

Luca Zarri

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CURRENT APPOINTMENT AND EDITORIAL POSITIONS

- Professor of Economic Policy (2017-), Economics Department, University of Verona
- Associate Editor (2023-), *Journal of Economic Psychology*
- Editorial Board Member (2014-), *Journal of Behavioral and Experimental Economics*

PAST APPOINTMENTS

- Deputy Head, Economics Department, University of Verona (2018-2021)
- Associate Professor of Economic Policy, Econ Department, University of Verona (2012-2017)
- Assistant Professor of Economic Policy, Econ Department, University 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, University of Milano-Bicocca (2008-2010), University of Bologna (2003-2006) and Catholic University of Milan (2004)

EDUCATION

- PhD in Economics, University of East Anglia, 2007 (Supervisor: R. Sugden)
- MPhil in Economics, University of East Anglia, 2004
- PhD in Economics, University 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; Economic Psychology; 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, University 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, University of Verona, 2004
- Full-tuition PhD Scholarship, University of East Anglia (2002-2006)
- Veritatis Splendor Institute Fellowship, Cardinal Lercaro Foundation, Bologna, 2004
- IUSS (Institute for Advanced Study) Scholarship, Pavia, 1999
- PhD Scholarship, University of Pavia (1999-2002)
- Bocconi University Grant for an Internship at UNESCO, Paris, 1998

RESEARCH GRANTS

- PRIN 2022 on Excessive Antibiotic Consumption (PI: V. Levati; awarded 248.995€), member of the head unit research team (University of Verona), 2023-2025
- EU Horizon 2020 Era-Net Cofund on Sustainable Food Production and Consumption, SUSCHOICE transnational project (PI: R. Capitello; awarded 1.198.000€), member of the head unit research team (University of Verona), 2018-2021
- 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, University 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 REFERRED PUBLICATIONS (in reverse chronological order)

1. “Managerial Decisions and Team Performance: Field Evidence from Elite Professional Soccer” (with D. Boto-Garcia and A. Bucciol), *Managerial and Decision Economics*, 2024.
2. “The Non-Cognitive Roots of Civic Honesty: Evidence from the US” (with A. Bucciol), *Journal of Behavioral and Experimental Economics*, 95, 2021.
3. “The Impact of Life Experiences on Risk Taking” (with P. Ayton, G. Bernile and A. Bucciol), *Journal of Economic Psychology*, 79, 2020 (Introduction to the (guest edited) special issue on “Life Experiences and Risk Taking”).
4. “Wounds that Time Can’t Heal: Life Satisfaction and Exposure to Traumatic Events” (with A. Bucciol), *Journal of Economic Psychology*, 76, 2020.
5. “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.
6. “Social Status Perception and Individual Social Capital” (with A. Bucciol and S. Cicognani), *B.E. Journal of Economic Analysis and Policy*, 20,1, 2020.
7. “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.
8. “Can Risk Averse Households Make Risky Investments? The Role of Trust in Others” (with A. Bucciol and B. Cavasso), *Scandinavian Journal of Economics*, 121, 1, 326-352, 2019.
9. “Saving Education Received in Early Life and Future Orientation in Adulthood” (with A. Bucciol), *Journal of Financial Counseling and Planning*, 30, 1, 67-82, 2019.
10. “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.
11. “Enforcing Cooperation in Public Goods Games: Is One Punisher Enough?” (with D. Grieco and M. Faillo), *Journal of Economic Psychology*, 63, 55-73, 2017.
12. “Do Personality Traits Influence Investors’ Portfolios?” (with A. Bucciol), *Journal of Behavioral and Experimental Economics*, 68, 1-12, 2017.
13. “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).
14. “Social Status and Personality Traits” (with A. Bucciol and B. Cavasso), *Journal of Economic Psychology*, 51, 245-260, 2015.

15. "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.

16. "The Shadow of the Past: Financial Risk Taking and Negative Life Events" (with A. Bucciol), *Journal of Economic Psychology*, 48, 1-16, 2015.

17. "Punish and Perish?" (with A. Antoci), *Rationality and Society*, 27, 2, 195-223, 2015.

18. "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.

19. "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.

20. "Tax Evasion in a Behaviorally Heterogeneous Society: An Evolutionary Analysis" (with A. Antoci and P. Russu), *Economic Modelling*, 42, 106-115, 2014.

21. "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.

22. "Altruism". Entry commissioned by the editors of the *Handbook on the Economics of Philanthropy, Reciprocity and Social Enterprise*, Edward Elgar, Cheltenham, 2013.

23. "Legitimate Punishment, Feedback, and the Enforcement of Cooperation" (with M. Faillo and D. Grieco), *Games and Economic Behavior*, 77, 1, 271-283, 2013.

24. "Happiness and Tax Morale: An Empirical Analysis" (with D. Lubian), *Journal of Economic Behavior and Organization*, 80, 1, 223-243, 2011.

25. "On Social Utility Payoffs in Games: A Methodological Comparison between Behavioural and Rational Game Theory", *Theory and Decision*, 69, 4, 587-598, 2010.

26. "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.

27. "Behavioral Economics has Two 'Souls': Do They Both Depart from Economic Rationality?", *Journal of Socio-Economics*, 39, 5, 562-567, 2010.

28. "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.

29. "Reciprocità e Free Riding: Un'Analisi Evolutiva" (with C. Sandri – in Italian), *Rivista Internazionale di Scienze Sociali*, 117, 2, 251-273, 2009.

30. "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.

31. "Social Preferences and the Dynamics of Collective Action" (with A. Antoci), *Journal of Social Complexity*, 3, 2, 4-18, 2008.

32. "Happiness, Morality, and Game Theory", in *Handbook on the Economics of Happiness*, Edward Elgar, Cheltenham, 318-336, 2007.

33. "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.

34. "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.

35. "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.

36. "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)

- "Preferences over Penalties for Wrong Answers" (with S.A. Castagnetti and V. Levati), September 2024.
- "Traumatic Life Events as Sources of Big Five Personality Trait Change: The Moderating Role of Control Beliefs" (with A. Buccioli and J. Wagner), September 2024.
- "The Shared Non-Cognitive Roots of Health and Socioeconomic Status: Evidence from the US" (with A. Buccioli and C. Coriele), Working Paper n. 14/2020, DSE, University of Verona.
- "Miscarriage of Justice in Judges' Mind: Theory and Experimental Evidence" (with S. Ottone, F. Ponzano and M. Saraceno), January 2022.

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

BSc level ('Laurea Triennale'):

Behavioral Economics and Finance (Verona, 2023/2024)

MSc level ('Laurea Magistrale'):

Behavioral Economics (School of Economics, Verona, 2020/2024); Economic Development and Innovation Policies (Verona - Vicenza Center, 2020/2022); Nonprofit Economics (Verona, 2019/2022); Economics of Social Innovation and Sustainable Development (Verona, 2023/2024)

Graduate level:

Behavioral and Experimental Economics (PhD in Economics and Management, GSEM, Universities of Padova and Verona, 2020/2022*)

SELECTED PRESENTATIONS

2024: IAREP-SABE Joint Conference, University of Dundee; 2018: IMEBESS, European University Institute, Florence; Behavioral and Experimental Economics Network (BEEN) Meeting, University 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, University 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, University of Florence; 2008: International Conference on Economic Science Heterogeneous Agents (WEHIA-ESHIA), University of Warsaw; Workshop on Behavioral Economics, University of Trento; 2007: International Conference on Reciprocity, University of Milano-Bicocca; 2006: IV Workshop DMEF (Dynamic Methods for Economics and Finance), University of Urbino; II SING (Spain Italy Netherlands Game Theory) Meeting, University of Foggia; 2003: International Conference: “Organizations, today”, University of Cagliari; Conference on “The Paradoxes of Happiness in Economics”, University of Milano-Bicocca; 2002: Conference on “Cognitive Sciences and Economics”, Rovereto Center, University of Trento; IV METU Conference in Economics, Ankara; II Workshop DMEF, University of Urbino.

INVITED TALKS

ACADEMIC TALKS

King's College, London; Westminster Business School, University 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; Verona (Early Career Workshop in Economics 2024; discussant).

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, University 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; Istituto Teologico San Zeno; Festival Biblico; il Futuro Conta (Global Money Week, OECD); Bocconi Alumni Community;
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.

REFEREEING ACTIVITY

Journals: B.E. Journal of Economic Analysis and Policy; Economics Bulletin; Economic Inquiry; Economic Journal; Experimental Economics; European Economic Review; European Journal of Comparative Economics; Games and Economic Behavior; International Review of Economics; Journal of Behavioral and Experimental Economics; Journal of Bioeconomics; Journal of Economic Behavior and Organization; Journal of Economic Dynamics and Control; Journal of Economic Methodology; Journal of Economic Psychology; Journal of Economic Surveys; Journal of Experimental Psychology: General; Journal of Financial Counseling and Planning; Journal of Public Economics; Mind and Society; Open Economics Journal; Rationality and Society; Theory and Decision.; Review of the Economics of the Household.

Handbooks: Edward Elgar; Springer.

Grant proposals/Research Assessments: PRIN 2010, Italian Ministry for Education; Bank of Sweden Tercentenary Foundation (Stockholm); Financing Fundamental Research Projects (FARB), University of Bologna, 2013; Scientific Independence of Young Researchers (SIR), Italian Ministry of Education, 2014; FAR, University of Modena and Reggio Emilia, 2016; FARE (ERC winners), Italian Ministry for Education, 2017; Free University of Bozen, 2017; ANVUR (PhD Scholarships: PON and FSC), 2020; Research Institute for the Evaluation of Public Policies (IRVAPP-FBK), Trento, 2022; Department of Economics, University of Nevada (Reno, USA), 2022.

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

ORGANIZATIONAL ACTIVITY

- Chairman, Student-Faculty Joint Teaching Committee (CPDS), Econ Department, University of Verona (2023-);
- Member of the Department Board, Econ Department, University of Verona (2018-2021);
- Guest Editor, *Journal of Economic Psychology* (2019-2020);
- Co-Director, Experimental lab VELE, Econ Department, University of Verona (2016-);
- Member of the Steering Committee: PhD in Economics and Finance (2021-) and PhD in Economics and Management, University of Verona (2013-2021);
- First Supervisor for Chiara Coriele, PhD in Economics and Management, University of Verona (2016-);
- Second Supervisor for Barbara Cavasso, PhD in Economics and Management, University of Padova (2014-2016);
- External Referee for the Admission to the Final Exam of the PhD in Economics and Management for Valeria Maggian, University 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, University of Verona; BREAD-CEPR-University of Verona Summer School on “Development Economics”, 2008; “Young Economists’ Workshop on Social Economy”,

Forlì Center, University of Bologna (2004-2013); Departmental Seminar Series, Economics Department, University of Verona (2013-2015); 5th BEEN Meeting, University of Verona (2020);

- Departmental Coordinator for Internationalization (2015-2018) and Departmental Deputy Coordinator for Internationalization (2012-2015), Econ Department, University of Verona
- Member of the Scientific Committee of Collegio Universitario Don Nicola Mazza (Verona) for the organization of cultural activities aimed at university students (2014-2019);
- 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, University of Verona;
- Member of the PhD in Economics and Management Final Examination Committee, University of Trento (2010, 2012, 2017) and University of Padova (2020);
- Coordinator, PhD Seminar Series, Economics Department, University of Verona (2006-2008);
- CEPR and BREAD Reports on the Third Edition of the CEPR-BREAD-University of Verona Summer School on Development Economics (with D. Mookherjee), 2008.