

# FABIO GALEOTTI

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- Groupe d'Analyse et de Théorie Economique Lyon St. Etienne (GATE) •
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## Research Interests

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Experimental and Behavioral Economics, Dishonesty, Personnel and Organizational Economics, Bargaining

## Current Position

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2017– CNRS researcher, GATE Lyon (UMR 5824)

## Past Positions

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2015–2017 Marie Skłodowska-Curie research fellow, GATE (UMR 5824, CNRS and University of Lyon)

2014–2015 Postdoctoral researcher, GATE (UMR 5824, CNRS and University of Lyon)

## Education

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- 2014 **Ph.D. Economics** (*No corrections*), University of East Anglia, UK  
Including 6 months abroad as Visiting PhD Student at the GATE-LSE (France)  
Dissertation Title: *Experimental Essays on Singling Out, Emotions, and Electoral Decisions*  
Supervisors: Prof. Daniel J. Zizzo (first) and Dr. Abhijit Ramalingam (second)  
Defended on the 7<sup>th</sup> of May 2014 in Nottingham (UK)  
Examiners: Prof. Enrique Fatas (U. of East Anglia), Prof. Elke Renner (U. of Nottingham)
- 2010 **M.Sc. Experimental Economics** (*Distinction*), University of East Anglia, UK  
Dissertation Title: *The Economics of Waiting Time: an Experimental Analysis*  
Supervisor: Prof. Daniel J. Zizzo
- 2009 **Master in Economics** (*Distinction*), University of Bologna, Italy  
Including 8 months abroad as Visiting Student at the Universitat Autònoma de Barcelona (Spain)  
and 5 months abroad as Visiting Researcher at the University of East Anglia (UK)  
Dissertation Title: *Intrinsic Reciprocity, Interdependent Preferences and Emotions: an Experimental Analysis*  
Supervisor: Prof. Giacomo Calzolari
- 2005 **Bachelor Degree in Economics and Management** (*Distinction*), University of Bologna, Italy  
Dissertation Title: *Optimal Incentives with Relative Frustration and Heterogeneous Agents*  
Supervisor: Prof. Raimondello Orsini

## Awards and Funding

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2018 **Thomas Jefferson Fund**, FACE Foundation, United States (j/w John Hamman)

2017 **Prime d'Encadrement doctoral et de recherche (PEDR)**, CNRS, France

- 2015 **NIBS Small Research Grant** (j/w Maria Montero and Anders Poulsen)
- 2015 **Best Paper Award**, The 12<sup>th</sup> Workshop on Social Economy for Young Economists, University of Bologna, Italy
- 2015 **Marie Skłodowska-Curie Individual Fellowship**, European Commission
- 2014 **CMIRA Accueil pro Research Grant**, Rhône-Alpes region, France
- 2014 **EIEF Research Grant**, Einaudi Institute for Economics and Finance (j/w Reuben Kline and Raimondello Orsini)
- 2013 **NIBS Small Research Grant** (j/w Maria Montero and Anders Poulsen)
- 2013 **Avenir Lyon Saint-Etienne Scholarship**, University of Lyon, France (6 months)
- 2013 **CBESS Small Research Grant**, Centre for Behavioural and Experimental Social Science, UK
- 2012 **CBESS Small Research Grant**, Centre for Behavioural and Experimental Social Science, UK
- 2010 **UEA Fully Funded Postgraduate Studentship**, University of East Anglia, UK
- 2010 **School of Economics Prize for distinguished performance in the M.Sc.**, University of East Anglia, UK
- 2010 **2<sup>nd</sup> Place in the Postgraduate Student Essay Competition** (with A. Karakostas)  
 Essay title: “The Promise of Behavioural Economics”. Published online in the *Norwich Economic Papers*, University of East Anglia, UK
- 2009 **Compagnia di San Paolo Scholarship**, Fondazione Einaudi di Torino, Italy
- 2009 **University of East Anglia Experimental Economics Scholarship**, University of East Anglia, UK
- 2008 **Thesis Abroad Grant**, University of Bologna, Italy
- 2006 **Socrates Erasmus Programme Studentship**, University of Bologna and European Union

#### Publications in international peer-reviewed journals

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- [1] Dai, Z., **F. Galeotti**, and M-C. Villeval “Fare-Dodging in the Lab and the Moral Cost of Dishonesty”, Accepted for publication in A.Buccioli, N.Montinari [eds.], *Dishonesty in Behavioral Economics*, Elsevier, 2019.
- [2] **Galeotti F.**, M. Motero, and A. Poulsen (forthcoming) “Efficiency versus Equality in Bargaining”, *Journal of the European Economic Association* (CNRS rank: 1).
- [3] **Galeotti, F.**, and D. J. Zizzo (2018) “Identifying Voter Preferences: The Trade-off between Honesty and Competence”, *European Economic Review*, 105, 27-50 (CNRS rank: 1).
- [4] Dai, Z., **F. Galeotti**, and M-C. Villeval (2018) “Cheating in the Lab Predicts Cheating in the Field! An Experiment in Public Transportations”, *Management Science*, 64 (3), 1081-1100 (CNRS rank: 1eg).
- [5] **Galeotti, F.**, R. Kline, and R. Orsini (2017) “When Foul Play Seems Fair: Exploring the Link Between Just Deserts and Honesty”, *Journal of Economic Behavior & Organization*, 142, 451-467 (CNRS rank: 2).
- [6] Dragone, D., **F. Galeotti**, and R. Orsini (2017) “Non-Monetary Feedback Induces more Cooperation: Students and Workers in a Voluntary Contribution Mechanism”, *Revue Economique*, 5, 55-71 (CNRS rank: 2).
- [7] Loheac, Y., H. Alia, C. Bazart, M.A. Bchir, S. Blondel, M. Bonescu, A. Bornier, J. Brouard, N. Chappe, F. Cochard, A. Flage, **F. Galeotti et al.** (2017) “Mise en place d’une expérience avec le grand public: entre recherche, vulgarisation et pédagogie”, *Revue Economique*, 5, 193-206 (CNRS rank: 2).
- [8] Dai, Z., **F. Galeotti**, and M-C. Villeval (2017) “The Efficiency of Crackdowns: A Lab-in-the-field Experiment in Public Transportation”, *Theory and Decision*, 82, 249-271. (CNRS rank: 2).

- [9] Dragone, D., **F. Galeotti**, and R. Orsini (2015) “Students, Temporary Workers and Co-op Workers: An Experimental Investigation on Social Preferences”, *Games*, 2, 79-123 (CNRS rank: “Nouvelles revues”).
- [10] **Galeotti, F.** (2015), “Do Negative Emotions Explain Punishment in Power-to-Take Game Experiments?”, *Journal of Economic Psychology*, 49, 1-14 (CNRS rank: 2).
- [11] **Galeotti, F.** and D.J. Zizzo (2014) “What Happens If You Single Out? An Experiment”, *Social Choice and Welfare*, 43(3), 703-729 (CNRS rank: 1).
- [12] **Galeotti, F.** (2013) “An Experiment on Waiting Time and Punishing Behavior”, *Economics Bulletin*, 33(2), 1383-1389 (CNRS rank: 3).

### Working Papers

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- [1] **Galeotti F.**, M. Motero, and A. Poulsen (2017) “The Attraction and Compromise Effects in Bargaining: Experimental Evidence”, *CBESS Discussion Paper 17-04*.

### Other publications

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- [1] **Galeotti, F.** (2016) “Les mesures de la malhonnêteté en laboratoire permettentelles de prédire la fraude sur le terrain?”, GATE Magazine n. 4.
- [2] **Galeotti, F.** (2014) “Le rôle majeur du statut social en milieu professionne”, GATE Magazine n. 2.
- [3] **Galeotti, F.** (2014) “*Experimental Essays on Singling Out, Emotions, and Electoral Decisions*”. Doctoral thesis, University of East Anglia.
- [4] **Galeotti, F.** and A. Karakostas (2010) “The Promise of Behavioural Economics”. *Norwich Economic Papers*, University of East Anglia, UK

### Conferences, Workshops, Seminars and Summer Schools

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#### Presenting

- 2018 Organizations and Markets Workshop (Dijon, France), Bilkent University (Ankara, Turkey), LESSAC (Dijon, France), ESA World Meeting (Berlin, Germany), 9<sup>th</sup> Annual Meeting of the French Association of Experimental Economics (Nice, France), 67<sup>th</sup> Annual Meeting of the French Economic Association (Paris, France), GATE Saint-Etienne (Saint-Etienne, France), University of Montpellier (Montpellier, France)
- 2017 2<sup>nd</sup> GATE-LAB Workshop on Social Norms and Moral Norms (Lyon, France), ESA European meeting (Vienna, Austria), 8<sup>th</sup> Annual Meeting of the French Association of Experimental Economics (Rennes, France), BETA (Nancy, France), BEERS seminar (Lyon, France)
- 2016 ESA World Meeting (Jerusalem, Israel), University of Erlangen-Nuremberg (Nuremberg, Germany), 7<sup>th</sup> Annual Meeting of the French Association of Experimental Economics (Cergy-Paris, France), University of Paris-Sud (Paris, France)
- 2015 Lyon-Toulouse Behavioral and Experimental Economics Workshop (Écully, France), GATE-LAB Workshop on Social and Moral Norms (Écully, France), 6<sup>th</sup> Annual SEBA-GATE Workshop (discussant) (Écully, France), 6<sup>th</sup> Annual Meeting of the French Experimental Economics Association (Paris, France), 12<sup>th</sup> Workshop on Social Economy for Young Economists (University of Bologna, Italy)

- 2014 HEIDI-CORTEX Behavioral Economics Workshop (Écully, France), European Meeting of the Economic Science Association (Prague, Czech Republic), 63<sup>th</sup> Annual Meeting of the French Economic Association (Lyon, France), 5<sup>th</sup> Annual Meeting of the French Experimental Economics Association (Besançon, France), 5<sup>th</sup> Annual SEBA-GATE Workshop (Shanghai, China)
- 2013 GATE local seminar (Écully, France), CBESS seminar (Norwich, UK), 4<sup>th</sup> Annual Meeting of the French Experimental Economics Association (Lyon, France), 10<sup>th</sup> Workshop on Social Economy for Young Economists (University of Bologna, Italy), UEA Internal seminar (Norwich, UK)
- 2012 CREED-CeDEx-CBESS Meeting (Norwich, UK), 3<sup>rd</sup> Annual Meeting of the French Experimental Economics Association (Montpellier, France), ICCSR 10<sup>th</sup> Anniversary PhD Workshop (Nottingham University, UK)
- 2011 8<sup>th</sup> Workshop on Social Economy for Young Economists (discussant) (University of Bologna, Italy), First Year PhD Student Conference (University of East Anglia, UK)
- 2010 7<sup>th</sup> Workshop on Social Economy for Young Economists (University of Bologna, Italy)
- Attending*
- 2015 UEA Workshop on Behavioral Game Theory (Norwich, UK), CREED-CeDEx-CBESS Meeting (Norwich, UK)
- 2013 Summer school in experiments and economics of organisation (University of East Anglia, UK), Lab-in-field workshop (UEA London, UK)
- 2012 Beginner and advanced z-Tree course (University of Constance, Germany)
- 2011 CREED-CeDEx-CBESS Meeting (Nottingham, UK), Postgraduate Teaching Assistants Workshop, Economic Network (University of East Anglia, UK)
- 2010 The 5<sup>th</sup> EWEBE: Cooperation among strangers (University of Bologna, Italy), CREED-CeDEx-CBESS Meeting (University of Amsterdam, NL)
- 2009 6<sup>th</sup> Workshop on Social Economy for Young Economists (University of Bologna, Italy)

## Teaching Experience

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Main teaching areas: Microeconomics, Econometrics, Experimental Economics

### *Lecturer*

- 2018 “**Éthique des Affaires**” (PG) (École Supérieure de Commerce Dijon-Bourgogne)
- 2018 “**Enterprise Information Systems**” (UG) (École Supérieure de Commerce Dijon-Bourgogne)
- 2018 “**Behavioral Methods and Applications**” (PG) (École Supérieure de Commerce Dijon-Bourgogne)
- 2017-2018 “**Business Ethics**” (PG) (École Supérieure de Commerce Dijon-Bourgogne)
- 2016-2017 “**Dynamique Economique et Prévision**” (PG) (Université de Lyon)
- 2016 “**Economie Expérimentale et Comportementale du Risque**” (UG) (École des Ponts ParisTech)
- 2015 “**Microeconomics**” (UG) (École Supérieure de Commerce Dijon-Bourgogne)

### *Teaching assistant*

- 2013 “**Multinational Firms**” (PG) (University of East Anglia)
- 2011-2013 “**Principles of Microeconomics**” (UG) (University of East Anglia)
- 2010-2012 “**Methods of Economic Research**” (UG) (University of East Anglia)
- 2011-2018 “**Classroom Experiments**” (UG) (University of Bologna)
- 2007-2009 “**Economia Politica**” (Political Economy) (UG) (University of Bologna)
- 2007-2009 “**Microeconomia**” (Microeconomics) (UG) (University of Bologna)

UG = course for undergraduate students; PG = course for postgraduate students.

### Supervision:

PhD thesis advisory committee member (Comité de Suivi de Thèse): Camille Massey (2018), Julien Benistant (2015), Liza Charroin (2015), Rémi Suchon (2015)

Master thesis supervision: Sébastien Arthaud (2018), Ange Feuba (2018), Cedric Zamora (2018), Eriga Ondo Edna (2017), Landry Panda (2017), Tiantian Tang (2017), Serge Zamora (2017), Agathe Camps (2016)

### Languages and Technical Skills

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*Languages:* **Italian** (Native), **English** (Fluent), **French** (Very good), **Spanish** (Very good).

*Computer and technical skills:* z-Tree (software for lab experiments), STATA, L<sup>A</sup>T<sub>E</sub>X, MATLAB, PASW, Windows, Linux, ORSEE, SITS:Vision, HTML Programming, Microfit, Microsoft Office and OpenOffice, Mathematica.

### Professional Affiliations

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- Since 2016 Member of the Econometric Society
- Since 2016 Member of the Royal Economic Society
- Since 2016 Marie Curie Alumni Association
- Since 2015 Member of the European Economic Association (EEA)
- Since 2014 Member of the Association Française de Science Economique (AFSE)
- Since 2014 Member of the Labex CORTEX, University of Lyon
- Since 2013 Member of the Association Française d'Economie Expérimentale (ASFEE)
- Since 2013 Member of the Economic Science Association (ESA)
- Since 2013 Research Affiliate of the Network for Integrated Behavioural Science (NIBS)
- 2010-2014 Member of the Centre for Behavioural and Experimental Social Science (CBESS)

### University and Professional Service

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#### Journal refereeing:

*European Economic Review (3), Experimental Economics (3), International Economic Review, Management Science (2), Organizational Behavior and Human Decision Processes, Journal of Economic Behavior & Organization (2), Journal of Economic Psychology (2), Journal of Experimental Psychology: General (2), Revue Économique (2), Theory and Decision (3).*

#### Seminars, workshops, conferences organizing:

- Since 2014 Behavioural and Experimental Economics Research Seminars (GATE Lyon)
- Since 2014 GATE-LAB Seminars (GATE Lyon)
- 2015 4<sup>th</sup> Lyon-Toulouse Behavioral and Experimental Economics Workshop (GATE Lyon)