

# Luís Santos-Pinto

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## CONTACT

HEC Lausanne  
Département d'Économie  
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CH-1015 Lausanne  
Switzerland

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Web page: <http://www.hec.unil.ch/lspinto>  
Google Scholar page: <https://scholar.google.com/citations?user=GRaZjmoAAAAJ&hl=en>

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## PERSONAL INFORMATION

Born in Lisbon on 1971. Portuguese citizen. Married, 2 children.

## AREAS OF RESEARCH

Behavioral, Experimental, and Labor Economics

## EMPLOYMENT

2012-present Professor of Economics, DEPARTMENT OF ECONOMICS, UNIVERSITY OF LAUSANNE  
2008-2012 Assistant Professor, DEPARTMENT OF ECONOMICS, UNIVERSITY OF LAUSANNE  
2004-2008 Assistant Professor, DEPARTMENT OF ECONOMICS, NOVA SCHOOL OF BUSINESS & ECONOMICS

## ACADEMIC VISITS

2025 (Spring) Visiting Fellowship, INSTITUTE FOR AVANCED STUDY IN TOULOUSE  
2017 (Spring) Visiting Researcher, BANK OF PORTUGAL  
2017 (Winter) Fernand Braudel Senior Fellow, EUROPEAN UNIVERSITY INSTITUTE

## EDUCATION

1998-2004 Ph.D. in Economics, UNIVERSITY OF CALIFORNIA, SAN DIEGO  
Thesis: *Positive Self-Image and Asymmetries in Information Processing: Existence and Implications for Economic Analysis*  
Advisor: Joel Sobel  
Committee: Vincent Crawford, Joel Watson, Christopher Woodruff and Craig McKenzie  
1996-1998 Master's in Economics, NOVA, SCHOOL OF BUSINESS & ECONOMICS  
1989-1994 Bachelor of Science in Economics, CATÓLICA LISBON, SCHOOL OF BUSINESS & ECONOMICS

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### PUBLICATIONS

- [1] A Model of Positive Self-Image in Subjective Assessments, with Joel Sobel.  
*American Economic Review*, 2005, Vol. 95, No. 5, 1386-1402.
- [2] Making Sense of the Experimental Evidence on Endogenous Timing in Duopoly Markets  
*Journal of Economic Behavior & Organization*, 2008, Vol. 68, 657-666.
- [3] Positive Self-Image and Incentives in Organizations  
*The Economic Journal*, 2008, Vol. 118, 1315-1332.
- [4] Asymmetries in Information Processing in a Decision Theory Framework  
*Theory and Decision*, 2009, Vol. 66, 317-343.
- [5] The Impact of Firm Cost and Market Size Asymmetries on National Mergers in a Three-Country Model  
*International Journal of Industrial Organization*, 2009, Vol. 28, 682-694.
- [6] Overconfidence in Tournaments: Evidence from the Field, with Young-Joon Park.  
*Theory and Decision*, 2010, Vol. 69, 143-166.
- [7] Positive Self-Image in Tournaments  
*International Economic Review*, 2010, Vol. 51, No. 2, 475-496.
- [8] Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap  
*Journal of Labor Economics*, 2012, Vol. 30, No. 4, 873-914.
- [9] Tacit Collusion under Fairness and Reciprocity, with Doruk Iris.  
*Games*, 2013, 4, 50-65.
- [10] Experimental Cournot Oligopoly and Inequity Aversion, with Doruk Iris.  
*Theory and Decision*, 2014, Vol. 76, Issue 1, 31-45.
- [11] A Cognitive Hierarchy Model of Behavior in the Action Commitment Game, with Daniel Carvalho.  
*International Journal of Game Theory*, 2014, Vol. 43, Issue 3, 551-577.
- [12] Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities? with Thomas Astebro and José Mata. *Theory and Decision*, 2015, Vol. 78, Issue 2, 189-208.
- [13] Detecting Heterogeneous Risk Attitudes with Mixed Gambles, with Adrian Bruhin, José Mata, and Thomas Astebro, *Theory and Decision*, 2015, Vol. 79, Issue 4, 573-600.
- [14] Home Bias in Multimarket Cournot Oligopolies, with Catherine Roux and Christian Thöni.  
*European Economic Review*, 2016, Vol. 89, 361-371.
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### PUBLICATIONS (cont.)

- [15] Entrepreneurial Optimism and the Market for New Issues, with Michele Dell’Era. *International Economic Review*, 2017, Vol. 58, No. 2, 383-419.
- [16] How do Beliefs about Skill Affect Risky Decisions? with Adrian Bruhin and David Staubli. *Journal of Economic Behavior & Organization*, 2018, Vol. 150, 350-371.
- [17] Overconfidence in Labor Markets, with Leonidas Enrique de la Rosa. *Handbook of Labor, Human Resources and Population Economics*, ed. K. Zimmermann, Springer, 2020.
- [18] Overconfidence and Timing of Entry, with Tiago Pires. *Games*, 2020, 11(4), 44.
- [19] Human Capital Accumulation and the Evolution of Overconfidence. *Games*, 2020, 11(4), 46.
- [20] Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence, with Adrian Bruhin and Maha Manai. *Journal of Risk and Uncertainty*, 2022, Vol. 65, No. 2, 139-184.
- [21] Can Optimism Solve the Entrepreneurial Earnings Puzzle? with Michele Dell’Era and Luca David Opromolla. *The Scandinavian Journal of Economics*, 2023, Vol. 125, No. 1, 139-169.
- [22] Experimental Evidence on the Transmission of Honesty and Dishonesty: *A Stairway to Heaven and a Highway to Hell*, with Georgia Michailidou and Paola Colzani. *Economics Letters*, 2023, Vol. 231, 111257.
- [23] The Role of Self-Confidence in Teamwork: Experimental Evidence, with Adrian Bruhin and Fidel Petros. *Experimental Economics*, 2024, Vol. 27, Issue 3, 687-712.
- [24] How Confidence Heterogeneity Shapes Effort and Performance in Tournaments and Contests, with Petros Sekeris. *Journal of Mathematical Economics*, 2025, Vol. 116, 103069.

### WORKING PAPERS

- [1] Overconfidence in Tullock Contests, with Petros Sekeris.
- [2] Subjective Evaluation Contracts for Overconfident Workers, with Matteo Foschi. R&R at *The RAND Journal of Economics*
- [3] Overconfidence and Strategic Behavior in Elimination Contests: Implications for CEO Selection, with Yuxi Chen. R&R at *Review of Economic Dynamics*
- [4] Risk Taking and Effort Provision in Tournaments with Overconfident Players, with Noëmi Jacober.
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### WORKING PAPERS (cont.)

[5] Beyond the Stars: Exploring the Welfare Effects of Ratings in Differentiated Markets, with Noah Boren and Rustamdjan Hakimov.

[6] How Economic Exchange Can Shape Human Genetic Diversity, with Cedric Perret and Laurent Lehmann.

[7] Learning and Overconfidence in Elimination Contests, with Petros Sekeris.

### EDITORIAL ACTIVITIES

2012- Coordinating Editor *Theory and Decision*

2021- Editor of *Games*

Referee: *American Economic Review*, *Econometrica*, *Review of Economic Studies*, *International Economic Review*, *The Economic Journal*, *Journal of Labor Economics*, *Journal of Political Economy* *Microeconomics*, *Journal of the European Economic Association*, *Journal of Economic Theory*, *The RAND Journal of Economics*, *European Economic Review*, *Experimental Economics*, *Games and Economic Behavior*, *Management Science*, *Journal of Economics & Management Strategy*, *International Journal of Game Theory*, *The B.E. Journals in Theoretical Economics*, *Economic Theory*, *Journal of Economic Behavior & Organization*, *Southern Economic Journal*, *Economic Inquiry*, *Economica*, *Portuguese Economic Journal*, *International Journal of Business and Economics*, *Empirical Economics*, *PlosOne*, *Health Economics*, *Population Studies*, *Industrial and Corporate Change*, *The Leadership Quarterly*, *Small Business Economics*, *Public Choice*, *Journal of Mathematical Economics*, *Journal of Public Economic Theory*, *Oxford Economic Papers*, *Economic Modelling*, *Journal of Behavioral and Experimental Economics*, *Review of Economic Design*.

### SCHOLARSHIPS, GRANTS, AND AWARDS

2018-2020	FNS Project Grant: Overconfidence, Dishonesty and Economic Behavior (169,692.00 CHF)
2014-2015	Best Teacher Award 2015, MScE, HEC Lausanne, UNIL (attributed by students)
2013-2014	Best Teacher Award 2014, MScE, HEC Lausanne, UNIL (attributed by students)
2012-2015	FNS Project Grant: Rewards and Entry (161,424.00 CHF)
2008-2010	Portuguese Science and Technology Foundation, Project Grant (with José Mata)
2004-2008	Égide Grant, Nova, School of Business & Economics
2002-2004	Calouste Gulbenkian Foundation Scholarship
1998-2002	Portuguese Science and Technology Foundation, Praxis XXI Scholarship

### CONFERENCES, WORKSHOPS, AND INVITED SEMINARS

**2025**

- The Lisbon Meetings in Game Theory and Applications, 23-25 June: Beyond the Stars: Exploring the Welfare Effects of Ratings in Differentiated Markets.
- Barcelona School of Economics, May 16<sup>th</sup>: Beyond the Stars: Exploring the Welfare Effects of Ratings in Differentiated Markets.

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### CONFERENCES, WORKSHOPS, AND INVITED SEMINARS (cont.)

- 2025**
- Toulouse School of Economics, March 27: The Bright and the Dark Side of Overconfidence: Theory and Empirical Evidence.
  - Institute for Advanced Studies Toulouse, March 14: How Economic Exchange Can Shape Human Genetic Diversity.
- 2024**
- Goethe University in Frankfurt, November 13: Overconfidence and Strategic Behavior in Elimination Contests: Implications for CEO Selection.
  - University of Rostock, October 1: The Bright and the Dark Side of Overconfidence: Theory and Empirical Evidence.
  - 51th EARIE, Amsterdam, 30 August-1 September: Overconfidence and Strategic Behavior in Elimination Contests: Implications for CEO Selection.
  - Conference on Mechanism and Institution Design, Budapest, July 8-12: Overconfidence and Strategic Behavior in Elimination Contests: Implications for CEO Selection.
  - The Lisbon Meetings in Game Theory and Applications, 5-7 June: Overconfidence and Strategic Behavior in Elimination Contests: Implications for CEO Selection
- 2023**
- University of Alicante, December: Overconfidence and Strategic Behavior in Elimination Contests: Implications for CEO Selection.
  - Matterhorn Symposium on Behavior, Institutions and Cooperation, Brig, 19-21 October: Does Overconfidence Lead to Bargaining Failures?
  - 50th EARIE, Rome, 24-26 August: The Role of Self-Confidence in Teamwork: Experimental Evidence.
  - WZB Berlin, 8 June: How Confidence Heterogeneity Shapes Effort and Performance in Tournaments and Contests.
  - The Lisbon Meetings in Game Theory and Applications, 31 May-2 June: The Role of Self-Confidence in Teamwork: Experimental Evidence.
  - University Minho, 12 April: The Role of Self-Confidence in Teamwork: Experimental Evidence.
  - Swiss Virtual Behavioral and Experimental Economics Research Seminar, 27 February: The Role of Self-Confidence in Teamwork: Experimental Evidence.
  - 12th Southern Europe Experimental Team's Meeting, Valencia, 2-3 February: The Role of Self-Confidence in Teamwork: Experimental Evidence.
- 2022**
- Toulouse Business School, October: Risk Taking and Effort Provision in Tournaments with Overconfident Players.
  - 49th EARIE, Vienna, 25-27 August: How Confidence Heterogeneity Shapes Effort and Performance in Tournaments and Contests.
  - University of Connecticut, March: Risk Taking and Effort Provision in Tournaments with Overconfident Players.
- 2021**
- Montpellier Business School, Montpellier, December: How Confidence Heterogeneity Shapes Effort and Performance in Tournaments and Contests.
  - Enterprise for Society (E4S), Responsible Consumption: Shall We Change the Model? Bellevue Palace, Bern, 31 August: Responsible Consumption: The Contribution of Behavioral Economics.
  - 5th Bargaining, Experiments, Empirics, and Theory Workshop, 25-2 June: Does Overconfidence Lead to Bargaining Failures?
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### CONFERENCES, WORKSHOPS, AND INVITED SEMINARS (cont.)

- 2020** •11<sup>th</sup> Southern Europe Experimental Team's Meeting, Naples, 6-8 February: Does Overconfidence Lead to Bargaining Failures?
- 2019** •The Lisbon Meetings in Game Theory and Applications, 7-9 November: Does Overconfidence Lead to Bargaining Failures?  
•University of Aarhus, September: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence.  
•46<sup>th</sup> EARIE, Barcelona, 30 August-1 September: Can Optimism Solve the Entrepreneurial Earnings Puzzle?  
•Tinbergen Institute, Erasmus University Rotterdam, June: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence.  
•Ofcom, London, April: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence.  
•University of Pittsburgh, February: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence.  
•Harvard Business School, February: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence.
- 2018** •The Lisbon Meetings in Game Theory and Applications, 25-27 October: Can Optimism Solve the Entrepreneurial Earnings Puzzle?  
•University of Bern, October: Subjective Evaluation Contracts for Overconfident Workers.  
•Burgundy School of Business, Dijon, September: Subjective Evaluation Contracts for Overconfident Workers.  
•Foundations of Utility and Risk 2018 Conference, York, 25-30 June: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence.  
•New York University Abu Dhabi, May: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence.  
•Ludwig Maximilian University, Munich, May: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence.  
•Royal Economic Society, Brighton, 26-28 March: Subjective Evaluation Contracts for Overconfident Workers.  
•9<sup>th</sup> Southern Europe Experimental Team's Meeting, Lecce, 23-25 February: Experimental Evidence on the Transmission of Honesty and Dishonesty: *A Stairway to Heaven and a Highway to Hell*.
- 2017** •INRA, Montpellier, December: Subjective Evaluation Contracts for Overconfident Workers.  
•Lisbon Meetings in Game Theory and Applications, 9-11 November: Subjective Evaluation Contracts for Overconfident Workers.  
•Nova School of Business & Economics, September: Subjective Evaluation Contracts for Overconfident Workers.  
•Católica-Lisbon School of Business & Economics, September: Subjective Evaluation Contracts for Overconfident Workers.  
•University of Amsterdam, May: Can Optimism Solve the Entrepreneurial Earnings Puzzle?
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### CONFERENCES, WORKSHOPS, AND INVITED SEMINARS (cont.)

- 2017**
- Bank of Portugal, April: Can Optimism Solve the Entrepreneurial Earnings Puzzle?
  - 8<sup>th</sup> Southern Europe Experimental Team's Meeting, Cagliari, Sardinia, 2-4 February: How do Beliefs about Skill Affect Risky Decisions?
  - European University Institute, Florence, January: Can Optimism Solve the Entrepreneurial Earnings Puzzle?
- 2016**
- Royal Holloway, November: How do Beliefs about Skill Affect Risky Decisions?
  - University of Reading, November: How do Beliefs about Skill Affect Risky Decisions?
  - Tinbergen Institute, Erasmus University Rotterdam, September: Can Optimism Solve the Entrepreneurial Earnings Puzzle?
  - Research in Behavioral Finance Conference, Amsterdam, 15-16 September: How do Beliefs about Skill Affect Risky Decisions?
  - 43<sup>rd</sup> EARIE, Lisbon, 26-28 August: Can Optimism Solve the Entrepreneurial Earnings Puzzle?
  - 69<sup>th</sup> European Meetings of the Econometric Society, Geneva, 22-26 August: Can Optimism Solve the Entrepreneurial Earnings Puzzle?
  - Foundations of Utility and Risk 2016 Conference, Warwick, 27-30 June: Can Optimism Solve the Entrepreneurial Earnings Puzzle?
  - University of Lyon, May: How do Beliefs about Skill Affect Risky Decisions?
  - International Meeting on Experimental and Behavioral Social Sciences, Rome, 14-16 April: Can Optimism Solve the Entrepreneurial Earnings Puzzle?
- 2015**
- University of Alicante, November: Can Optimism Solve the Entrepreneurial Earnings Puzzle?
  - 42<sup>nd</sup> EARIE, Munich, 28-30 August: Entrepreneurial Optimism and the Market for New Issues.
  - 6<sup>th</sup> Annual Meeting of the French Experimental Economics Association, Paris 15-16 June: Entrepreneurial Optimism and the Market for New Issues.
  - 6<sup>th</sup> Southern Europe Experimental Team's Meeting, Gran Canaria, 4-7 February: Home Bias in Multimarket Cournot Oligopolies.
- 2014**
- University of Alicante, November: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
  - 9<sup>th</sup> Alhambra Experimental Workshop, Barcelona, 16-17 October: Home Bias in Multimarket Cournot Oligopolies.
  - Research in Behavioral Finance Conference, Rotterdam, 18-19 September: Entrepreneurial Optimism and the Market for New Issues.
  - 41<sup>st</sup> EARIE, Milan, 29-31 August: Home Bias in Multimarket Cournot Oligopolies.
  - 68<sup>th</sup> European Meetings of the Econometric Society, Toulouse, 25-29 August: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
  - World Finance Conference, Venice, 2-4 June: Entrepreneurial Optimism and the Market for New Issues.
  - University of Bern, April: Entrepreneurial Optimism and the Market for New Issues.
  - 5<sup>th</sup> Southern Europe Experimental Team's Meeting, Sesimbra, 31 January-2 February: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
  - International Meeting on Behavioral and Experimental Economics, Madrid, 11-13 April: Lobbying a Policymaker with Reference-Dependent Preferences.
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### CONFERENCES, WORKSHOPS, AND INVITED SEMINARS (cont.)

- 2013**
- 67<sup>th</sup> European Meetings of the Econometric Society, Gothenburg, 26-30 August: Entrepreneurial Optimism and the Market for New Issues.
  - Nova School of Business & Economics, April: Entrepreneurial Optimism and the Market for New Issues.
  - University of Paris I Panthéon-Sorbonne, February: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
  - 4<sup>th</sup> Southern Europe Experimental Team's Meeting, Tenerife, 31 January-2 February: Entrepreneurial Optimism and the Market for New Issues.
- 2012**
- University of Exeter, November: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
  - 66<sup>th</sup> European Meetings of the Econometric Society, Malaga, 27-31 August: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
  - SABE, Society for the Advancement of Behavioral Economics, Granada, 12-15 July: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
  - University of St. Gallen, May: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
  - Royal Economic Society, Cambridge, 26-28 March: Entrepreneurial Optimism and the Market for New Issues.
  - International Meeting on Behavioral and Experimental Economics, Castellón, 8-10 March: Self-Confidence and Teamwork: An Experimental Test.
- 2012**
- University Jaume I of Castellón, March: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
  - 3<sup>rd</sup> Southern Europe Experimental Team's Meeting, Lanzarote, 2-4 February: Self-Confidence and Teamwork: An Experimental Test.
- 2011**
- University of Göttingen, November: Self-Confidence and Teamwork: An Experimental Test.
  - D-TEA Workshop, Paris, June: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
  - Tinbergen Institute, Erasmus University Rotterdam, February: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
  - Economic Science Association, European Meetings, Luxembourg, 14-17 September: Self-Confidence and Teamwork: An Experimental Test.
  - International Meeting on Behavioral and Experimental Economics, Barcelona, April 7<sup>th</sup>- 9<sup>th</sup>: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
- 2010**
- University of Lausanne, November: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
  - University of Aberdeen, October: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
  - 37<sup>th</sup> EARIE, Istanbul, 2-4 September: The Impact of Firm Cost and Market Size Asymmetries on National Mergers in a Three-Country Model.
  - Economic Science Association, European Meetings, Copenhagen, 8-11 July: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
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### CONFERENCES, WORKSHOPS, AND INVITED SEMINARS (cont.)

- 2010**
- University of Lausanne, March: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
  - Royal Economic Society, Surrey, 29-31 March: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
- 2009**
- University of Lausanne, November: A Cognitive Hierarchy Model of Behavior in the Action Commitment Game.
  - University of Zurich, October: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
  - University of Lyon, September: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
  - 36<sup>th</sup> EARIE, Ljubljana, 4-7 September: A Cognitive Hierarchy Model of Behavior in the Action Commitment Game.
  - Nova, School of Business & Economics, June: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
  - 67<sup>th</sup> Conference of the International Atlantic Economic Society, Rome, 11-14 March: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
  - University of Cyprus, February: The Impact of Firm Cost and Market Size Asymmetries on National Mergers in a Three-Country Model.
- 2008**
- HEC Paris, December: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
  - 4<sup>th</sup> Bank of Portugal Conference on Portuguese Economic Development in the European Area, Lisbon, 16 May: The Impact of Firm Cost and Market Size Asymmetries on National Mergers in a Three-Country Model.
  - University of Geneva, March: Tacit Collusion under Fairness and Reciprocity.
  - University of Copenhagen, March: Tacit Collusion under Fairness and Reciprocity.
  - University of Lausanne, February: Tacit Collusion under Fairness and Reciprocity.
  - Free University of Amsterdam, February: Tacit Collusion under Fairness and Reciprocity.
  - University of Cergy-Pontoise, January: Tacit Collusion under Fairness and Reciprocity.
- 2007**
- 22<sup>nd</sup> Annual Congress of the European Economic Association, Budapest, 26-31 September: Tacit Collusion under Fairness and Reciprocity.
  - 34<sup>th</sup> EARIE, Valencia, 6-9 September: Experimental Cournot Oligopoly and Inequity Aversion.
  - Economics of the Workplace, Tinbergen Institute, Erasmus University Rotterdam, 15-16 June: Positive Self-Image and Incentives in Organizations.
  - The Search for Happiness, Culturgest, Lisbon, 31 May-2 June.
  - 56<sup>th</sup> Annual Congress of the French Economic Association, Lyon, 23-25 May: Tacit Collusion under Fairness and Reciprocity.
  - MIT Sloan Behavioral Seminar, Lisbon, 22-23 March: Positive Self-Image in Tournaments.
  - The Evolution of Religion, Calouste Gulbenkian Foundation, Lisbon, 12-13 March.
- 2006**
- Universidade do Minho, November: Experimental Cournot Oligopoly and Inequity Aversion.
  - Tinbergen Institute, Erasmus University Rotterdam, November: Overconfidence in Tournaments: Evidence from the Field.
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### CONFERENCES, WORKSHOPS, AND INVITED SEMINARS (cont.)

- 2006** •55<sup>th</sup> Annual Congress of the French Economic Association, Paris, 14-15 September: Positive Self-Image in Tournaments.  
•21<sup>st</sup> Annual Congress of the European Economic Association, Vienna, 24-28 August: Positive Self-Image in Tournaments.  
•33<sup>rd</sup> EARIE, Amsterdam, 25-27 August: Making Sense of the Experimental Evidence on Endogenous Timing in Duopoly Markets.
- 2004** •University of Innsbruck, March: Positive Self-Image and Incentives in Organizations.  
•Nova, School of Business & Economics, March: Positive Self-Image and Incentives in Organizations.  
•University of East Anglia, February: Positive Self-Image and Incentives in Organizations.  
•University of California, Merced, January: Positive Self-Image and Incentives in Organizations.  
•University of Montreal, January: Positive Self-Image and Incentives in Organizations.

### PARTICIPATION IN ASSA/AEA MEETINGS

- 2015 •Allied Social Sciences Associations, American Economic Association, Boston, 3-5 January  
2008 •Allied Social Sciences Associations, American Economic Association, New Orleans, 4-6 January  
2004 •Allied Social Sciences Associations, American Economic Association, San Diego, 3-5 January

### TEACHING

- 2020-2021 •Microeconomics I (weeks 8-14) and Microeconomics II, Graduate Institute Geneva  
2018-present •Market Design and the Economics of Asymmetric Information, BScE  
2015-present •Behavior, Economics, and Evolution Lecture Series, MScE, MScM, and MEC  
2008-present •Game Theory, MScE  
2008-present •Behavioral Economics, MScE  
2008-2017 •Advanced Topics in Industrial Organization, MScE  
2008-2012 •Statistics, Executive MBA

### Ph.D. SUPERVISION

- 2022- Yuxi Chen (co-supervision A. Bruhin) and Noah Boren (co-supervision R. Hakimov).  
2021-2023 Noëmi Jacober: *Three Essays in Microeconomics: Risk-taking in Tournaments, Entry in Vertically Differentiated Markets, and Banning Commissions*. Placement: BKW, Economist for the Energy Network, Bern.  
2017-2021 Paola Colzani: *Overconfidence, Dishonesty, and Economic Behavior*. Placement: Lattice Point, Health Economics, Consultants, Geneva.  
2014-2017 David Staubli: *Two Essays on How Beliefs and Rewards Affect Risk Taking and One Essay on Corporate Income Taxation*. Placement: Swiss Federal Tax Administration, Bern.  
2010-2014 Michele Dell'Era: *Two Essays on the Impact of Optimism on Market Outcomes and One Essay on Lobbying and Reference Dependence*. Placement: Postdoc at Bocconi University.

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### PARTICIPATION IN Ph.D. COMMITTEES

Victoria Valle Lara, University of Lausanne, HEC Lausanne, June 2019.

Panos Protopapas, University of Lausanne, HEC Lausanne, September 2018.

Pedro Chaves, Nova, School of Business & Economics, Lisbon, 7<sup>th</sup> September, 2015.

Anisa Shyti, HEC Paris, 21<sup>st</sup> March 2014.

Noémi Berlin, Paris School of Economics, University Paris I Panthéon-Sorbonne, 3<sup>rd</sup> December 2013.

Doruk Iris, Nova, School of Business & Economics, Lisbon, 6<sup>th</sup> September, 2011.

Isabelle Vialle, University of Lyon, Lyon, 10<sup>th</sup> December, 2010.

### MASTERS' THESIS SUPERVISION

#### UNIVERSITY OF LAUSANNE

2023-2024 Jonathan Turlings Benrey

2021-2022 Shengkui Wu

2018-2019 Fidel Petros

2017-2018 Alexander Heck

2015-2016 David Ribeiro da Costa, Themistoklis Karananas, Roxana Alves

2014-2015 Alix Porta

2013-2014 Manuel Sandoval, Goran Isakovski

2012-2013 Yann Fontaine, Frederik Schneider

2011-2012 Raphaël Bacot

2010-2011 Adeline Bays, Alexandre Dieffenbacher, Cornelia Grandl

2009-2010 Maria Paula Cacault

2008-2009 Michele Dell'Era, Benjamin Hein

#### NOVA, SCHOOL OF BUSINESS & ECONOMICS

2007-2008 Daniel Carvalho

### SERVICE TO HEC LAUSANNE AND OTHER

- Director of MScE program, 2018-2024
- Director of Doctoral Program in Economics, 2013-2014
- Member of Faculty Council, 2015-2019
- Doctoral Commission, 2013-14 and 2014-15 (with Dominic Rohner and Pascal St-Amour)
- Doctoral Commission, 2012-13 (with Bettina Klaus and Pascal St-Amour)
- Doctoral Commission, 2008-09 and 2009-10 (with Jean Imbs and Florian Pelgrin)
- Member of Appeals Commission, 2013-2016
- Member of Hiring Commission, Professor in Economics at Unidistance, September-December 2021
- Coordinator of Hiring Commission, Environmental Economics, October 2021-February 2022
- Coordinator of Hiring Commission, Applied Microeconomics, October 2017-February 2018
- Member of Hiring Commission, Development Economics, October 2015-February 2016
- Coordinator of Hiring Commission, Microeconomics, October 2014-February 2015
- Member of Hiring Commission, Macroeconomics, October 2013-February 2014
- Member of Hiring Commission, Microeconomics, October 2010-February 2011
- Organization of Microeconomics' Workshop, 2008-2016 (with Rafael Lalive)

*Last updated March 2025*