

Luca Zarri

Born on April 26th, 1974 – Italian Nationality
Via Cantarane 24, 37129 Verona (Room 1.71)
Ph. +39-045-8028101; Email: luca.zarri@univr.it

August 2020

CURRENT POSITION

Professor of Economic Policy (2017-), Economics Department, University of Verona

OTHER APPOINTMENTS

- Co-Director of the Verona Experimental Lab in Economics (2016-)
- Editorial Board, *Journal of Behavioral and Experimental Economics* (2014-)
- Managing Guest Editor, Special Issue, *Journal of Economic Psychology* (2019-2020)

PAST APPOINTMENTS

- Associate Professor of Economic Policy, Econ Department, U of Verona (2012-2017)
- Assistant Professor of Economic Policy, Econ Department, U of Verona (2005-2012)
- Visiting Scholar, Department of Social and Decision Sciences and Center for Behavioral Decision Research, Carnegie Mellon University (Fall 2008 and Fall 2010)
- Adjunct Professor, U of Bologna, Forlì Campus (2003-2006)
- Adjunct Professor, Catholic University of Milan (2004)

EDUCATION

- PhD in Economics, U of East Anglia, 2007 (Supervisor: R. Sugden)
- MPhil in Economics, U of East Anglia, 2004
- PhD in Economics, U of Pavia, 2003
- MSc in Economics and Philosophy, London School of Economics, 2001
- BSc in Economics and Social Sciences (*summa cum laude*), Bocconi University, 1998

RESEARCH INTERESTS

Areas: Behavioral Economics; Experimental Economics; Law and Economics; Neuroeconomics.

Topics: Private Provision of Public Goods; Determinants of Risk Taking; Personality Traits; Belief Consonance; Social Capital; Social Status.

AWARDS

- Three Departmental Prizes for the papers published in *Journal of Economic Perspectives* (2016), *Games and Economic Behavior* (2013) and *Public Choice* (2008), Econ Department, U of Verona
- PhD dissertation highly commended by the Adjudicating Committee of the Società Italiana degli Economisti 2004 Prize for the Best Doctoral Thesis in Economics
- Winner, National Award for BSc Dissertation, Conferenza dei Rettori delle Università Italiane (Vice-Chancellors of Italian Universities), with Federazione Nazionale della Stampa and Istituto Poligrafico – Zecca dello Stato, 1999
- Winner, First prize in a national competition for the best BSc Dissertation on Ethics, Economics and Politics, awarded by Fondazione Lanza, Padova, 1999
- Bocconi University Gold Medal for First Class Honors Graduate, 1999

FELLOWSHIPS

- Two International Cooperation Grants (Verona University) for Research Visits to Carnegie Mellon University, Pittsburgh (Fall 2008 and Fall 2010)
- Post-doc Research Fellowship, U of Verona, 2004
- Full-tuition PhD Scholarship, U of East Anglia (2002-2006)
- Veritatis Splendor Institute Fellowship, Cardinal Lercaro Foundation, Bologna, 2004
- IUSS (Institute for Advanced Study) Scholarship, Pavia, 1999
- PhD Scholarship, U of Pavia (1999-2002)
- Bocconi University Grant for an Internship at UNESCO, Paris, 1998

RESEARCH GRANTS

- 2018-2021 SUSFOOD2 – EU Horizon 2020 Era-Net Cofund on Sustainable Food Production and Consumption, SUSCHOICE transnational project (awarded 1.198.000€), member of the head unit (U of Verona) research team
- 2017 Ricerca di Base Grant on “The Role of Behavioral Strategies in Effectively Promoting STEM Education”, U of Verona (awarded 60.240€), member of the research team
- 2016 Regione Veneto grant for two research fellowships on cooperation and public good provision, MAG Project (awarded 48.000€), Principal Investigator
- Einaudi Institute for Economics and Finance (EIEF) 2012 Research Grant: “Value Consonance: Homophily and Polarization in Attitudes and Beliefs” (awarded 9.000€), Principal Investigator
- JOINT PROJECTS 2011, U of Verona: “Punishment and Decision-making”; partner institution: Max Planck Institute of Economics, Jena (awarded 66.500€), Principal Investigator
- 2008 Cariverona Foundation grant (awarded 38.500€), member of the research team
- Four PRIN projects as member of local units in 2002 (awarded 143.000€), 2004 (awarded 100.000€), 2004 (awarded 108.000€) and 2008 (awarded 69.960€)

SELECTED REFEREED PUBLICATIONS (in reverse chronological order)

1. “The Impact of Life Experiences on Risk Taking” (with P. Ayton, G. Bernile and A. Bucciol), *Journal of Economic Psychology*, 79, 2020 (introduction to a special issue on life experiences and risk taking).

2. “Wounds that Time Can’t Heal: Life Satisfaction and Exposure to Traumatic Events” (with A. Bucciol), *Journal of Economic Psychology*, 76, 2020.
3. “The Impact of Peer Ratings on Cooperation: The Role of Information and Cost of Rating” (with M. Faillo and D. Grieco), *Journal of Public Economic Theory*, 22, 2, 408-432, 2020.
4. “Social Status Perception and Individual Social Capital” (with A. Bucciol and S. Cicognani), *B.E. Journal of Economic Analysis and Policy*, 20,1, 2020.
5. “The Effects of Prior Shocks on Managerial Risk Taking: Evidence from Professional Italian Soccer” (with A. Bucciol and A. Hu), *Journal of Economic Psychology*, 75, 2019.
6. “Can Risk Averse Households Make Risky Investments? The Role of Trust in Others” (with A. Bucciol and B. Cavasso), *Scandinavian Journal of Economics*, forthcoming.
7. “Saving Education Received in Early Life and Future Orientation in Adulthood” (with A. Bucciol), *Journal of Financial Counseling and Planning*, forthcoming.
8. “Goal Achievement Failure Drives Corticospinal Modulation in Promotion and Prevention Contexts” (with E. Lo Gerfo, A. Pisoni, S. Ottone, F. Ponzano, A. Vergallito, E. Varoli, D. Fedeli and L.J. Romero Lauro), *Frontiers in Behavioral Neuroscience*, 12, 71, 2018.
9. “Enforcing Cooperation in Public Goods Games: Is One Punisher Enough?” (with D. Grieco and M. Faillo), *Journal of Economic Psychology*, 63, 55-73, 2017.
10. “Do Personality Traits Influence Investors’ Portfolios?” (with A. Bucciol), *Journal of Behavioral and Experimental Economics*, 68, 1-12, 2017.
11. “The Preference for Belief Consonance” (with G. Loewenstein, K. Moene and R. Golman), *Journal of Economic Perspectives*, 30, 3, 165-188, 2016 (Symposium on “Motivated Beliefs”, with R. Bénabou, J. Tirole, F. Gino, M. Norton and R. Weber; all Symposium papers have been recommended for classroom use by the AEA within the “JEP in the classroom” 2019 initiative, for the Behavioral Economics category).
12. “Social Status and Personality Traits” (with A. Bucciol and B. Cavasso), *Journal of Economic Psychology*, 51, 245-260, 2015.
13. “Power to the People? An Experimental Analysis of Bottom-Up Accountability of Third-Party Institutions” (with S. Ottone and F. Ponzano), *Journal of Law, Economics, and Organization*, 31, 2, 347-382, 2015.
14. “The Shadow of the Past: Financial Risk Taking and Negative Life Events” (with A. Bucciol), *Journal of Economic Psychology*, 48, 1-16, 2015.
15. “Punish and Perish?” (with A. Antoci), *Rationality and Society*, 27, 2, 195-223, 2015.
16. “A Two-Sector Model of Economic Growth with Social Capital Accumulation” (with A. Antoci, L. Guerrini and M. Sodini), *Journal of Behavioral and Experimental Economics*, 53, 56-65, 2014.

17. “Fair Play Doesn’t Matter: MEP Modulation as a Neurophysiological Signature of Status Quo Bias in Economic Interactions” (with A. Pisoni, E. Lo Gerfo, S. Ottone, F. Ponzano, A. Vergallito and L.J. Romero Lauro), *NeuroImage*, 101, 150-158, 2014 (I.F.: 6.132).
18. “Tax Evasion in a Behaviorally Heterogeneous Society: An Evolutionary Analysis” (with A. Antoci and P. Russu), *Economic Modelling*, 42, 106-115, 2014.
19. “Relational Consumption and Nonlinear Dynamics in an Overlapping Generations Model” (with A. Antoci and M. Sodini), *Decisions in Economics and Finance*, 37, 1, 137-158, 2014.
20. “Altruism”. Entry commissioned by the editors of the *Handbook on the Economics of Philanthropy, Reciprocity and Social Enterprise*, Edward Elgar, Cheltenham, 2013.
21. “Legitimate Punishment, Feedback, and the Enforcement of Cooperation” (with M. Faillo and D. Grieco), *Games and Economic Behavior*, 77, 1, 271-283, 2013.
22. “Happiness and Tax Morale: An Empirical Analysis” (with D. Lubian), *Journal of Economic Behavior and Organization*, 80, 1, 223-243, 2011.
23. “On Social Utility Payoffs in Games: A Methodological Comparison between Behavioural and Rational Game Theory”, *Theory and Decision*, 69, 4, 587-598, 2010.
24. “Free Riders and Strong Reciprocators Coexist in Public Goods Experiments: Evolutionary Foundations” (with A. Antoci and P. Russu), *Economics Bulletin*, 30, 1, 720-733, 2010.
25. “Behavioral Economics has Two ‘Souls’: Do They Both Depart from Economic Rationality?”, *Journal of Socio-Economics*, 39, 5, 562-567, 2010.
26. “Behavioural Economics: Cognitive Biases, Social Preferences and Economic Behaviour” (with B. Luppi – in Italian), *Economia Politica – Journal of Analytical and Institutional Economics*, 1, 139-176, 2009.
27. “Reciprocità e Free Riding: Un’Analisi Evolutiva” (with C. Sandri – in Italian), *Rivista Internazionale di Scienze Sociali*, 117, 2, 251-273, 2009.
28. “Social Preferences and Private Provision of Public Goods: A ‘Double Critical Mass’ Model” (with A. Antoci and P. Sacco), *Public Choice*, 135, 3-4, 257-276, 2008.
29. “Happiness, Morality, and Game Theory”, in *Handbook on the Economics of Happiness*, Edward Elgar, Cheltenham, 318-336, 2007.
30. “Generalized Trust and Sustainable Coexistence between Socially Responsible Firms and Nonprofit Organizations” (with A. Antoci, M. Galeotti and P. Russu), *Chaos, Solitons and Fractals*, 29, 3, 783-802, 2006.
31. “Coexistence of Strategies and Culturally-specific Common Knowledge: An Evolutionary Analysis” (with A. Antoci and P. Sacco), *Journal of Bioeconomics*, 6, 2, 165-194, 2004.

32. “The ‘Art City’ as a Local Public Good: The Strategic Interplay between Private Donors and Arts Organizations” (with A. Antoci and P. Sacco), *Public Finance and Management*, 3, 2, 263-290, 2003.

33. “Collective Action Dilemmas and Norms of Social Reasonableness” (with P. Sacco), *Ars Interpretandi. Journal of Legal Hermeneutics*, 7, 421-445, 2002.

WORK IN PROGRESS (including papers under review and under revision)

- “The Shared Non-Cognitive Roots of Health and Socioeconomic Status: Evidence from the US” (with A. Bucciol and C. Coriele), Working Paper n. 14/2020, Economics Department, University of Verona.

- “Managerial Traits and Firm Performance: Evidence from Professional Elite Soccer” (with D. Boto-García and A. Bucciol).

- “Negative Life Events as Sources of Personality Change: The Moderating Role of Perceived Control Beliefs” (with A. Bucciol and J. Wagner).

- “Miscarriage of Justice in Judges’ Mind: Theory and Evidence from the Lab” (with S. Ottone, F. Ponzano and M. Saraceno).

- “Belief Consonance: A Theoretical Perspective” (with R. Golman, G. Loewenstein and K. Moene).

TEACHING (last 5 academic years; *: courses taught in English)

Master of Science level (‘Laurea Magistrale’):

Behavioral Economics (School of Economics, Verona, 2016/2020); Economics and Policy of Innovation (Economics, Verona – Vicenza Center, 2020); Economic Development and Innovation Policies (Economics, Verona – Vicenza Center, 2016/2019); Nonprofit Economics (Economics, Verona, 2016/2020)

Graduate level:

Behavioral and Experimental Economics* (PhD in Economics and Management, GSEM, Universities of Padova and Verona, 2016/2020)

SELECTED PRESENTATIONS

2018: IMEBESS, European University Institute, Florence; Behavioral and Experimental Economics Network (BEEN) Meeting, U of Bologna; Strategy Innovation Forum, Ca’ Foscari, Venice; 2017: NYUAD-APET “At the Forefront of Public Economics” Conference, New York University in Abu Dhabi; 2014: IMEBESS, Nuffield College, U of Oxford; 2013: Workshop on Behavioral Economics, Bruno Kessler Foundation, Trento; 2011: SIE Annual Meeting, Rome; ESA European Conference, Luxembourg; IMEBE, Barcelona; 2010: IAREP-SABE-ICABEEP Conference, Koln;

European Public Choice Society (EPCS) Meeting, Izmir; 2009: BEELab-LabSi Workshop, U of Florence; 2008: International Conference on Economic Science Heterogeneous Agents (WEHIA-ESHIA), U of Warsaw; Workshop on Behavioral Economics, U of Trento; 2007: International Conference on Reciprocity, U of Milano-Bicocca; 2006: IV Workshop DMEF (Dynamic Methods for Economics and Finance), U of Urbino; II SING (Spain Italy Netherlands Game Theory) Meeting, U of Foggia; 2004: Workshop on “Social Preferences and Happiness”, U of Verona; 2003: International Conference: “Organizations, today”, U of Cagliari; Conference on “The Paradoxes of Happiness in Economics”, U of Milano-Bicocca; 2002: Conference on “Cognitive Sciences and Economics”, Rovereto Center, U of Trento; IV METU Conference in Economics, Ankara; II Workshop DMEF, U of Urbino.

INVITED TALKS

ACADEMIC TALKS

King’s College, London; Westminster Business School, U of Westminster, London; Fondazione Rosselli, Turin; Max Planck Institute of Economics, Jena (Guest Lecture); Center for Behavioral Decision Research, Carnegie Mellon University; CNEL, Rome; Istituto Luigi Sturzo, Rome; Bank of Italy (discussant); Sophia University Institute, Incisa in Val d’Arno; Bocconi University and University of Milan series; Universities of: Bologna; Ca’ Foscari, Venice; Foggia; Chieti-Pescara; Florence; Siena; Trento; Cagliari; Padova; Bozen.

SELECTED NON-ACADEMIC TALKS (Public Engagement)

Verona: European Researchers’ Night 2018 (European Commission); Guardia di Finanza; Psicologi in Piazza; Scuola Diocesana per la Formazione all’Impegno Politico e Sociale; HumansFirst; Altra Impresa; Filo di Arianna; Società Letteraria; Comitato Pari Opportunità, U of Verona; Società Cattolica Assicurazioni (Progetto Giovani); Festival Infinita Mente, Brain Awareness Week; Bocconi Alumni Association; Médecins Sans Frontières; Movimento Cristiano Lavoratori e Progetto Culturale della Diocesi di Verona; MAG Verona; ISSR (Istituto Superiore di Scienze Religiose); Job&Orienta; Ordine degli Architetti;
Rome: Nova Spes Foundation; CEI (Cultural Project – Young Researchers); Istituto Luigi Sturzo
Other Cities: Fondazione Basso, Istituto Italiano di Studi Filosofici and Scuola per la Pace di Lucca, Scuola Estiva di Alta Formazione della Versilia, Pietrasanta; Fondazione ‘Casa della Carità’, Milano; Confartigianato, Treviso; Movimento per la Vita Italiano; Abano Summer School; Istituto Fatebenefratelli, Brescia; Banca Etica di Arezzo; Regione Veneto, Fiera di Vicenza; SANA, Bologna.

REFEREEING ACTIVITY

Journals: Economic Journal; European Economic Review; Games and Economic Behavior; Journal of Public Economics; Journal of Economic Dynamics and Control; B.E. Journal of Economic Analysis and Policy; Journal of Experimental Psychology: General; Theory and Decision; Social Choice and Welfare; Journal of Economic Behavior and Organization; Economic Inquiry; Experimental Economics; Journal of Economic Surveys; Journal of Economic Psychology; Journal of Behavioral and Experimental Economics; Journal of Economic Methodology; Rationality and Society; Economics Bulletin; Journal of Financial Counseling and Planning; Journal of

Bioeconomics; European Journal of Comparative Economics; International Review of Economics; Mind and Society; Open Economics Journal.

Handbooks: Edward Elgar; Springer.

Grant proposals: PRIN 2010, Italian Ministry for Education; Bank of Sweden Tercentenary Foundation (Stockolm); Financing Fundamental Research Projects (FARB), U of Bologna, 2013; Scientific Independence of Young Researchers (SIR), Italian Ministry of Education, 2014; FAR, U of Modena and Reggio Emilia, 2016; FARE (ERC winners), Italian Ministry for Education, 2017; Free University of Bozen, 2017.

Paper proposals: Società Italiana degli Economisti (SIE), 2013.

ORGANIZATIONAL ACTIVITY

- Deputy Director, Economics Department, U of Verona (10/2018-);
- Member of the Departmental Board, Economics Department, U of Verona (10/2018-);
- Member of the Steering Committee of the Phd in Economics and Management, U of Verona (2013-);
- First Supervisor for Chiara Coriele, PhD in Economics and Management, U of Verona (2016-); Second Supervisor for Barbara Cavasso, PhD in Economics and Management, U of Padova (2014-2016);
- External Referee for the Admission to the Final Exam of the PhD in Economics and Management for Valeria Maggian, U of Padova, 06/2013;
- Scientific Coordinator of the MAG Verona course aimed at creating innovative social enterprises (awarded 15.000€ by Fondazione Cattolica Assicurazioni; 2016-2017);
- Member of the Organizing Committee: International Colloquium on Transdisciplinarity, 1998, UNESCO and McGill Univ, Paris; Workshop on “Social Preferences and Happiness”, 2004, U of Verona; BREAD-CEPR-U of Verona Summer School on “Development Economics”, 2008; “Young Economists’ Workshop on Social Economy”, Forlì Center, U of Bologna (2004-2013); Departmental Seminar Series, Economics Department, U of Verona (2013-2015); 5th BEEN Meeting, U of Verona (2020);
- Departmental Coordinator for Internationalization (2015-2018);
- Departmental Deputy Coordinator for Internationalization (2012-2015);
- Member of the Scientific Committee of Collegio Don Mazza (Verona) for the organization of cultural activities aimed at university students (2014-2018);
- Member of the Committee for the Admission to the Final Exam of the PhD in Economics and Management of GSEM (Padova, Ca’ Foscari Venice and Verona), 2013 and 2014, U of Verona;
- Member of the PhD in Economics and Management Final Examination Committee, U of Trento (2010, 2012, 2017) and U of Padova (2020);
- Coordinator, PhD Seminar Series, Economics Department, U of Verona (2006-2008);
- CEPR and BREAD Reports on the Third Edition of the CEPR-BREAD-U of Verona Summer School on Development Economics (with D. Mookherjee), 2008.