

CURRICULUM VITAE

ALESSANDRO INNOCENTI

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CURRENT POSITION

Full Professor of Economic Policy, University of Siena

EDUCATION

B.A., Political Sciences (summa cum laude), University of Firenze, April 1987

Ph.D., History of Economic Thought, University of Firenze, June 1993. Thesis title: The Introduction of Game Theory into Economics from the Origins to 1959

PREVIOUS EMPLOYMENT

Bank employee, 1984-1987

Research Fellow, Ires Toscana, Firenze, 1989-1994

Assistant Professor of Economics, University of Siena, 1994-2001

Associate Professor of Economics, University of Siena, 2001-2016

TEACHING EXPERIENCE

Undergraduate Courses: *Microeconomics, Experimental Economics, Economics of Organization, Game Theory, Applied Economics, Political Economics, Marketing*, University of Siena

Postgraduate Courses: Science dissemination through virtual reality, *Behavioral Economics, Cognitive and Behavioral Economics, Game Theory and Applications, Industrial Economics*, University of Siena

Ph.D. Courses: *Decision Theory*, Ph. D. Program in Economics, University of Siena; *Cognitive Economics*, Ph. D. Program in Cognitive Sciences, University of Siena; *Experimental Methods in Political and Social Sciences*, Ph. D. Program in Political Sciences

PROFESSIONAL SERVICE

Research group coordinator: *Public Spending on R&D*, Commission of Public Spending, Ministry of Treasure, Roma, 1998-1999

Scientific coordinator: LabSi Experimental Economics Laboratory, University of Siena, 2001-today

Co-organizer of the LabSi Workshops and Conferences of Behavioral and Experimental Economics, Experimental Economics Laboratory LabSi, University of Siena, University of Firenze, Second University of Naples, 2002, 2003, 2004, 2006, 2007, 2008, 2009, 2010, 2011, 2013, 2014

Scientific coordinator: Cognitive Economics, Ph. D. Program in Cognitive Sciences, University of Siena, 2003-2012

Secretary-General: Italian Association for the History of Political Economy, 2008-2011

Director: Inter-University Center for Experimental Economics, 2008-2014

Researcher: Eye-Tracking & Vision Lab, University of Siena, 2008-today

Co-organizer of the Joint Workshops Rutgers-Siena on Cognitive Sciences, Rutgers University, University of Siena, 2009, 2010, 2011, 2013

Researcher: BEFINLAB The Research Laboratory for Behavioral Finance, 2010-2018

Scientific coordinator: Research Program *Virtual Workplaces for the Analysis of Organizational Well-Being (ALBO)*, PAR FAS Regione Toscana Linea di Azione 1.1.a.3., 2011-2013

Board Chairman, Cognito s.r.l., University of Siena Start-up, 2014-2017

Head of Department, Department of Social, Political and Cognitive Sciences, University of Siena, 2017-2022

Scientific Coordinator, Laboratory of Virtual Reality of the University of Siena (LabVR UNISI), University of Siena, 2018-today

Director, Interdepartmental Center of the University of Siena for the use of virtual reality for advanced teaching, University of Siena, 2024-today

FELLOWSHIPS, GRANTS AND AWARDS

Italian Parliament Scholarship, Faculty of Political Science, University of Firenze, 1988-1989

Visiting Research Fellow. Columbia University, New York, 1991-1992

Postdoctoral Fellowship. Department of Economics, University of Torino, 1993-1994

Grant-in-aid for Scientific Research. Faculty of Economics, University of Tokyo, 1995-1996

Visiting Professor, University of Bangalore, 2001-2002

Research Grant PRIN Italian Ministry of University, *The Mathematics in the History of Economics*, 2002-2004

Research Grant, Study *Effectiveness of IST-RTD Impacts on the EU Innovation System*, European Commission, DG Information Society and Media Directorate General, Unit C3, Evaluation and Monitoring, 2005-2007

Fulbright Research Scholar Grant, Center for Cognitive Sciences (RUCCS), Rutgers University, 2007-2008

Research Grant PRIN Italian Ministry of University, *Risk and Ambiguity: New Theories and Applications to Market Analysis and Institutional Design*, 2008-2010

Research Grant PAR FAS, *Virtual Workplaces for the Analysis of Organizational Well-Being (ALBO)*, 2011-2013

Program FESR 2014-2010, *AR/VR enabling technology for 4.0 Industry (Mixed Interiors)*, 2018-2020

Research Program PRIN 2018 *Cognitive Modes, Social Motives and Prosocial Behavior*, 2019-2022

Virtual Reality e-learning (EL-VR) Distance Learning in Unisi: resources from the pandemic for Interactive, Participatory and Inclusive Teaching - USiena DAD, 2021-2022

Research Grant POR FESR 2014-2020. *Applications of virtual and augmented reality to distance learning for minors (ARVEDI)*, 2021-2023

Research Program BRIC INAIL 2022 *Modeling through Virtual Reality of an experimental project of education/training on safety and health in the workplace integrated with processes, referring to the work phase of tipping ornamental stone benches*. 2023-2025

Research project *Artificial Intelligence System for Educational Dialogue (SAIDD)*, Programma regionale Toscana Fondo Sociale Europeo Plus 2021/2027. 2024-today

CURRENT RESEARCH INTERESTS

Cognitive Economics. Economic decisions and Information

Behavioural Economics. Experimental Behaviour

Economic Policy. Experimental studies and Public Policy

History of Economic Thought. History of Game Theory and Experimental Economics

SELECTED PUBLICATIONS

Oskar Morgenstern and the Heterodox Potentialities of the Application of Game Theory to Economics, *Journal of the History of Economic Thought*, Vol. 17, n. 2, Fall 1995, pp. 205-227.

Buyer and Seller Effect Disentangled. An Experiment on the Microstructure of Demand (with Claudio Borelli and Luigi Luini), in Luigi Luini (ed.), *Uncertain Decisions. Bridging Theory and Experiments*, Kluwer, Boston, 1999, pp. 319-341.

Small Firms and Manufacturing Employment (with Paolo Carnazza and Alessandro Vercelli), in Andrea Boltho, Alessandro Vercelli and Hiroshi Yoshikawa (eds.), *Comparing Economic Systems: Italy and Japan*, Palgrave, Hounds Mills, 2001, pp. 158-176.

Production outsourcing in Italian manufacturing industry, in Massimo Di Matteo and Paolo Piacentini (eds.), *The Italian Economy at the Dawn of the 21st Century*, Ashgate Publishing, Aldershot, 2003, pp. 212-235.

Outsourcing and Information Management. A Comparative Analysis of France, Italy and Japan in both Small and Large Firms (with Sandrine Labory), *The European Journal of Comparative Economics*, Vol. 1, n. 1, 2004, pp. 107-125.

Thought and performed experiments in Hayek and Morgenstern (with Carlo Zappia), in Philippe Fontaine and Robert Leonard (eds.), *The Experiment in the History of Economics*, Routledge, London, 2005, pp. 71-97.

Drift effect under timing without observability. Experimental evidence (with Mauro Caminati and Roberto Ricciuti), *Journal of Economic Behavior & Organization*, Vol. 61, n. 3, 2006, pp. 393-414.

Player Heterogeneity and Empiricism in Schelling, *Journal of Economic Methodology*, Vol. 14, n. 4, December 2007, pp. 409-428.

Games, Rationality and Behaviour. Essays on Behavioural Game Theory and Experiments (edited with Patrizia Sbriglia), Palgrave McMillan, Hounds Mills and New York, 2008.

Gender Differences in Altruism. An Experimental Study (with Maria Grazia Pazienza), in Alessandro Innocenti and Patrizia Sbriglia (eds), *Games, Rationality and Behaviour. Essays on Behavioural Game Theory and Experiments*, Palgrave McMillan, Hounds Mills, 2008, pp. 134-158.

The Gender Effect in the Laboratory. Experimenter Bias and Altruism (with Maria Grazia Pazienza), in Francesca Bettio and Alina Verschagina (eds), *Frontiers in the Economics of Gender*, Routledge, New York, 2008, pp. 243-265.

Drift and equilibrium selection with human and computer players (with Mauro Caminati and Roberto Ricciuti), *Economics Bulletin*, Vol. 3, n. 19, 2008, pp. 1-7

Linking Strategic Interaction and Bargaining Theory. The Harsanyi-Schelling Debate on the Axiom of Symmetry, *History of Political Economy*, Vol. 40, n. 1, 2008, pp. 111-132.

CSR, rationality and the ethical preferences of investors in a laboratory experiment (with Costanza Consolandi and Alessandro Vercelli), *Research in Economics*, Vol. 63, n. 4, December 2009, pp. 242-252.

How a Psychologist Informed Economics: The Case of Sidney Siegel, *Journal of Economic Psychology*, Vol. 31, n. 3, June 2010, pp. 421-434.

Overconfident behavior in informational cascades: An eye-tracking study (with Alessandra Rufa and Jacopo Semmoloni), *Journal of Neuroscience, Psychology, and Economics*, Vol. 3, n. 2, November 2010, pp. 74-82.

Voting by Ballots and Feet in the Laboratory (with Chiara Rapallini), *Giornale degli Economisti e Annali di Economia*, Vol. 7, n. 1, January 2011, pp. 3-24.

Intra-Day Anomalies in the Relationship between U.S. Futures and European Stock Indexes (with Pier Malpanga, Lorenzo Menconi and Alessandro Santoni), *Journal of Index Investing*, Vol. 1, n. 4, Spring 2011, pp. 40-52.

Neuroscience and the Economics of Decision Making (edited with Angela Sirigu), Routledge, London and New York, 2012.

Time lags in Processing Market-Sensitive Information: A Case Study (with Pier Malpanga, Lorenzo Menconi and Alessandro Santoni), *Journal of Trading*, Vol. 7, n. 4, Fall 2012, pp. 68-77.

Car Stickiness: Heuristics and Biases in Travel Choice (with Patrizia Lattarulo and Maria Grazia Pazienza), *Transport Policy*, Vol. 25, January 2013, pp. 153-168.

Is There Psychological Pressure in Competitive Environments? (with Francesco Feri and Paolo Pin), *Journal of Economic Psychology*, Vol. 39, December 2013, pp. 249-256.

A Two-Layered Diffusion Model Traces the Dynamics of Information Processing in the Valuation-and-Choice Circuit of Decision-Making, (with Pietro Piu, Francesco Farnoli and Alessandra Rufa), *Computational Intelligence and Neuroscience*, 2014, pp. 1-12.

Virtual Reality Experiments in Economics, *Journal of Behavioral and Experimental Economics*, Vol. 69, August 2017, pp. 71-77.

Antioxidants, dietary fatty acids and sperm: a virtual reality applied game for scientific dissemination (with Giulia Collodel, Maurizio Masini, Cinzia Signorini, Elena Moretti, Cesare Castellini, Daria Noto, Simona Mattioli, Vincenzo Santalucia, Stefano Baraldi, Luca Maurizio Lusuardi, and Matteo Sirizzotti), *Oxidative Medicine and Cellular Longevity*, Volume 2019, Id 2065639.

Promises in group decision making (with Valeria Faralla, Guido Borà and Marco Novarese), *Research in Economics*, Volume 74, Issue 1, March 2020, pp. 1-11.

Group Decision-making in a Public Goods Game: A cross-country experiment (with Valeria Faralla), in Maurizio Cotta, Pierangelo Isernia (eds), *The EU through Multiple Crises: Representation and Cohesion Dilemmas for a "sui Generis" Polity*, Routledge Advances in European Politics, Routledge, New York and London, 2020, pp. 1

The effect of future self-continuity on delaying immediate gratification. A virtual reality experiment (with Valeria Faralla, Stefano Baraldi, Luca Lusuardi, Maurizio Masini, Vincenzo Santalucia, Diletta Scaruffi and Matteo Sirizzotti), in Patrizia Marti, Oronzo Parlangeli and Anna Maria Recupero (eds), *ECCE 2021: European Conference on Cognitive Ergonomics 2021*, Association for Computing Machinery, 2021, n. 9, pp. 1-8

The Importance of Betting Early (with Tommaso Nannicini and Roberto Ricciuti), *Risks*, 9: 67, 2021, pp. 1-15.

Immersive Virtual Reality as a Tool for Education: A Case Study (with Sara Ermini, Giulia Collodel, Alessandro Innocenti, Maurizio Masini, Elena Moretti and Vincenzo Santalucia), in Francesca Maria Ugliotti and Anna Osello (eds), *Handbook of Research on Implementing Digital Reality and Interactive Technologies to Achieve Society 5.0*, IGI Global, Hershey, PA, USA 2022, pp. 121-137.

Exposure to immersive virtual environments decreases present bias (with Valeria Faralla, Stefano Baraldi, Sara Ermini, Luca Lusuardi, Maurizio Masini, Vincenzo Santalucia, Diletta Scaruffi, and Matteo Sirizzotti) *Journal of Behavioral and Experimental Economics*. Volume 108, February 2024, 102154.

Not all sizes matter. The perception of robots' age and mental abilities based on their physical dimensions (with Stefano Guidi, Margherita Bracci, Francesco Currò, Luca Lusuardi, Enrica Marchigiani, Paola Palmitesta, Matteo Sirizzotti, and Oronzo Parlangeli). *ECCE '24: Proceedings of the European Conference on Cognitive Ergonomics 2024*, Article No.: 29, Pages 1 – 6.

The Impact and Effectiveness of Virtual Reality Applied to the Safety Training of Workers in Open-Cast Mining (with Antonella Pireddu, Luca Maurizio Lusuardi, Vincenzo Santalucia, and Carla Simeoni), *International Journal of Environmental Research and Public Health*, 2025, 22, n. 2: 151-174

Can improving climate change perception lead to more environmentally friendly choices? Evidence from an immersive virtual environment experiment (with Tommaso Luzzati, Stefano Baraldi, Sara Ermini, Claudia Faita, Valeria Faralla, Pietro Guarnieri, Luca Lusuardi, Vincenzo Santalucia, Sara Scipioni, and Matteo Sirizzotti), *Ecological Economics*, Volume 229; March 2025, 108475.

You look so young, you look so cute. The relationship between physical appearance, age and mental abilities in social robots, (with Stefano Guidi, Margherita Bracci, Francesco Currò, Luca Lusuardi, Enrica Marchigiani, Paola Palmitesta, Matteo Sirizzotti, and Oronzo Parlangeli), *Behaviour & Information Technology*, 2025, 1-10.

University Research and Teaching in Virtual Reality. The LabVR UNISI Experience, *Mem. S.A.It.* 2025, Vol. 96, n. 1.

A Novel Macro-Level Model in Evaluating Health and Safety Training Based on Virtual Reality (with Antonella Pireddu, Claudia Giliberti, Carla Simeoni, and Michela Bonafede), *International Journal of Environmental Research and Public Health*, 2025, 22, 1378.

Evaluating behavioural strategies for environmental cooperation: Evidence from a public goods game (with Valeria Faralla), *Journal of Behavioral and Experimental Economics*, Volume 119, December 2025, 102464.

Unfair game: how age and robot deception shape the attribution of mental states in virtual reality (con Ludovica Misino, Oronzo Parlangeli, Luca Lusuardi, Stefano Guidi), in Social Robotics + AI: 17th International Conference, ICSR+AI 2025, Naples, Italy, September 10–12, 2025, Proceedings, Part III, Springer Nature Singapore, 2026, pp. 313-328.
