

# SIMONA CICOGNANI

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Leiden University, Department of Economics

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## CURRENT POSITION

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Assistant professor *Sep 2021–Present*  
Department of Economics, Leiden University

## RESEARCH INTERESTS

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Primary: Behavioral and Experimental Economics  
Secondary: Applied Microeconomics

## EDUCATION

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Ph.D. Economics *Nov 2010–Apr 2015*  
University of Trento  
Dissertation title: “Three essays in experimental and labor economics”  
Certificate of Advanced Studies in Economics and Management *Nov 2010 - Dec 2011*  
M.Sc. Public Economics *Sep 2007–Oct 2008*  
University of York  
M.A. Economics, *Summa Cum Laude* *Sep 2004–Jul 2007*  
University of Bologna  
B.S. Economics and Trade, *Summa Cum Laude* *Sep 2001–Jul 2004*  
University of Bologna

## EMPLOYMENT

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Lecturer *Aug 2020–Dec 2021*  
Utrecht University School of Economics (U.S.E.)  
Post-doc Research fellow *Nov 2018–Jul 2020*  
Free University of Bozen, Department of Economics  
Post-doc Research fellow *Jan 2016–Oct 2018*  
University of Verona, Department of Economics  
Post-doc Research fellow *Jan 2015–Jan 2016*  
University of Bologna, Department of Economics - CAST

## RESEARCH VISITS

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Visiting post-doc researcher

Center for Research in Experimental Economics and Political Decision Making (CREED), University of Amsterdam. Host: Shaul Shalvi, Mar 2018–Jun 2018.

Visiting Ph.D. candidate

Groupe d'Analyse et de Theorie Economique (GATE-LSE), Lyon. Host: Marie Claire Villeval, Jun 2013–Jun 2014.

Visiting graduate student

University of York, Department of Economics. Host: Martin Forster, Nov 2006–Jun 2007.

Erasmus student

Universitat Pompeu Fabra, Barcelona, Department of Economics, Sep 2004–Sep 2005.

## CAREER BREAKS

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Compulsory maternity leave (5m) + Parental leave (6m), 2018–2019.

## RESEARCH

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### Published and accepted articles in peer-reviewed journals and book chapters

- 1 “Booking in the Rain: Testing the Impact of Public Information on Prices”, with P. Figini and L. Zirulia, **Italian Economic Journal**, 2022.
- 2 “Social Influence Bias in Online Ratings: A Field Experiment”, with P. Figini and M. Magnani, **Tourism Economics**, 0(0), 2021.
- 3 “Cheating in University Exams: the Relevance of Social Factors”, with A. Bucciol and N. Montinari, **International Review of Economics**, 67(3), 2020.
- 4 “Social Status Perception and Individual Social Capital: Evidence from the US”, with A. Bucciol and L. Zarri, **The B.E. Journal of Economic Analysis and Policy**, 20(1), 2019.
- 5 “Gender Quotas or Girls’ Networks? Evidence from an Italian Research Selection”, with D. Checchi and N. Kulic, **Work, Employment and Society**, 33(3), 2019.
- 6 “Dishonesty Among University Students”, **Dishonesty in Behavioural Economics**, A. Bucciol and N. Montinari editors, Elsevier, 2019.
- 7 “Community Projects: An Experimental Analysis of a Fair Implementation Process”, with A. D’Ambrosio, W. Güth, S. Pfuderer and M. Ploner, **Social Choice and Welfare**, 44(1), 2015.
- 8 “Over-confidence and Low-cost Heuristics: an Experimental Investigation of Choice Behavior”, with L. Mittone, **Economics - The Open-Access, Open-Assessment E-Journal**, Journal Article No. 2014-36, 2014.

### Completed discussion papers

- 9 “It’s Time to Cheat!”, with A. Buccioli and N. Montinari - Working Paper Department of Economics (Verona) No. 6/2019, 2019.
- 10 “The Italian North-South Divide in Perceived Dishonesty: a Matter of Trust?”, with G. Attanasi, A. Buccioli and N. Montinari - Working Paper BETA No. 2017-32, 2017.
- 11 “The Drunk Side of Trust: Social Capital Generation at Gathering Events”, with G. Attanasi, S. Bortolotti and A. Filippin - Working Paper BETA No. 2017-21, 2017.
- 12 “The Secret to Job Satisfaction is Low Expectations: How Perceived Working Conditions Differ from Actual Ones”, with M. Cioni and M. Savioli. Working Paper Department of Economics (Siena) No. 749, 2017.
- 13 “Symbolic Incentives and the Recruitment of Volunteers for Citizen Science Projects”, with S. Stein, M. Tonin and M. Vlassopoulos. 2021. **R&R**
- 14 “Fostering Trust: when the Rhetoric of Sharing can Backfire”, with G. Romagnoli and I. Soraperra. 2021.

### Current projects

- 15 “Cooperation When the End Is Near: Cognitive Ability and Task Complexity in Finitely Repeated Social Dilemmas”, with M. Bigoni [LAB EXPERIMENT - Manuscript in preparation]
- 16 “Exploring Information Aversion: an Experimental Analysis”, with M.C. Villeval [LAB EXPERIMENT - Manuscript in preparation]
- 17 “Weather forecasts accuracy and tourism prices: an empirical investigation on Italian ski resorts”, with M. Mussoni and L. Zirulia [EMPIRICAL ARTICLE - Manuscript in preparation]

### TEACHING

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University Teaching Qualification (BKO): qualification required to teach at Dutch Universities - obtained in June 2022

#### **As Course Coordinator and Lecturer**

*Advanced Behavioral Economics*, graduate, language: English, Utrecht School of Economics, Research Master in Multidisciplinary Economics, AY 2020–2021

*Experiments in Economics and Business*, graduate, language: English, Utrecht School of Economics, Research Master in Multidisciplinary Economics, AY 2020–2021

*Doing Multidisciplinary Research in the Social Sciences*, undergraduate, language: English, Utrecht School of Economics, Bachelor in Economics, AY 2020–2021

*Economic policy in the European Union*, undergraduate, language: English, Leiden University, Bachelor in Economics, AY 2021–2022

### **As Co-lecturer**

*Research skills*, graduate, language: English, Utrecht School of Economics, Research Master in Economics, AY 2020–2021

*Methodologies of Law and Economics - module: Experimental Methodology*, graduate, language: English, Utrecht School of Economics, Master in Law and Economics, AY 2020–2021

*Behavioral Economics - module: tutorials*, undergraduate, language: English, Utrecht School of Economics, Bachelor in Economics, AY 2020–2021 & AY 2021–2022

### **As Adjunct Professor**

*Econometrics*, undergraduate, language: Italian, 3 CFU, University of Verona, Bachelor in Applied Mathematics, fall term, AY 2016–2017

*Microeconomics*, undergraduate, language: Italian, 2 CFU, University of Verona, Bachelor in Economics and Management, fall term, AY 2016–2017

*STATA tutorial*, Ph.D. level, language: English, University of Trento, School of Social Sciences, AY 2011–2012 & AY 2012–2013

### **As Teaching Assistant**

*Open your mind: a class without borders*, undergraduate, language: English, University of Bologna (Bologna Campus), fall term; AY 2017–2018 & AY 2018–2019 & AY 2019–2020

*Behavioral economics*, undergraduate, language: English, University of Bologna (Bologna Campus), fall term, AY 2016–2017 & AY 2017–2018 & AY 2018–2019

*Public sector economics*, graduate, language: Italian, University of Bologna (Forlì Campus), fall term, AY 2015–2016

*Economic and environmental policy*, undergraduate, language: Italian, University of Bologna (Rimini Campus), fall term, AY 2015–2016

*Behavioral economics*, graduate, language: English, University of Bologna (Rimini Campus), fall term, AY 2014–2015 & AY 2015–2016

*Industrial organization*, graduate, language: English, University of Bologna (Rimini Campus), fall term, AY 2014–2015 & AY 2015–2016

*Laboratory in tourism microeconomics*, graduate, language: English, University of Bologna (Rimini Campus), spring term, AY 2014–2015

*Markets laboratory - Analysis of economic data*, undergraduate, language: Italian, University of Trento, spring term, AY 2011–2012 & AY 2012–2013

*Microeconomics*, undergraduate, language: Italian, University of Trento, fall term, AY 2011–2012 & AY 2012–2013

### **Theses supervision**

*Master in Public Administration*, Leiden University, AY 2021–2022, Supervised students: 6

*Master in Law and Economics*, Utrecht School of Economics, AY 2020–2021, Supervised students: 3

*Bachelor in Economics*, Utrecht School of Economics, AY 2020–2021, Supervised students: 7

## AWARDS, RESEARCH GRANTS AND SCHOLARSHIPS

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Cooperint internationalization scholarship. Visiting research period spent at CREED -Center for Research in Experimental Economics and Political Decision Making-, University of Amsterdam, Department of Economics, 2017.

Best Paper Award. Young Economists' Workshop on Social Economy, University of Bologna, Forlì, 2016.

Research grant Groupama – Individuals and Risk. Analysis and Market Response –, **Principal Investigator**, “Exploring willingness to insure against adverse holiday weather: a Big Data investigation”, 10,000 Euros, 2016.

PALSE (Programme Avenir Lyon Saint-Etienne) six-month mobility scholarship for incoming Ph.D. students in the region Rhone-Alpes, France, 2014.

Full-time doctoral scholarship, University of Trento. 2013–2014.

Full-time doctoral scholarship, IRVAPP (Research Institute for the Evaluation of Public Policies), Trento, 2010–2013.

Credito Cooperativo Forlì prize for Best Graduates of the Year, 2007.

Scholarship for dissertation abroad, University of Bologna, 2006–2007.

Erasmus scholarship, European Union and University of Bologna, 2004–2005.

## CONFERENCE AND SEMINAR PRESENTATIONS

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(2022): M-BEES (Maastricht Behavioral and Experimental Economics Symposium); CIMEO Workshop in Experimental Economics, Rome, University La Sapienza (*invited*); ESA European, Bologna.

(2021): ESA Global *Online*; M-BEES (Maastricht Behavioral and Experimental Economics Symposium). *Online*

(2019): IMEBESS (International Meeting on Experimental and Behavioral Social Sciences), Utrecht.

(2018): IMEBESS, Florence, Italy; SEET (Southern Europe Experimental Team) Workshop, Lecce.

(2017): International Association for Tourism Economics (IATE) Conference, Rimini; IDEE (Informal Discussions on Experimental Economics) meeting, University of Bologna, Department of Economics; IMEBESS, Barcelona; ALP-POP International Population Conference, La Thuile.

(2016): SIE Conference (Annual Congress of the Italian Economic Association), Milan; Tourism Economics And Management (TEAM) series of seminars, University of Bologna (*invited*); Gender Gaps Conference, Group for Research in APplied Economics (GRAPE), Warsaw; Young Economists' Workshop on Social Economy, University of Bologna, Forlì; IMEBESS, Rome; IDEE meeting, University of Bologna, Department of Economics; SONIC meeting, University of Bologna, Department of Economics.

(2015): SIE, Naples; TEAM seminar, University of Bologna (*invited*); SONIC meeting, University of Bologna, Department of Economics; Summer School on "Gender Economics and Society", University of Turin and Collegio Carlo Alberto; Winter School on "Differences matter: Genders in Labor Markets", FBK-IRVAPP & University of Trento (*invited*); European University Institute, Florence - Inequality working group (*invited*).

(2014): AFSE conference (Annual Congress of the French Economic Association), Lyon.

(2013): GATE seminar, Lyon; Young Economists' Workshop on Social Economy, University of Bologna, Forlì; Florence International Workshop on Behavioral and Experimental Economics.

## PARTICIPATION TO SCHOOLS AND COURSES

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(2017): z-Tree Course, University of Konstanz.

(2016): oTree Workshop, European University Institute, Florence.

(2015): Summer School in Economics of Education and Self-regulation, University of Mainz; Summer School on "Gender Economics and Society", University of Turin and Collegio Carlo Alberto; Winter School on "Differences matter: Genders in Labor Markets", FBK-IRVAPP & University of Trento.

(2012): Summer School on "Applied and Non-Parametric Methods", Barcelona Graduate School of Economics; Summer School on "Dynamic and Non-Linear Panel Data Models",

Barcelona Graduate School of Economics; z-Tree Course, University of Bologna; IRVAPP Winter School on “Fundamentals and Methods for Impact Evaluation of Public Policies”, Trento.

(2011): Italian STATA Users Group meeting; Course on “Treatments effects estimation using STATA”, Venice; OPENLOC School on “Fundamentals of Economic Policy Evaluation”, University of Bologna.

## REFEREEING

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Journal of Economic Behavior and Organization, Journal of Industrial and Business Economics, Oxford Economic Papers.

## AFFILIATIONS

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E. M. Meijers Institute of Legal Studies, Leiden University. (Apr 2022 - Present)

CEEL (Cognitive and EXperimental Economics Laboratory), University of Trento. (Nov 2011 - Present)

## NON ACADEMIC / PRE-PHD PROFESSIONAL EXPERIENCE

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Applied economist IFEL (Institute for Local Finance and Economy), Rome	<i>Mar 2009–Sep 2010</i>
Internship at the European Commission DG BEPA (Bureau of European Policy Advisors), Economic Team, Brussels	<i>Oct 2008–Feb 2009</i>
Research assistant University of York, Department of Economics	<i>Feb 2007–May 2007</i>
University apprentice CRESEM (Centro di Ricerche e Studi Economico Manageriali), Forlì	<i>Mar 2004–May 2004</i>

## PERSONAL SKILLS AND COMPETENCES

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<b>Computer skills</b>	Microsoft Office, $\text{\LaTeX}$ ; Econometrics: STATA, R; Experiments: z-Tree, oTree, ORSEE
<b>Languages</b>	Italian (Mother tongue), English (Advanced), Spanish (Advanced), French (Intermediate), Dutch (Intermediate), German (Basic)

## REFERENCES

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**Prof. Giuseppe Attanasi:** Sapienza University of Rome, Department of Economics and Law; Via del Castro Laurenziano 9, 00161 Roma, Italy; giuseppe.attanasi@uniroma1.it; +39(0)3463113360

**Prof. Maria Bigoni:** University of Bologna, Department of Economics; Piazza Scaravilli 2, 40126 Bologna, Italy; maria.bigoni@unibo.it; +39(0)512098134

**Prof. Alessandro Bucciol:** University of Verona, Department of Economics; via Cantarane 24, 37129 Verona, Italy; alessandro.bucciol@univr.it; +39(0)458028278

**Prof. Stephanie Rosenkranz:** Utrecht University School of Economics, Chair of Multidisciplinary Microeconomics; Adam Smith Hall, Kriekenpitplein 21-22, 3584 EC Utrecht, The Netherlands; s.rosenkranz@uu.nl; +31302539806

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