

# FRANCESCO FALLUCCHI

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## EMPLOYMENT HISTORY

- 09/2025– **Associate Professor**, University of Bergamo.
- 09/2022– **Adjunct lecturer**, ESCP Business School, Turin campus.
- 09/2022–08/2025 **Senior Assistant Professor (Rtd-b)**, University of Bergamo.
- 11/2021–08/2022 **Senior Assistant Professor (Rtd-b)**, University of Parma.
- 2017–2021 **Researcher in Behavioral & Experimental Economics**, Luxembourg Institute of Socio-Economic Research (LISER).
- 2014–2017 **Postdoctoral Research Fellow in Economics**, University of East Anglia (UEA) and ESRC-NIBS (Network for Integrated Behavioural Science).
- 2013–2014 **Lecturer in Business Economics**, Nottingham Trent Business School.

## OTHER AFFILIATIONS

- 11/2022–current **External Research Fellow**, Luxembourg Institute of Socio-Economic Research (LISER).

## EDUCATION

- 2010–2014 **PhD in Economics**,  
The University of Nottingham, UK.  
Title: *Contest structure and contest behaviour: an experimental analysis of rent-seeking games*.  
Supervisors: Prof. Martin Sefton and Dr. Elke Renner.
- 2009–2010 **Fulbright Researcher in Economics**,  
University of Texas at Austin, US.
- 2005–2008 **Laurea Magistrale (MSc) in Economics (110/110 cum laude)**,  
University of Siena, Italy.
- 2001–2005 **Laurea (BA) in Business Economics**  
University of Siena, Italy.

## PUBLICATIONS

- **Incentivizing Social Norm Elicitation** (with Hanna Fromell and Daniele Nosenzo) *Accepted at Experimental Economics*.
- **Tullock contest with referencedependent preferences** (with Francesco Trevisan) *Economic Inquiry*, 62, 1618-1628 (2024).

- **Peer effects in weight-related behaviours of young people: A systematic literature review.** (with Nathalie Miller & Marc Suhrcke) *Economics & Human Biology*, 53, (2024).
- **Can a supranational medicines agency restore trust after vaccine suspensions? The case of Vaxzevria** (with Andrea Albanese and Bertrand Verheyden) *Plos One*, 17(1), (2022).
- **The sophistication of conditional cooperators: Evidence from public goods games** (with Andrew Luccasen and Theodore Turocy) *Games and Economic Behavior*, 136, 31-62 (2022).
- **The coordinating power of social norms** (with Daniele Nosenzo) *Experimental Economics*, 25, 1-25 (2022).
- **How to make universal, voluntary testing for COVID-19 work? A behavioural economics perspective** (with Luise Görge, Joel Machado, Arne Pieters and Marc Suhrcke) *Health Policy* 125, 972–980 (2021).
- **Not all group members are created equal: inter-group contests with different intra-group norms** (with Enrique Fatas, Felix Koelle and Ori Weisel) *Experimental Economics* 24, 669–697 (2021).
- **Identifying types in contests** (with Andrea Mercatanti and Jan Neiderreiter) *International Journal of Game Theory* 50, 39–61 (2021).
- **Inequality and Competitive Effort: The Roles of Asymmetric Resources, Opportunity and Outcomes** (with Abhijit Ramalingam, Bettina Rockenbach and Marcin Waligora) *Journal of Economic Behavior & Organization* 185, 81–96 (2021).
- **Learning and Drop-out in R&D contests: an experimental approach** (with Jan Niederreiter and Massimo Riccaboni) *Theory and Decision* 90, 245-278 (2021).
- **Fair allocation of scarce medical resources in the time of Covid-19: What do people think?** (with Marco Faravelli and Simone Quercia) *Journal of Medical Ethics*, 47, 3-6 (2021).
- **Measuring preferences for competition with experimentally-validated survey questions** (with Daniele Nosenzo and Ernesto Reuben) *Journal of Economic Behavior & Organization* 178, 402-423 (2020).
- **Identifying discrete behavioural types: A re-analysis of public goods game contributions by hierarchical clustering** (with Andrew Luccasen and Theodore Turocy) *Journal of the Economic Science Association* 5, 238-254 (2019).
- **The role of Morals in Three-Player Ultimatum Games** (with Sandro Casal and Simone Quercia) *Journal of Economic Psychology* 70, 67-79 (2019).
- **Affirmative Action and Retaliation in Experimental Contests** (with Simone Quercia) *Journal of Economic Behavior & Organization* 156, 23-40 (2018).
- **Bonus versus Penalty: How robust Are the Effects of Contract Framing?** (with Jonathan de Quidt, Felix Kölle, Daniele Nosenzo and Simone Quercia), *Journal of the Economic Science Association* 3, 174-182 (2017).
- **Information Feedback and Contest Structure in Rent-seeking Games**, (with Elke Renner and Martin Sefton), *European Economic Review* 64, 223-240 (2013).

## WORKING PAPERS

- **Narrow Bracketing in Work Choices.** (with Marc Kaufmann)
- **A Survey Measure of Conditional Cooperation** (with Andrea Marietta and Simone Quercia). *Minor revision requested in Journal of Economic Psychology*
- **Society might be greener than you think**(with ngela Jiang-Wang, Philippe Van Kerm, and Bertrand Verheyden). *Minor revision requested in Journal of Economic Psychology*
- **Trust in times of AI** (with Paolo Buonanno, Francesco Bogliacino and Marcello Puca).
- **Positional Concerns in Economic and Health Decisions** (with Nathalie Muller, Francesco Principe and Marc Suhrcke). *Submitted*

## IN PROGRESS

- **Belief patterns with information processing** (with Federico Vaccari)
- **Leadership through Team Selection** (with Thorsten Chmura, Simon Gaechter and Abhijit Ramalingam)

## GRANTS & AWARDS

2023	<b>PRIN-PNRR 2022 “Conditional cooperation, social norms, and sustainable behavior” (Co-PI)</b> (46,996 Euros - PI: Simone Quercia)
2020	<b>FNR Covid-19 Fast Track CAII “E.HAG” (PI)</b> (40.000 Euros)
2020–2022	<b>FNR CORE “ASSESS” (Co-I)</b> (460,000 Euros - PI: Sofie Walzl)
2019–2022	<b>FNR CORE “Togetherness” (Co-I)</b> (518,000 Euros - PI: Sam Cosaert)
2018–2020	<b>H2020 REC-RGEN-PENS-AG-2017 (Co-I)- ”Mind the Gap in Pensions: Simulation and Knowledge Dissemination on Gender Gaps, their Underlying Causes and how they should be Reduced” (MIGAPE)</b> (LISER share of the grant - 200,000 Euros)
2014–2016	<b>ESRC-Network for Integrated Behavioural Science</b> internal grants (£10,000)
2015	<b>United Nation University (UNU-WIDER)</b> “Discrimination and Affirmative Action: What have we learnt so far?” (\$8,000)
2012–2013	<b>School of Economics graduate award for teaching excellence</b> - University of Nottingham
2010-2013	<b>School of Economics PhD Scholarship</b> - University of Nottingham
2009-2010	<b>US-Italy Fulbright Scholarship</b> - Awarded by the Fulbright Commission to attend the 1st year Phd program in Economics at The University of Texas, Austin (\$25,000)
2003-2004	<b>Erasmus Student</b> - Aarhus Business School, Denmark

## REFEREEING AND EDITORIAL ACTIVITIES

*Econometrics Journal, Economic Inquiry, Experimental Economics, Frontiers in Behavioral Neuroscience, Games and Economic Behavior, International Economic Review, Journal of Behavioral and Experimental Economics, Journal of Economics and Management Strategy, Journal of Economic Behavior & Organization, Journal of Experimental Psychology, Journal of the Economic Science Association, Management Science, Oxford Economic Papers, Public choice, Social Choice & Welfare, Theory and Decision*

*BMJ, Journal of Medical Ethics, Journal of Business Research, Ledger*  
*Czech Science Foundation*  
Associate Editor in *Frontiers of Behavioral Economics*

## RESEARCH VISITS

02-03/2020 New York University - Abu Dhabi  
12/2018-01/2019 University of Queensland - Brisbane

## TEACHING

2022–2025 **Lecturer**, University of Bergamo  
Modules: Behavioural Economics, Microeconomia, Istituzioni di Economia, Economia e Marketing

2022–2024 **Adjunct Lecturer**, ESCP Business School (Turin)  
Modules: Microeconomics, International Economics

2021–2022 **Lecturer**, University of Parma  
Modules: Financial Analysis and Forecasting, Behavioural Economics, Macroeconomia Avanzata

2013–2014 **Teaching Fellow**, The University of Nottingham  
Modules: Microeconomic Theory, Britain in The World Economy

2011–2013 **Graduate Teaching Fellow**, The University of Nottingham  
Modules: Introduction to Macroeconomics, Introductory Econometrics

## PHD SUPERVISION

2023–current **Daniele Roxanne Fares**, University of Bergamo (1st Supervisor)

2021–2025 **Nathalie Muller**, LISER (Co-supervisor). Placement: Prague University of Economics and Business (VE)

2021–2025 **Angela Jing Wang**, LISER (Co-supervisor). Placement: University of Pennsylvania

2017–2020 **Jan Niederreiten**, IMT-Lucca (Co-supervisor)

## CONFERENCES AND SEMINARS

11/2025 University of Aarhus (invited)

05/2025 IMT Lucca - (invited)

12/2023 6th Unibg Industrial Organization Winter Symposium - Passo del Tonale

07/2023 IMEBESS 2023 - Lisbon

07/2022 University of Bergamo webinar (Job market)

07/2021 University of Verona webinar (Job market)

06/2020 University of Montpellier webinar (invited)

06/2020 University of Portsmouth webinar (invited)

03/2020 NYU Abu-Dhabi (invited - cancelled due to COVID-19)

02/2020 BEEM - University of Verona

11/2019 University of Pavia (invited)  
09/2019 ESA European Meeting - Dijon  
06/2019 Contest Conference - University of East Anglia  
05/2019 Workshop in behavioural economics - University of Reading (invited)  
04/2019 THEEM - Konstanz Kruezingen  
03/2019 Isee workshop @NYU - Abu Dhabi (invited)  
07/2018 ESA World Meeting - Berlin  
06/2018 LAGV Conference - Aix en Provence  
05/2018 IMEBESS 2018 - EUI Florence  
04/2018 THEEM - Konstanz Kruezingen  
09/2017 SIEP - Catania  
09/2017 ESA Europe - Vienna  
02/2017 IMT - Lucca (invited)  
02/2017 LISER - Luxembourg (invited)  
01/2017 RES PhD meeting - London  
12/2016 SaEe meeting - Bilbao  
09/2016 NIBS internal workshop - Warwick University  
09/2016 SIEP - Lecce  
08/2016 ESA Europe - Bergen  
06/2016 LAGV Conference - Aix en Provence  
05/2016 Contest Conference - University of East Anglia  
04/2016 IMEBESS 2016 - LUISS Rome  
09/2015 NIBS internal workshop - University of Nottingham  
04/2015 NIBS Conference 2015 - University of Nottingham  
09/2014 NIBS internal workshop 2014 - Warwick University  
06/2014 CeDEx-CBESS-CREED Meeting 2014 - University of Nottingham  
05/2013 Workshop on Behavioral and Experimental Economics - University of Florence  
10/2012 Human Decision Making Workshop - University of Birmingham  
07/2012 SABE Conference - University of Granada  
06/2012 9 Researchers: 9 Sports: 9 Presentations. Research Sport Relay Event, AEGON TROPHY, Nottingham  
06/2012 New York Economic Science Association Conference - New York University  
06/2012 CeDEx-CBESS-CREED Meeting 2012 - University of East Anglia  
04/2012 Contests, Mechanisms and Experiments Conference University of Exeter

December 1, 2025