

# Maria Bigoni

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## Personal information

Italian citizen; married with two children.

## Education

Ph.D. Economics, IMT Institute for Advanced Studies Lucca, Italy, 2008. Supervisor: Giancarlo Spagnolo. Dissertation title: “Theoretical and Experimental Economic Analysis of Collusion.”

M.A. Economics, *Summa Cum Laude*, University of Bologna, 2004. Supervisor: Elettra Agliardi.

B.S. Economics and Finance, *Summa Cum Laude*, University of Bologna, 2002. Supervisor: Alberto Zanardi.

## Employment

Full Professor, University of Bologna, Department of Economics, October 2018-present.

Associate Professor, University of Bologna, Department of Economics, December 2014-October 2018.

Assistant Professor (tenure-track – RTD-B), University of Bologna, Department of Economics, January 2014-November 2014.

Assistant Professor (non-tenure-track – RTD-A), University of Bologna, Department of Economics, September 2011-December 2013.

Post-doc Research fellow (Assegno di ricerca), University of Bologna, Department of Economics, February 2009-August 2011.

Post-doc Research fellow (Assegno di ricerca), University of Padova, Department of Economics, March 2008-January 2009.

## Research

### Published and accepted articles and book chapters

1. “Money is more than Memory”, with G. Camera and M. Casari. **The Journal of Monetary Economics**, 110, 2020.
2. “Cooperation among Strangers with and without a Monetary System”, with G. Camera and M. Casari, forthcoming in C. Monica Capra, Rachel Croson, Mary Rigdon and Tanya Rosenblat (eds), **Handbook of Experimental Game Theory**, Cheltenham, UK and Northampton, MA, USA: Edward Elgar Publishing.
3. “Money and the Scale of Cooperation”, with G. Camera and M. Casari. **The American Economic Journal: Microeconomics**, 11, 2019.
4. “Ride your luck! A Field Experiment on Lottery-based Incentives for Compliance”, with P.N. Barbieri and M. Fabbri. **Management Science**, 65, 2019.
5. “At the Root of the North-South Cooperation Gap in Italy: Preferences or Beliefs?”, with S. Bortolotti, M. Casari, and D. Gambetta. **The Economic Journal**, 129, 2019.
6. “Flexibility and Collusion with Imperfect Monitoring”, with J. Potters and G. Spagnolo. **Economic Theory**, 68, 2019.
7. “A Fine Rule from a Brutish World? An Experiment on Endogenous Punishment Institution and Trust”, with Huojun Sun. **Journal of Behavioral and Experimental Economics**, 77, 2018.

8. “Unbundling Efficient Breach,” joint with Stefania Bortolotti, Francesco Parisi and Ariel Porat. **Journal of Empirical Legal Studies**, 2017.
9. “Amoral Familism, Social Capital, or Trust? The Behavioural Foundations of the Italian North–South Divide” joint with S. Bortolotti, M. Casari, D. Gambetta and F. Pancotto. **The Economic Journal**, 126(594), 2016.
10. “Time Horizon and Cooperation in Continuous Time”, with M. Casari, G. Spagnolo and A. Skrzypacz. **Econometrica**, 83(2), 2015.
11. “Trust, Leniency and Deterrence,” joint with C. Le Coq, S.O. Fridolfsson and G. Spagnolo. **The Journal of Law, Economics and Organization**, 31(4), 2015.
12. “Teams or Tournaments? An Experiment on the Effectiveness of Alternative Grading Policies”, with M. Fort, M. Nardotto and T. Reggiani. **The B.E. Journal of Economic Analysis and Policy**, 15(4), 2015.
13. “Sticks and Carrots in Procurement: an Experimental Exploration”, with G. Spagnolo and P. Valbonesi. **The B.E. Journal of Economic Analysis and Policy**, 14(3), 2014.
14. “It takes two to cheat: an experiment on *derived* trust”, with S. Bortolotti, M. Casari and D. Gambetta. **The European Economic Review**, 64, 2013.
15. “Money and Trust among strangers”, with G. Camera and M. Casari. **PNAS**, 110(37), 2013.
16. “Information and Learning in Oligopoly: an Experiment”, with M. Fort. **Games and Economic Behavior**, 81, 2013.
17. “Strategies of cooperation and punishment among students and clerical workers”, with G. Camera and M. Casari. **The Journal of Economic Behavior and Organization**, 94, 2013.
18. “Binding promises and cooperation among strangers”, with G. Camera and M. Casari. **Economics Letters**, 118(3), 2013.
19. “Experimental Markets with Frictions”, with G. Camera and M. Casari. **The Journal of Economic Surveys**, 27(3), 2013.
20. “Experimental Markets with Frictions”, with G. Camera and M. Casari. in **A Collection of Surveys on Market Experiments**, Editors: Noussair, C.N., Tucker, S., 2013, Wiley Blackwell.
21. “Effective and Efficient Experimental Instructions”, with D. Dragone. **Economics Letters**, 117(2), 2012.
22. “Cooperative strategies in anonymous economies: an experiment”, with G. Camera and M. Casari. **Games and Economic Behavior**, 75(2), 2012.
23. “Feedback and dynamics in public good experiments ”, with S. Suetens. **The Journal of Economic Behavior and Organization**, 82(1), 2012.
24. “Fines, Leniency and Rewards in Antitrust”, joint with C. Le Coq, S.O. Fridolfsson and G. Spagnolo. **The RAND Journal of Economics**, 43(2) 2012.
25. “What Do You Want To Know? Information Acquisition and Learning in Experimental Cournot Games”, **Research in Economics** 64(1), 2010.
26. “Informazione a priori ed insorgenza dell’equilibrio: un modello di simulazione” (A priori information and the onset of equilibrium: a simulation model), **Sistema Economico**, 3, 2004.

#### Completed discussion papers and current projects

27. “Economic Polarization and Antisocial Behavior: an experiment”, with S. Bortolotti and S.E. Nas Ozen.
28. “A Tale of Two Cities: An Experiment on Inequality and Preferences”, with S. Bortolotti and V. Rattini.
29. “The right person for the right job: workers’ prosociality as a screening device”, with M. Ploner and T. Vu.
30. “Cooperation with imperfect monitoring”, with M. Casari, G. Spagnolo and A. Skrzypacz.
31. “Formalized Property Rights Increase Acceptance of Inequality Generated by Luck”, with M. Fabbri.
32. “Rational cooperation and reputational effects”, with E. Reuben and S. Suetens

33. “Financial intermediation and the macroeconomy: an experiment”, with M. Casari and G. Camera.
34. “Monetary Networks”, with G. Camera and E. Gallo.
35. “Coordination and Inequality: an Experiment”, with M. Blazquez De Paz and C. Le Coq.
36. “Cooperation when the end is near: cognitive ability and task complexity in finitely repeated social dilemmas”, with S. Cicognani.
37. “Equality and Cooperation in an Infinitely Repeated Prisoners’ Dilemma”, with S. Bortolotti and G. Marandola.

### *Editorial activities*

Journal of the Economic Science Association – Editor in chief, 2019-2022.

The International Journal of Economic Sciences – member of the Editorial Advisory Board, 2014-present.

Italian Economic Journal – member of the Editorial Board, 2017-present.

Journal of Industrial and Business Economics – Associate Editor, 2015-2019.

Guest Editor for a special issue on Economic Behavior and Game Theory, for “Games” (MDPI), 2018.

### *Refereeing*

**Journals:** American Economic Review, American Economic Journal - Microeconomics, Applied Economic Perspectives and Policy, B.E. Journal of Economic Analysis & Policy, Econometrica, Economic Inquiry, Economics Letters, Economic Theory, European Economic Review, Experimental Economics, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, Journal of Applied Economics, Journal of Behavioral and Experimental Economics, Journal of Conflict Resolution, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Economic Psychology, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Law, Economics and Organization, Journal of Public Economics, Journal of the Economic Science Association, Management Science, PLOS-One, Quantitative Economics, Research in Economics, Scandinavian Journal of Economics, Southern Economic Journal.

**Foundations:** Bilateral Science Foundation (Israel and USA), Diligentia Prize, German Research Foundation, Israeli Science Foundation, National Science Foundation.

### *Participation to research groups*

PRIN 2017, Principal Investigator. 2019-2021.

SIR (Scientific Independence of young Researchers), Principal Investigator. 2015-2018.

FIRB 2008 - “A behavioral approach to social norms and inter-temporal choices”, team member (P.I. Prof. Marco Casari). 2010-2014.

ERC starting grant No. 241196 - “Strangers”, team member (P.I. Prof. Marco Casari). The project aimed at studying social norms of cooperation and trust across Italy, and at gaining a better understanding of the behavioral foundations of money. 2010-2014.

PRIN 2008 - “Contratti, incentivi, efficienza produttiva e tutela dei consumatori nella fornitura di servizi pubblici”, team member (P.I. Prof. Carlo Scarpa).

### *Organization of scientific meetings*

IZA/Volkswagen Foundation Workshop: Preferences, Personality Traits and the Labor Market, Bertinoro, IT, 2017.

European Workshop on Experimental and Behavioral Economics, Bertinoro, IT, 2017.

The Italian North-South divide: behavioral and historical foundations, Bologna, IT, 2014.

European Workshop on Experimental and Behavioral Economics, Bertinoro, IT, 2010.

Young Economists’ Workshop on Social Economy, Forlì, IT, 6 editions, from 2013 to 2019.

*Prizes, Awards & Academy memberships*

Member of the Research Council of the European University Institute, 2019-2023.

IZA research fellow, 2017-2022.

2020 IFREE small grant, on the project “Monetary Networks,” (\$ 9.425) joint with G. Camera and E. Gallo (PI).

2019 EIEF grant, on the project “Monetary Networks,” (€10.000) joint with G. Camera and E. Gallo.

2020 Keynes Fund grant, on the project “Monetary Networks,” (£12.000) joint with G. Camera and E. Gallo (PI).

PRIN 2017 (Research Project with National Interest) grant by the Italian Ministry of Education, University and Research, on the project “At the Roots of Child Development: On the Role of Parental Beliefs, Preferences and Engagement,” (€726.230), 2019-2021.

SIR (Scientific Independence of young Researchers) grant by the Italian Ministry of Education, University and Research, on the project “Inequality and cooperation: An experimental and theoretical investigation,” (€108.900), 2015-2018.

IFREE small grant, on the project “A zero-cost incentive mechanism against free riding: field experiments on Italian local transportation systems,” joint with Marco Fabbri (PI) and Paolo Nicola Barbieri, 2013.

Marco Polo scholarship for conducting research as a visiting scholar at Purdue University, 2011-2012.

Full Ph.D. scholarship granted by the Italian Ministry of Education, University and Research, 2005-2008.

Additional Ph.D. scholarship from “Fondazione Lucchese per l’Alta Formazione e la Ricerca”.

*Conference and Seminar Presentations***Seminars and invited talks (last 10 years)**

(2011) University of Mannheim; Purdue University;

(2012) University of California, Los Angeles (UCLA); Düsseldorf Institute for Competition Economics (DICE); University of Economics, Prague;

(2013) Paris Workshop on Extensive Form Games in the Lab; Berlin IO Day;

(2014) European University Institute; Heidelberg University; Stockholm School of Economics;

(2015) University of Vienna; University of East Anglia; Max Plank Institute, Bonn; IFN, Stockholm; Goethe University, Frankfurt; Tilburg University; GATE, Lyon.

(2016) Università della Svizzera italiana (Lugano).

(2017) Middlesex University, London; Università di Napoli Federico II; DIW Berlin.

(2018) University of Konstanz; University of Turin; University of Rome, La Sapienza.

(2019) DG ECFIN Brussels; Economic Science Institute, Chapman University; Luxembourg School of Finance; Workshop on Trust and cooperation in markets and organizations, U. of Stavanger; CERGE-EI, Prague; University of Florence; Conference of the Italian Association of Cognitive Sciences.

(2020) Università Cattolica Milan; University of Queensland (on-line);

(scheduled/canceled due to COVID-19) Universitat Autònoma de Barcelona; Universitat Pompeu Fabra; University of Glasgow; Euregio Economics Meeting, Bolzano; Workshop “Economics of Misbehavior,” Università Ca’ Foscari, Venice, “Learning, Evolution and Games” conference, Lucca.

**Conferences (last 10 years)**

(2010) Annual Law and Economic Conference, Bologna, Italy; IMEBE (International Meeting on Behavioral and Experimental Economics), Bilbao, Spain. ACLE (Amsterdam Center for Law and Economics) Conference, Amsterdam, The Netherlands. ESA World Meeting 2010, Copenhagen, Denmark. IMEBE Workshop, Bertinoro, Italy; Lab opening workshop in Mannheim, Germany.

(2011) Florence Workshop On Behavioural And Experimental Economics; Industrial Organization, Theory, Empirics and Experiments, Otranto; CRESSE Conference, Rhodes, Greece; Nordic Workshop in Behavioral and Experimental Economics, Lund, Sweden; Conference on “Market Design and the Public Sector in Laboratory Experiments”, the Max Planck Institute for Tax Law and Public Finance, Munich, Germany;

(2012) MaCCI Inaugural Conference, Mannheim, Germany; Workshop on The Social Dimension of Organizations, Budapest, Hungary; 4th World Congress of the Game Theory Society, Istanbul, Turkey; EARIE, Rome, Italy;

(2014) Industrial Organization, Theory, Empirics and Experiments, Alberobello; EARIE, Milan, Italy;

(2015) SAET conference, Cambridge, UK;

(2016) EALE, Bologna, Italy; EPI-JIBE Workshop, Trento, Italy.

(2017) EWEBE, Bertinoro, Italy; SAET Conference, Faro, Portugal; TIBER Symposium, Tilburg, The Netherlands.

(2018) IMEBESS, Florence, Italy; World ESA meeting, Berlin, Germany.

(2019) SAET conference, Ischia, Italy.

### *Academic visiting periods*

Visiting scholar, Economic Science Institute, Chapman University, Orange (CA), USA, March 2019.

Visiting scholar, Max Plank Institute for Research on Collective Goods, Bonn, Germany, July 2018.

Visiting scholar, SAFE Research Center, Goethe University, Frankfurt, Germany, July 2015.

Visiting scholar, Department of Economics, Purdue University, Indiana, December 2011-February 2012.

Visiting scholar, Department of Economics, Tilburg University, Netherlands, May 2008-July 2008.

Visiting graduate student and R.A. on an experimental and theoretical research project about Antitrust Policy and Leniency Programs, Stockholm School of Economics, April-June 2006, and January-June 2007.

Visiting graduate student Université Toulouse 1, October-December 2006.

Visiting graduate student University of Trento, February-March 2006.

University of Trento, Summer School on “Explaining the Emergence and Design of Institutions, Norms and Contracts”, 2005.

## Teaching

### *Courses*

#### **Bachelor**

Behavioral Economics (in English - 45 hours), University of Bologna, 2019.

Behavioral Economics (in English - 60 hours), University of Bologna, 2015-2018.

#### **Master**

Behavioral Economics (in English - 30 hours), University of Bologna, 2014-2019.

#### **Ph.D.**

Experimental Economics – Methods (in English - 20 hours), U. of Bologna, years 2013-2020.

Programming experiments with z-Tree (in English - 15 h.), instructor, U. of Bologna, years 2010-2017.

The z-Tree course was also given at:

Collegio Carlo Alberto, Torino, 2018.

University of Aveiro, 2017.

Max Planck Institute of Economics, Jena, 2013.

Heinrich-Heine-Universität Düsseldorf, 2012.

University of Economics, Prague, 2012.

### *Supervision*

#### **Post-doctoral fellows**

Ginevra Marandola (2017-2018)

Veronica Rattini (2016-2017)

#### Ph.D. students

Jonada Tafa (expected 2022, department of Management, co-advisor)

Michela Boldrini (expected 2020)

Alberto Prati (expected 2020, University of Aix-Marseille, co-advisor)

Ankush Asri (completed in 2019, co-advisor)

Thi Tahn Tam Vu (completed in 2019, University of Trento, co-advisor)

Selin Efşan Nas Ozen (completed in 2018)

Veronica Rattini (completed in 2017)

Huojun Sun (completed in 2015)

#### Master students

Giacomo Manferdini, Andrea Salvanti (expected: 2020, MA in Economics, in English)

Vito Stefano Bramante, Luca Rizzotti (2019, MA in Economics, in English)

Amedeo Andriollo, Riccardo Di Cato, Sara Manfrè, Alessandro Peron (2018, MA in Economics, in English)

Chiara Sticchi (2018, MA Philosophy, co-advisor)

Luca Bertuzzi, Matteo Pinna (2017, MA in Economics, in English)

Kseniia Krivtova, Riccardo Tonielli (2016, MA in Economics, in English)

Diego Cruz, Thi Tahn Tam Vu (2015, MA in Economics, in English)

Pietro Mantovani (MA Philosophy, co-advisor, completed in 2011);

#### Institutional activities

Director of the Ph.D. program in Economics, U. of Bologna, 2019-present;

Member of the Department's Executive Board, Department of Economics, U. of Bologna, 2015-present;

Member of the Ph.D. selection committee (commissione di selezione dei dottorandi), Department of Economics, U. of Bologna, 2020, 2018, 2017, 2015;

Member of the selection committee for one position as assistant professor (commissione di selezione per RTD-a), Department of Economics, U. of Verona, 2020;

Member of the selection committee for one position as associate professor (commissione di selezione per Professore di seconda fascia), Department of Business and Law Studies, U. of Bari, 2019;

Member of the selection committee for two post-doc positions (commissione di selezione per assegni di ricerca), Department of Economics, U. of Bologna, 2019;

Member of the selection committee for one position as assistant professor (commissione di selezione per RTD-a), Department of Economics, U. of Pavia, 2018;

Deputy director of the Ph.D. program in Economics, U. of Bologna, 2015-2018;

Member of the Ph.D. committee (Collegio docenti), Department of Economics, U. of Bologna, September 2013-present;

Member of the selection committee for two post-doc positions (commissione di selezione per assegni di ricerca), Department of Economics, U. of Bologna, 2018;

Member of the selection committee for two tenure-track positions as assistant professor (commissione di selezione per RTD-b), Department of Economics, U. of Bologna, 2016;

Promotion of the Department's BA courses among high-school students (responsabile dell'orientamento), Department of Economics, U. of Bologna, from 2015 to 2017.

Co-organizer of the department's internal seminars, Department of Economics, U. of Bologna, from 2012 to 2015;

Coordinator of the monthly meetings of the research group on experimental economics, Department of Economics, U. of Bologna, 2012;

Manager of the BLESS laboratory (Bologna Lab for Experiments in Social Sciences), Department of Economics, U. of Bologna, from 2009 to 2011;

Member of the Scientific Committee of the Young Economists' Workshop on social Economy, 2012-present.

## Other experiences and competences

### *Non-academic professional experiences*

Intern (economic and econometric research, production of short term and medium term forecasts for the Italian economy with the use of macroeconomic models), Prometeia s.r.l., September 2004-February 2005.

### *Personal skills and competences*

*Computer skills:* Windows, Linux and Mac OS; Microsoft Office and OpenOffice packages, LaTeX and Scientific Workplace; Matlab, Octave, Mathematica, Stata, R; Html, MySQL, PHP, Javascript; Basic knowledge of C++, Python; Software for lab experiments: Z-tree, O-tree, ORSEE, MouselabWEB, ClassEX.

*Languages:* Italian (mother tongue), English (proficient).