrazione since 2015

Funding

- HORIZON (funded) BridgeGAP
- PRIN2022 (funded): The impact of past experience and of social identity on risk perception of (new) unforeseen contingencies.
- Scuola Nazionale dell'Amministrazione 2020 (funded): Communicating Natural and Financial Risk.
- PRIN2017 (funded): Deceit and Self-Deception. How We Should Address Fake News and Other Cognitive Failures of the Democratic Public.

Service

As a *co-director* (2014-2022):

- Master's Program in *Scienze Comportamentali e Amministrazioni Pubbliche* (Luiss Guido Carli e Scuola Nazionale dell'Amministrazione)

As a *member*:

- Collegio dei docenti del dottorato Luiss (2016-)

As a *member of editorial board*:

- Topoi

As a *referee*:

- Book Manuscripts:
 - Springer-Verlag, Sage, Routledge

- Journals:
 - Philosophical Studies; Journal of Philosophical Logic; Games and Economic Behavior; Economics and Society; Annali del Dipartimento di Filosofia dell'Università di Firenze; Topoi; Review of Symbolic Logic; Economics and Philosophy; British Journal for the Philosophy of Science; Synthese; Knowledge, Rationality and Action; The Logic Journal of the IGPL; Philosophy of Social Sciences; Erkenntnis; Mind; Philosophy of Science; Episteme; Prisma; Philosophers' Imprint.
- Conferences:
 - TARK03, CMU/PITT Graduate Students Conferences, LRBA2010, TARK2012, TARK2015, AISC2019, Bayes-by-the-sea 2020
- Research Projects:
 - NWO (Dutch National Organization for the Sciences)

As an *organizer*:

- Bayes-by-the-sea 2020, Program Committee
- AISC2019, Program Committee
- IMEBESS 2016, Luiss Guido Carli, Organizing Committee
- II Congreso Internacional "El terrorismo como desafio a la seguridad global," University of Nebrija, Program Committee
- Theoretical Aspects of Reasoning About Knowledge (TARK2012), Chennai, India 2012, Program Committee
- Workshop on "Games, Social Contract and Equilibrium Selection," Scuola Normale Superiore, Pisa, May 2011, Organizing Committee
- Logics for Resource-Bounded Agents (LRBA 2010), Lyon 2010, Program Committee
- CMU/PITT Graduate Students Conference 2002, Organizing Committee
- CMU/PITT Graduate Students Conference 2003, Organizing Committee

Other

- Facilitator at UNICEF-Penn Summer School on Advances in Social Norms, University of Pennsylvania, 2011-2015
- Consultant for SNV World in the UNICEF-sponsored program "Sustaining Safe Sanitation and Hygiene Practices Through Enhanced Behavior Change Communication Models," Naivasha and Nairobi, Kenya, December 2012
- Member of Global Advisory Group for the multi-country study on "Drivers of Violence" conducted by UNICEF Innocenti Research Center, Firenze, September 2013
- Member of University of Pennsylvania Social Norms Group (PENN SONG), May 2014-present
- Consultant for UNICEF Kenya, Nairobi, February 2015
- Consultant for Planned Parenthood Global, Entebbe, Uganda, July 2015
- Consultant for La Alianza Mexico, Mexico City, August 2015

- Member of UNICEF ESARO Roster Expert for Social Norms and Behavioral Economics 2016-present
- Consultant for Ministero della Funzione Pubblica 2016
- Consultant for UNICEF Peru - Guatemala - Costa Rica, Lima, Peru, March 2017
- Member of SNA/Presidenza del Consiglio Gruppo di Lavoro on the application of behavioral insights to public policy and administration, June 2017-2018
- Member of SNA Unità di Scienze Comportamentali, 2019-2022
- Consultant for UNICEF Madagascar, 2024