

# GIOVANNI PONTI

## CURRICULUM VITAE

PLACE AND DATE OF BIRTH	Milano, 6 April 1965
CITIZENSHIP	Italian
MAILING ADDRESS	Departamento de Fundamentos del Análisis Económico (FAE) Universidad de Alicante 03071 Alicante (SPAIN) +34 (96) 590-3619
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METRICS (GOOGLE SCHOLAR)	

### CURRENT POSITIONS

FEBRUARY 2012 - DATE. **PROFESSOR OF ECONOMICS (CATEDRÁTICO DE UNIVERSIDAD)**  
Departamento de Fundamentos del Análisis Económico (FAE). Universidad de Alicante.

NOVEMBER 2010 - DATE. **ASSOCIATE PROFESSOR OF ECONOMICS (PROFESSORE ASSOCIATO - PART-TIME)**  
Dipartimento di Economia e Finanza. LUISS Guido Carli Roma.

JANUARY 2000 - DATE. **DIRECTOR**  
Laboratory for Theoretical and Experimental Economics (LaTeX). Universidad de Alicante.

APRIL 2022 - DATE. **ASSOCIATE EDITOR**  
*Journal of Behavioral & Experimental Economics* (Elsevier).

JULY 2014 – DATE. **ACADEMIC EDITOR**  
*Public Library of Science of the United States (PLoS) ONE*. Behavioral and Experimental Economics.

### PAST POSITIONS

JANUARY 2017-JUNE 2020. **VISITING PROFESSOR OF ECONOMICS**  
Department of Economics. The University of Chicago.

JANUARY 2018 - DECEMBER 2019. **SCIENTIFIC COMMITTEE**  
*Joint Initiative of Latin American Experimental Economics* (JILAEE). The University of Chicago and UCEMA Buenos Aires.

SEPTEMBER 2009 – JUNE 2015. **DIRECTOR**  
Quantitative Economics Doctorate (QED). Departamento de Fundamentos del Análisis Económico, Universidad de Alicante.

SEPTEMBER 2005-FEBRUARY 2012. **ASSOCIATE PROFESSOR OF ECONOMICS (PROFESOR TITULAR)**  
Departamento de Fundamentos del Análisis Económico - Universidad de Alicante.

SEPTEMBER 2001 – NOVEMBER 2010. **ASSOCIATE PROFESSOR OF ECONOMICS (PROFESSORE ASSOCIATO)**  
Dipartimento Economia Istituzioni Territorio - Università degli Studi di Ferrara.

JUNE 1999 – SEPTEMBER 2005. **ASSISTANT PROFESSOR OF ECONOMICS (PROFESOR VISITANTE)**  
Departamento de Fundamentos del Análisis Económico - Universidad de Alicante.

SEPTEMBER 1997 – JUNE 1999. **VISITING PROFESSOR OF ECONOMICS**  
Department of Economics - University of California Santa Barbara.

### EDUCATION

SEPTEMBER 1993 — JULY 1997  
Ph.D, Economics  
Department of Economics - University College London - Dissertation title: *Continuous-Time Selection Dynamics and their Applications in Economic Modeling*. Advisor: Ken Binmore.

SEPTEMBER 1993 — SEPTEMBER 1997  
Dottorato di Ricerca  
Department of Political Science - Università di Bologna, Italy - Dissertation title: *Strategic Components of Corporate Culture*. Advisor: Patrizio Bianchi.

SEPTEMBER 1992 — AUGUST 1993  
MSc, Economics  
Department of Economics - University College London. Advisor: Ken Binmore.

SEPTEMBER 1985 — FEBRUARY 1992  
Ba, Economics (*cum laude*)  
Department of Economics – Università di Pavia. Advisor: Giorgio Rampa.

**RESEARCH****RESEARCH EXPERIENCE**

- [2023] Visiting Professor at the Department of Economics, University of California San Diego. Sabbatical leave.
- [2022-3] Visiting Professor at the Department of Economics, European University Institute, Firenze. Sabbatical leave.
- [2017-20] Visiting Professor at the Department of Economics, UChicago.
- [2018-9] Scientific Committee. Joint Initiative of Latin American Experimental Economics (JILAEE). UChicago.
- [2016] Visiting Research Fellow at the Department of Economics, NYU. Sabbatical leave.
- [2008-9] Visiting Research Fellow at the Department of Economics and Finance, LUISS Guido Carli. Sabbatical leave.
- [2005-10] *Quaderni DEIT*, WP Series of the Dipartimento Economia Istituzioni Territorio, UniFe. Editor.
- [2000-date] Director - Laboratory for Theoretical and Experimental Economics (LaTeX) - UA.
- [1997-8] Visiting Research Fellow at the Department of Economics, UCSB.
- [1994-7] Research Assistant at the Centre for Learning and Social Evolution (ELSE). University College London.

**PARTICIPATION TO RESEARCH PROJECTS**

- [2023-5] *Information Diffusion, Networks and Polarization* (Miur PRIN 2022HYTLHR). PI: Giovanni Ponti.
- [2021-4] *Information transmission in a polarized society* (Prometeo/2021/073). PI: Giovanni Ponti.
- [2020-3] *From theory to policy: a behavioral approach* (PID2019-107081GB-I00). PI: Giovanni Ponti.
- [2019-21] *Red Española de Economía Experimental y del Comportamiento (e3c)*. PI Pablo Brañas-Garza.
- [2017-9] *The welfare effects of a nudge* (Alfred P. Sloan Foundation). PI: John A. List.
- [2016-9] *LaTeX 2020: Microeconomics "Made in Alicante"* (ECO2015-65820-P). PI: Giovanni Ponti.
- [2013-5] *The Microfoundation of Economic Complexity: Theory, Behavior, Policy* (ECO2012-34928). PI: Giovanni Ponti.
- [2012-5] *Robust decisions in markets and organizations* (MIUR PRIN 20103S5RN3\_002). PI: Marco Li Calzi.
- [2011-4] *INSITE: The Innovation Society, Sustainability, and ICT* (FP7: ICT-2007.8.0). PI: David A. Lane.
- [2010] *Implementing distributional justice using random mechanisms* (IVIE BEC-2010-002). PI: Giovanni Ponti.
- [2007-12] *Procesos de decisión e interacción en contextos socio-económicos* (MEC SEJ2007-62656/ECON). PI: Carmen Herrero.
- [2007] *Risk and ambiguity: new theories and applications* (MIUR PRIN 2007MCKEYA). PI: John Hey.
- [2006-11] *Consolidating Economics* (MEC CSD2006-00016). Local Coordinator (LC): Iñigo Iturbe.
- [2006] *Creación, gestión y desarrollo de un panel dinámico experimental* (GV 06/275). PI: Giovanni Ponti.
- [2006] *Análisis experimental de una economía de redes* (UA GRJ06-11). PI: Giovanni Ponti.
- [2005] *Framing Effects in Public Good Provision* (IVIE BEC 2005-004). PI: Giovanni Ponti.
- [2005] *An Experimental Perspective on Intertemporal choice* (MIUR PRIN 2005/137907). PI: John Hey.
- [2004-7] *Información e Incentivos en Procesos Complejos* (MEC SEJ2004-02172). PI: Fernando Vega Redondo.
- [2002] *Panel data experiments* (IVIE BEC 2002-012). PI: Giovanni Ponti.
- [2001-4] *Redes Sociales y Procesos Económicos* (MCICYT BEC 2001-0980). PI: Fernando Vega.
- [2001-4] *Cooperation and Information*, (EC TMR FMRX-CT96/0055). PI: Carmen Herrero.
- [2002] *Panel Data Experiments* (IVIE BEC 2002-012). PI: Giovanni Ponti.
- [2002] *El mercado, un mecanismo de interacción personalizada* (GV 01/391). PI: Fernando Vega.
- [2001-date] *Grupo de Investigación sobre Microeconomía Aplicada* (UA VIGROB-087). PI: Ramon Faulí.
- [2001] *Economía experimental en Alicante: Tomas de Decisiones Secuenciales* (IVIE BEC 2001-035). PI: Giovanni Ponti.

**RESEARCH INTERESTS**

*Experimental Economics*: experiments on social preferences, learning and institution/mechanism design, structural estimation of behavioral models. *(Evolutionary) Game Theory*: dynamic models of learning in games. *Industrial Organization*: institutional aspects of mechanism design.

**INDIVIDUAL GRANTS AND SCHOLARSHIPS**

- [2017-9] Visiting Research Fellowship. Alfred P. Sloan Foundation Grant. The University of Chicago.
- [2013] "Fernand Braudel" Fellow. Economics Department. European University Institute. Florence. June-September.
- [1999-2001] Research Grant from the EU project *Training and Mobility of Researchers* (Fellowship ERBFMRXCT960055).
- [1997] Royal Economic Society (UK) grant for the 1997 RES Workshop on Dynamic Games (University of Warwick).
- [1994-6] Research Grant from the EU project "Human Capital Mobility" (Individual Fellowship ERBCHBICT941575).
- [1994-6] Economic and Social Research Council (Individual Fellowship RO 00429424259).

**REFERRED JOURNALS**

*American Economic Review*, *Applied Economics*, *Applied Economics Letters*, *B.E. Journal of Economic Analysis & Policy*, *Econometrica*, *Economía Política*, *Economic Enquiry*, *Economic Journal*, *Economics Letters*, *European Economic Review*, *European Journal of Operational Research*, *Experimental Economics*, *Games*, *Games & Economic Behavior*, *Experimental Economics*, *International Economic Review*, *International Game Theory Review*, *Journal of Behavioral & Experimental Economics*, *Journal of Economic Behavior & Organization*, *Journal of Economic Theory*, *Journal of Political Economy*, *Journal of Public Economics*, *Journal of Public Economic Theory*, *Journal of the European Economic Association*, *Management Science*, *Nature Human Behavior*, *Oxford Economic Papers*, *PLoS ONE*, *Rationality & Society*, *Research in Economic, Resources & Energy Economics*, *Review of Economics & Statistics*, *Review of Economic Design*, *Review of Economic Studies*, *Social Choice & Welfare*, *Theoretical Economics Letter*, *Theory & Decision*.

**TEACHING**

## TEACHING EXPERIENCE (IN ENGLISH, UNLESS STATED OTHERWISE)

- [2017-20] **The University of Chicago.** *Undergraduate:* Experimental Economics (ECON 21800), Behavioral Finance (ECON 25130), Reading & Research (Honor Course, ECON 29700).
- [2019] **UCEMA, Buenos Aires.** *Under/graduate:* Behavioral & Experimental Economics (in Spanish).
- [2016-8] **EIEF** (Institute of Advanced Studies of the Bank of Italy, Roma). *Graduate:* Behavioral and Experimental Economics.
- [2016-8] **Universidad de Huelva.** *Graduate:* Behavioral and Experimental Economics (in Spanish).
- [2009-date] **LUISS Guido Carli Roma.** *Graduate:* Managerial Economics, Behavioral Economics and Consumption Theory, Microeconomic Analysis, Advanced Microeconomics (Game Theory & Mechanism Design), Experimental Economics. *Undergraduate Courses:* Intermediate Microeconomics, Economic Principles, Mathematics for lawyers (Metodi Matematici per le Scienze Giuridiche, in Italian).
- [1999-date] **Universidad de Alicante.** *Graduate:* Evolution and Learning in Games, Microeconomics I (Intermediate), Microeconomics II (Game Theory) and Experimental Economics. *Undergraduate:* Individual Decision Theory under Uncertainty (Mathematics Department), Intermediate Microeconomics (in English/Spanish), Advanced Microeconomics I (Economics of Risk & Uncertainty), Game Theory (Microeconomía Avanzada II, in Spanish).
- [2000-10] **Università di Ferrara.** *Undergraduate:* Mathematics for Economists (Metodi Matematici per l'Economia, in Italian), Game Theory (Metodi II, in Italian), Econometrics I & II (Econometria & Metodi Statistici per l'Economia, in Italian).
- [1997-9] **University of California Santa Barbara.** *Graduate:* Workshop on Evolutionary Dynamics (workshop instructor/organizer). *Undergraduate:* Evolutionary Game Theory (Honor Course).
- [1992-3] **University College of London.** Under/Graduate Teaching Assistant.

## TEACHING INTERESTS

Microeconomics, (Evolutionary) Game Theory, Behavioral & Experimental Economics, Industrial Organization, Mathematical Economics.

**PHD THESIS SUPERVISION**

- [2022] Judit Alonso (UA). *Risk, Compound Risk and Ambiguity. Three essays on Economic Preferences.* Now Assistant Professor at the Universidad Internacional de la Rioja (UNIR).
- [2022] Diletta Topazio (Goethe University Frankfurt). *Decision Making Under Risk & Uncertainty.* Now Economist at FAO.
- [2021] Roberto Di Paolo (UA). *Essays on Experimental Methods Applied to Different Environments.* Now Pot-Doc at IMT Lucca.
- [2019] Haihan Yu (UA). *Three Essays On Information Transmission in Sequential Games.* Now Researcher at Kyushu University.
- [2018] Alberto Cottica (UA). *The Management Of Online Communities: A Social Network Perspective.* Now CEO of Edgeryders.
- [2017] Vita Zhukova (UA). *Three Essays on Entrepreneurship.* Now Assistant Professor, UC Murcia.
- [2016] Arianna Galliera (LUISS). *Adaptation Dynamics in Individual and Strategic Behavior.* Now Ass. Prof., Università di Parma.
- [2014] Iryna Sikora (UA). *Three essays in Experimental Economics.* Now Senior Researcher at KPMG, Madrid.
- [2013] Xavier Del Pozo (UA). *Essays in Experimental Economics.* Now Lead Consultant at IPT Zürich.
- [2008] Natalia Jiménez (UA). *Experiments on Social Networks.* Now Professor of Economics, UPO Sevilla.
- [2008] Jaromir Kovarik (UA). *Reciprocity, Social Preferences and Experiments.* Now Associate Professor, UPV Bilbao.

**MSC THESIS SUPERVISION**

- [2018] Diletta Topazio (LUISS): *An Ambiguity Analysis under Heterogeneity with a Bayesian Spin* (with Honors).
- [2017] Matteo Nobile (LUISS): *Risk and ambiguity aversion, an empirical study.*
- [2015] Chiara Felli (LUISS): *Asymmetric Concession Making: An Experimental Study* (with Honors).
- [2014] Roberto di Paolo (LUISS): *Absolute vs Relative Bidding in Experimental Procurement.*
- [2013] Esther Mata (UA): *Strategic Voting Under Positional Voting Rules. An Experimental Approach.*
- [2013] Haihan Yu (UA): *History Matters: Why Sub-Game Consistency Does not Hold In Ultimatum Game Experiments.*
- [2013] Vita Zhukova (UA): *Endogenous Leadership.*
- [2011] Iryna Sikora (UA): *Sense of Fairness and its Implications. Comparison of Models.*
- [2010] Xavier Del Pozo (UA): *The Effect of Asymmetric Capacities on Supply Function Competition: An Experimental Study.*
- [2010] Arianna Galliera (UniFe): *Positive vs. negative paternalism: uno studio sperimentale su preferenze sociali e profili di rischio.*
- [2010] Massimiliano Ferraresi (UniFe): *Manipolazione strategica dei meccanismi di voto posizionale: analisi teorica e sperimentale.*
- [2007] Nicola Frignani (UniFe): *Social Preferences under the Veil of Ignorance.*
- [2007] Sara Giménez (UA): *An experimental market with quakes.*
- [2004] Jaromir Kovarik (UA): *Fixed Price Plus Rationing: an Experiment.*
- [2001] Maria del Pilar Castillo-Valencia (UA): *An experiment on buyer-seller networks.*

**PHD THESIS COMMITTEES**

- [2022] Antonio Alfonso Costillo (UPO Sevilla): *Behavioral Economics: an Experimental Approach*
- [2015] Riccardo Ghidoni (Università di Bologna): *Experiments on Pro-Sociality and Environmental Issues.*
- [2015] Paolo Nicola Barbieri (Università di Bologna): *Essays on Health Economics.*
- [2015] Irina Kirysheva (European University Institute in Florence): *Essays in Applied Game Theory.*
- [2014] Pietro Battiston (Università Milano Bicocca): *Essays on Networks and Information Dynamics.*
- [2013] Jose Luis Moreno Garrido (UA): *Applications of complex networks in a selfish population and decision processes.*
- [2012] Concetta Sorropago (Università Roma II): *Agent-Based Simulations as a Building Tool for Behavioral Models.*
- [2011] Marisa Bucheli (Universidad de Granada): *Essays On Transfers: Survey And Experimental Data.*
- [2010] Ismael Rodriguez Lara (UA): *Essays on Behavioral and Experimental Economics.*
- [2000] Tibor Neugebauer (Universidad de Valencia): *Un análisis experimental de mecanismos sequential*

## PUBLICATIONS

## A) PUBLISHED ARTICLES IN PEER-REVIEWED JOURNALS

1. [2023] *On the Efficiency of Multi-Attribute Mechanisms in Experimental Procurement* (with GL Albano, A Cipollone, R Di Paolo and M Sparro). *Journal of Behavioral & Experimental Economics*. In press.
2. [2022] *An Experiment on Outcome Uncertainty* (with J Alonso, C Herrero and D Topazio). *Journal of Risk & Uncertainty*. In press.
3. [2021] “Diminishing Marginal Myopic Loss Aversion” (with J Tomás). *Journal of Economic Behavior & Organization*, 190, 125-33.
4. [2020] “Pooling or Fooling? An Experiment on Signaling” (with F Feri, MA Meléndez, F Vega Redondo and H Yu). *Journal of Economic Behavior & Organization*, 176, 582-596.
5. [2019] “An Experimental Analysis of the Disposition Effect: Who and When?” (with C Cueva, I Iturbe and J Tomás). *Journal of Behavioral and Experimental Economics*, 81, 207-15.
6. [2019] “Is it Myopia or Loss Aversion? A Study on Investment Game Experiments” (with I Iturbe-Ormaetxe and J Tomás). *Economics Letters*, 180, 36-40.
7. [2019] “Boys will still be boys: Gender differences in trading activity are not due to differences in (over)confidence” (with C Cueva, I Iturbe and J Tomás). *Journal of Economic Behavior & Organization*, 160, 100-120.
8. [2018] “Preference Based Subjective Beliefs” (with M Giaccherini). *Games* 2018, 9, 50. DOI: 10.3390/g9030050.
9. [2018] “Ultimatum Concession Making: An Experimental Study” (with C Felli, W Güth and E Mata-Pérez). *Journal of Conflict Resolution*, 62(5), 1012-43.
10. [2018] “Facts and Misconceptions about 2D:4D: Social and Risk Preferences” (with J Alonso, R Di Paolo and M Sartarelli). *Frontiers in Behavioral Neuroscience*, 12:22. DOI: 10.3389/fnbeh.2018.00022.
11. [2017] “Social Motives vs Social Influence: an Experiment on Interdependent Time Preferences” (with I Rodríguez-Lara). *Games & Economic Behavior*, 105, 177-94.
12. [2017] “Eliciting Real-Life Social Networks: a Guided Tour” (with P Brañas-Garza and N Jiménez), *Journal of Behavioral Economics for Policy*, 1(1), 33-9.
13. [2016] “Myopic Loss Aversion under Ambiguity and Gender Effects” (with I Iturbe-Ormaetxe and J Tomás). *PLoS ONE*, 11(12): e0161477. DOI: 10.1371/journal.pone.0161477.
14. [2016] “Cognitive (Ir)Reflection: New Experimental Evidence” (with C Cueva, I Iturbe, E Mata-Pérez, M Sartarelli, H Yu and V Zhukova). *Journal of Behavioral and Experimental Economics*, 64, 81-93.
15. [2015] “Social Preferences and Cognitive Reflection: Evidence from a Dictator Game Experiment” (with I Rodríguez-Lara), *Frontiers in Behavioral Neuroscience*, 9:146. DOI: 10.3389/fnbeh.2015.00146.
16. [2015] “Gender differences in sleep deprivation effects on risk and inequality aversion: evidence from an economic experiment” (with M Ferrara, A Bottasso, D Tempesta, M Carrieri, L De Gennaro), *PLoS ONE*, 10(3): e0120029. DOI: 10.1371/journal.pone.0120029.
17. [2014] “Preference Intensity in Positional Voting” (with A Laruelle, R Martínez and E Mata-Pérez). *Theoretical Economics Letters*, 4, 727-38.
18. [2012] “Risk versus social preferences under the veil of ignorance” (with N Frignani). *Economics Letters*, 116, 143-6.
19. [2012] “Prosocial norms and degree heterogeneity in social networks” (with P Brañas, R Cobo, MP Espinosa, N Jiménez and J Kovarik), *Physica A*, 391, 849-53.
20. [2012] “Strategic Interaction and Conventions” (with MP Espinosa and J Kovarik). *Revista Internacional de Sociología*, 70(x1), 15-26.
21. [2011] “Error Cascades in Sequential Guessing: an Experiment on the Chinos Game” (with F Feri, MA Meléndez and F Vega), *Games & Economic Behavior*, 73, 136-146.
22. [2011] “Electromyographic Activity of Hand Muscles in a Motor Coordination Game: Effect of Incentive Scheme and Its Relation with Social Capital” (with R Canto, R Censolo, L Craighero, L Fadiga and L Rizzo). *PLoS ONE* 6(3), e17372. DOI:10.1371/journal.pone.0017372.
23. [2011] “Framing Effects in Public Goods: Prospect Theory and Experimental Evidence” (with I. Iturbe-Ormaetxe, J Tomas and L Ubeda). *Games & Economic Behavior*, 72, 439-47.
24. [2010] “Social Preferences and Strategic Uncertainty: an Experiment on Markets and Contracts” (with A. Cabrales, R Miniaci and M Piovesan) *American Economic Review*, 100, 2261-78.
25. [2010] “On the Adjudication of Conflicting Claims: An Experimental Study” (with C Herrero and JdD Moreno-Tertero), *Social Choice & Welfare*, 34(1), 145-179.
26. [2010] “Altruism and Social Integration” (with P Brañas, R Cobo, MP Espinosa, N Jiménez and J Kovarik), *Games & Economic Behavior*, 69, 249-257.
27. [2009] “Experimental Economics Made in Italy” (with N O’Higgins). *Research in Economics*, 63(4), 213-5.
28. [2009] “Positional Learning with Noise” (with E Carbone). *Research in Economics*, 63(4), 225-41.

29. [2009] “Education, Reputation or Network? Evidence from Italy on Migrant Workers Employability” (with S Mancinelli, M Mazzanti, and N Piva), *Journal of Socio Economics*, 39, 64–71.
30. [2008] “Fixed Price plus Rationing: an Experiment” (with V Grimm and J Kovarik), *Experimental Economics*, 11, 402-422.
31. [2008] “Social Capital or Economic Rents? An experimental study” (with L Crudeli and S Mancinelli), *Rationality & Society*, 20, 311-342.
32. [2003] “Solomon’s Dilemma: An Experimental Study on Dynamic Implementation” (with A Gantner, D López-Pintado and R Montgomery), *Review of Economic Design*, 8, 217-239.
33. [2002] “A Backward Induction Experiment” (with K Binmore, J McCarthy, L Samuelson and A Shaked), *Journal of Economic Theory*, 104, 48-88.
34. [2000] “Implementation, Elimination of Weakly Dominated Strategies and Evolutionary Dynamics” (with A Cabrales), *Review of Economic Dynamics*, 3, 247-282.
35. [2000] “Cycles of Learning in the Centipede Game”, *Games & Economic Behavior*, 30(1), 115-141.
36. [2000] “Splitting the Baby in Two: How to Solve Solomon’s Dilemma when Agents are Boundedly Rational”, *Journal of Evolutionary Economics*, 10(4), 449-455.
37. [2000] “Continuous-Time Evolutionary Dynamics and their Economic Applications”, *Research in Economics*, 54, 187-214.
38. [1999] “Evolutionary Stability of Inequality Structures” (with R Seymour), *Rationality & Society*, 11(1): 47-78.

#### B) BOOK CHAPTERS

39. [2015] “Social Preferences” (with A Cabrales). In Brañas-Garza P and Cabrales A (eds.), *Experimental Economics I: Decisions*, Palgrave, 87-104.
40. [2011] “Preferencias sociales” (with A Cabrales). In Brañas-Garza P (ed.), *Economía Experimental y del Comportamiento*, Antoni Bosch, 109-24.
41. [2009] “Investment Incentives in Procurement Auctions: an Experiment” (with V Grimm, F Mengel and LA Viiano), in Hinlopen A and Norman T (eds.), *Experiments and Competition Policy*, Cambridge University Press, 267-300.
42. [2008] “Inequality or Strategic Uncertainty? An Experimental Study on Incentives and Hierarchy” (with D López-Pintado and E Winter), in A Innocenti and P Sbriglia (eds), *Games Rationality & Behaviour*, Palgrave, 235-255.
43. [2004] “Dynamic Networks in Innovation Intensive Industries” (with A Cottica), in P Bianchi and S Labory (eds), *The Economic Importance of Intangible assets*, Ashgate, pp. 115-131.

#### E) OTHER PUBLICATIONS

44. [2009] Special Issue on Strategic Decision Making in Economics and Politics. *Research in Economics*. Editor (with N O’Higgins).
45. [1994] Translation into Italian (for Laterza, Bari) of Hargreaves Heap *et al.* [1992], *The Theory of Choice: A Critical Guide*, Oxford, Blackwell.

#### D) WORKING PAPERS

46. [2019] [The Behavioralist Goes Door-to-Door: Understanding Household Technological Diffusion Using a Theory-Driven Natural Field Experiment](#) (with M Giaccherini, DH Herberich, D Jiménez, JA List and MK Price). NBER WP 26173.
47. [2018] [Unobserved Heterogeneity in Structural Behavioral Models Using Experimental Data](#) (with C Rossetti). CSEF WP 512.
48. [1997] [Conventions and Social Mobility in Bargaining Situations](#) (with RJ Seymour), UCL DP 97-16.
49. [1997] [Friends do Matter: Strategic Uncertainty and Vertical Integration](#) (with A Cottica and L De Propris), UCL DP 97-06.

#### C) SUBMITTED/UNDER REVISION

50. [2022] *Time Preferences are Risk Preferences: Measuring Correlations across Behavioral Traits* (with D Topazio and S Van Ommeren). *Review of Economics & Statistics*. (Submitted).
51. [2022] *Are Economics and Psychology Complements in Household Technology Diffusion? Evidence From a Natural Field Experiment* (with M Giaccherini, DH Herberich, D Jiménez, JA List and MK Price). *Experimental Economics*. (Submitted).
52. [2022] *Stochastic vs. Deterministic Altruism* (with A Galliera). *Experimental Economics* (Submitted).
53. [2021] *Uncovering seeds* (with C Ballester and M Vorsatz). *Quantitative Economics* (Submitted)

#### D) IN PROGRESS.

54. [2022] *Social Preferences over Utilities* (with GH Harrison and R Miniaci).
55. [2022] *The Welfare Effects of Food Choice Nudges: Theory and Field Experimental Evidence* (with D Jimenez-Gomez, JA List and A Samek).
56. [2021] *Trustworthiness in Business Angels’ Investment*. (with V Zhukova).
57. [2021] *Identification of Risk vs Ambiguity Aversion in Public Good Provision* (with D Topazio).

**SELECTED CONTRIBUTIONS TO CONFERENCES**

- [2022] *Cimeo Workshop in Experimental Economics*, La Sapienza Roma. “Time Preferences are Risk Preferences”.
- [2019] *Advances with Field Experiments*, UChicago. “The Behavioralist Goes Door-To-Door”.
- [2018] *IMEBESS*, EUI, Firenze. “An Experiment on Outcome Uncertainty”.
- [2017] *Advances with Field Experiments*, UChicago. “Is it Myopia or Loss Aversion? Evidence from the Lab to the Field”.
- [2017] *Summer Institute on Field Experiments*, UChicago. “Combining Structural Modeling and Experiments in Research Design” (invited lecture).
- [2016] *IMEBESS*, Roma. “Some (Mis)facts about Myopic Loss Aversion”.
- [2015] *BELSS Symposium*, Università Bocconi, Milano: “Some (Mis)facts about Myopic Loss Aversion” (Invited Lecture).
- [2015] *SEET 2015*, Gran Canaria: “Cognitive (Ir)reflection: New Experimental Evidence”.
- [2014] *2014 Labsi Experimental Workshop*, Siena: “Absolute *vs* Relative Scoring in Experimental Procurement”.
- [2014] *2014 ESA*, Honolulu, HI: “Identification of Risk vs Ambiguity Aversion in Public Good Provision”.
- [2014] *2014 LEW, London Experimental Workshop*, London: “Social Preferences over Utilities” (Invited Lecture).
- [2013] *8 AEW, Alhambra Meets Colosseo*, Roma: “Social Time Preferences”.
- [2012] *2012 ESA*, New York, NY: “Social Preferences, Risk Preferences and the Hexagon Condition”.
- [2012] *2012 FUR*, Atlanta, GA: “Identification of Risk vs Ambiguity Aversion in Public Good Provision”.
- [2012] *VIII IMEBE*, Castellón: “Social Preferences, Risk Preferences and the Hexagon Condition”.
- [2011] *Alhambra Workshop*, Granada: “Social Preferences, Risk Preferences and the Hexagon Condition” (Invited Lecture).
- [2010] *SEET 2010*, Marrakech: “Social Preferences over Utilities”.
- [2009] *V IMEBE*, Granada: “Bounded Rationality and Incomplete Information in Network Games”
- [2008] *IV IMEBE*, Alicante: “Risk *vs*. Social Preferences under the Veil of Ignorance”.
- [2008] *LAREP/SABE 2008*, LUISS Guido Carli, Roma: “Risk *vs*. Social Preferences under the Veil of Ignorance”.
- [2007] *ASSET 2007*, Padova: “Is prevention better than cure: Framing effects in public good provision”
- [2007] *ESA 2007 World Meetings*, LUISS Guido Carli Roma: “Error Cascades in Sequential Guessing: an Experiment on the Chinos Game”
- [2007] *ESA 2007 World Meetings*, LUISS Guido Carli Roma: “An Experiment on Markets and Contracts”
- [2007] *III IMEBE*, Málaga: “Positional Learning with Noise”.
- [2006] *European Workshop on Experimental and Behavioral Economics*, Valencia: “An Experiment on Corporate Culture” (Invited Lecture).
- [2006] *XXXI Simposio de Analisis Economico*, Salamanca: “Is Prevention Better than Cure? Framing Effects in Public Good Provision”.
- [2005] *ASSET Annual Conference*, Crete: “Fixed Price Plus Rationing, an Experiment”.
- [2002] *VI Social Choice and Welfare Meeting*, 2002, Pasadena, CA: “An Experiment on Bankruptcy Rules”.
- [2000] *I World Congress of the Game Theory Society*, Bilbao: “Solomon's Dilemma: An Experimental Study on Dynamic Implementation”.
- [2000] *V Social Choice and Welfare Meeting*, Alicante. “Solomon's Dilemma: An Experimental Study on Dynamic Implementation”.

**CONFERENCE ORGANIZATION**

- [2016] *IMEBESS*, Roma. Scientific/Local Committee.
- [2015] *ExperiMetriX*, Alicante. Scientific/Local Committee.
- [2014] *Gender & Experiments*, Alicante. Scientific/Local Committee.
- [2014] *Conferencia sobre Axiomas, Resultados y Métodos en Economía Normativa*, Granada. Scientific Committee.
- [2010-3] *Alhambra Meets Colosseo/Alhambra Workshop*, LUISS Guido Carli Roma. Scientific/Local Committee.
- [2010-date] *Southern European Experimental Team (SEET)*. Scientific Committee.
- [2008-9] *International Meeting on Experimental and Behavioral Economics (IMEBE)*, Alicante and Granada. Scientific/Local Committee.
- [2008] *Labsi International Conference on Strategic Decision Making in Economics and Politics*, Salerno. Scientific Committee.

**INVITED SEMINARS**

- [2022] Università di Pavia. Loyola University, Cordoba. LUISS Guido Carli Roma. European University Institute, Florence.
- [2021] Università Cattolica Milano. The University of Chicago. Universidad Pablo de Olavide, Sevilla.
- [2020] The University of Chicago. LUISS Guido Carli Roma.
- [2019] Universidad del CEMA (UCEMA), Buenos Aires. LUISS Guido Carli Roma (2). The University of Chicago (2). IMT Lucca. Universidad Jaume I, Castellón.
- [2018] The University of Chicago (2). Universidad de Málaga. Universidad de Huelva. Universidad de Alicante. Università di Bologna. LUISS Guido Carli Roma (2), Università di Verona.
- [2017] The University of Chicago (2). University of Arizona, Tucson. University of Michigan, Ann Arbor. University of California Santa Barbara. IMT – School for Advanced Studies, Lucca. FEEM – Fondazione Enrico Mattei, Milano. LUISS Guido Carli Roma (2).
- [2016] New York University (3). University of Zürich. University of Chicago. University College Dublin. Centre for Experimental Social Science (CESS), Santiago de Chile. Cardiff Business School. University of Kent.
- [2015] University of Birmingham. University of Nottingham. University of Exeter. Oxford University. Middlesex University, London. University of East Anglia, Norwich. Imperial College, London. Università Bocconi, Milano. London School of Economics.
- [2013] Collegio Carlo Alberto, Torino. European University Institute, Firenze.
- [2012] Università di Trento, Università di Venezia, Università di Ferrara, LUISS Guido Carli. Universidad de Alicante.
- [2010] LUISS Guido Carli, Roma, Universidad de Granada.
- [2009] LUISS Guido Carli, Roma. European University Institute, Florence. University of California, San Diego. University of California, Santa Barbara. University of Texas @ Dallas. Texas A&M, College Station.
- [2008] Universidad del País Vasco, Università Cattolica di Milano. Università di Brescia. LUISS Guido Carli, Roma.
- [2007] Stockholm School of Economics, European University Institute, Firenze. Università Bocconi, Milano. Universidad del País Vasco. LUISS Guido Carli, Roma. Università di Ferrara. Università di Salerno.

**ADMINISTRATIVE DUTIES**

- [2022-] LUISS. Member of the Board of Directors of Data Lab.
- [2012-6] LUISS/DEF. Academic Coordinator of the Quantitative Techniques of Economics and Management (QTEM).
- [2009-15] UA/FAE. Director of the Quantitative Economics Doctorate (QED). Member of the Departmental Board.
- [2011-4] LUISS/DEF. Academic Coordinator of the MSc in Financial Economics. Member of the Departmental Board.
- [2005-9] UA/FAE. Coordinator of the Placement Office.
- [2002-4] UA/FAE. Coordinator of the Senior/Junior Recruitment Office. Member of the Departmental Board.

**REFEREES**

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**FURTHER INFORMATION**

- Languages: Italian (mother tongue), English and Spanish (w/s fluent), French (s fluent).
- Member of the Italian Board of Journalists since 1991.
- Master in Jazz Composition issued by the Civic School of Music of Milan [1991].
- Courses taken (7 credits) at the Berklee College of Music, Boston, MA [1985].