

Jean-Louis RULLIERE

PERSONAL DATA

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69131 Ecully Cedex France

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Marital Status Married ; two children : François and Anne
Citizenship French

CURRENT POSITION Professor of Economics, Department of Economics, University of Lyon (France)

Head of the research group "Microeconomics of Labor and Employment"
RESEARCH INTERESTS Experimental and Behavioral Economics. Psychology and Economics.
Game Theory. Bargaining Theory. Contract Theory. Public Economics.
Personnel Economics. Underground and Illegal Economy. Economics of Addiction

EDUCATION M.A. Applied Mathematics to Social Science, University of Lyon, France, 1981
Ph.D. Mathematical Economics and Econometrics, Aix-Marseille University, 1987

PAST POSITIONS

1985 to 1987 Teaching Assistant, Department of Mathematics, University of Lyon, France
1988 to 1992 Research Fellow, CNRS, GRID, Ecole Normale Supérieure Cachan, France.

ACADEMIC AWARDS

1988 Ph.D. «Frédéric Mistral» Prize, Aix-Marseille University
1990 CNRS Bronze Medal

EDITORIAL ACTIVITY

since 1997 Member of the Editorial Board of the French Review of Economics (*Revue Française d'Economie*)
2003 Guest Editor of a special issue on "Personnel Economics" for the journal *Economie et Prévision*
2003 Guest Editor of a special issue on « Personnel Economics: Theoretical Perspectives and Empirical Evidence» for the *International Journal of Manpower*
since 2006 Scientific adviser of *De Boeck Scientific and Academic Publishing Group*
2007 Guest and Managing Editor of a special issue on "Incentives, Cooperation and Competition " for the *Journal of Economic Psychology*

SCIENTIFIC DUTIES

1998 Organizer of 'Applied Microeconomics Annual Meeting', Lyon, June 4-5;
2002-08 Head of NETEX (*the French NETWORK in Experimental Economics*)
2002 Organizer of the conference of the French Economic Association on 'Personnel Economics', Lyon, May 16-17.
2007 Organizer of the conference of the French Economic Association on 'Behavioral and Experimental Economics', Lyon, May 23-25
2008 Co-Organizer of European ESA (Economic Science Association) Meeting , Lyon, September 12-14.
2008 Co-Organizer of Game and Social Choice Workshop, Lyon, September 24-25.
2009 Co-Organizer of PET Meeting (Public Economic Theory) on "Behavioral and Experimental public Economics), Lyon, June 22-24;
Member of scientific committees Summer school on 'Experimental Methods in Economics', July 2000 and June 2001
Annual Conferences on Applied Microeconomics
Annual Conferences on Theories and Methods in Macroeconomics
Annual Workshops on Experimental Economics (France)

RESEARCH STAYS AS INVITED PROFESSOR

University of Barcelona, Department of Economics, May 1997
Humboldt University, Berlin, Department of Economics, May 1998
University of Karlsruhe, Department of Economics, July 1998
University of Montreal, CIRANO, each year since 2001
University of Laval, Quebec, September 2002
Network of West African Universities, October 2003, October 2006
University of Pittsburgh, Department of Economics, first semester 2007/08

CURRENT TEACHING ACTIVITY

B.A. in Mathematics. Applied to Economics

'Microeconomics'

M.A. in Quantitative Economics

'Behavioral and Experimental Personnel Economics'

Doctoral Program

'Theory of Information, Incentive and Contract'

ADMINISTRATIVE DUTY

1991-1995

Member of the National Committee for Scientific Research (Economics and Manage.)

1995-2000

President of the National Committee for Scientific Research (Economics and Manage.)

from 1997 to 2006

Head of GATE (from its creation to 2006)

since 2000

Member of the Group of Advisers at the French Ministry of Education and Research

2002 and 2005

Member of the Selection and Evaluation Committee in Economics and Management for the Portuguese Foundation for Science and Technology

since 1995

Member of local Committee for recruitment (Lumière Lyon 2 University)

since 2002

Member of the executive board of Lumière Lyon 2 University

2003 - 2007

Vice –President of the National Council of French Universities, Section 'Economics'

since 2004

Adviser for the Canadian Research Council in Human Science

since 2005

European Science Foundation peer reviewer

since 2005

ANR (National Agency for Research) peer reviewer

since 2006

Adviser for Economic and Social Research Council, UK.

since 2006

Member of the executive Board of Institut des Sciences Politiques de Paris

2007-2008

Scientific Deputy, French Evaluating Agency for Research and Universities (AERES)

Since 2008

Director, Graduate Programs : M.A. in Quantitative Economics

PH.D. SUPERVISION

Essays on Tournament, Rat Race and Neuroeconomics

Benjamin Pelloux – in Progress

Essays on Self Image Applied to Personnel Economics

Isabelle Vialle – in Progress

Efforts of Civil servants and Fairness Towards Users

François Kone – in Progress

Experiments on Peter's Principle

Karine Mari – in Progress

Essays in Applied Economics on the Role for a Third Player in Agency Relationships.

Nicolas Jacquemet – Assistant Professor and Research fellow at Paris School of

Economics (University of Paris Panthéon).

Generalized agency and limited liability

Sandrine Ollier – Assistant Professor at Besançon University

Arbitration and economic conflicts

Yannick Gabuthy – Assistant Professor at Nancy University and Research Fellow at BETA Group

Individual Moonlighting Supply : Micro-Econometric Approach

Nadia Joubert – Research Fellow at Social Security Agency (ACOSS)

Inequalities, innovation and growth

Patricia Crifo – Professor at Haute Alsace University; Research Fellow at Laboratoire d'Econométrie of Ecole Polytechnique and IRES, Louvain la Neuve University.

Voluntary Provision of Public Good: An experimental Study of cooperation

Matthieu Neveu – Research Engineer (Computer science) at CNRS

Economic Analysis of the arbitration between patent and secret

Coralyn Soler – Teacher in Economics and Management

Essays on the Ultimatum Bargaining Game: Theory and Experiments

Nadège Marchand – Assistant Professor at University of Lyon and Research Fellow at GATE

Delegation of the Monetary Policy: Reputation and Credibility.

Marie Noelle Calés – Assistant Professor at University of Lyon and Research Fellow at GATE

Horizontal Cooperation in R&D

Marie Laure Cabon – Assistant Professor at Ecole Normale Supérieure (Cachan) and Research Fellow at GRID

Economic Study of the Open Networks of Telecommunications Supply

Gaëlle Levu – Director of the Project 'Fiber To The Home', Orange.

RECENT GRANTS

Regional Council Rhône-Alpes, 2008-2010 : *Self Image and Economic Decision*

Social Security Agency (ACOSS) and Ministry of Social Affairs and Employment, 2004-2006 : *Experimental Studies of Moonlighting work.*

ACI « Road Security », 2005-2004 : *Experimental Approach of the Behavior of Overconfident Drivers.*

BIPE-DG Information and Communication Technologies 2000-2002 : *Digital Terrestrial Television Broadcasting : preemption game or war of attrition*

Regional Council Rhône-Alpes, 2000-2003 : *Preferences and Peer Group Effects – An Experimental Approach.*

PUBLICATIONS

- "Personnel Economics: Theoretical Perspectives and Empirical Evidence", Special issue, Guest and Managing Editor, *Journal of Economic Psychology*, 2009, Forthcoming.
- "Monitoring Optimistic Agents", (with N. Jacquemet and I. Vialle), *Journal of Economic Psychology*, 2008, Forthcoming.
- "Le mieux, ennemi du bien : approche expérimentale du contrôle comme mécanisme de filtrage" (with N. Joubert and H. Sami), *Economie et Prévision*, 2009, Forthcoming.
- "Contrôle des activités illégales en présence d'un biais d'optimisme" (with N. Jacquemet and I. Vialle), *Revue Economique*, 2007, 58(3), 555-64

- "Redesigning Teams and Incentives in a Merger: An Experiment with Managers and Students" (with C.Montmarquette, M.C Villeval and R. Zeiliger), *Management Science*, 2004, 50 (10), 1379-89.
- "L'économie des Ressources Humaines – Pouvoir et Limites des Incitations – Personnel Economics: Strengths and Weaknesses of Incentives", (with P. Malgrange and M.C. Villeval), *Economie et Prévision*, 2004, 164-165 (3-4), 1-15.
- "Union Bargaining Strength as a Public Good: Experimental Evidence" (with C. Keser and M.C Villeval), *Economie et Prévision*, 2004,164-165 (3-4), 81-92.
- "Personnel Economics: Theoretical Perspectives and Empirical Evidence", Special issue Guest Editor on *International Journal of Manpower*, 2003, vol. 24 (7).
- "Personnel Economics: Theoretical Perspectives and Empirical Evidence" (with M.C Villeval), *International Journal of Manpower*, 2003, vol. 24 (7).
- "Does Team-Based Compensation Give Rise to Problems when Agents Vary in their Ability? " (with Meidinger, C., Rullière, J.L., Villeval M.C.) *Experimental Economics*, 2003
- "D'Adam Smith à Vernon L. Smith: la main invisible observée à travers les comportements expérimentaux", *Revue d'Economie Politique*, May – June, 2003
- "La relance de la négociation collective" in D. Fougère and E. Malinvaud (eds.), *L'emploi en questions*, de Boeck.
- "Concurrence et émotions: quelques enseignements de l'économie expérimentale", in Bienaymé (ed.), *Les nouvelles approches de la concurrence*, *Economica*, 2002
- «From Specularity to Temporality in Game Theory", (with B. Walliser) in C. Schmidt (ed.), *Game Theory and Economic Analysis*, Routledge, 2002
- "Free-Riding and Fairness in Principal Multi-Agent Relationships: Experimental Evidence" (with C. Meidinger M. C. Villeval), *Rivista Internazionale di Scienze*, 2001
- "Rational Foundations of Moral Sentiments in Experimental Games", *Annales of Economics and Statistics* n°61. January – March 2001, pp.41-48
- "L'indétermination et la méthode de Nash", *Revue Economique*, vol. 51, n°5, September 2000, pp.1169-84
- "Equilibration et dépendance du contexte: une évaluation expérimentale du jeu de négociation sous ultimatum" (with N. Marchand and W. Güth); *Revue Economique*, vol. 9, n°3, May 1998
- "La décision en situation de jeu: entre cognition et pragmatisme" in J.Thépot (ed.), *Sciences de gestion et Théorie des jeux: regards croisés*, *Economica*, 1998
- "Are Game Theoretic Concepts Suitable Negotiation Support Tools?" (with B.Munier), in O.F.Hamouda and J.C.Rowley, (eds.), *Foundations of Probability, Econometrics and Economic Games*, Edward Elgar, 1997
- "Preemption Game and Behavioral Learning: the 'Jumping the Gun' Effect" in K.J. Arrow and Alii (eds.), *The Rational Foundations of Economic Behavior*, Macmillan, New York, 1996
- "De la temporalité à la spécularité en théorie des jeux" (with B.Walliser), *Revue d'Economie Politique*, vol.105, n°4, 1995
- "Les formes de la coopération inter-firmes", (with A.Torre); *Revue d'Economie Industrielle: 'Les développements récents de l'économie industrielle'*, special issue 1995
- "Are Game Theoretic Concepts Suitable Negotiation Support Tools? ", (with B.Munier), *Theory and Decision*, vol. 34, n°3, 1993
- "Topological Characterization of Common Knowledge", in L.S.Singh and L.Trave-Massuyes, (eds.), *Decision Support System and Qualitative Reasoning*, North Holland, 1992
- "Pérennité effective de la protection temporaire: effet de réputation dans un jeu de libéralisation des échanges", in G.Bertin and A.Raynaud, (eds.), *Intégration Economique en Europe et en Amérique du Nord*, C. Juglar, Paris, 1992
- "Stratégie et Communication", in *Dictionnaire Encyclopédique et Critique de la Communication*, PUF, 1991

- "Survivance et Abandon de l'Axiome de Symétrie en Théorie des Jeux", in R.Arena (ed.), relations d'Emploi et Comportements Industriels, PUF, Paris, 1991
- "Structure Européenne et Stratégie Internationale de l'Industrie du Médicament", in Les Enjeux de l'Europe, n°3, 1990
- "Externalités de Réseaux, Normalisation dans les Technologies de l'Information", in Croissance, Industrie, Services et Révolution Technique, Nathan, Paris, 1989
- "Irrationality and Effectiveness in Public Decision Making", (with B.Munier and M.F.Shakun); in M.F.Shakun (ed.), Evolutionary System Design: Policy Making Under Complexity and Group Decision Support Systems, Holden-Day, 1989

COMMUNICATIONS AND PARTICIPATION IN CONFERENCES

"An experimental test of the optimism bias " (avec N. Jacquemet and I. Vialle).

- *ESA European Meeting Lyon, September 2008.*

"Screening by Monitoring : an experimental Study" (with H. Sami).

- *Journées de Micro-Economie Appliquées, Fribourg, May 2007.*
- *ESA world Meeting Rome, June 2007.*

"Monitoring of illegal activities with optimistic bias" (with N. Jacquemet and I. Vialle)

- *ESA Meeting Nottingham, September 2006*
- *Affect, Motivation and Decision Making International Conference, December 2006, Ein Boqueq, Israel.*
- *3rd International Meeting on Experimental and Behavioral economics, IMEBE 2007, March 2007, Malaga*
- *Journées de Micro-Economie Appliquées, Fribourg, May 2007.*

"Fighting the Moonlighting Demand : Competition and Cooperation with Black Sheep" (with N. Jacquemet).

- *Conference on Reciprocity: Theories and Facts, Milano, February 2007.*
- *IAREP-SABE, Paris, July 2006*
- *Public Economic Theory, Hanoi, August 2006.*
- *ASSET 2006 – Lisboa, October 2006*
- *European Association of Labor Economics, 2006 annual meeting, Prague, September*
- *Vèmes Journées Louis-André Gérard-Varet, 2006, Marseille, May*

"Don't Trust Bertrand Competition Too Much !An Experimental Study of Leniency in the Underground Economy" (with N. Jacquemet).

- *Journées d'Economie Expérimentale, Rennes, June 2005*
- *Economic Science Association, North-American Meeting, Tucson, October 2005*
- *Southern Economic Association, Washington, November 17-18, 2005.*

"Never Seek by Foul Means What You May Have by Fair" (with H. Sami).

- *Journées de Micro-Economie Appliquées, Hammamet, May 2005.*
- *Economic Science Association, World Meeting, Montreal, June 2005*

"Are you more egalitarian with others when you make a costly effort ? " (with P. Crifo)

- *Public Economic Theory, Beijing, August 2004.*
- *Economic Science Association, Amsterdam, June 2004.*
- *Econometric Society World Congress, London, August 2005.*

"Redesigning Teams and Incentives: A Real Effort Experiment with Managers of a Merged Company" (with C. Montmarquette, M.-C. Villeval and R. Zeiliger), 2003

- *European Association of Labour Economists, Sevilla, September 2003*
- *Economic Science Association, Pittsburgh, June 2003*
- *Journées de Micro-économie Appliquée, Montpellier, June 2003*
- *European Economic Science Association, Strasbourg, October 2002*

"Does team based compensation give rise to problems when agents vary in ability ?» (with C. Meidinger and M.C. Villeval)

- *European Association of Labour Economists, Jyvaskyla, September 2001*
- *Society for the Advancement of Economic Theory, Ischia, July 2001*
- *Economic Science Association, Barcelona, June 2001*

- Conference of Applied Microeconomics, Nancy, June 2001
 - Workshop on Experimental Economics, Strasbourg, May 2001
- "Fairness and Free-Riding in a Principal – Multi-Agent Relationship: Experimental Evidence" (with C. Meidinger and M.C. Villeval)
- Economic Science Association, Regional Meeting, Amsterdam, October 2000
 - European Economic Association, Bolzano, September 2000
 - 1st World Conference Society of Labor Economists (SOLE) – European Association of Labour Economists (EALE), Milano, June 2000
 - Economic Science Association conference, New-York, June 2000
 - 17th Conference of Applied Microeconomics, Québec, June 2000
- "Union Bargaining Strength as a Public Good" (with C. Keser and M. C. Villeval)
- 12th World Congress of the International Economic Association, Buenos Aires, August 1999
 - Society for the Advancement of Economic Theory, Rodos, July 1999
 - Annual Meeting of the European Association of Labour Economists, Regensburg, September 1999
- "Envy motive and Bargaining: an Experimental test of the Reciprocity Competition Relation" (with N. Marchand)
- 12th Annual Meeting of the Economic Science Association, Mannheim University, June 1998
 - 15th Conference of Applied Microeconomics, Guadeloupe, June 1998
- "Preempt or Wait: An Exp. Study of Endogenous Timing in Bargaining" (with W. Güth, N. Marchand and R. Zeiliger)
- Workshop CIRANO, seminar on experimental economics
 - Economic Science Association, Grenoble 7 - 8 October 1999
 - GEW (German Association of Experimental Economics), annual workshop, University Leucorea, Wittenberg, Germany, 22-24 June 1999
- "Equilibration et dépendance du contexte: une évaluation expérimentale du jeu de négociation sous ultimatum" (with W. Güth and N. Marchand)
- Annual meeting of the French Economic Association, September 1997
- "Delegation in a Wage Bargaining model" (with K.Bouabdallah)
- European Association of Labour Economists, Aarhus, Denmark, September 1997
 - 14th Conference of Applied Microeconomics, Marrakech, Morocco, May 1997
- "On the Reliability of Reciprocal Fairness: an Experimental Study" (with W.Güth and N.Marchand)
- 11th Annual Meeting of the Economic Science Association, Arizona University, Tucson, August 1997
 - Bonn Workshop 1997 « Theories of Bounded Rationality », Bonn, Germany, May 1997
- "Beyond the Deadline: Wage Bargaining Between the War of Attrition and the Preemption Game" (with J.Y.Lesueur)
- 13th Conference of Applied Microeconomics, Liège, Belgium, May 1996
 - European Association of Labour Economists, Lyon, September 1995
- "Equilibrium and Self-Organizing Processes: an Evolutionary and Institutional Economics Perspective" (with P.Garrouste)
- European Association of Evolutionary and Political Economy, Krakow, Poland, 1995
- "De la Spécularité à la Temporalité en Théorie des Jeux" (with B.Walliser)
- Conference of the Institute of Mathematics and Economics, University of Bourgogne, November 1994
- "Apprentissage en Réseau"
- Conference of the Association for the Development of Socio - Economics, Paris, May 1994
- "Knowledge and Coordination"
- Invited lecture, Workshop « New Developments in Game Theory »; Universities of Rome and Cambridge, Monte Casino, Italy, April 1994
- "Preemption Game and Behavioral Learning: the 'Jumping the Gun' Effect"
- Discussant of AE Roth's lecture in the Conference of the International Economic Association on «Rationality in Economics», Turin, Italy, October 1993

- "Survival or Abandonment of the Axiom of Symmetry in Game Theory: From Mises-Hayeck to Harsanyi-Schelling" (with P.Garrouste)
 - o Association Charles Gide for the Development of History of Economic Thought, «Histoire du traitement de l'incertitude dans la pensée économique», Paris, November 1993
- "Les formes de la coopération inter-firmes"
 - o Invited lecturer, Summer school in Industrial Economics, Cargese, September 1993
- "Pérennité effective de la protection temporaire: effet de réputation dans un jeu de libéralisation des échanges"
 - o 6th workshop of Franco-Canadian Economists, Paris, September 1991
 - o 1st Conference SESAME, Clermont-Ferrand, September 1991
- "Connaissance partagée versus connaissance commune: une évaluation expérimentale du paradoxe des généraux"
 - o 8th Conference of Applied Microeconomics, University of Caen, May 1991
- "Topological Characterization of Common Knowledge"
 - o International Meeting 'Qualitative Reasoning and Decision Support Systems', University of Toulouse, March 1991
- "Selection of Nash Equilibria and Common Knowledge"
 - o EURO-TIMS, The Institute of Management Societies, Paris, July 1988
- "Reputation effect and Industrial Organization of Communication Network"
 - o International Federation of Operational Research Societies, Athens, July 1990
- "Refined Nash Equilibria as Decision-Aid Tools?" (with B.Munier)
 - o TIMS-ORSA, Operational Research Society of America, New-York, October 1989
- "Externalités de réseaux et normalisation dans les technologies de l'information"
 - o French Economic Association, Conference on 'Growth, industry, services and technical revolution', Paris, September 1989
- "Irrationality and Effectiveness in Public Decision Making" (with B.Munier and M.Shakun),
 - o International Federation of Operational Research Societies, Washington, July 1984.

SEMINARS AND INVITED LECTURES

Andrew young School of Policy Studies, Georgia State University, Atlanta, April 2008.
 Department of Economics, University of Pittsburgh, November 2007
 Risk Attitude, Montpellier May 2007
 Invited session, Self Image and Group Behavior, Paris, AFSE (French Economic Association) September 2006.
 Workshop Rationality, Social Learning and Complexity, Aix-en Provence, September 2006.
 Paris-Jourdan Sciences Economiques (PSE), February 2006.
 ENVY – Scientific Workshop on the Economic Effects of Envy, Budapest, October 2005.
 International Conference Experiments in Economic Sciences, EES2004, Kyoto, Japan 14-17 December 2004.
 Venice Summer Institute Workshop on Behavioral Public Economics, CESifo, 19-20 July 2004.
 ESRC Conference on Pay, Incentives and Performance, Bristol, April 2003.
 ENST – Paris, november 2003.
 LAMETA, University of Montpellier, May 2003.
 University of Bristol, ESRC Conference, April 2003.
 CREREG, University of Rennes 1, February 2002.
 CREST-LEI, INSEE, May 2001
 CIRANO, University of Montréal, January 2001
 Arn Ryde Symposium University of Lund, 8-10 November 2000.
 Workshop LEA – GREQAM – CORE, Aix en Provence, June 22, 2000.
 ERUDITE University Paris 12, March 2000.
 CIRANO University of Montréal, February 2000.
 BETA University of Strasbourg, January 1999.
 THEMA, University of Cergy Pontoise, October 1998.
 Workshop IAREP, University of Frankfurt / Oder, 30 September – 2 October 1998.
 Laboratory of Pr. AE Roth, Pittsburgh University, Department of Economics, September 1997.
 Laboratory of Pr. Ch. Holt, University of Virginia, Department of Economics, August 1997.

Department of Economics, University of Barcelona, May 1997.
Workshop CIRANO, seminar in Experimental Economics, April 1997.
Bonn Workshop 'Theories of Bounded Rationality', Bonn, Germany, May 1997.
Institute of Mathematics and Economics of Dijon, November 1994.
Workshop 'New Developments in Game Theory'; Universities of Rome, Cambridge and Monte Casino, Italy,
April 1994
International Economic Association Conference on 'Rationality in Economics', Turin, Italy, October 1993
Summer school in Industrial Organization, Cargese, September 1993.
6th workshop of Franco-Canadian Economists, Paris, September 1991.