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Posizione attuale

01/2015 – *Professore di Economia*, Dipartimento di Scienze Economiche, Università di Verona

Posizioni accademiche precedenti

02/2011–12/2014 *Professore Associato*, Dipartimento di Scienze Economiche, Università di Verona
08/2008–09/2011 *Research Group Leader*, Max Planck Institute of Economics, Jena
01/2005–01/2011 *Ricercatore*, Dipartimento di Economia, Università di Bari
10/2001–07/2008 *Research Associate*, Max Planck Institute of Economics, Jena
01/2001–09/2001 *Post-doc Fellow*, Università Humboldt, Berlino
01/2000–12/2000 *Post-doc Fellow*, Università di Kiel
01/1997–12/1999 *Research Fellow*, Università di York

Formazione

1996–2000 *D.Phil. in Economics*, Università di York (GB)
1994–1995 *Master in Economics*, Università Bocconi, Milano
1988–1993 *Laurea in Scienze Economiche e Bancarie (110/110 cum laude)*, Università di Siena

Premi

2014 Premio di dipartimento per l'articolo pubblicato su *European Economic Review*
2008 W2 Minerva Position della Max Planck Society per ricercatrici eccellenti

Progetti di ricerca internazionali e nazionali (> 50,000€ each)

10/2017– BANDO DI ATENEIO PER LA RICERCA DI BASE, titolo del progetto “Il ruolo delle strategie comportamentali nella promozione dell’istruzione STEM.” Coordinatore scientifico.
2013–2016 PRIN 2010-2011, titolo del progetto “Nuovi approcci alla political economy: teoria, evidenza empirica ed esperimenti in laboratorio.” Membro dell’Unità di Verona.
2013–2015 Assegno di ricerca, Università di Verona, titolo del progetto “Un approccio sperimentale a temi di political economy.” Responsabile Scientifico.
2008–2011 MINERVA PROGRAM, Senato della Max Planck Society, Germania. Coordinatore scientifico.
2008–2010 PRIN 2007, titolo del progetto “I nessi causali tra struttura finanziaria, sviluppo d’impresa in un’area periferica.” Membro dell’Unità di Bari.

Attività didattica

Insegnamenti in Dottorati di Ricerca

Behavioral and Experimental Economics, Dottorato in Economia e Management, Università di Verona (a.a. 2016/17–presente).

Experimental Economics: The basics, PhD in Finance and Management, Frankfurt School of Finance & Management, Francoforte (Settembre 2009; Dicembre 2010).

Game Theory, Dottorato in Teorie e Metodi delle Scelte Individuali e Collettive, Università di Bari (a.a. 2007/2008).

Insegnamenti in Lauree Magistrali/Specialistiche

Microeconomics (Advanced), Laurea magistrale in Economics, Università di Verona (a.a. 2011/12–presente).

Applied Industrial Economics, Laurea magistrale in Economics, Università di Verona (a.a. 2011/12–2014/15).

Experimental Economics, Laurea magistrale in Economics, Università di Verona (Aprile 2011).

Economia dell'Informazione, Laurea Specialistica in Marketing, Università di Bari (a.a. 2006/07; Marzo 2010).

Microeconomia Avanzata, Laurea Specialistica in Marketing, Università di Bari (a.a. 2004/05; 2005/06).

Insegnamenti in Lauree di I Livello

Microeconomia, Corso di Laurea in Economia Aziendale, Università di Verona (a.a. 2011/12–presente).

Istituzioni di Economia Politica, Corso di Laurea in Economia Aziendale, Marketing e Comunicazione, Scienze Statistiche ed Economiche, Università di Bari (a.a. 2006/07; 2007/08).

Economia Politica, Corso di Laurea in Economia e Commercio, Università di Bari (a.a. 2004/05; 2005/06).

Supervisione tesi

Dottorati di Ricerca

Supervisioni in corso:

Saba Yifredew Getnet, Dottorato in Economia e Management, Università di Verona.

Supervisioni passate:

Chiara Nardi, Doctoral Programme in Economics and Finance, dottorato di ricerca congiunto Università di Padova, Venezia Ca' Foscari e Verona. (2012–2015).

Johannes Weisser (con Werner Güth and Oliver Kirchkamp), International Max Planck Research School on Adapting Behavior in a Fundamentally Uncertain World, Jena (2008–2012).

Lauree Magistrali e di I Livello

Mediamente 5 studenti all'anno.

Altre attività professionali

Attività di referaggio

American Economic Review, Games and Economic Behavior, *Economica*, European Economic Review, Evolution and Human Behavior, Experimental Economics, Homo Oeconomicus, Journal of Behavioral and Experimental Economics, Journal of Conflict Resolution, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Evolutionary Economics, Journal of Public Economics, Journal of Public Economic Theory, Journal of Socio-Economics, Management Science, Review of Behavioral Economics, Social Choice and Welfare, The Economic Journal, Theory and Decision

Grant reviewer

Austrian Science Fund (FWF)

Membro di comitati editoriali

Associate Editor: Review of Behavioral Economics (ROBE)

Ruoli amministrativi

Condirettore del Verona Experimental Laboratory in Economics (VELE), Università di Verona.
Presidente del Collegio Didattico di Economia e Commercio, Università di Verona.
Membro del comitato etico “Human, Social and Economic Sciences [ECoR]” dell’Università di Verona.
Membro del Collegio dei Docenti del Dottorato in Economia e Management, Università di Verona.

Invited speaker

Liberty Fund Conference London, Sheffield University, Frankfurt School of Finance and Management, University of Siena, Free University of Bolzano-Bozen, Ludwig-Maximilians-Universität Munich, VU University of Amsterdam, Royal Holloway University of London

Interessi di ricerca

Economia Comportamentale/Sperimentale, Teoria dei Giochi, Applied Microeconomics, Razionalità limitata, Economia Pubblica

Pubblicazioni

Articoli su riviste scientifiche con referee

- [52] Doing good with other people’s money: An experiment on people’s (un) willingness to grant others the freedom to choose, *Journal of Behavioral and Experimental Economics*, in stampa (con F. Carlsson, M. Kataria, E. Lampi).
- [51] Risk preferences and the role of emotions, *Economica*, 2018, 85, 305–328 (con A. Conte, C. Nardi).
- [50] Collective choices under ambiguity, *Group Decision and Negotiation*, 2017, 26, 133–149 (con S. Napel, I. Soraperra).
- [49] An ultimatum game with multidimensional response strategies, *Review of Behavioral Economics*, 2016, 3, 281–310 (con W. Güth, C. Nardi, I. Soraperra).

- [48] Common and private signals in public goods games with a point of no return. *Resource and Energy Economics*, 2015, 41, 164–184 (con W. Güth, I. Soraperra).
- [47] Providing revenue-generating projects under a fair mechanism: an experimental analysis. *Journal of Economic Behavior & Organization*, 2014, 108, 410–419 (con W. Güth, A. Koukoulis, M. Ploner).
- [46] Paternalism with hindsight. Do protégés react consequentialistically to paternalism. *Social Choice and Welfare*, 2014, 43, 731–746 (con M. Kataria, M. Uhl).
- [45] Testing the single-peakedness of other-regarding preferences. *European Economic Review*, 2014, 67, 197–209 (con A. Nicholas, B. Rai).
- [44] Ranking alternatives by a fair bidding rule: a theoretical and experimental analysis. *European Journal of Political Economy*, 2014, 34, 206–221 (con W. Güth, N. Montinari).
- [43] Imperfect recall and time inconsistencies: an experimental test of the absentminded driver paradox. *International Journal of Game Theory*, 2014, 43, 65–88 (con M. Uhl, R. Zultan).
- [42] Use of data on planned contributions and stated beliefs in the measurement of social preferences. *Theory and Decision*, 2014, 76, 201–223 (con A. Conte).
- [41] Voluntary contributions with risky and uncertain marginal returns: the importance of the parameter values. *Journal of Public Economic Theory*, 2013, 15, 736–744 (con A. Morone).
- [40] Does procedural fairness crowd out other-regarding concerns? A bidding experiment. *Journal of Institutional and Theoretical Economics*, 2013, 169, 433–450 (con W. Güth, M. Ploner).
- [39] Testing the Modigliani-Miller theorem directly in the lab. *Experimental Economics*, 2012, 15, 693–716 (con J. Qiu, P. Mahagaonkar).
- [38] Satisficing and prior-free optimality in price competition. *Economic Inquiry*, 2012, 50, 470–483 (con W. Güth, M. Ploner).
- [37] A voluntary contribution experiment with one-way communication and income heterogeneity. *Applied Economics Letters*, 2012, 19, 1549–1552 (con A. Koukoulis, J. Weisser).
- [36] Leading by words: a voluntary contribution experiment with one-way communication. *Journal of Economic Behavior & Organization*, 2012, 81, 379–390 (con A. Koukoulis, J. Weisser).
- [35] An experimental study of the generosity game. *Theory and Decision*, 2012, 72, 51–63 (con W. Güth, M. Ploner).
- [34] Context and interpretation in laboratory experiments: the case of reciprocity. *Journal of Economic Psychology*, 2011, 32, 846–856 (con T. Miettinen, B. Rai).
- [33] A video experiment on the social dimension of risk preferences. *AUCO Czech Economic Review*, 2011, 45, 47–57 (con W. Güth, M. Ploner).
- [32] Identifying preferences for conditional cooperation using individual beliefs. *Communications in Statistics: Theory and Methods*, 2011, 40, 3099–3118 (con G. González-Farías, L. González-Morales).
- [31] Are conditional cooperators willing to forgo efficiency gains? Evidence from a public goods experiment. *New Zealand Economic Papers*, 2011, 45, 47–57 (con M. Ploner, S. Traub).
- [30] Satisficing search versus aspiration adaptation in sales competition: experimental evidence. *International Journal of Game Theory*, 2011, 40, 179–198 (con S. Berninghaus, W. Güth, J. Qiu).

- [29] Cycles of conditional cooperation in a real-time voluntary contribution mechanism. *Games*, 2011, 2, 1–15. (con R. Zultan).
- [28] Mutual interdependence versus repeated interaction: An experiment studying voluntary social exchange. *Rationality and Society*, 2010, 22, 131–158 (con W. Güth, G. von Wangenheim).
- [27] Satisficing in strategic environments: A theoretical approach and experimental evidence. *Journal of Socio-Economics*, 2010, 39, 554–561 (con W. Güth, M. Ploner).
- [26] An experimental analysis of satisficing in saving decisions. *Journal of Mathematical Psychology*, 2009, 53, 265–272 (con W. Güth, M. Ploner).
- [25] On the relation between impulses to help and causes of neediness: An experimental study. *Journal of Socio-Economics*, 2009, 38, 80–88 (con G. Buitrago, W. Güth).
- [24] Voluntary contributions with imperfect information: An experimental study. *Public Choice*, 2009, 138, 199–216 (con A. Morone, A. Fiore).
- [23] Is satisficing absorbable? An experimental study. *Journal of Behavioral Finance*, 2008, 9, 95–105 (con W. Güth, M. Ploner).
- [22] Attitudes toward private and collective risks in individual and strategic choice situations. *Journal of Economic Behavior & Organization*, 2008, 67, 253–262 (con G. Brennan, L.G. González, W. Güth).
- [21] Social identity and trust – An experimental investigation. *Journal of Socio-Economics*, 2008, 37, 1293–1308 (con W. Güth, M. Ploner).
- [20] The impact of payoff interdependence on trust and trustworthiness. *German Economic Review*, 2008, 9, 87–95 (con W. Güth, M. Ploner).
- [19] On the social dimension of time and risk preferences: An experimental study. *Economic Inquiry*, 2008, 46, 261–272 (con W. Güth, M. Ploner).
- [18] Leading by example with and without exclusion power in voluntary contribution experiments. *Journal of Public Economics*, 2007, 91, 1023–1042 (con W. Güth, M. Sutter, E. van der Heijden).
- [17] Speeding up bureaucrats by greasing them: An experimental study. *Homo Oeconomicus*, 2007, 24, 5–20 (con W. Güth, L. González).
- [16] Leading by example in a public goods experiment with heterogeneity and incomplete information. *Journal of Conflict Resolution*, 2007, 51, 793–818 (con M. Sutter, E. van der Heijden).
- [15] On the co-evolution of retribution and trustworthiness: An (indirect) evolutionary and experimental analysis. *Journal of Institutional and Theoretical Economics*, 2007, 163, 143–157 (con W. Güth, H. Kliemt, G. Von Wangenheim).
- [14] Buying a pig in a poke: An experimental study of unconditional veto power. *Journal of Economic Psychology*, 2007, 28, 692–703 (con T. Gehrig, W. Güth, R. Levinsky, A. Ockenfels, T. Uske, T. Weiland).
- [13] Explaining private provision of public goods by conditional cooperation. An indirect evolutionary approach. *Metroeconomica*, 2006, 57, 68–92.
- [12] Indirect reciprocity in cyclical networks. An experimental study. *Journal of Economic Psychology*, 2005, 26, 711–731 (con B. Greiner).

- [11] When does the game end? Public goods experiments with non-definite and non-commonly known time horizons. *Economics Letters*, 2005, 88, 221–226 (con L. González, W. Güth).
- [10] Deadline effects in sequential bargaining: An experimental study. *International Game Theory Review*, 2005, 7, 117–135 (con W. Güth, B. Maciejovsky).
- [9] Tax morale and (de)centralization: An experimental study. *Public Choice*, 2005, 125, 171–188 (con W. Güth, R. Sausgruber).
- [8] Friedman, Harsanyi, Rawls, Boulding or somebody else? An experimental investigation of distributive justice. *Social Choice and Welfare*, 2005, 24, 283–309 (con U. Schmidt, C. Seidl, S. Traub).
- [7] Incentive contracts versus trust in three-person ultimatum games: An experimental study. *European Journal of Political Economy*, 2004, 20, 673–694 (con S. Büchner, W. Güth, L. González).
- [6] An application of the English clock market mechanism to public goods games. *Experimental Economics*, 2004, 7, 153–169 (con T. Neugebauer).

Capitoli in volumi collettanei con referee

- [5] Procedurally fair collective provision: its requirements and experimental functionality. In: H.J. Ramser and M. Stadler (eds.), *Entwicklung und Perspektiven der Wirtschaftswissenschaft*, Tübingen: Mohr Siebeck, 2015 (con W. Güth, H. Kliemt, A. Koukoumelis, M. Ploner).
- [4] Games that doctors play: Two-layered agency problems in a medical system. In: A. Mehler and U. Cantner (eds.), *Dimensions of Public Economics: Strategies and Policies Facing Uncertainty and Market Failure*, Martin Meidenbauer Verlagsbuchhandlung, Munich, 2010, pp. 105–121 (con J. Behrens, W. Güth, H. Kliemt).
- [3] (Over-)stylizing experimental findings and theorizing with sweeping generality. In: M. Baurmann and B. Lahno (eds.), *Perspectives in Moral Science. Contributions from Philosophy, Economics, and Politics in Honour of Hartmut Kliemt*, Frankfurt: Frankfurt School Verlag, 2009, pp. 239–249 (con W. Güth, H. Kliemt).
- [2] How to preserve a fortune: An experimental comparison of foundations and direct transfers to the heir. In: M. Hebig, K. Kaiser, K. Koschmieder, M. Oblau (eds.), *Aktuelle Probleme der Unternehmensbesteuerung*, Erich Schmidt Verlag, Berlin, 2006, pp. 207–222 (con W. Güth, K.-D. Koschmieder, E. Martin).
- [1] The effect of group identity in an investment game. In: B. Kokinov (ed.), *Advances in Cognitive Economics*, NBU Press, 2005, pp. 262–270 (con W. Güth, M. Ploner).

Working papers

- [7] High-powered contracts, self-selection, and excessive risk taking in settings with externalities: evidence from the laboratory, 2017 (con E. Feess, I. Soraperra).
- [6] Electing a parliament: an experimental study, *Department of Economics Working Paper Series* No. 11/2016, University of Verona (con F. De Sinopoli, G. Iannantuoni, I. Soraperra).
- [5] Does expressing disapproval influence future cooperation? An experimental study, *Jena Economic Research Papers in Economics* No. 2014-022 (con A. Koukoumelis).
- [4] A hybrid game with conditional and unconditional veto power, *Jena Economic Research Papers in Economics* No. 2014-015 (con W. Güth, N. Montinari, C. Nardi).

- [3] Experience in public goods experiments, *Jena Economic Research Papers in Economics* No. 2014-010 (con A. Conte, N. Montinari).
- [2] Cooperation in a risky environment: decisions from experience in a stochastic social dilemma, *Jena Economic Research Papers in Economics* No. 2012-047 (con F. Artinger, N. Fleischhut, J.R. Stevens).
- [1] “One man’s meat is another man’s poison.” An experimental study of voluntarily providing public projects that raise mixed feelings, *Jena Economic Research Papers in Economics* 2011-034 (con W. Güth, A. Koukoumelis).