

Daniele Nosenzo – Curriculum Vitae (October 2018)

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EDUCATION

2010 Ph.D. in Economics, University of Nottingham

2006 MSc Economics, University of Essex

2004 BSc in Political Science, University of Genova

EMPLOYMENT

2018 – Established Researcher (R3), Luxembourg Institute for Socio-Economic Research

2014 – Associate Professor in Economics and Co-Director of the Centre for Decision Research and Experimental Economics, School of Economics, University of Nottingham

2012 – 2014 Lecturer, School of Economics, University of Nottingham

2010 – 2012 Leverhulme Trust Research Fellow, School of Economics, University of Nottingham

JOURNAL ARTICLES

- Preferences for Truth-Telling (with Johannes Abeler and Collin Raymond). 2018. *Econometrica*, forthcoming.
- On the Social Inappropriateness of Discrimination (with Abigail Barr and Tom Lane). 2018. *Journal of Public Economics*, 164, 153-164.
- Bonus versus Penalty: How Robust Are the Effects of Contract Framing? (with Jonathan de Quidt, Francesco Fallucchi, Felix Kölle and Simone Quercia), 2017, *Journal of the Economic Science Association*, 3(2), 174–182.
- The Effect of Voluntary Participation on Cooperation (with Fabio Tufano), 2017, *Journal of Economic Behavior and Organization*, 142C, 307-319.
- Team Incentives and Leadership (with Michalis Drouvelis and Martin Sefton), 2017, *Journal of Economic Psychology*, 62, 173-185.
- The Importance of Peers for Compliance with Norms of Fair Sharing (with Simon Gächter and Leonie Gerhards), 2017, *European Economic Review*, 97, 72-86.
- Norm Elicitation in Within-Subject Designs: Testing for Order Effects (with Giovanna D’Adda and Michalis Drouvelis), 2016, *Journal of Behavioral and Experimental Economics*, 62, 1-7.
- Discretionary Sanctions and Rewards in the Repeated Inspection Game (with Theo Offerman, Martin Sefton and Ailko van der Veen), 2016, *Management Science*, 62 (2), 502-517.
- Employee Incentives: Bonuses or Penalties? 2016, *IZA World of Labor*, 2016:234.
- Identifying Social Norms Using Coordination Games: Stakeholders vs. Spectators (with Hande Erkut and Martin Sefton), 2015, *Economics Letters*, 130, 28-31.

- Self-selection into Laboratory Experiments: Pro-social Motives versus Monetary Incentives (with Johannes Abeler), 2015, *Experimental Economics*, 18(2), 195-214.
- Cooperation in Small Groups: the Effect of Group Size (with Simone Quercia and Martin Sefton), 2015, *Experimental Economics*, 18(1) 4-14.
- Encouraging Compliance: Bonuses vs. Fines in Inspection Games (with Theo Offerman, Martin Sefton and Ailko van der Veen), 2014, *Journal of Law, Economics, & Organization*, 30(3) 623-648.
- Does Consultation Improve Decision Making? (with Alessia Isopi and Chris Starmer), 2014, *Theory and Decision*, 77(3), 377-388.
- Peer Effects in Pro-Social Behavior: Social Norms or Social Preferences? (with Simon Gächter and Martin Sefton), 2013, *Journal of the European Economic Association*, 11(3) 548–573.
- Group Identity and Leading-by-Example (with Michalis Drouvelis), 2013, *Journal of Economic Psychology*, 39, 414-425.
- Pay Secrecy and Effort Provision, 2013, *Economic Inquiry*, 51(3) 1779–1794.
- Self-Selection and Variations in the Laboratory Measurement of Other-Regarding Preferences across Subject Pools: Evidence from One College Student and Two Adult Samples (with Jon Anderson, Stephen V. Burks, Jeffrey Carpenter, Lorenz Götte, Karsten Maurer, Ruth Potter, Kim Rocha and Aldo Rustichini), 2013, *Experimental Economics*, 16(2), 170-189. (Editor's Award Winner for 2013)
- The Impact of Social Comparisons on Reciprocity (with Simon Gächter and Martin Sefton), 2012, *The Scandinavian Journal of Economics*, 114(4), 1346–1367.
- Who Makes a Good Leader? Cooperativeness, Optimism and Leading-by-Example (with Simon Gächter, Elke Renner and Martin Sefton), 2012, *Economic Inquiry*, 50(4) 953-967.
- Endogenous Move Structure and Voluntary Provision of Public Goods: Theory and Experiment (with Martin Sefton), 2011, *Journal of Public Economic Theory*, 13(5), 721-754.
- Sequential versus simultaneous contributions to public goods: experimental evidence (with Simon Gächter, Elke Renner and Martin Sefton), 2010, *Journal of Public Economics*, 94 (7-8), 515-522.

BOOK CHAPTERS

- Promoting Cooperation: The Distribution of Reward and Punishment Power (with Martin Sefton), 2014, P.A.M. van Lange, B. Rockenbach, & T. Yamagishi (Eds), *Social dilemmas: New perspectives on reward and punishment*. New York. Oxford University Press.

WORK IN PROGRESS

- Low Cost Interventions to Promote Voter Registration: What Works and Why? (with Tom Lane, Felix Kölle and Chris Starmer). CeDEX Discussion Paper 2017-16.
- Are Victims Truly Worse Off in the Presence of Bystanders? Revisiting the Bystander Effect (with Hanna Fromell, Trudy Owens and Fabio Tufano). CeDEX Discussion Paper 2017-15.
- Lab Measures of Other-Regarding Preferences Can Predict Some Related on-the-Job Behavior: Evidence from a Large Scale Field Experiment (with Stephen V. Burks, Jon Anderson, Matthew Bombyk, Derek Ganzhorn, Lorenz Götte, and Aldo Rustichini). CeDEX Discussion Paper 2015-21.
- A Self-Funding Reward Mechanism for Tax Compliance (with Enrique Fatas, Martin Sefton and Daniel Zizzo). CeDEX Discussion Paper 2015-16.
- Tradeoffs between Self-interest and Other-Regarding Preferences Cause Willpower Depletion (with Hanna Fromell and Trudy Owens). CeDEX Discussion Paper 2014-14.

TEACHING

2018/19	University of Nottingham: <i>Behavioural Economic Theory (Master)</i> .
from 2013/14 to 2017/18	University of Nottingham: <i>Experimental & Behavioural Economics (2nd-year Undergraduate)</i> ; <i>Pre-sessional Mathematics (Master)</i> ; <i>Behavioural Economic Theory (Master)</i> ; <i>Industrial Organisation (Master)</i> .
2012/13	University of Nottingham: <i>Experimental & Behavioural Economics (2nd-year Undergraduate)</i> ; <i>Pre-sessional Mathematics (Master)</i> ; <i>Industrial Organisation (Master)</i> .
2011/12	University of Nottingham: <i>Industrial Organisation (Master)</i> .

DISSERTATION SUPERVISION OF UNDERGRADUATE AND MASTER STUDENTS

2017/18	University of Nottingham: 7 Undergraduate students; 2 Master students
2016/17	University of Nottingham: 5 Undergraduate students; 2 Master students
2015/16	University of Nottingham: 6 Undergraduate students; 1 Master student
2014/15	University of Nottingham: 7 Undergraduate students; 2 Master students
2013/14	University of Nottingham: 7 Undergraduate students; 2 Master students
2012/13	University of Nottingham: 6 Undergraduate students; 3 Master students
2011/12	University of Nottingham: 2 Master students

SUPERVISION OF PH.D. STUDENTS & MENTORING OF VISITING STUDENTS

University of Nottingham

Hande Erkut (2012 - 2013) – first appointment Postdoc at WZB, Berlin

Tom Lane (2013 - 2017) – first appointment Teaching Fellow at University of Nottingham, Ningbo

Vasileios Kotsidis (2013 - 2017) – first appointment Teaching Fellow at LSE

Jesal D. Sheth (2015 -)

Uzma Afzal (2016 -)

Shruti Surachita (2017 -)

Visiting Students: Dominik Doll (TU Munich)

GRANTS & SCHOLARSHIPS

2017	£2,300	ESRC Impact Accelerator Fund, University of Nottingham
2017	£3,200	Network for Integrated Behavioural Science (ESRC-funded) Small Research Grant (with Tom Lane)
2016	£9,125	British Academy / Leverhulme Small Research Grant (with Martin Sefton)

2014	£9,254	British Academy / Leverhulme Small Research Grant (with Trudy Owens)
2013	£2,570	Network for Integrated Behavioural Science (ESRC-funded) Small Research Grant (with Enrique Fatas, Martin Sefton and Daniel Zizzo)
2012	€2,400	Center for Interdisciplinary Studies in Economics, Psychology and Social Sciences, University of Milan-Bicocca, Small Research Grant (with Fabio Tufano)
2010 – 2012	£36,635	Leverhulme Trust Early Career Fellowship
2008	£500	Royal Economic Society Conference Grant
2007 – 2009	£6,540	University of Nottingham, PhD Scholarship

INVITED TALKS & RESEARCH VISITS

Invited seminars and workshops:

- UEA Norwich (2018, Behavioural Game Theory Workshop; [keynote](#))
- LMU Munich (2018, seminar)
- LMU Munich (2018, Evidence Based Economics Summer; [keynote](#))
- University of Nottingham (2018, CRIBS Annual Symposium on Preferences, Markets and Society)
- University of Konstanz (2018, Organizational Economics Workshop)
- Monash University (2018, seminar)
- University of Queensland (2018, seminar)
- New York University Abu Dhabi (2018, iSEE Workshop)
- Lyon (2017, 2nd FELIS-CORTEX Workshop on “Social Norms and Moral Norms”)
- Luxembourg (2017, LISER Lab Inaugural Workshop)
- UEA Norwich (2017, 2nd Workshop on "Psychological Game Theory)
- WZB Berlin (2017, Workshop on “Concerns for status and social image”)
- Ben-Gurion University (2017, seminar)
- Tel Aviv University (2017, seminar)
- University of Nottingham (2017, ERC Workshop on Social Norms and Peer Effects)
- University of Lyon (2017, seminar)
- University of Southampton (2017, seminar)
- DIGSSCORE, University of Bergen (2016, seminar)
- University of Leicester (2016, seminar)
- WZB Berlin (2016, seminar)
- University of Manchester (2016, Medical Research Council Workshop on “Incentives in Trials”)
- European University Institute (2015, seminar)
- University of Michigan (2015, seminar)
- University of Minnesota Morris (2015, seminar)
- University of Amsterdam (2014, seminar)
- University of Aarhus (2014, seminar)
- University of Cologne (2013, Workshop on the Determinants of Effective Leadership)
- University of Exeter (2013, seminar)
- University of Montpellier (2013, seminar)

- University of Bath (2013, seminar)
- University of Vienna (2012, Workshop in Experimental Economics)
- University of Forlì (2011, Workshop on Social Economy for Young Economist)
- University of Pittsburgh (2011, seminar)
- University of Amsterdam (2010, seminar)

Research visits:

- University of Minnesota Morris (2010; 2012; 2015)
- University of Pittsburgh (2011)
- University of Amsterdam (2010)

SELECT CONFERENCES

- 12th Nordic Conference on Behavioural and Experimental Economics (Gothenburg University, 2017)
- Social Norms and Institutions Conference (ETH Zurich, 2015)
- European Economic Association Meeting (Toulouse, 2014)
- Royal Economic Society Annual Conference (University of Manchester, 2014)
- European Economic Association Meeting (Malaga, 2012)
- Workshop on ‘The Determinants and Implications of Prosocial Behaviour’ (University of Southampton, 2011)
- European Economics Association Meeting (Glasgow, 2010)
- Royal Economic Society Annual Conference (University of Surrey, 2010)
- Econometric Society European Meeting (Barcelona, 2009)
- European Economics Association Meeting (Barcelona, 2009)
- Royal Economic Society Annual Conference (University of Surrey, 2009)
- IZA Workshop on “Behavioral Labor Economics” (Bonn, 2008)

ACADEMIC & PROFESSIONAL ACTIVITIES

2017 – 2018	Co-Director of 2nd Year Undergraduate Programme and member of the Undergraduate Teaching Committee, Nottingham School of Economics
2016 –	Co-Director of the Centre for Decision Research and Experimental Economics, Nottingham School of Economics (CeDEx)
2014 – 2016	Deputy Director of CeDEx
2011 – 2017	Member of the Research Committee, Nottingham School of Economics
2011 – 2017	Member of the IT Committee, Nottingham School of Economics
2009 – 2018	Member of CeDEx Management Group
2009 – 2014	CeDEx Laboratory Manager
2017	Guest Editor for a Special Issue on "Social norms and games" of Games
2016 –	Associate Editor of the Journal of Behavioral and Experimental Economics
2013 – 2016	Member of the Editorial Board of the Journal of Behavioral and Experimental Economics

- 2016 – Member of the Program Committee for the Royal Economic Society Annual Conference
- 2012 – Member of the Program Committee for the Spring Meetings of Young Economists

Reviewer for: Agence Nationale de la Recherche (ANR); British Academy; Economic and Social Research Council (ESRC); Financial Conduct Authority; National Science Foundation (NSF); Swiss National Science Foundation.

Referee for: American Economic Review; Econometrica; Economica; Economic Inquiry; Economic Letters; Economic Journal; Economics Letters; Environmental and Resource Economics; European Economic Review; European Review of Agricultural Economics; Evolution and Human Behavior; Experimental Economics; Frontiers In Behavioral Neuroscience; Games; Games and Economic Behavior; International Economic Review; International Journal of Business and Economics; Journal of Applied Economics; Journal of Behavioral and Experimental Economics; Journal of Bioeconomics; Journal of Choice Modelling; Journal of Economic Behavior & Organization; Journal of Economics & Management Strategy; Journal of Economic Psychology; Journal of the Economic Science Association; Journal of Environmental Economics and Management; Journal of the European Economic Association; Journal of Experimental Political Science; Journal of Law, Economics and Organization; Journal of Public Economics; Journal of Socio-Economics; Judgment and Decision Making; Labor Economics; Leadership Quarterly; Management Science; Oxford Economic Papers; Scandinavian Journal of Economics; Social Choice and Welfare; Southern Economic Journal; Theory and Decision; The B.E. Journal of Economic Analysis and Policy; The Review of Economic Studies.

WORK DISCUSSED IN POPULAR PRESS

Financial Times, The Economist, BBC News, BBC Radio 4, BBC Radio 5, BBC Radio Scotland, BBC Radio Wales, Loaded, Daily Mail Financial Website.