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Present position

01/2015 – *Professor of Economics* (SECS/P01), Department of Economics, University of Verona

Past academic employment

02/2011 – 12/2014 *Associate Professor*, Department of Economics, University of Verona
08/2008 – 09/2011 *Research Group Leader*, Max Planck Institute of Economics, Jena
01/2005 – 01/2011 *Assistant Professor*, Department of Economics, University of Bari
10/2001 – 07/2008 *Research Associate*, Max Planck Institute of Economics, Jena
01/2001 – 09/2001 *Post-doc Fellow*, Humboldt-University, Berlin
01/2000 – 12/2000 *Post-doc Fellow*, Christian-Albrechts-Universität, Kiel
01/1997 – 12/1999 *Research Fellow*, University of York

Education

1996–2000 *D.Phil. in Economics*, University of York (UK)
1994–1995 *Master in Economics*, Bocconi University, Milan (Italy)
1988–1993 *Degree with Highest Honors in Economics*, University of Siena (Italy)

Major awards

2014 Departmental Paper Prize for the paper published in the *European Economic Review*
2008 Max Planck Society's W2 Minerva Position for the support of excellent female scientists

Research grants and fellowships (> 50,000€ each)

10/2017– UNIVERSITY OF VERONA RESEARCH GRANT. Project Title: “The role of behavioral strategies in effectively promoting STEM education.” Principal Investigator.
2013–2016 PRIN 2010-2011 RESEARCH GRANT, Italian Ministry for Instruction, University & Research. Project Title: “New approaches to political economics: positive political theories and experiments in laboratory.” Member of the University of Verona Unit.
2013–2015 UNIVERSITY OF VERONA FUNDED FELLOWSHIP. Project Title: “An experimental approach to political economy.” Scientific Coordinator.
2008–2012 MINERVA PROGRAM RESEARCH GRANT, Senate of the Max Planck Society. Scientific Coordinator.
2008–2010 PRIN 2007 RESEARCH GRANT. Project Title: “Banking structure and development in a peripheral area.” Member of the University of Bari Unit.

Teaching

PhD Courses

Behavioral and Experimental Economics, Doctoral Program in Economics and Management, University of Verona (AY 2016/17–present).

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

Game Theory, Doctorate in Economics, University of Bari (AY 2007/08).

Postgraduate/Master Courses

Microeconomics (Advanced), Master in Economics, University of Verona (AY 2011/12–present).

Applied Industrial Economics, Master in Economics, University of Verona (AY 2011/12–2014/15).

Experimental Economics, Master in Economics, University of Verona (April 2011).

Information Economics, Master in Marketing, University of Bari (AY 2006/07; March 2010).

Advanced Microeconomics, Master in Marketing, University of Bari (AY 2004/05; 2005/06).

Undergraduate Courses

Microeconomics, University of Verona (AY 2011/12–present).

Principles of Political Economy, University of Bari (AY 2006/07; 2007/08).

Political Economy, University of Bari (AY 2004/05; 2005/06).

Postgraduate research supervision

PhD level

Current supervision:

Saba Yifredew Getnet, Doctorate in Economics and Management, University of Verona.

Past supervision:

Chiara Nardi, Doctoral Programme in Economics and Finance, Graduate School of Economics and Management of the Universities of Padua, Ca' Foscari Venice and Verona (2012–2015). First placement: Giancesini scholarship at the Frankfurt School of Finance & Management.

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

Graduate and undergraduate level

On average, 5 students per year.

Other professional activities

Refereeing

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)

Editorial board member

Review of Behavioral Economics

Administrative roles at the University of Verona

Co-director of the Verona Experimental Laboratory in Economics (VELE)

Member of the “joint commission students-teachers”

Departmental Coordinator for Research

Member of the Ethical Committee of Human, Social and Economic Sciences

Member of the Scientific Board of the Doctoral Program in “Economics and Management”

President of the Teaching Staff of Economics, 2015–2018

Departmental Coordinator for Internationalization, 2011–2015

Conference and summer school organization

- Fifth Meeting of the Behavioral and Experimental Economics Network (BEEN), Verona, 14 February 2020
- VELE Workshop on Lab and Field Experiments, Verona, 15 March 2019
- Political Economy Summer School 2015–New Approaches to political economy: positive political theories, empirical evidence and experiments in laboratory, Alba di Canazei, Trento (Italy), 29 June–3 July 2015
- 1st IMPRS Uncertainty Summer School, Max Planck Institute of Economics, Jena, August 2007
- “Testing Different Theories of Individual Behavior in Social Dilemmas” Workshop, Max Planck Institute of Economics, Jena, 12–13 January 2006
- V International Summer Institute on Bounded Rationality in Economics and Psychology, Max Planck Institute of Economics, Jena, in collaboration with the Max Planck Institute for Human Development in Berlin, 1–14 August 2005
- III ENDEAR Summer School in Experimental Economics, Jena, July 2002

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

Research interests

Experimental/Behavioral economics, Game theory, Applied Microeconomics, Social preferences, Bounded rationality, Public economics

Publications

Papers in refereed journals

- [55] High-powered contracts, self-selection, and welfare in settings with externalities, *Economica*, 2020, 87, 328–363 (with E. Feess, M. Rieser, I. Soraperra).
- [54] Experience in public goods experiments, *Theory and Decision*, 2019, 86(1), 65–93 (with A. Conte, N. Montinari).
- [53] An experiment investigating the spillover effects of communication opportunities, *Journal of Economic Behavior & Organization*, 2019, 158, 147–157i (with A. Koukouvelis).

- [52] Risk preferences and the role of emotions, *Economica*, 2018, 85, 305–328 (with A. Conte, C. Nardi).
- [51] 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*, 2017, 71, 79–87 (with F. Carlsson, M. Kataria, E. Lampi).
- [50] Collective choices under ambiguity, *Group Decision and Negotiation*, 2017, 26, 133–149 (with S. Napel, I. Soraperra).
- [49] An ultimatum game with multidimensional response strategies, *Review of Behavioral Economics*, 2016, 3, 281–310 (with 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 (with 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 (with W. Güth, A. Koukouvelis, M. Ploner).
- [46] Paternalism with hindsight. An experimental study about protégés’ reaction to paternalism. *Social Choice and Welfare*, 2014, 43(3), 731–746 (with M. Kataria, M. Uhl).
- [45] Testing the single-peakedness of other-regarding preferences. *European Economic Review*, 2014, 67, 197–209 (with 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 (with 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(1), 65–88 (with 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(2), 201–223 (with A. Conte).
- [41] Voluntary contributions with risky and uncertain marginal returns: the importance of the parameter values. *Journal of Public Economic Theory*, 2013, 15(5), 736–744 (with A. Morone).
- [40] Does procedural fairness crowd out other-regarding concerns? A bidding experiment. *Journal of Institutional and Theoretical Economics*, 2013, 169(3), 433–450 (with W. Güth, M. Ploner).
- [39] Testing the Modigliani-Miller theorem directly in the lab. *Experimental Economics*, 2012, 15(4), 693–716 (with J. Qiu, P. Mahagaonkar).
- [38] Satisficing and prior-free optimality in price competition. *Economic Inquiry*, 2012, 50(2), 470–483 (with W. Güth, M. Ploner).
- [37] A voluntary contribution experiment with one-way communication and income heterogeneity. *Applied Economics Letters*, 2012, 19(16), 1549–1552 (with A. Koukouvelis, J. Weisser).
- [36] Leading by words: a voluntary contribution experiment with one-way communication. *Journal of Economic Behavior & Organization*, 2012, 81, 379–390 (with A. Koukouvelis, J. Weisser).
- [35] An experimental study of the generosity game. *Theory and Decision*, 2012, 72(1), 51–63 (with W. Güth, M. Ploner).

- [34] Context and interpretation in laboratory experiments: the case of reciprocity. *Journal of Economic Psychology*, 2011, 32(5), 846–856 (with T. Miettinen, B. K. Rai).
- [33] A video experiment on the social dimension of risk preferences. *AUCO Czech Economic Review*, 2011, 45, 47–57 (with W. Güth, M. Ploner).
- [32] Identifying preferences for conditional cooperation using individual beliefs. *Communications in Statistics: Theory and Methods*, 2011, 40(17), 3099–3118 (with 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(1-2), 47–57 (with M. Ploner, S. Traub).
- [30] Satisficing search versus aspiration adaptation in sales competition: experimental evidence. *International Journal of Game Theory*, 2011, 40(1), 179–198 (with S. Berninghaus, W. Güth, J. Qiu).
- [29] Cycles of conditional cooperation in a real-time voluntary contribution mechanism. *Games*, 2011, 2, 1–15. (with R. Zultan).
- [28] Mutual interdependence versus repeated interaction: An experiment studying voluntary social exchange. *Rationality and Society*, 2010, 22(2), 131–158 (with W. Güth, G. von Wangenheim).
- [27] Satisficing in strategic environments: A theoretical approach and experimental evidence. *Journal of Socio-Economics*, 2010, 39, 554–561 (with W. Güth, M. Ploner).
- [26] An experimental analysis of satisficing in saving decisions. *Journal of Mathematical Psychology*, 2009, 53, 265–272 (with 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 (with G. Buitrago, W. Güth).
- [24] Voluntary contributions with imperfect information: An experimental study. *Public Choice*, 2009, 138(1), 199–216 (with A. Fiore, A. Morone).
- [23] Is satisficing absorbable? An experimental study. *Journal of Behavioral Finance*, 2008, 9(2), 95–105 (with 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 (with G. Brennan, L. González, W. Güth).
- [21] Social identity and trust – An experimental investigation. *Journal of Socio-Economics*, 2008, 37, 1293–1308 (with W. Güth, M. Ploner).
- [20] The impact of payoff interdependence on trust and trustworthiness. *German Economic Review*, 2008, 9(1), 87–95 (with W. Güth, M. Ploner).
- [19] On the social dimension of time and risk preferences: An experimental study. *Economic Inquiry*, 2008, 46(2), 261–272 (with 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 (with W. Güth, M. Sutter, E. van der Heijden).
- [17] Speeding up bureaucrats by greasing them: An experimental study. *Homo Oeconomicus*, 2007, 24(1), 5–20 (with W. Güth, L. González).

- [16] Leading by example in a public goods experiment with heterogeneity and incomplete information. *Journal of Conflict Resolution*, 2007, 51(5), 793–818 (with 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(1), 143–157 (with 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(6), 692–703 (with T. Gehrige, 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(1), 68–92.
- [12] Indirect reciprocity in cyclical networks. An experimental study. *Journal of Economic Psychology*, 2005, 26(5), 711–731 (with 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 (with L. González, W. Güth).
- [10] Deadline effects in sequential bargaining: An experimental study. *International Game Theory Review*, 2005, 7(2), 117–135 (with W. Güth, B. Maciejovsky).
- [9] Tax morale and (de)centralization: An experimental study. *Public Choice*, 2005, 125, 171–188 (with W. Güth, R. Sausgruber).
- [8] Friedman, Harsanyi, Rawls, Boulding or somebody else? An experimental investigation of distributive justice. *Social Choice and Welfare*, 2005, 24(2), 283–309 (with 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 (with 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 (with T. Neugebauer).

Contributions to books

- [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 (with W. Güth, H. Kliemt, A. Koukouvelis, M. Plover).
- [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*, Munich: Martin Meidenbauer Verlagsbuchhandlung, 2010, pp. 105–121 (with 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 (with 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*, Berlin: Erich Schmidt Verlag, 2006, pp. 207–222 (with 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 (with W. Güth, M. Ploner).

Working papers

- [4] The power of words in a petty corruption experiment, 2019 (with C. Nardi).
- [3] Risky prospects in cooperation: rare vs. common events, 2018 (with F. Artinger, N. Fleischhut, J.R. Stevens).
- [2] A hybrid game with conditional and unconditional veto power, *Jena Economic Research Papers in Economics* No. 2014-015 (with W. Güth, N. Montinari, C. Nardi).
- [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 (with W. Güth, A. Koukoumelis).