

## CURRICULUM VITAE

### ALESSANDRO INNOCENTI

(June 2026)

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## CURRENT POSITION

Full Professor of Economic Policy, University of Siena

## EDUCATION

- 1981-1987 Bachelor Degree in Political Sciences (cum laude), Specialization: Economic History, University of Firenze (Italy), supervisor: Vera Zamagni
- 1989-1993 Ph.D. in History of Economic Thought, Thesis title: *The introduction of game theory into economics from the origins until 1959*, University of Firenze (Italy), supervisor: Piero Tani

## PROFESSIONAL EXPERIENCE

- 1984-1987 Bank employee, Cassa di Risparmio di Pistoia e Pescia
- 1988-89,  
1992-93 Teacher of Economics and Law, Technical High School
- 1989-1994 Research Fellow, IRES Toscana, Firenze
- 1994-2001 Assistant Professor of Economics, Department of Economics, University of Siena
- 1998-1999 Coordinator, Research Group on Public Spending for Scientific and Technological Research, Italian Ministry of Treasure
- 2001-2016 Associate Professor of Economics, Department of Economics (2001-2007), Department of Economic Policy, Finance and Development (2007-2012), Department of Social, Political and Cognitive Sciences (2012-2016), University of Siena
- 2001-today Scientific Coordinator, Experimental Economics Laboratory LabSi, University of Siena
- 2002-2004 Scientific Coordinator, Siena Research Unit, *The Mathematics in the History of Economics*, PRIN Research Project 2002
- 2002-2016 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, 2016
- 2005-2007 Scientific Consultant, 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
- 2007-today Researcher, Eye-Tracking & Visual Application Lab, University of Siena
- 2008-2010 Scientific Coordinator, Siena Research Unit, *Risk and Ambiguity: New Theories and Applications to Market Analysis and Institutional Design*, PRIN Research Project 2007
- 2008-2011 Secretary-General, Italian Association for the History of Political Economy (STOREP)
- 2008-2014 Director, Interuniversity Center for Experimental Economics

- 2009-2013 Co-organizer of the Joint Workshops Rutgers-Siena on Cognitive Sciences, Rutgers University Center for Cognitive Sciences (RUCCS) and Doctoral School of Cognitive Sciences, University of Siena, Rutgers University, University of Siena, 2009, 2010, 2011, 2013
- 2010-2018 Researcher, BEFINLAB The Research Laboratory for Behavioral Finance
- 2011-2013 Scientific Coordinator, Research Program *Virtual Workplaces for the Analysis of Organizational Well-Being (ALBO)*, PAR FAS Tuscany Region
- 2012-2018 Scientific Coordinator, Laboratory of Virtual Reality and Economic Behavior (LAVREB), University of Siena
- 2014-2017 Board Chairman, Cognito s.r.l., University of Siena start-up company
- 2014-2015 Scientific Coordinator, Magis Workshops on Finance, Certosa di Pontignano, University of Siena
- 2016-today Full Professor of Economic Policy, Department of Social, Political and Cognitive Sciences, University of Siena
- 2017-2022 Head of Department, Department of Social, Political and Cognitive Sciences, University of Siena
- 2018-today Scientific Coordinator, Laboratory of Virtual Reality of the University of Siena (LabVR UNISI), University of Siena
- 2024-today Director, Interdepartmental Center of the University of Siena for the use of virtual reality for advanced teaching, University of Siena

#### **FELLOWSHIPS, GRANTS AND AWARDS**

- 1988-1989 *Italian Parliament Scholarship*, Seminario di Studi e Ricerche Parlamentari, University of Firenze
- 1991-1992 *Visiting Research Fellow*, Columbia University, New York
- 1993-1994 *Postdoctoral Fellowship*, Dipartimento di Economia "S. Cagnetti de Martiis", University of Torino
- 1995-1996 *Grant-in-aid for Scientific Research*, Faculty of Economics, University of Tokyo
- 2001-2002 *Visiting Professor*, Department of Economics, University of Bangalore
- 2002-2004 PRIN Research Project 2002 *The Mathematics in the History of Economics*
- 2005-2007 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
- 2007-2008 Fulbright Research Scholar Grant, Center for Cognitive Sciences (RUCCS), Rutgers University
- 2008-2010 PRIN Research Project 2007, *Risk and Ambiguity: New Theories and Applications to Market Analysis and Institutional Design*
- 2011-2013 Research Program PAR FAS Tuscany Region, *Virtual Workplaces for the Analysis of Organizational Well-Being (ALBO)*
- 2018-2020 Program FESR 2014-2020 Tuscany Region, *AR/VR enabling technology for 4.0 Industry (Mixed Interiors)*
- 2019-2023 Research Program PRIN 2018 *Cognitive Modes, Social Motives and Prosocial Behavior*.
- 2021-2022 Research Program Virtual Reality e-learning , *EL-VR Distance Learning in Unisi: resources from the pandemic for Interactive, Participatory and Inclusive Teaching - USiena DAD*
- 2021-2023 Research Program Research Grant POR FESR 2014-2020 *Applications of virtual and augmented reality to distance learning for minors (ARVEDI)*
- 2023-2025 Research Program *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*, Grant INAIL BRIC

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

## **TEACHING EXPERIENCE**

### *Undergraduate Courses*

- 1994-1997 Microeconomics, Faculty of Economics, University of Siena
- 1997-1998 Economic Policy, Faculty of Economics, University of Siena
- 1998-2003 Microeconomics, Faculty of Economics, University of Siena
- 2002-2004 Economics and Management, Faculty of Arts and Philosophy, University of Siena
- 2002-2005 Economics of the Firm, Faculty of Arts and Philosophy, University of Siena
- 2003-2009 Economics of Organization, Faculty of Economics, University of Siena
- 2005-2007 Economics of Culture, Faculty of Arts and Philosophy, University of Siena
- 2009-2013 Microeconomics, Faculty of Economics, University of Siena
- 2012-2013 Political Economics, Faculty of Arts and Philosophy, University of Siena
- 2013-2015 Political Economics, Undergraduate Course of Communication, Language and Culture, University of Siena
- 2013-today Applied Economics, Undergraduate Course of Political Sciences, University of Siena
- 2013-2018 Political Economics, Undergraduate Course of Communication Sciences, University of Siena
- 2014-2015 Marketing, Undergraduate Course of Communication, Language and Culture, University of Siena
- 2019-oggi Experimental Economics, Undergraduate Course of Communication, University of Siena

### *Graduate Courses and Masters*

- 1997-2001 Industrial Economics, Scuola di specializzazione funzionari e dirigenti pubblici, University of Siena
- 1998-2001 Economics, Corso Forum per i problemi della pace e della guerra, University of Firenze
- 1999-2007 Economics of Local Systems, Master PMI, Centro Toscano per la Qualità (CTQ), Poggibonsi (SI)
- 2000-2001 Economics of Local Systems, Corso Formazione Dirigenti Regione Puglia, Bari
- 2000-2001 Economics of Innovation, Course International Business Communication, Terni
- 2000-2003 Economics, Scuola Superiore della Pubblica Amministrazione Locale, Roma
- 2001-2002 Economics of Local Systems, Corso PASS Toscana, Siena
- 2002-2010 Game Theory, Faculty of Economics, University of Siena
- 2003-2004 Economics of Local Systems, Progetto SUAP, Siena
- 2003-2007 Economics of Local Systems, Master DiADeMa, University of Siena
- 2004-2009 Economics of Network Industries, Faculty of Economics, University of Siena

- 2005-2007 Economics of Innovation, Master CIPMI, University of Siena
- 2006-2007 Experimental Economics, Faculty of Economics, University of Siena
- 2009-2010 Local Economic Development, Master in Public Management (MaPu), University of Siena
- 2011-2012 Game Theory and Applications, Faculty of Economics, University of Siena
- 2012-2013 Behavioral Economics, Faculty of Economics, University of Siena
- 2013-2014 Behavioral Economics, Postgraduate Course of Economics / Finance, University of Siena
- 2015-today Political Economics, Postgraduate Course of Anthropology and Language of Image, University of Siena
- 2015-today Cognitive and Behavioral Economics, Postgraduate Course of Strategies and Techniques of Communication, University of Siena
- 2020-today Science dissemination through virtual reality, Master in Science Disclosure, University of Siena

*Ph.D. Courses*

- 1999-2006 Industrial Economics, Ph.D. in Economics, University of Siena
- 1999-2011 Cognitive Economics, Ph.D. in Cognitive Sciences, University of Siena
- 2006-2012 Decision Theory, Ph.D. in Economics, University of Siena
- 2012-2015 Crash course in Experimental Methods in Political and Social Sciences, Ph.D. in Political Sciences Comparative and European Politics, University of Siena
- 2016-2018 Experimental Methods in Political and Social Sciences, Ph.D. in Political Science, European Politics and International Relations, Scuola Superiore S. Anna, University of Siena, University of Firenze, Università di Pisa
- 2022-today Experimental Methods, Ph.D. in Social Sciences and Humanities, University of Siena

**CURRENT RESEARCH INTERESTS**

Cognitive Economics. Learning and Information Processing

Behavioural Economics. Individual Behaviour

Economic Policy. Experimental Studies and Public Policy

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

**PUBLICATIONS**

**REFEREED PAPERS**

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, 1995, pp. 205-227.

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.

Drift Effect and 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, 2007, pp. 409-428.

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.

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.

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. 70, n. 1, January 2011, pp. 3-24.

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

Time Lags in Processing Market-Sensitive Information. A Case Study (with Pier Malpenga, 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 Paziienza), *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 Fargnoli 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*, Vol. 74, Issue 1, March 2020, pp. 1-11.

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

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 Parlangei). *ECCE '24: Proceedings of the European Conference on Cognitive Ergonomics 2024*, Article No.: 29, Pages 1 - 6

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.

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.

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 Parlangei). *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.

Regulatory Frameworks and Digital Identity in the Metaverse: An Exploratory Virtual Reality Experiment on Trust, Privacy, and Openness, (con Francesco Mureddu, Giuseppe Alessandro Veltri, Matteo Sirizzotti, Eva Venturini), *Frontiers in Virtual Reality*, 2026, 1779260.

## **BOOK CHAPTERS**

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, Houndmills, 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.

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.

Introduction (with Patrizia Sbriglia), in Alessandro Innocenti and Patrizia Sbriglia (eds.), *Games, Rationality and Behaviour. Essays in Behavioural Game Theory and Experiments*, Palgrave MacMillan, Houndmills and New York, 2008, pp. 1-8.

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

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

An Experimental Analysis of Travel Mode Choice (with Patrizia Lattarulo and Maria Grazia Pazienza), in Edoardo Marcucci e Enrico Musso (ed.), *Sostenibilità, qualità e sicurezza nei sistemi di trasporto e logistica*, Franco Angeli, Milano, 2011, pp. 265-273.

Foreword (with Angela Sirigu), in Alessandro Innocenti and Angela Sirigu (eds.), *Neuroscience and the Economics of Decision Making*, Routledge, New York and London, 2012, pp. 15-19.

Assessing risk perception and well-being at workplaces: A game based approach (with Francesco Molinari and Christian Müller), in Bernhard Katzy, Thomas Holzmann, Klaus Sailer, and Klaus Dieter Thoben (eds.), *ICE 2012 Conference Proceedings*, Strascheg Center for Entrepreneurship at the Munich University for Applied Sciences, Munich, 2012, pp. 1-18.

The ALBO Project - Virtual Working Environments for the Detection of Organizational Well-Being (with Valeria Faralla and Eva Venturini), in Paul Jerry, Nancy Tavares-Jones and Sue Gregory (eds), *Riding the Hype Cycle: The Resurgence of Virtual Worlds*, Inter-Disciplinary Press Oxford, United Kingdom, 2013, pp. 13-26.

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. 18.

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 Parlangei and Anna Maria Recupero (eds), *ECCE 2021: European Conference on Cognitive Ergonomics 2021*, Association for Computing Machinery, 2021, Article n. 9, pp. 1-8

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.

Unfair game: how age and robot deception shape the attribution of mental states in virtual reality" (with Ludovica Misino, Oronzo Parlangei, Luca Lusuardi, and 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.

## BOOKS

*Games, Rationality and Behaviour. Essays in Behavioural Game Theory and Experiments* (edited with Patrizia Sbriglia), Palgrave MacMillan, Houndmills and New York, 2008.

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

## **WORKING PAPERS**

The Contribution of a Radical Anti-Neoclassical, *Quaderni di Ricerca Dipartimento di Economia "Cognetti De Martiis"*, University of Torino, n. 10, 1995.

Alternative Approaches to the Theory of Consumer Choice with Endogenous Tastes, *Quaderni del Dipartimento di Economia Politica, University of Siena*, n. 196, April 1996.

Thought and Performed Experiment in Hayek and Morgenstern (with Carlo Zappia), *Quaderni del Dipartimento di Economia Politica, University of Siena*, n. 255, May 1999.

The Encapsulation of Decentralized Information in Networks of Firms, *Quaderni del Dipartimento di Economia Politica, University of Siena*, n. 286, April 2000.

The Early Developments of Experimental Economics: The Influence of Game Theory, *Quaderni del Dipartimento di Economia Politica, University of Siena*, n. 287, April 2000.

The Advantages of Outsourcing in terms of Information Management (with Sandrine Labory), *Quaderni del Dipartimento di Economia Politica, University of Siena*, n. 370, November 2002.

Drift effect and timing without observability: experimental evidence (with Mauro Caminati and Roberto Ricciuti), *Quaderni del Dipartimento di Economia Politica, University of Siena*, n. 405, October 2003.

Paradoxes versus formalism in economics. Evidence from the early years of game theory and experimental economics, *Quaderni del Dipartimento di Economia Politica, University of Siena*, n. 433, July 2004.

Experimenter bias across gender differences (with Maria Grazia Paziienza), *Quaderni del Dipartimento di Economia Politica, University of Siena*, n. 438, October 2004.

Linking Strategic Interaction and Bargaining Theory. The Harsanyi-Schelling Debate on the Axiom of Symmetry, *Quaderni del Dipartimento di Economia Politica, University of Siena*, n. 468, November 2005.

Altruism and Gender in the Trust Game (with Maria Grazia Paziienza), *LabSi Working Papers, University of Siena*, n. 5/2006, February 2006.

Drift Effect and Equilibrium Selection with Human and Virtual Players (with Mauro Caminati and Roberto Ricciuti), *LabSi Working Papers, University of Siena*, n. 12/2007, April 2007.

Cognitive Biases and Gaze Direction: An Experimental Study (with Alessandra Rufa and Jacopo Semmoloni), *LabSi Working Papers, University of Siena*, n. 22/2008, June 2008.

How Can A Psychologist Inform Economics? The Strange Case of Sidney Siegel, *Depfid Working Papers, University of Siena*, n. 8/2008, July 2008.

EU-Funded ICT RTD Policies Really Matter? An Empirical View from the Regions (with Francesco Molinari), *Depfid Working Papers, University of Siena*, n. 12/2008, December 2008.

Virtual vs. Standard Strike: An Experiment (with Antonio Nicita), *LabSi Working Papers, University of Siena*, n. 26/2009, June 2009.

CSR, rationality and the ethical preferences of investors in a laboratory experiment (with Costanza Consolandi and Alessandro Vercelli), *Depfid Working Papers, University of Siena*, n. 6/2009, September 2009.

Overconfident Behavior in Informational Cascades: An Eye-Tracking Study (with Alessandra Rufa and Jacopo Semmoloni), *Depfid Working Papers, University of Siena*, n. 11/2009, September 2009.

Heuristics and Biases in Travel Mode Choice (with Patrizia Lattarulo and Maria Grazia Paziienza), *LabSi Working Papers, University of Siena*, n. 27/2009, December 2009.

Intra-Day Anomalies in the Relationship between U.S. Futures and European Stock Indexes (with Pier Malpenga, Lorenzo Menconi, and Alessandro Santoni), *Depfid Working Papers, University of Siena*, n. 12/2010, December 2010.

Voting by Ballots and Feet in the Laboratory (with Chiara Rapallini), *LabSi Working Papers, University of Siena*, n. 36/2011, January 2011.

Psychological pressure in competitive environments: Evidence from a randomized natural experiment: Comment (with Francesco Feri and Paolo Pin), *Working Papers in Economics and Statistics, Research Platform in Empirical and Experimental, University of Innsbruck*, n. 2011-03, March 2011.

Time Lags in Processing Market-Sensitive Information. A Case Study (with Pier Malpenga, Lorenzo Menconi and Alessandro Santoni), *Depfid Working Papers, University of Siena*, n. 08/2011, December 2011.

The Importance of Betting Early (with Tommaso Nannicini and Roberto Ricciuti), *LabSi Working Papers, University of Siena*, n. 37/2012, January 2012.

Is There Psychological Pressure in Competitive Environments? (with Francesco Feri and Paolo Pin), *LabSi Working Papers, University of Siena*, n. 44/2012, December 2012.

Risk Taking and Social Exposure (with Valeria Faralla and Eva Venturini), *LabSi Working Papers, University of Siena*, n. 46/2013, July 2013.

Physiological Responses to Stressful Work Situations in Low-Immersive Virtual Environments (with Valeria Faralla, Stefano Taddei, and Eva Venturini), *LabSi Working Papers, University of Siena*, n. 47/2013, July 2013.

The Importance of Betting Early (with Tommaso Nannicini and Roberto Ricciuti), *2013 IGIER Working Papers, Bocconi University, Milano*, n.502, November 2013.

Ethnic Heterogeneity, Voting Participation and Local Economic Growth. The Case of Belgium (with Francesca Lorini and Chiara Rapallini), *Working Papers DISEI, Università degli Studi di Firenze*, n. 03/2014, January 2014. *LabSi Working Papers*

Virtual Reality Experiment in Economics, *LabSi Working Papers, University of Siena*, n. 49/2015, November 2015.

Should it stay or should it go? A natural (quasi)experiment on Brexit in 10 EU countries (with Pierangelo Isernia and Francesco Olmastroni), *The Euengage Working Paper Series, Euengage European Project*, September 2016

Promises in Group Decision Making (with Valeria Faralla, Guido Borà and Marco Novarese), *LabSi Working Papers, University of Siena*, n. 51/2018, May 2018.

## REPORTS AND REVIEWS

Book Review. Thomas C. Schelling, "Strategies of Commitment and Other Essays", Harvard University Press, Cambridge, Mass. and London, 2006, *History of Economic Ideas*, vol. 14, n. 2, 2006, pp. 168-169.

*Effectiveness of IST-RTD Impacts on the EU Innovation System* (with Edna Pasher - Altec Team), European Commission, DG Information Society and Media Directorate General, Unit C3, Evaluation and Monitoring, December 2007.

Book Review. Robert Leonard, "Von Neumann, Morgenstern, and the Creation of Game Theory: From Chess to Social Science 1900-1960", Cambridge University Press, Cambridge, 2010, *Journal of the History of Economic Thought*, vol. 34, n. 2, June 2012, pp. 282-285.

Book Review. Young Warren, Leeson Robert, and Darity Jr. William, "Economics, Economists, and Expectations. Microfoundations to Macroapplications", (London and New York: Routledge, 2004) Paperback 2012, *Journal of the History of Economic Thought*, vol. 36, n. 1, March 2014, pp. 118-121.

Book Review. John Staddon, "The New Behaviorism: Second Edition", New York: psychology Press 2014, *Journal of the History of Economic Thought*, vol. 38, n. 4, December 2016, pp. 560-563.

## CONFERENCE PAPERS

"Theory vs. Practice: The Tuscany Experience", Conference 'Conceptual Approaches to Conversion', International Institute for Peace, Wien, November 9-12, 1990.

"A Proposal for the Revision of the Italian Industrial Districts Theory", Japanese Ministry of Labour, Tokyo, October 4, 1995.

"Buyer Behavior: Preference Formation in An Experimental Setting", Economic Science Association, Fall Meeting, Tucson, October 12-14, 1995.

"A Comparative Analysis of the Italian and Japanese Determinants of New Product Successes" (with Hotaka Katahira), The Siena Conference, Siena-Tokyo Research Project, Siena, October 1-3, 1996.

"The Recent Evolution of Industrial Districts in Italy and Japan", The Siena Conference, Siena-Tokyo Research Project, Siena, October 1-3, 1996.

"The Occupational Weight of Small Firms in Industrialized Countries: The Case of Italy and Japan (1980-1995)" (with Paolo Carnazza and Alessandro Vercelli), The Tokyo Conference, Siena-Tokyo Research Project, Tokyo, October 6-8, 1997.

"Thought and Performed Experiment in Hayek and Morgenstern" (with Carlo Zappia), 5th Annual European Conference on the History of Economics, Cachan (France), April 22-24, 1999; Incontro Murst 60% Luiss, Roma, 25 giugno 1999; V Convegno AISPE, Firenze, 23-25 settembre 1999.

"Credit and Subcontracting Relationships in Local Systems of Small Firms" (with Gianni Bonaiuti), Convegno Associazione Italiana per lo Studio dei Sistemi Economici Comparati (AISSEC), Siena, 28-30 giugno 2001.

"Outsourcing and Information. A Comparative Analysis" (with Sandrine Labory), Convegno Associazione Italiana per lo Studio dei Sistemi Economici Comparati (AISSEC), Siena, 28-30 giugno 2001.

"Production Outsourcing in Italian Manufacturing Industry", Conference 'Enterprises, labour markets and institutions in Italy facing the challenges of the XXI century' included in the initiatives for Italy in Japan 2001, Tokyo University, October 23-24, 2001.

"Knowledge Creation in Supplier Networks" (with Sandrine Labory), European Association for Evolutionary Political Economy Siena Conference 2001, Università di Siena, November 8-11, 2001; The 5th Annual EUNIP Conference, Wien, November 29th–December 1st, 2001; Third Congress on Proximity, New Growth and Territories, Paris, Carré des Sciences, December 13-14, 2001.

"Horse Race Betting and Inside Information", Seminari del Dipartimento di Economia Politica, Università di Siena, 30 ottobre 2002.

"An experiment on the drift effect with timing without observability" (with Mauro Caminati and Roberto Ricciuti), 7th CEEL Workshop in Experimental Economics, Trento, May 16-17, 2003; 2003 ESA European Conference, Erfurt, September 26-27, 2003; II Workshop Labsi, Siena, 22 ottobre 2003.

"Paradoxes versus formalism. Evidence from the early years of game theory and experimental economics", I Convegno Nazionale STOREP, Belgirate, 3-4 giugno 2004; II Workshop La matematica nella storia dell'economia, Siena, 17-18 giugno 2004; HES 2004 Conference, Toronto, June 25-28, 2004.

"Altruism and reciprocity across gender differences" (with Maria Grazia Paziienza), International ESA Meeting, Amsterdam, June 11-14, 2004.

"Experimenter bias across gender differences" (with Maria Grazia Paziienza), III Workshop LabSi, Siena, December 16, 2004.

"Linking Strategic Interaction and Bargaining Theory: The Harsanyi-Schelling Debate on the Axiom of Symmetry", II Convegno Nazionale STOREP, Siena, 3-4 giugno 2005; ESHET 2005 Conference, Stirling, June 9-12, 2005.

"Trust, Trustworthiness and Gender in the Lab", International Summer School of Research, XVIII Workshop Gender and Economics, Siena, July 4-7, 2005.

"Drift and Equilibrium Selection with Human and Virtual Players" (with Mauro Caminati and Roberto Ricciuti), ESA European Regional Meeting, Alessandria, September 15-18, 2005; V Workshop LabSi, Firenze, April 27, 2007.

"Trust and Gender: An Experimental Study of the Relevance of Altruism" (with Maria Grazia Pazienza), ESA European Regional Meeting, Alessandria, September 15-18, 2005.

"The Early Years of the Application of Game Theory to Economics from Morgenstern to Shubik", ESHET Conference, Porto, April 28-30, 2006; III Convegno Nazionale STOREP, Lecce, 1-3 giugno 2006.

"Altruism and Gender in the Trust Game" (with Maria Grazia Pazienza), International Workshop on Behavioural Game Theory and Experiments, Capua, May 12-13, 2006.

"Schelling's Inductive Game Theory", IV Convegno Nazionale STOREP, Pollenzo (CN), 1-3 giugno 2007.

"Informational Cascades and Gaze Cascade Effect. An Eye-tracking Study" (with Alessandra Rufa and Jacopo Semmoloni), 2007 Esa World Meeting at LUISS in Rome, June 28-July 2, 2007; 2007 LabSi International Conference on Political Economy and Public Choice: Theory and Experiments, Certosa di Pontignano (Siena), September 27-29, 2007.

"Schelling's non-axiomatics", 2th Annual European Conference on the History of Economics (ECHE 2007), Certosa di Pontignano, University of Siena, October 4-6, 2007.

"Cognitive Biases and Gaze Direction. An Experimental Study" (with Alessandra Rufa and Jacopo Semmoloni), Seminari del Dipartimento di Scienze Neurologiche e del Comportamento e del Centro di Ricerche per la Diagnosi, Terapia e Prevenzione del Neurohandicap, Università di Siena, 27 febbraio 2008; RuCCS Colloquium, Center for Cognitive Sciences, Rutgers University, April 8, 2008.

"How Can A Psychologist Inform Economics? The Strange Case of Sidney Siegel", V Convegno Nazionale STOREP, Luiss Roma, 6-7 giugno 2008.

"Overconfident Behavior in Informational Cascades: An Eye-Tracking Study" (with Alessandra Rufa and Jacopo Semmoloni), 2008 Florence Experimental Economics Workshop - VI Workshop LabSi, Università di Firenze, June 13, 2008; 2008 LabSi International Conference on Strategic Decision Making in Economics and Politics, Experiments, Theory and Empirical Studies, Università di Salerno, September 8-9, 2008.

"The Ethical Preferences of Investors in Laboratory" (with Costanza Consolandi and Alessandro Vercelli), 2008 LabSi International Conference on Strategic Decision Making in Economics and Politics, Experiments, Theory and Empirical Studies, Università di Salerno, September 8-9, 2008; I Workshop degli Economisti Sperimentali e Comportamentali Italiani, Università di Firenze, 14-15 maggio 2009.

"An Experimental Analysis of Travel Mode Choice" (with Patrizia Lattarulo and Maria Grazia Pazienza), IMEBE 2009 5th International Meeting on Experimental & Behavioral Economics, Granada, April 2-4, 2009; I Workshop degli Economisti Sperimentali e Comportamentali Italiani, Università di Firenze, 14-15 maggio 2009; VI STOREP Conference, Università di Firenze, June 3-4, 2009, XI Riunione Scientifica della Società Italiana degli Economisti dei Trasporti e della Logistica, Trieste, 15-18 giugno 2009.

"An Experimental Analysis of Tiebout's Model in a Decentralized System of Public Good Provision" (with Chiara Rapallini), IMEBE 2009 5th International Meeting on Experimental & Behavioral Economics, Granada, April 2-4, 2009; I Workshop degli Economisti Sperimentali e Comportamentali Italiani, Università di Firenze, 14-15 maggio 2009, I SEET (Southern Europe Experimentalists Team) Workshop, Marrakech, January 28-31, 2010; VII Labsi Workshop on Behavioral and Experimental Economics, Faculty of Economics, Università di Siena, April 13-14, 2010.

"Cognitive Economics in the Lab. The Power of Labels", Joint Workshop Rutgers-Siena, "Mind and Culture", Certosa di Pontignano, University of Siena, June 1-2, 2009.

"Eye-Tracking and Decision under Uncertainty", I SEET (Southern Europe Experimentalists Team) Workshop, Marrakech, January 28-31, 2010; Cognitive and Experimental Economics. Decision and Bounded Rationality, Faculty of Psychology, University of Caserta, May 20-21, 2010; Seminars of CentER, The business & economics research institute of Tilburg University, Tilburg, May 27, 2010; Joint Workshop Rutgers-Siena, "Mind and Culture", RuCCS Center for Cognitive Sciences, Rutgers University, June 10-11, 2010, 2010 LabSi Conference on 'Neuroscience and Decision Making, Collegio S. Chiara, University of Siena, September 20-21, 2010.

"Searching for Uniqueness: Shubik's Early Contribution to Economics", ESHET Conference 2010, University of Amsterdam, March 25-27, 2010; VII STOREP Conference, University of Trento, May 30-June 1, 2010.

"Heuristics and Biases in Travel Mode Choice" (with Patrizia Lattarulo and Maria Grazia Pazienza), VII Labsi Workshop on Behavioral and Experimental Economics, Faculty of Economics, University of Siena, April 13-14, 2010.

"Psychological Pressure in Competitive Environments: The Second Mover Advantage" (with Francesco Feri and Paolo Pin), The 2011 meeting of the Asia-Pacific Economic Science Association, Kuala Lumpur, Malaysia, February 11-13 2011; 2011 Florence Workshop on Behavioural and Experimental Economics, Firenze, April 29-30, 2011; Experimental Methods and Economic Modelling, Faculty of Economics, Second University of Naples, Capua, June 3-4, 2011.

"Information processing in betting and investing behavior", III Rutgers-Siena Workshop on Cognitive Sciences, Certosa di Pontignano, University of Siena, June 13-15, 2011.

"Information processing in betting and investing behavior", III Rutgers-Siena Workshop on Cognitive Sciences, Certosa di Pontignano, University of Siena, June 13-15, 2011.

"Virtual Experiments in Economics. A Methodological Assessment", 2013 Florence Workshop on Behavioral and Experimental Economics, University of Florence, May 2-4, 2013.

"Economic Experiments in Low-Immersive Virtual Environments", IV Joint Workshop Rutgers-Siena on Cognitive Sciences, Rutgers University: Center for Cognitive Sciences, May 21, 2013; 8th AEW Alhambra Experimental Workshop, Luiss University, Roma, October 3-5, 2013.

"Job demands-resources balance effects on a sample of Italian teachers" (with Eva Venturini, Mariella Caria, Marco Cerqueglini and Stefano Taddei), 16th Congress of the European Association of Work and Organizational Psychology (EAWOP), Munster, Germany, May 22-25, 2013.

"Biases in information processing. Evidence from the lab and the field", Jean Blondel Tuesday Seminars in Political Sciences, Presidio S. Niccolò, University of Siena, November 12, 2013.

"Low Immersive Virtual Experiments. Methods and Applications", aCrossSocial, LABSS-ISTC-CNR, Roma, February 19, 2014; School of Social Sciences, Università di Trento, December 2, 2014.

"Experimental and Cognitive Economics vs. Political Science", Crash Courses in Experimental Design in Political and Social Sciences, Presidio S. Niccolò, University of Siena, May 15-16, 2014.

"Experimental and quasi-experimental methods in political sciences ", Primakov National Research Institute of World Economy and International Relations (IMEMO), Moscow, June 17, 2016.

"Virtual Reality Experiments in Economics", VR workshop, RWTH Aachen University, Aachen, September 28, 2017; 8th Southern Europe Experimental Team's Meeting (SEET Workshop 2018), Lecce, February 22-23, 2018; Workshop Cognition, rationality, and pro-social behavior, IMT Lucca, March 22, 2019.

"Intertemporal Choice", 2nd DISPOC Interdisciplinary Meeting, Certosa di Pontignano (Università di Siena), Siena, October 4, 2019; Seet 2020 Workshop Naples Southern Europe, February 6-8, 2020.

"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, Matteo Sirizzotti), European Conference on Cognitive Ergonomics 2021, University of Siena, April 26-29, 2021.

"The acceptability of exosomatic energy limits: an immersive virtual reality experiment " (with Stefano Baraldi, Sara Ermini, Claudia Faita, Pietro Guarnieri, Valeria Faralla, Luca Lusuardi, Tommaso Luzzati, Marco Raugi, Vincenzo Santalucia), XIV International Conference of the European Society for Ecological Economics, University of Pisa, June 14-17, 2022.

"Higher education in virtual reality" , Workshop of the European Immersive Learning Network: VR in Higher Education, Liverpool John Moores University June 26-27 2023.

"Is awareness important to reduce individuals' energy consumption? Evidence from an Immersive Virtual Reality experiment " (with Tommaso Luzzati, Stefano Baraldi, Sara Ermini, Claudia Faita, Valeria Faralla, Pietro Guarnieri, Luca Lusuardi, Sara Scipioni, Matteo Sirizzotti, Vincenzo Santalucia), Workshop (I edition) Behavioural Ecological Economics, Università di Firenze, July 10-11 2023.

## **WORKS IN PROGRESS**

Anthropomorphism and social preferences – Perception of fairness in social interactions with anthropomorphic machines (with Matthias Unfried and Valeria Faralla)

Training sustainable food choices in VR (with Carol Coricelli, Valeria Faralla, Luca Lusuardi)

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