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Education

- December 2014 Ph.D. in Economics at University of Nottingham, UK.
Supervisors: Prof. Simon Gaechter and Prof. Robin Cubitt.
- March 2010 MSc in Economic and Social Sciences (ESS-LS)
Università Commerciale L. Bocconi, Italy.
- October 2007 BSc in “Economics”, Università di Pisa, Italy.

Employment

- September 2014 – present Postdoctoral researcher at Institute for Applied Microeconomics,
Rheinische Friedrich-Wilhelms-Universität Bonn, Germany.
- September 2013 – September 2014 Graduate Teaching Fellow, School of Economics, University of
Nottingham.
- September 2011 – September 2013 Graduate Teaching Assistant, School of Economics, University of
Nottingham (UG courses: Microeconomic Theory and Introductory
Econometrics).
- July 2010 – August 2010 Intern at Population Service International, Maseru (Lesotho).
Involved in the World Bank project “The impact of short-term
financial incentives on sexual behavior and HIV incidence among
young individuals: Evidence from a randomized controlled field trial
in Lesotho”.
- March 2010 – June 2010 Research Assistant at “Fondazione Debenedetti”, Milano.
Involved in the project “Turin Homeless Survey 2010 (THS, 2010)”.
- October 2009 – December 2009 Intern at European Commission - (DG Health and Consumers).
Employed mainly on Sustainable Consumption and Energy policy.

Publications

Casal S., Fallucchi F. and Quercia S. (2019). [The Role of Morals in Three-Player Ultimatum Games.](#) *Journal of Economic Psychology*, 70, 67-79.

Fallucchi F. and Quercia S. (2018). [Affirmative Action and Retaliation in Experimental Contests.](#) *Journal of Economic Behavior and Organizations*, 156, 23-40.

Gächter S., Kölle F., and Quercia S. (2017). [Reciprocity and the Tragedies of Maintaining and Providing the Commons.](#) *Nature Human Behaviour*, 1(9), 650-656.

DeQuidt J., Fallucchi F., Kölle F., Nosenzo D., and Quercia S. (2017). [Bonus versus Penalty: How Robust Are the Effects of Contract Framing.](#) *Journal of Economic Science Association*, 3(2), 174-182.

Cubitt R., Gächter S., and Quercia S. (2017). [Conditional Cooperation and Betrayal Aversion.](#) *Journal of Economic Behavior and Organizations*, 141, 110-121.

Quercia S. (2016). [Eliciting and Measuring Betrayal Aversion using the BDM mechanism.](#) *Journal of the Economic Science Association*, 2(1), 48-59

Nosenzo D., Quercia S., and Sefton M. (2015). [Cooperation in Small Groups: The Effect of Group Size.](#) *Experimental Economics*, 18(1), 4-14.

Fischbacher U., Gächter S., and Quercia S. (2012). [The Behavioral Validity of the Strategy Method in Public Good Experiments](#) *Journal of Economic Psychology*, 33(4), 897-913.

Working papers

Dohmen T., Quercia S., and Willrodt J. (2018). [Willingness to Take Risk: The Role of Risk Conception and Optimism.](#) CRC TR 224 Discussion paper No. 23, University of Bonn/University of Mannheim (*R&R at European Economic Review*).

Work in progress

Framing Effects, (Mis)Perceptions, and the Elicitation of Preferences in Social Dilemmas (with Simon Gächter and Felix Kölle) – manuscript in preparation.

Knowing who you are: Salience of own preferences and the consensus effect (with Thomas Dohmen and Jana Willrodt) – manuscript in preparation.

The influence of Self and Social Image Concerns on Lying (with Zvonimir Basic and Armin Falk) – manuscript in preparation.

Self-image, Social Image and Prosocial Behavior (with Zvonimir Basic and Armin Falk) – manuscript in preparation.

Teaching

- 2016-2018 MSc course: “Behavioral Economics” at University of Bonn.
- 2014-2016 Undergraduate course: “Scientific writing and presenting” at University of Bonn (topics in the area of Behavioral Economics)
- 2011-2014 Undergraduate tutorials at the University of Nottingham (Subjects: Microeconomic Theory and Introductory Econometrics)

Referee for

American Economic Review (2), Management Science (2), International Economic Review (1), Journal of Economic Behavior and Organizations (4), Experimental Economics (3), Journal of Economic Psychology (1), Southern Economic Journal (1).

Conferences

- June 2018 Economic Science Association conference – Berlin (DE).
- February 2018 Southern Europe Experimental Team meeting – Lecce (IT).
- May 2016 Contests: Theory and Evidence – Norwich (UK).
- April 2016 IMEBESS – Rome (IT).
- November 2015 III London Experimental Workshop – London (UK).
- April 2015 IMEBESS – Toulouse (FR).
- August 2014 EEA/ESEM Congress – Toulouse (FR).
- July 2013 Economic Science Association conference – Zurich (CH).
- May 2013 CeDEx-CBESS-CREED Meeting – Amsterdam (NL).
- May 2013 Experimental Economics Workshop – Florence (IT).
- October 2012 Human Decision Making Workshop – Birmingham (UK).
- September 2012 Economic Science Association conference – Cologne (DE).
- August 2012 XI Tiber Symposium – Tilburg (NL).

Funding

- 2018 Reinard Selten Institute seed funding for the project “Conditional Cooperation under the Shadow of the Future”.
- 2016 NIBS (Network for Integrated Behavioral Science) funding for the project “The Role of Morals in Three-Player Ultimatum

Games”.

- 2016 NIBS funding for the project “Bonus versus Penalty: How Robust Are the Effects of Contract Framing.”
- 2016 UNU-WIDER grant for the proposal “Affirmative Action through consolation prizes” accepted for the UNU-WIDER project “Discrimination and Affirmative Action: What have we learnt so far?”

Summer Schools

- March 2014 Spring School in Behavioral Economics at University of California San Diego (UCSD).
- June 2013 Summer School “Behavioural Economics of Organizations” at University of East Anglia (UEA).
- June 2011 Summer School “Evolution of Social Preferences” organized in Trento by Università di Trento and Latsis Foundation.
- July 2006 Summer School “The Political Economics of Public Choice” at London School of Economics (LSE).

References

- 1) Prof. Simon Gächter, Room B54 Sir Clive Granger Building, University Park, Nottingham, NG7 2RD, UK.
Email: simon.gaechter@nottingham.ac.uk
- 2) Prof. Armin Falk, Institute on Behavior & Inequality, Schaumburg-Lippe Strasse 5-9, Bonn, 53113, Germany.
Email: Armin.Falk@briq-institute.org
- 3) Prof. Thomas Dohmen, Institute for Applied Microeconomics, Adenauerallee 24-42, Bonn, 53113, Germany.
Email: t.dohmen@uni-bonn.de
- 4) Prof. Sebastian Kube, Institute for Applied Microeconomics, Adenauerallee 24-42, Bonn, 53113, Germany.
Email: kube@uni-bonn.de
- 5) Prof. Robin Cubitt, Room B57 Sir Clive Granger Building, University Park, Nottingham, NG7 2RD, UK.
Email: robin.cubitt@nottingham.ac.uk