

FABIO GALEOTTI

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

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

Current Position

2017– CNRS researcher, GATE Lyon (UMR 5824)

Past Positions

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

- 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 7th 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

Principal Investigator (PI) or Co-Principal Investigator (Co-PI)

- 2019 **ANR JCJC (Project title: DECISION)**, Agence Nationale de la Recherche, France
- 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 12th 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 **EIFEF 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 **2nd 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

Co-Investigator

- 2018 **INDEPTH (INstitutional Design and Economic Preferences: THEory and experiments)**, University of Lyon (IDEX), France (PI: Marie Claire Villeval)
- 2016 2015 **ASFEE Best Paper Award**, ASFEE, France (Recipient: Zhixin Dai)
- 2015 **Generation of data on human economic decision making in economic laboratory experiments in different parts of Europe**, European Commission (PI: Marie Claire Villeval)
- 2015 **FELIS (Fraud and Economic Lies: Information and Strategies)**, Agence Nationale de la Recherche (ANR), France (PI: Marie Claire Villeval)
- 2014 **The determinants of fraud in public transportations**, Keolis Lyon, France (PI: Marie Claire Villeval)

Publications in international peer-reviewed journals

- [1] Dai, Z., **F. Galeotti**, and M-C. Villeval "Fare-Dodging in the Lab and the Moral Cost of Dishonesty", in A. Bucciol, 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. Bunesco, 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

- [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

- [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

Presenting

2019 Lund University (Lund, Sweden), ESA European Meeting (Dijon, France), European Workshop on Experimental and Behavioral Economics (EWEBE) (Lyon, France), 10th Annual Meeting of the French Association of Experimental Economics (Toulouse, France), 10th Birthday Conference of the Collegium (Lyon, France), BEERS seminar (Lyon, France), Emotions and Ethics Workshop (Paris, France), INDEPTH Kick-Off Meeting (Lyon, France)

- 2018 Organizations and Markets Workshop (Dijon, France), Bilkent University (Ankara, Turkey), LESSAC (Dijon, France), ESA World Meeting (Berlin, Germany), 9th Annual Meeting of the French Association of Experimental Economics (Nice, France), 67th Annual Meeting of the French Economic Association (Paris, France), GATE Saint-Etienne (Saint-Etienne, France), University of Montpellier (Montpellier, France)
- 2017 2nd GATE-LAB Workshop on Social Norms and Moral Norms (Lyon, France), ESA European meeting (Vienna, Austria), 8th 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), 7th 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), 6th Annual SEBA-GATE Workshop (discussant) (Écully, France), 6th Annual Meeting of the French Experimental Economics Association (Paris, France), 12th 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), 63th Annual Meeting of the French Economic Association (Lyon, France), 5th Annual Meeting of the French Experimental Economics Association (Besançon, France), 5th Annual SEBA-GATE Workshop (Shanghai, China)
- 2013 GATE local seminar (Écully, France), CBESS seminar (Norwich, UK), 4th Annual Meeting of the French Experimental Economics Association (Lyon, France), 10th Workshop on Social Economy for Young Economists (University of Bologna, Italy), UEA Internal seminar (Norwich, UK)
- 2012 CREED-CeDEx-CBESS Meeting (Norwich, UK), 3rd Annual Meeting of the French Experimental Economics Association (Montpellier, France), ICCSR 10th Anniversary PhD Workshop (Nottingham University, UK)
- 2011 8th Workshop on Social Economy for Young Economists (discussant) (University of Bologna, Italy), First Year PhD Student Conference (University of East Anglia, UK)
- 2010 7th 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 Assitants Workshop, Economic Network (University of East Anglia, UK)
- 2010 The 5th EWEBE: Cooperation among strangers (University of Bologna, Italy), CREED-CeDEx-CBESS Meeting (University of Amsterdam, NL)
- 2009 6th Workshop on Social Economy for Young Economists (University of Bologna, Italy)

Teaching Experience

Main teaching areas: Microeconomics, Econometrics, Experimental Economics

Lecturer

- 2019 “**Experimental Economics**” (PG) (École Normale Supérieure de Lyon)
 2018-2019 “**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)
 2017-2019 “**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), Landry Panda (2018), Cedric Zamora (2018), Eriga Ondo Edna (2017), Tiantian Tang (2017), Serge Zamora (2017), Agathe Camps (2016)

Languages and Technical Skills

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

Computer and technical skills: z-Tree (software for lab experiments), STATA, L^AT_EX, MATLAB, PASW, Windows, Linux, ORSEE, SITS:Vision, HTML Programming, Microfit, Microsoft Office and OpenOffice, Mathematica.

Professional Affiliations

- 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 ServiceJournal refereeing:

European Economic Review (3), *Experimental Economics* (3), *Handbook of Labor, Human Resources and Population Economics*, *International Economic Review*, *Journal of Behavioral and Experimental Economics*, *Journal of Economic Behavior & Organization* (3), *Journal of Economic Psychology* (2), *Journal of Experimental Psychology: General* (2), *Management Science* (2), *Organizational Behavior and Human Decision Processes*, *Public*

Finance Review, Revue Économique (2), The Economic Journal, Theory and Decision (4).

Grant calls refereeing:

Marie Skłodowska-Curie Individual Fellowships (European Commission) (3)

Seminars, workshops, conferences organizing:

2019 European Workshop on Experimental and Behavioral Economics (EWEBE) (GATE Lyon)
Since 2014 Behavioural and Experimental Economics Research Seminars (GATE Lyon)
Since 2014 GATE-LAB Seminars (GATE Lyon)
2015 4th Lyon-Toulouse Behavioral and Experimental Economics Workshop (GATE Lyon)

Others

2018 Workplace first-aid certificate (renewal)
2016 Workplace first-aid certificate