

Daniele Nosenzo – Curriculum Vitae (March 2024)

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EMPLOYMENT

- 2020 – Full Professor, Department of Economics & Business Economics, Aarhus University
[4 months parental leave in 2022]
- 2018 – 2020 Researcher (R3), Luxembourg Institute for Socio-Economic Research (LISER)
- 2014 – 2020 Associate Professor, School of Economics, University of Nottingham
- 2012 – 2014 Lecturer, School of Economics, University of Nottingham
- 2010 – 2012 Leverhulme Trust Research Fellow, School of Economics, University of Nottingham

EDUCATION

- 2010 Ph.D. in Economics, University of Nottingham
- 2006 MSc Economics, University of Essex
- 2004 BSc in Political Science, University of Genova

PEER-REVIEWED JOURNAL ARTICLES (ECONOMICS)

1. Law and Norms: Empirical Evidence (with Tom Lane and Silvia Sonderegger). 2023. *American Economic Review* 113(5), 1255–1293.
2. Social Proximity and the Erosion of Norm Compliance (with Cristina Bicchieri, Eugen Dimant and Simon Gächter). 2022. *Games and Economic Behavior* 132, 59-72.
3. The Coordinating Power of Social Norms (with Francesco Fallucchi). 2021. *Experimental Economics*, 25 -1-25.
4. One Size Doesn't Fit All: Plurality of Social Norms and Saving Behavior in Kenya (with Hanna Fromell, Trudy Owens and Fabio Tufano). 2021. *Journal of Economic Behavior and Organization*, 192, 73-91.
5. A Self-Funding Reward Mechanism for Tax Compliance (with Enrique Fatas, Martin Sefton and Daniel J. Zizzo). 2021. *Journal of Economic Psychology* 86, 102421.
6. Altruism, Fast and Slow? Evidence from a Meta-Analysis and a New Experiment (with Hanna Fromell and Trudy Owens). 2020. *Experimental Economics*, 23, 979–1001. (Editor's Award for Best Paper in 2020)
7. Measuring preferences for competition with experimentally-validated survey questions (with Francesco Fallucchi and Ernesto Reuben). 2020. *Journal of Economic Behavior and Organization*, 178, 402-423.
8. Promoting Voter Registration: The Effects of Low-Cost Interventions on Behaviour and Norms (with Felix Kölle, Tom Lane and Chris Starmer). 2020. *Behavioural Public Policy*, 4(1), 26-49.
9. Preferences for Truth-Telling (with Johannes Abeler and Collin Raymond). 2019. *Econometrica*, 87(4), 1115-1153.
10. Are Victims Truly Worse Off in the Presence of Bystanders? Revisiting the Bystander Effect (with Hanna Fromell, Trudy Owens and Fabio Tufano). 2019. *Revue Economique [Special Issue Lauréate du prix de la Revue économique 2018: Marie Claire Villeval]*, 70(6), 927-943.
11. On the Social Inappropriateness of Discrimination (with Abigail Barr and Tom Lane). 2018. *Journal of Public Economics*, 164, 153-164.

12. Bonus versus Penalty: How Robust Are the Effects of Contract Framing? (with Jonathan de Quidt , Francesco Fallucchi, Felix Kölle and Simone Quercia). 2017. *Journal of the Economic Science Association*, 3(2), 174–182.
13. The Effect of Voluntary Participation on Cooperation (with Fabio Tufano). 2017. *Journal of Economic Behavior and Organization*, 142C, 307-319.
14. Team Incentives and Leadership (with Michalis Drouvelis and Martin Sefton). 2017. *Journal of Economic Psychology*, 62, 173-185.
15. The Importance of Peers for Compliance with Norms of Fair Sharing (with Simon Gächter and Leonie Gerhards). 2017. *European Economic Review*, 97, 72-86.
16. Norm Elicitation in Within-Subject Designs: Testing for Order Effects (with Giovanna D’Adda and Michalis Drouvelis). 2016. *Journal of Behavioral and Experimental Economics*, 62, 1-7.
17. Discretionary Sanctions and Rewards in the Repeated Inspection Game (with Theo Offerman, Martin Sefton and Ailko van der Veen). 2016. *Management Science*, 62 (2), 502-517.
18. Employee Incentives: Bonuses or Penalties?. 2016. *IZA World of Labor*, 2016:234.
19. Identifying Social Norms Using Coordination Games: Stakeholders vs. Spectators (with Hande Erkut and Martin Sefton). 2015. *Economics Letters*, 130, 28-31.
20. Self-selection into Laboratory Experiments: Pro-social Motives versus Monetary Incentives (with Johannes Abeler). 2015. *Experimental Economics*, 18(2), 195-214.
21. Cooperation in Small Groups: the Effect of Group Size (with Simone Quercia and Martin Sefton). 2015. *Experimental Economics*, 18(1) 4-14.
22. Encouraging Compliance: Bonuses vs. Fines in Inspection Games (with Theo Offerman, Martin Sefton and Ailko van der Veen). 2014. *Journal of Law, Economics, & Organization*, 30(3) 623-648.
23. Does Consultation Improve Decision Making? (with Alessia Isopi and Chris Starmer). 2014. *Theory and Decision*, 77(3), 377-388.
24. Peer Effects in Pro-Social Behavior: Social Norms or Social Preferences? (with Simon Gächter and Martin Sefton). 2013. *Journal of the European Economic Association*, 11(3) 548–573.
25. Group Identity and Leading-by-Example (with Michalis Drouvelis). 2013. *Journal of Economic Psychology*, 39, 414-425.
26. Pay Secrecy and Effort Provision. 2013. *Economic Inquiry*, 51(3) 1779–1794.
27. Self-Selection and Variations in the Laboratory Measurement of Other-Regarding Preferences across Subject Pools: Evidence from One College Student and Two Adult Samples (with Jon Anderson, Stephen V. Burks, Jeffrey Carpenter, Lorenz Götte, Karsten Maurer, Ruth Potter, Kim Rocha and Aldo Rustichini). 2013. *Experimental Economics*, 16(2), 170-189. (Editor's Award for Best Paper in 2013)
28. The Impact of Social Comparisons on Reciprocity (with Simon Gächter and Martin Sefton). 2012. *The Scandinavian Journal of Economics*, 114(4), 1346–1367.
29. Who Makes a Good Leader? Cooperativeness, Optimism and Leading-by-Example (with Simon Gächter, Elke Renner and Martin Sefton). 2012. *Economic Inquiry*, 50(4) 953-967.
30. Endogenous Move Structure and Voluntary Provision of Public Goods: Theory and Experiment (with Martin Sefton). 2011. *Journal of Public Economic Theory*, 13(5), 721-754.
31. Sequential versus simultaneous contributions to public goods: experimental evidence (with Simon Gächter, Elke Renner and Martin Sefton). 2010. *Journal of Public Economics*, 94 (7-8), 515-522.

PEER-REVIEWED JOURNAL ARTICLES (OUTSIDE OF ECONOMICS)

32. Measuring Social Norms in Economics: Why It Is Important and How It Is Done (with Luise Goerges). 2020. *Analyse & Kritik*, 42(2), 258-311.

33. Acceptability of app-based contact tracing for COVID-19: Cross-country survey evidence (with Samuel Altmann, Luke Milsom, Hannah Zillessen, Raffaele Blasone, Frederic Gerdon, Ruben Bach, Frauke Kreuter, Severine Toussaert, Johannes Abeler). 2020. *JMIR mHealth and uHealth*, 8(8): e19857.

INVITED PUBLICATIONS

34. Social Norms and the Labor Market (with Luise Goerges). 2020. M.C. Villeval, Klaus F. Zimmermann (Eds), *Handbook of Labor, Human Resources and Population Economics*. Springer, Cham.
35. Promoting Cooperation: The Distribution of Reward and Punishment Power (with Martin Sefton). 2014. P.A.M. van Lange, B. Rockenbach, & T. Yamagishi (Eds), *Social dilemmas: New perspectives on reward and punishment*. New York. Oxford University Press.

WORK IN PROGRESS

1. I Solemnly Swear I'm Up to Good: A Megastudy Investigating the Effectiveness of Honesty Oaths on Curbing Dishonesty (with Zickfeld, Janis, Karolina Scigala, Christian T. Elbaek, John Michael, Mathilde T. Tønnesen, Gabriel Levy, Shahar Ayal, et al.). 2024. PsyArXiv <https://doi.org/10.31234/osf.io/hctxe>.
2. Why people follow rules. (with Simon Gächter and Lucas Molleman). 2024. DOI 10.17605/OSF.IO/7WZ4F. *R&R Nature Human Behavior*.
3. Equal before the (expressive power of) law? (with Luise Goerges, Tom Lane and Silvia Sonderegger). 2023. Aarhus University Department of Economics and Business Economics Working Paper 2023-12.
4. Ambiguity induces opportunistic rule breaking and erodes social norms (with Lucas Molleman and Tina Venema). 2023. Aarhus University Department of Economics and Business Economics Working Paper 2023-11.
5. Norm-Signalling Punishment (with Erte Xiao and Nina Xue). 2022. Aarhus University Department of Economics and Business Economics Working Paper 2022-07. *R&R Games and Economic Behavior*
6. Lab Measures of Other-Regarding Preferences Can Predict Some Related on-the-Job Behavior: Evidence from a Large Scale Field Experiment (with Stephen V. Burks, Jon Anderson, Matthew Bombyk, Derek Ganzhorn, Lorenz Götte, and Aldo Rustichini). 2015. CeDEX Discussion Paper 2015-21.

GRANTS, PRIZES & SCHOLARSHIPS

2023 – 2025	DKK 2 mil (approx. €268,000)	Spar Nord Fonden, PI
2022	£89,528	Cultural Evolution Society Transformation Fund, CoI
2022 – 2025	DKK 2,8 mil (approx. €387,000)	Denmark Independent Research Fund, Research Project 1, PI
2021	DKK 155,122 (approx. €20,000)	Carlsberg Foundation, Research Infrastructure, PI
2021	£20,000	Structural Transformation & Economic Growth (STEG), CoI
2020 – 2024	DKK 4 mil (approx. €537,403)	Aarhus University Research Foundation Starting Grant, PI

2020 – 2026	€1,5 mil	Luxembourg National Research Fund (FNR), PRIDE (Doctoral Training Unit), PI
2019 – 2023	€220,698	Agence Nationale de la Recherche (ANR) Projets générique, CoI
2019	€3,000	Schmolders Prize for research in behavioural economics for the paper "Preferences for Truth-Telling, Verein für Socialpolitik, CoI.
2017	£2,300	ESRC Impact Accelerator Fund, University of Nottingham, PI
2017	£3,200	Network for Integrated Behavioural Science (ESRC-funded) Small Research Grant, CoI
2016 – 2018	£9,125	British Academy / Leverhulme Trust Small Research Grant, CoI
2014 – 2016	£9,254	British Academy / Leverhulme Trust Small Research Grant, CoI
2013	£2,570	Network for Integrated Behavioural Science (ESRC-funded) Small Research Grant, CoI
2012	€2,400	Center for Interdisciplinary Studies in Economics, Psychology and Social Sciences, University of Milan-Bicocca, Small Research Grant, CoI
2010 – 2012	£36,635	Leverhulme Trust Early Career Fellowship, PI
2008	£500	Royal Economic Society Conference Grant, PI
2007 – 2009	£6,540	University of Nottingham, PhD Scholarship, PI

TEACHING

Aarhus University: *Judgment and Decision Making (Master)* [Latest available teaching score: **82%** (2023/24)]; *Microeconomics 1 (3rd-year Undergraduate)* [Latest available teaching score: **96%** (2023/24)]. *Managerial Economics (1st-year Undergraduate)* [Latest available teaching score: **92%** (2022/23)].

University of Nottingham: *Experimental & Behavioural Economics (2nd-year Undergraduate)* [Latest available teaching score: **92%** (2017/18)]. *Pre-sessional Mathematics (Master)* [Latest available teaching score: **89%** (2017/18)]. *Behavioural Economic Theory (Master)* [Latest available teaching score: **88%** (2018/19)]. *Industrial Organisation (Master)* [Latest available teaching score: **98%** (2017/18)].

DISSERTATION SUPERVISION OF UNDERGRADUATE AND MASTER STUDENTS

2023/24	Aarhus University: 3 Undergraduate students
2022/23	Aarhus University: 1 Undergraduate student, 2 Master students
2021/22	Aarhus University: 2 Undergraduate students, 1 Master student
2020/21	Aarhus University: 1 Undergraduate student
2017/18	University of Nottingham: 7 Undergraduate students; 2 Master students
2016/17	University of Nottingham: 5 Undergraduate students; 2 Master students
2015/16	University of Nottingham: 6 Undergraduate students; 1 Master student
2014/15	University of Nottingham: 7 Undergraduate students; 2 Master students
2013/14	University of Nottingham: 7 Undergraduate students; 2 Master students
2012/13	University of Nottingham: 6 Undergraduate students; 3 Master students
2011/12	University of Nottingham: 2 Master students

SUPERVISION OF PHD STUDENTS & MENTORING OF POSTDOCS AND VISITING STUDENTS

PhD students supervised at Aarhus University

Markus Seier Pedersen (2020 - ; 2nd supervisor); Thais Cardarelli (2022 - ; 1st supervisor)

PhD students supervised at Luxembourg Institute for Socio-Economic Research

Angela Jiang-Wang (2021 -)

PhD students supervised at University of Nottingham

Hande Erkut (2012 - 2013) – first appointment: WZB, Berlin

Tom Lane (2013 - 2017) – first appointment: University of Nottingham, Ningbo

Vasileios Kotsidis (2013 - 2017) – first appointment: London School of Economics

Jesal D. Sheth (2015 - 2018) – first appointment: UK Banking Standards Board

Monika Pompeo (2018 - 2021) – first appointment: University of Bologna

Uzma Afzal (2016 - 2021) – first appointment: NYU-AD

Shruti Surachita (2017 - 2022) – first appointment: University of Nottingham

Jonas Pilgaard Kaiser (2022 - 2023) – first appointment: Technischen Universität Berlin

Visiting PhD Students: Dominik Doll (hosted at the University of Nottingham)

Mentoring of Postdocs: Francesco Fallucchi (LISER); Luise Görges (LISER); Nickolas Gagnon (Aarhus, MSCA Fellow); Marco Fabbri (Aarhus); Sarah Zaccagni (Aarhus)

EXTERNAL MEMBER OF PHD COMMITTEES

Sakshi Prasad, University of Luxembourg, 2022-2025

Boris Wiecezorek, Université Grenoble Alpes, 2021-2024

Hamid Bulut, University of Luxembourg, 2021-2024

Anouk Schippers, University of Groningen, 2023

Elettra Latini, Warwick Business School, 2023

Kjetil Madland, NHH Bergen, 2023

Jessica Milligan, University of Oxford, 2021

Lutfi Rahman Rahimi, University of Exeter, 2020

Pol Campos Mercade, Lund University, 2020

Ali Seyhun Saral, University of Trento, 2019

INVITED TALKS & RESEARCH VISITS

Invited seminars and workshops:

- University of Zurich (2024, seminar)
- WU Vienna (2024, virtual seminar)
- University of Glasgow (2023, virtual seminar)
- Helsinki Graduate School of Economics (2023, seminar)
- IMT School for Advanced Studies Lucca (2023, seminar)
- George Mason University (2023, virtual seminar)
- Berlin Behavioral Economics Seminar Series (2022, seminar)
- NoBeC (Norms and Behavioral Change) Talks (2022, virtual seminar)
- FETS - French Experimental Talks (2021, virtual seminar)

- University of Vienna (2021, virtual seminar)
- MPI for Research on Collective Goods, Bonn (2021, Workshop: “Norms and Image Concerns”)
- Middlebury Experimental Economics Lab (2021, virtual seminar)
- University of Konstanz (2021, virtual seminar)
- University of Hamburg (2020, virtual seminar)
- University of Warwick (2020, virtual seminar)
- Maastricht University (2020, virtual seminar)
- MPI for Research on Collective Goods, Bonn (2020, seminar)
- Catholic University of Louvain-la-Neuve (2020, seminar)
- University of Aarhus (2019, seminar)
- European University Institute (2019, seminar)
- University of Gröningen (2019, seminar)
- Copenhagen Business School (2019, seminar)
- University of Lyon (2019, European Workshop on Behavioral and Experimental Economics)
- University of Gothenburg (2019, seminar)
- Copenhagen University (2019, Workshop: “Behavioral Economics and Public Policy”)
- De Montfort University (2019, seminar)
- Grenoble University (2019, seminar)
- Paris School of Economics (2019, Revue économique workshop on “Emotions and Ethics”)
- Middlesex Business School (2019, seminar)
- Bogazici University (2019, Workshop on Behavioural Economics)
- WZB Berlin (2018, seminar)
- UEA Norwich (2018, Behavioural Game Theory Workshop; [keynote](#))
- LMU Munich (2018, seminar)
- LMU Munich (2018, Evidence Based Economics Summer Meeting; [keynote](#))
- University of Nottingham (2018, CRIBS Annual Symposium on Preferences, Markets and Society)
- University of Konstanz (2018, Organizational Economics Workshop)
- Monash University (2018, seminar)
- University of Queensland (2018, seminar)
- New York University Abu Dhabi (2018, iSEE Workshop)
- Lyon (2017, 2nd FELIS-CORTEX Workshop on “Social Norms and Moral Norms”)
- Luxembourg (2017, LISER Lab Inaugural Workshop)
- UEA Norwich (2017, 2nd Workshop on "Psychological Game Theory)
- WZB Berlin (2017, Workshop on “Concerns for status and social image”)
- Ben-Gurion University (2017, seminar)
- Tel Aviv University (2017, seminar)
- University of Nottingham (2017, ERC Workshop on Social Norms and Peer Effects)
- University of Lyon (2017, seminar)
- University of Southampton (2017, seminar)
- DIGSSCORE, University of Bergen (2016, seminar)
- University of Leicester (2016, seminar)
- WZB Berlin (2016, seminar)
- University of Manchester (2016, Medical Research Council Workshop on “Incentives in Trials”)

- European University Institute (2015, seminar)
- University of Michigan (2015, seminar)
- University of Minnesota Morris (2015, seminar)
- University of Amsterdam (2014, seminar)
- University of Aarhus (2014, seminar)
- University of Cologne (2013, Workshop on the Determinants of Effective Leadership)
- University of Exeter (2013, seminar)
- University of Montpellier (2013, seminar)
- University of Bath (2013, seminar)
- University of Vienna (2012, Workshop in Experimental Economics)
- University of Forlì (2011, Workshop on Social Economy for Young Economist)
- University of Pittsburgh (2011, seminar)
- University of Amsterdam (2010, seminar)

Research visits:

- University of Gröningen (2019)
- University of Minnesota Morris (2010; 2012; 2015)
- University of Pittsburgh (2011)
- University of Amsterdam (2010)

SELECTED CONFERENCES

- 2021 ASSA Online Meeting, ESA session “Norms, Beliefs and Behavior Change” (discussant)
- Social Norms and Institutions Conference (ETH Zurich, 2015)
- European Economic Association Meeting (Toulouse, 2014)
- Royal Economic Society Annual Conference (University of Manchester, 2014)
- European Economic Association Meeting (Malaga, 2012)
- European Economics Association Meeting (Glasgow, 2010)
- Royal Economic Society Annual Conference (University of Surrey, 2010)
- Econometric Society European Meeting (Barcelona, 2009)
- European Economics Association Meeting (Barcelona, 2009)
- Royal Economic Society Annual Conference (University of Surrey, 2009)

EDITORIAL AND REFEREEING ACTIVITIES

2023 – Co-Editor of *Journal of Economic Behavior and Organization*

2023 – Associate Editor of *Management Science*

2021 – Member of the Editorial Board of *Experimental Economics*

2019 – 2023 Associate Editor of *Journal of Economic Behavior and Organization*

2017 Guest Editor for a Special Issue on "Social norms and games" of *Games*

2016 – 2022 Associate Editor of *Journal of Behavioral and Experimental Economics*

Referee for: Agence Nationale de la Recherche (ANR); British Academy (BA); Economic and Social Research Council (ESRC); European Research Council (ERC); Czech Science Foundation (GACR); Financial Conduct Authority; National Science Foundation (NSF); Swiss National Science Foundation.

Referee for: American Economic Review; Econometrica; Economica; Economic Inquiry; Economic Letters; Economic Journal; Economics Letters; Environmental and Resource Economics; European Economic Review; European Review of Agricultural Economics; Evolution and Human Behavior; Experimental Economics; Frontiers Behavioral Neuroscience; Frontiers Public Health; Games; Games and Economic Behavior; International Economic Review; International Journal of Business and Economics; Journal of Applied Economics; Journal of Behavioral and Experimental Economics; Journal of Bioeconomics; Journal of Choice Modelling; Journal of Economic Behavior & Organization; Journal of Economics & Management Strategy; Journal of Economic Psychology; Journal of the Economic Science Association; Journal of Environmental Economics and Management; Journal of the European Economic Association; Journal of Experimental Political Science; Journal of Institutional and Theoretical Economics; Journal of Law, Economics and Organization; Journal of Public Economics; Journal of Socio-Economics; Judgment and Decision Making; Labor Economics; Leadership Quarterly; Management Science; Oxford Economic Papers; Oxford Research Encyclopedia of Economics and Finance; Scandinavian Journal of Economics; Science Advances; Scientific Reports; Social Choice and Welfare; Southern Economic Journal; Theory and Decision; The B.E. Journal of Economic Analysis and Policy; The Review of Economics and Statistics; The Review of Economic Studies.

OTHER ACADEMIC & PROFESSIONAL ACTIVITIES

- 2021 – Associate Fellow of the Aarhus Institute of Advanced Studies (AIAS)
- 2020 – Member of the Centre for Integrative Business Psychology (CIBP), Aarhus University

- 2020 – 2023 Member of the Executive Committee of the Economic Science Association (ESA)
- 2021 – 2023 Member of the Program Committee for the Econometric Society European Summer Meeting (ESEM)
- 2016 – 2018 Member of the Program Committee for the Royal Economic Society (RES) Annual Conference
- 2012 – 2020 Member of the Program Committee for the Spring Meetings of Young Economists
- 2014 – 2018 Deputy Director (2014 – 2016) and Co-Director (2016 – 2018) of the Centre for Decision Research and Experimental Economics (CeDEx), Nottingham School of Economics
- 2009 – 2018 Member of CeDEx Management Group
- 2009 – 2014 CeDEx Laboratory Manager

WORK DISCUSSED IN POPULAR PRESS

Financial Times, The Economist, BBC News, BBC Radio 4, BBC Radio 5, BBC Radio Scotland, BBC Radio Wales, Loaded, Daily Mail Financial Website.