

Education:

University of Pennsylvania, Ph. D. in Economics, 1986.
Universitat Autònoma de Barcelona, “Licenciado” in Economics, 1977.

Appointments:

2016- Research Professor, Barcelona GSE
2013- Research Professor, Instituto de Análisis Económico (CSIC), Barcelona.
2010- Member, CESifo, Munich.
2008-2013 Research Professor, Serra-Ramonedà/Caixa Catalunya Chair, Department of Business, Universitat Autònoma de Barcelona.
2003-2008 Research Professor, Instituto de Análisis Económico (CSIC), Barcelona.
1996-2003 Research Scientist, Instituto de Análisis Económico (CSIC), Barcelona.
1993-1996 Tenured Scientist, Instituto de Análisis Económico (CSIC), Barcelona.
1989-1993 Associate Professor, Department of Economics, Universitat Autònoma de Barcelona.
1986-1989 Assistant Professor, Department of Economics, Universitat Autònoma de Barcelona.

Editorial and Association Service:

2016- European Vice-president, *Economic Science Association*
2016- Associate Editor, *Review of Economic Design*
2016- Senior Editor, *Oxford Research Encyclopedia of Economics and Finance*
2013- Advisory Editor, *Games and Economic Behavior*
2011- Advisory Editor, *Experimental Economics*
2007 – 2011 Editor, *Experimental Economics*.
2010 Invited Associate Editor of a special issue on Behavioral Economics and Finance *Management Science*
1997 – 2007 Associate Editor, *Experimental Economics*.
2000 – 2004 Associate Editor *Spanish Economic Review*.

Research Interests:

Experimental Economics, Organizational Behavior, Industrial Organization, Public Economics, Behavioral Economics.

Publications in English:

“Experimental Industrial Organization”, (joint with Jan Potters), *Handbook of Game Theory and Industrial Organization*, Edward Elgar Publishing, forthcoming.

“Not Just Like Starting Over – Leadership and Revivification of Cooperation in Groups”, (joint with Christina Rott and Carles Solà), *Experimental Economics*, **19**(4), 2016, 792-818.

"Stand By Me. Help, Heterogeneity and Commitment in Experimental Coordination Games", (joint with David J. Cooper, Enrique Fatás and Shi Qi), *Management Science*, **62**(10), 2016, 2916-2936.

“Let's Talk: How Communication Affects Contract Design”, (joint with Gary Charness and Matthew Ellman), *Journal of the European Economic Association*, **14**(4), 2016, 943-974.

- “Political Autonomy and Independence: Theory and Experimental Evidence”, (joint with Klaus Abbink), *Journal of Theoretical Politics*, **28**, 2016, 431-460.
- “The Price of Luck: Paying for the Hot Hand of Others”, (joint with Silvia Bou, Magda Cayón and Pablo Guillén), *Journal of the Economic Science Association*, **2**(1), 2016, 60-72.
- “Counter-Punishment, Communication and Cooperation Among Partners”, (joint with Giulia Andrighetto, Rosaria Conte, Jordi Sabater-Mir, Hector Solaz, Áron Székely and Daniel Villatoro), *Frontiers of Behavioral Neuroscience*, 5 April 2016
<http://dx.doi.org/10.3389/fnbeh.2016.00053>.
- “Hiring and Escalation Bias in Subjective Performance Evaluations: A Laboratory Experiment”, (joint with Andrej Angelovski and Carles Solà), *Journal of Economic Behavior and Organization*, **121**, 2016, 114-129.
- “Legitimacy, Communication and Leadership in the Turnaround Game”, (with David J. Cooper and Roberto A. Weber), *Management Science*, **61**(11), 2015, 2627-2645.
- “An Experimental Study of Persuasion Bias and Social Influence in Networks”, (joint with Ayça Ebru Giritiligil and Roberto A. Weber), *European Economic Review*, **80**, 2015, 214-229.
- “The Impact of Relative Position, Prices of Sacrifice and Reciprocity: An Experimental Study Using Individual Decisions”, (with Enrique Fatás, Ernan Haruvy and Francisco Lagos), *Social Choice and Welfare*, **45**(3), 2015, 489-511.
- "The Impact of Advice on Women's and Men's Selection into Competition", (with Valeska Groenert and Christina Rott), *Management Science*, **61**(5), 2015, 1018-1035.
- "Pivotal Suppliers and Market Power in Experimental Supply Function Competition" (joint with Stan Reynolds and Arthur Schram), *The Economic Journal*, **124**, 2014, 887-916.
- “The Norm Signalling Effect of Group Punishment”, (with Daniel Villatoro, Giulia Andrighetto, Luis Nardin, Jordi Sabater-Mir and Rosaria Conte), *Social Science Computer Review*, **32**(3), 2014, 334-353.
- "The Emergence of Social Structure: Employer Information Networks in an Experimental Labor Market", (with Klarita Gërxhani and Arthur Schram), *Social Networks*, **35**, 2013, 541-560.
- “Punish and Voice: Punishment Enhances Cooperation when Combined with Norm-Signalling”, (joint with Giulia Andrighetto, Rosaria Conte, Jordi Sabater Mir, Hector Solaz and Daniel Villatoro), *PLOS ONE*, 8(6): e64941. doi:10.1371/journal.pone.0064941, 2013.
- “Parochial altruism in inter-group conflicts”, (joint with Klaus Abbink, Benedikt Herrmann and Henrik Orzen), *Economics Letters*, **117**, 2012, 45-48.
- "Distributed Punishment as a Norm-Signaling Tool", (joint with Daniel Villatoro, Giulia Andrighetto, Jordi Sabater-Mir and Rosaria Conte), Proceedings of the 11th International Conference on Autonomous Agents and Multiagent Systems (AAMAS 2012), Conitzer, Winikoff, Padgham, and van der Hoek (eds.), 4-8 June 2012, Valencia, Spain.
- “Does Sharing Payoffs Affect Gender Differences in Accountability?”, (joint with Orsola Garofalo), in: *Neuroscience and the Economics of Decision Making*, (Innocenti and Sirigu, eds.), Routledge, Routledge, 2012, 197-214.
- “Gender Pairings and Accountability Effects”, (joint with Orsola Garofalo), *Journal of Economic Behavior and Organization*, **83**, 2012, 31-41.

"The Strategy versus the Direct-response Method: A First Survey of Experimental Comparisons", (joint with G. Charness), *Experimental Economics*, **14**, 2011, 375-398..

"Size Doesn't Matter! Gift Exchange in Experimental Labor Markets", (joint with K. Gërzhani, A. Schram and J. Ygosse-Battisti), *Journal of Economic Behavior and Organization*, **76**, 2010, 544-548.

"Drei Oligopolexperimente", (joint with K. Abbink), in: *The Selten School of Behavioral Economics. A Collection of Essays in Honor of Reinhard Selten*, (Ockenfels/Sadrieh, eds.), Springer, 2010.

"Information Networks and Worker Recruitment", (joint with A. Schram and K. Gerxhani), *European Economic Review*, **54**, 2010, 1035-1058.

"Inter-group Competition and Intra-group Punishment in an Experimental Contest Game", (joint with K. Abbink, B. Herrmann and H. Orzen), *American Economic Review*, **100**, 2010, 420-447.

"Personal Relations and Their Effect on Behavior in an Organizational Setting: An Experimental Study", (joint with C. Solà), *Journal of Economic Behavior and Organization*, **73**, 2010, 246-253.

"On Punishment and Well-being", (joint with F. Rivas), *Journal of Economic Behavior and Organization*, **72**, 2009, 823-834.

"Competitive Rivalry, Social Disposition and Subjective Well-being: An Experiment", (joint with A. Riedl and F. van Winden), *Journal of Public Economics*, **93**, 2009, 1158-1167.

"Collusion in Growing and Shrinking Markets: Empirical Evidence from Experimental Duopolies", (joint with K. Abbink), in *Experiments for Antitrust Policies*, (Hinlopen / Normann, eds.), Cambridge University Press, 2009.

"Entry and Market Selection of Firms: A Laboratory Study", (joint with A. Ebru Giritligil), *Journal of Economic Behavior and Organization*, **68**, 2008, 593-612.

"Cooperation in VCM Experiments: Results Using the Contribution Function Approach", (joint with A. Schram), in: C.R. Plott and V.L. Smith (eds.), *The Handbook of Experimental Economics Results*, Elsevier, Amsterdam, 2008, 825-830.

"Testing Theories of Other-regarding Behavior: A Sequence of Four Lab Studies", (joint with G. Bolton, E. Katok, A. Ockenfels and R. Zwick), in: C.R. Plott and V.L. Smith (eds.), *The Handbook of Experimental Economics Results*, Elsevier, Amsterdam, 2008, 488-499.

"24. Pricing in Bertrand competition with increasing marginal costs", (joint with K. Abbink), *Games and Economic Behavior*, **63**, 2008, 1-31.

"Competition with Forward Contracts: A Laboratory Analysis Motivated by Electricity Market Design", (joint with P. Pezanis-Christou and A. Schram), *Economic Journal*, **118**, 2008, 192-214.

"It's What You Say Not What You Pay: An Experimental Study of Manager-Employee Relationships in Overcoming Coordination Failure", (joint with D. Cooper), *Journal of the European Economic Association*, **5**, 2007, 1223-1268.

"Leadership and Overcoming Coordination Failure with Asymmetric Costs", (joint with D. Cooper and E. Fatás), *Experimental Economics*, **10**, 2007, 269-284.

"Entry Deterrence and Forward Induction: An Experiment", (joint with A. Cabrales and G. Charness), *Economic Theory*, **33**, 2007, 183-209.

“Collusion and Fights in an Experiment with Price-Setting Firms and Production in Advance”, (joint with P. Guillén), *Journal of Industrial Economics*, **55**, 2007, 453-473.

“Observability and Overcoming Coordination Failure in Organizations. An Experimental Study”, (joint with D. Cooper), *Experimental Economics*, **9**, 2006, 407-423.

“Auction for Government Securities: A Laboratory Comparison of Uniform, Discriminatory and Spanish Designs”, (joint with K. Abbink and P. Pezani-Christou), *Journal of Economic Behavior and Organization*, **61**, 2006, 284-303.

“A Change Would Do You Good: An Experimental Study of How to Overcome Coordination Failure in Organizations”, (joint with D. Cooper), *American Economic Review*, **96**, 2006, 669-693.

“I want YOU! An Experiment Studying the Selection Effect When Assigning Distributive Power”, (joint with W. Güth and A. Stiehler), *Labour Economics*, **13**, 2006, 1-17.

"Fair Procedures. Evidence from Games Involving Lotteries", (joint with G. Bolton and A. Ockenfels), *Economic Journal*, **115**, 2005, 1054-1076.

“Price Competition under Uncertainty: A Laboratory Analysis”, (joint with K. Abbink), *Economic Inquiry*, **43**, 2005, 636-648.

"Do Market Conditions Affect Gift-Exchange? Some Experimental Evidence", (joint with G. Charness), *Economic Journal*, **114**, 2004, 684-708.

"How Universal is Behavior? A Four Country Comparison of Spite, Cooperation and Errors in Voluntary Contribution Mechanisms", (joint with T. Saijo and A. Schram), *Public Choice*, **119**, 2004, 381-424.

“Asymmetric demand information in uniform and discriminatory call auctions: an experimental analysis motivated by electricity markets”, (joint with K. Abbink and T. McDaniel), *Journal of Regulatory Economics*, **23**, 2003, 125-144.

“Truth or Consequences: An Experiment”, (joint with G. Charness), *Management Science*, **49**, 2003, 116-130.

"An Exploration of Reputation Formation in Experimental Games", (joint with N. Figueras), *Journal of Economic Behavior and Organization*, **50**, 1, 2003, 89-115.

"Reference Points and Negative Reciprocity in Simple Sequential Games", (joint with C. Solà), *Games and Economic Behavior*, **36**, 2001, 138-157.

"Cooperation or Noise in Public Goods Experiments: Applying the Contribution Function Approach", (joint with A. Schram), *Journal of Public Economics*, **79**, 2, 2001, 399-427.

"How Strategy Sensitive Are Contributions? A Test of Six Hypothesis in a Two-person Dilemma Game", (joint with G. Bolton and E. Katok), *Economic Theory*, **15**, 2000, 367-387.

"Hot vs. Cold: Sequential Responses and preference Stability in Experimental Games", (joint with G. Charness), *Experimental Economics*, **2**, 3, 2000, 227-238.

"Measuring Motivations for the Responses Observed in a Simple Dilemma Games", (joint with G. Bolton and A. Ockenfels), *Experimental Economics*, **1**, 3, 1998, 207-219.

"Equilibrium Selection in Experimental Games with Recommended Play", (joint with W.B. MacLeod), *Games and Economic Behavior*, **11**, 1, 1995, 36-63.

“Limitations of Dominance and Forward Induction: Experimental Evidence”, (joint with C. Holt), *Economics Letters*, **49**, 1995, 391-395.

"Adjustment Patterns and Equilibrium Selection in Experimental Signaling Games", (joint with C. Holt), *International Journal of Game Theory*, **22**, 3, 1993, 279-302.

"Forward Induction: Experimental Evidence from Two-stage Games with Complete Information", (joint with C. Holt), *Research in Experimental Economics*, **5**, 1992, 119-136.

"Population Uncertainty, Social Insurance and Actuarial Bias", (joint with C. de Bartolomé), *Journal of Public Economics*, **47**, 3, 1992, 361-380.

"An Experimental Test of Equilibrium Dominance in Signaling Games", (joint with C. Holt), *American Economic Review*, **82**, 5, 1992, 1350-1365.

Workers Papers (on my web page):

"Supply Function Competition, Private Information and Market Power", (with Anna Bayona and Xavier Vives).

"Payoff Calculator Data: An Inexpensive Window into Decision Making", (with David J. Cooper).

"Market Competition and Efficient Cooperation", (joint with Arno Riedl).

"Effort in Decision-making, Audience Gender Effects and Incentives", (joint with Orsola Garofalo).

"Centralized vs. Decentralized Management: An Experimental Study", (joint with David J. Cooper).

"Status Anxiety Makes Women Underperform", (joint with Arthur Schram and Klarita Gërxhani).

Publications in Spanish:

"La economía experimental y la economía del comportamiento". In: *Sobre la economía y sus métodos. Enciclopedia Iberoamericana de Filosofía*. (Ed. Juan Carlos García-Bermejo), Editorial Trotta, Madrid, 2009, 125-140.

"¿Ha llegado la competencia? Un análisis económico de la reforma de la regulación del sector eléctrico en España", (Editor, authors: K-U. Kühn and P. Regibeau), IAE Reports, 1998.

"Comentarios sobre experimentos y teoría de juegos", *Cuadernos Económicos del ICE*, **60**, 155-168, 1995/2.

"La armonización fiscal indirecta en Europa. Un panorama desde el análisis económico", (joint with M.A. López García), *Hacienda Pública Española*, **2**, 1994.

"El papel de los experimentos en economía", *Política Científica*, **36**, 37-40, 1993.

"Las subvenciones a la I+D ¿funcionan o no funcionan?", (joint with I. Busom), *Ekonomiaz*, **23**, 160-177, 1992.

"Selección de equilibrios en juegos experimentales con recomendaciones", (joint with W.B. MacLeod), *Investigaciones Económicas*, Suplemento, 67-71, 1992.

“Los efectos de los impuestos en mercados oligopolísticos”, (joint with C. Matutes), en *Invitació a la Teoria Econòmica*, Ed. Ariel, 325-338, 1991.

“Evidencia experimental sobre inducción proyectiva”, (joint with C. Holt), *Investigaciones Económicas*, Suplemento, 139-143, 1990.

“Impacto de la imposición indirecta en los beneficios económicos en un marco de equilibrio general”, (joint with C. Matutes), *Investigaciones Económicas*, 13, 319-336, 1989.

“Economía experimental y teoría de juegos”, *Cuadernos Económicos del ICE*, 40, 1988/3.

Selected Presentations:

London Experimental Workshop, Middlesex University, 2016
Behavioral Business Workshop, RMIT, Barcelona, 2016
Stavanger Workshop on Behavioral Economics, 2016
Economic Science Association Meeting, Sidney, 2015
Third Antigua Experimental Economics Workshop and Conference, 2014
Economic Science Association North-American Meetings, Fort Lauderdale, 2014
European Economic Association and Econometric Society Meetings, Toulouse, 2014
Economic Science Association Meeting, Hawaii, 2014
CESifo Area Conference on Behavioral Economics, Munich, 2013
IZA Workshop on Behavioral Organizational Economics, Bonn, 2013
First Southampton Winter Workshop on Economic Theory, 2013
Keynote lecture, Mainz Workshop on Behavioral Economics, 2012
Keynote lecture, Society for the Advancement of Behavioral Economics, Granada, 2012
Allied Social Science Association Annual Meeting, Chicago, 2012.
CES-Ifo Area Conference on Behavioral Economics, Munich, 2011.
Invited lecture, Murat Sertel Center Inaugural Workshop, Istanbul, 2010.
Amsterdam Symposium on Behavioral and Experimental Economics, 2009.
XI Urrutia Elejalde Summer School on Economics and Philosophy, San Sebastian 2008.
ESA World meeting, Rome, 2007.
Invited lecture, ESA meeting, Atlanta, 2006.
Invited lecture, Journées d’Economie Experimentale, Strasbourg, 2006.
Conference on Economics and Psychology, IDEI, Toulouse, 2005.
Invited lecture, German Society for Research in Experimental Economics, Köln, 2005.
WZB Conference on Psychology and Economics, Berlin, 2004.
European ESA meeting, Strasbourg, 2002.
Seventh Annual Power Research Conference, Berkeley, California, 2002.
Econometric Society European Meeting, Lausanne, 2001.
European Economic Association Meeting, Lausanne, 2001.
20th Arne Ryde Symposium on Experimental Economics, Lund, Sweden, 2000.
Economic Science Association World Meeting, Lake Tahoe, USA, 1999.
Economic Science Association Meeting, Mannheim, 1998.
Economic Science Association Northamerican Meeting, Tucson, Arizona, 1998.
European Summer Symposium in Economic Theory, Gerzensee, Switzerland, 1997.
Sixth Annual Workshop on Experimental Economics, Amsterdam, 1997.
European Economic Association Meetings, Toulouse, France, 1997
Fourth Annual Workshop on Experimental Economics, Amsterdam, 1995.
European Economic Association Meeting, Prague, 1995.
Economic Science Association Meetings, Tucson, Arizona, 1994.
Second Annual Workshop on Experimental Economics, Amsterdam, 1993.
Meeting of the Southern European Association for Economic Theory, Toulouse, France, 1992.
Economic Science Association Meetings Tucson, Arizona, 1992.
Annual Workshop on Experimental Economics. Amsterdam, 1992.
European Meeting Econometric Society, Brussels, 1992
World Congress Econometric Society, Barcelona, 1990.
European Economic Association Meeting, Augsburg, 1989.

European Economic Association Meeting, Copenhagen, 1987.
European Meeting Econometric Society, Copenhagen, Denmark, 1987
European Meeting Econometric Society, Budapest, 1986.

Grants:

“Economía Experimental, Mercados Bilaterales y Bienestar Subjetivo”
Ministerio de Economía y Competitividad
ECO2014-59302-P
2015-2017

“Experimental Studies on Business, the Economy and Society”
Ministerio de Economía y Competitividad
ECO2011-29847-C02-01
2012-2014

Generalitat de Catalunya
Grant 2009 SGR 820
2009-2013

“Estudios de Microeconomía Experimental, Mecanismos de Asignación Bilateral y Bienestar Subjetivo”
ECO 2008-04784
2009-2011

“Microeconomía Teórica y Aplicada”
SGR 00470
2005-2009

“Análisis Experimental y Teórico de Organizaciones, Preferencias Sociales y Mercados”
SEJ2005-01690, 2005-2008.
Main researcher: Jordi Brandts

“Economía Experimental”
BBVA grant, 2004-2005.
Main researcher: Jordi Brandts

“Economía Experimental en el Instituto de Análisis Económico” Ministerio de Ciencia y Tecnología.
SEC2002-01352, 2002-2005.
Main researcher: Jordi Brandts.

“Avances en Economía Experimental”, DGESIC PB98-0465, 2000-2002.
Main researcher: Jordi Brandts.

“The European Network for the Development of Experimental Economics and its Application to Research on Institutions and Individual Decision Making (ENDEAR)”, Comisión Europea (TMR), 1998-2000.
Main researcher: Frans Van Winden (University of Amsterdam).

“Competencia y regulación en el sector eléctrico”, Comisión Nacional del Sistema Eléctrico, 1997-2000.
Main researcher: Xavier Vives.

“State Aid and Convergence in the European Union”, Commission of the European Communities, 1997.
Main researcher: Jordi Brandts.

“Estudios de Análisis Económico Experimental”, DGICYT PB94-0663, 1995-1998.

Main researcher: Jordi Brandts.

“Statutory Charges and Economic Functions (Spain, Portugal)”, Commission of the European Communities, 1995.

Main researcher: Jordi Brandts.

“Avances en la microeconomía aplicada de mercados y organización: competencia dinámica, interacción estratégica y regulación”, DGICYT PB93-0679, 1994-1999.

Main researcher: Xavier Vives.

“Estudios experimentales sobre juegos, mercados, racionalidad y bienes públicos”, DGICYT PB92-0593-C02, (joint with Universidad Pompeu Fabra), 1993-1995.

Main researcher: Jordi Brandts.

“Fiscal Implications of European Integration”, Comisión Europea (Human Capital and Mobility), 1993-1995.

Main researcher: Maurice Marchand, CORE , (Univ. Catholique de Louvain).

“Análisis de decisiones individuales y sociales”, Programa de Cooperación Iberoamericana, 1992.

Main researcher: Salvador Barberà and Luis Quintas.

“La armonización fiscal indirecta en Europa”, Instituto Universitario de Estudios Europeos de la Universidad Autónoma de Barcelona, 1992.

Main researcher: Jordi Brandts and M.A. López García.

“Competencia y regulación en mercados no competitivos”, DGICYT PB90-0132, 1991-1994.

Main researcher: Xavier Vives.

“Experimentos sobre aprendizaje en juegos económicos”, CIRIT, 1991-1991.

Main researcher: Jordi Brandts.

“Estudios sobre el comportamiento estratégico: Teoría de juegos, aplicaciones y experimentos”, DGICYT PB89-0294, 1989-1992.

Main researcher: Salvador Barberà.

“Competencia imperfecta e intervención pública”, DGICYT PB87-0340, 1988- 1991.

Main researcher: Xavier Vives.

“Comportamiento estratégico y estructura de mercado”, DGICYT PB86-0613, 1987-1990.

Main researcher: Xavier Vives.