Luís Santos-Pinto

CONTACT

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CH-1015 Lausanne
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https://scholar.google.com/citations?user=GRaZjmoAAAAJ&hl=en

ACADEMIC CAREER

Current Appointment

2012-today Full Professor, DEPARTMENT OF ECONOMICS, UNIVERSITY OF LAUSANNE

Past Appointments

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

FIELDS OF RESEARCH

Behavioral, Experimental, and Labor Economics

PERSONAL INFORMATION

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

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.

PUBLICATIONS (cont.)

[14] Home Bias in Multimarket Cournot Oligopolies, with Catherine Roux and Christian Thöni.
European Economic Review, 2016, Vol. 89, 361-371.

[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] Overconfidence and Large Executive Salaries are Linked, with Significant Implications for HR, with Yuxi Chen. ***Strategic HR Review***, 2024, Vol. 23, No. 4, 230-233.

[25] How Confidence Heterogeneity Shapes Effort and Performance in Tournaments and Contests, with Petros Sekeris. ***Journal of Mathematical Economics***, 2025, Vol. 116, 103069.

[26] Overconfidence and Strategic Behavior in Elimination Contests: Implications for CEO Selection, with Yuxi Chen. ***Review of Economic Design***, 2025, https://doi.org/10.1007/s10058-025-00381-5.

[27] How Economic Exchange Can Favour Human Genetic Diversity, with Cédric Perret and Laurent Lehmann. ***Proceedings of the Royal Society B: Biological Sciences***, 2025, Vol. 292, Issue 2059, 20251711.

PUBLICATIONS (cont.)

[28] Less Risk, More Effort: How Overconfidence Reshapes Tournament Strategies, with Noëmi Jacober. ***Mathematical Social Sciences***, 2026, Vol. 139, 102447.

[29] Overconfidence in Tullock Contests, with Petros Sekeris. ***Public Choice***, 2026, Vol. 208, 641–667.

WORKING PAPERS

[1] Beyond the Stars: The Welfare Effects of Ratings under Homogeneous and Heterogeneous Consumer Tastes, with Noah Boren and Rustamdjan Hakimov.

[2] Subjective Evaluation Contracts for Overconfident Workers, with Martin Dumav and Matteo Foschi. R&R at ***The RAND Journal of Economics.***

[3] Success, Learning, and Overconfidence in Elimination Contests, with Petros Sekeris. R&R at ***Journal of Economic Behavior & Organization.***

[4] CEO Overconfidence and Collusion, with Marek Giebel, Catarina Marvão, Anja Rosner, Giancarlo Spagnolo, and Cecile Aubert.

[5] Competition and Loss Framing in a Real-Effort Task: Preventing a Loss Makes Women More Competitive, with Sandra Ludwig, Lena von Deylen, and Philipp C. Wichardt. R&R at ***Economics Letters.***

[6] Cartels as Shock Absorbers, with Tove Forsbacka, Chloé Le Coq, and Catarina Marvão.

REFEREEING

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, Canadian Journal of Economics, 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, Journal of Banking and Finance.

INVITED TALKS, CONFERENCES, AND WORKSHOPS

2026 ▪The Lisbon Meetings in Game Theory and Applications, 22-23 June: Success, Learning, and Overconfidence in Elimination Contests.

▪Foundations of Utility and Risk 2026 Conference, Alicante, 10-12 June: Success, Learning, and Overconfidence in Elimination Contests.

▪BECCLE, Bergen Competition Policy Conference 2026, Bergen, 5-6 June: Managerial Overconfidence and Collusion.

▪Universidad Carlos III, Madrid, 26 May: Success, Learning, and Overconfidence in Elimination Contests.

▪University College Dublin, 29 January: Success, Learning, and Overconfidence in Elimination Contests.

2025 ▪Matterhorn Symposium on Behavior, Institutions and Cooperation, Brig, 18-20 September: Beyond the Stars: The Welfare Effects of Ratings under Homogeneous and Heterogeneous Consumer Tastes.

▪The Lisbon Meetings in Game Theory and Applications, 23-25 June: Beyond the Stars: The Welfare Effects of Ratings under Homogeneous and Heterogeneous Consumer Tastes.

▪Universitat Pompeu Fabra, May 16: Beyond the Stars: The Welfare Effects of Ratings under Homogeneous and Heterogeneous Consumer Tastes.

▪Toulouse School of Economics, 27 March: The Bright and the Dark Side of Overconfidence: Theory and Empirical Evidence.

▪Institute for Advanced Studies Toulouse, 14 March: How Economic Exchange Can Favour Human Genetic Diversity.

2024 ▪Goethe University in Frankfurt, 13 November: Overconfidence and Strategic Behavior in Elimination Contests: Implications for CEO Selection.

▪University of Rostock, 1 October: 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, 8-12 July: 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, 4 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.

INVITED TALKS, CONFERENCES, AND WORKSHOPS (cont.)

2023 ▪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.
▪49th EARIE, Vienna, 25-27 August: How Confidence Heterogeneity Shapes Effort and Performance in Tournaments and Contests.

2022 ▪Toulouse Business School, October: Less Risk, More Effort: How Overconfidence Reshapes Tournament Strategies.
▪University of Connecticut, March: Less Risk, More Effort: How Overconfidence Reshapes Tournament Strategies.

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?

2020 ▪11th 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.
▪46th 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, 25-38 June: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence.

INVITED TALKS, CONFERENCES, AND WORKSHOPS (cont.)

2018 ▪New York University Abu Dhabi, May: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence.

▪Ludwick Maximillian 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.

▪9th 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?

▪Bank of Portugal, April: Can Optimism Solve the Entrepreneurial Earnings Puzzle?

▪8th 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?

▪43nd EARIE, Lisbon, 26-28 August: Can Optimism Solve the Entrepreneurial Earnings Puzzle?

▪69th 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?

▪42nd EARIE, Munich, 28-30 August: Entrepreneurial Optimism and the Market for New Issues.

▪6th Annual Meeting of the French Experimental Economics Association, Paris 15-16 June: Entrepreneurial Optimism and the Market for New Issues.

INVITED TALKS, CONFERENCES, AND WORKSHOPS (cont.)

2015 ▪6th 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.

▪9th 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.

▪41st EARIE, Milan, 29-31 August: Home Bias in Multimarket Cournot Oligopolies.

▪68th 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.

▪5th 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.

2013 ▪67th 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?

▪4th 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.

▪66th 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.

INVITED TALKS, CONFERENCES, AND WORKSHOPS (cont.)

2012 ▪3rd Southern Europe Experimental Team's Meeting, Lanzarote, 2-4 February: Self-Confidence and Teamwork: An Experimental Test.

▪Economic Science Association, European Meetings, Luxembourg, 14-17 September: 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.

2010 ▪International Meeting on Behavioral and Experimental Economics, Barcelona, April 7-9: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.

▪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.

▪37th 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.

▪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?

▪36th 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?

▪67th 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?

▪4th 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.

INVITED TALKS, CONFERENCES, AND WORKSHOPS (cont.)

2008 ▪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.

2007 ▪University of Cergy-Pontoise, January: Tacit Collusion under Fairness and Reciprocity.
▪22nd Annual Congress of the European Economic Association, Budapest, 26-31 September: Tacit Collusion under Fairness and Reciprocity.
▪34th 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.
▪56th 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.
▪55th Annual Congress of the French Economic Association, Paris, 14-15 September: Positive Self-Image in Tournaments.
▪21st Annual Congress of the European Economic Association, Vienna, 24-28 August: Positive Self-Image in Tournaments.
▪33rd EARIE, Amsterdam, 25-27 August: Making Sense of 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 SCIENTIFIC EVENTS

2025 ▪IAST Workshop: Autocratic Rule & Democratic Backsliding, 23-34 June
2025 ▪Toulouse Economics & Biology Workshop: Sex Differences in Human Life History Evolution, 2-3 June
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

POSTDOCTORAL RESEARCH SUPERVISION

2023-present	Cédric Perret (co-supervision L. Lehmann)
2018-2023	Maxwell Burton-Chellew (co-supervision L. Lehmann)

Ph.D. SUPERVISION

2026-today	Ziyan Cao, Hui Zhang (co-supervision S. Vogt).
2022-today	Yuxi Chen (co-supervision A. Bruhin)
2022-2026	Noah Boren (co-supervision R. Hakimov): *Three Experiments on the Economics of Artificial Intelligence, Information, and Human Behavior*.
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 Newtork, 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.

MASTERS' THESIS SUPERVISION

UNIVERSITY OF LAUSANNE

2025-2026	Elodie Pires, Fanny Reber
2023-2024	Jonathan Turlings Benrey
2021-2022	Shengkui Wu
2018-2019	Fidel Petros
2017-2018	Alexander Heck
2015-2016	Roxana Alves, David Ribeiro da Costa, Themistoklis Karananas
2014-2015	Alix Porta
2013-2014	Goran Isakovski, Manuel Sandoval
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

TEACHING

UNIVERSITY OF LAUSANNE

2018-today ▪Market Design and the Economics of Asymmetric Information, BScE
2015-today ▪Behavior, Economics, and Evolution Lecture Series, MScE, MScM, and MEC
2008-today ▪Game Theory, MScE
2008-today ▪Behavioral Economics, MScE
2008-2017 ▪Advanced Topics in Industrial Organization, MScE
2008-2012 ▪Statistics, Executive MBA

GRADUATE INSTITUTE GENEVA

2023-2024 ▪Microeconomics II
2020-2021 ▪Microeconomics II
2020-2021 ▪Microeconomics I (weeks 8-14)

NOVA, SCHOOL OF BUSINESS & ECONOMICS

2004-2008 ▪Behavioral Economics, Ph.D. Program in Economics
2004-2008 ▪International Trade, Masters' Program in Economics
2004-2008 ▪Statistics for Economics and Management, B.A. in Economics

TEACHING AWARDS

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)

SCHOLARSHIPS AND GRANTS

2026-2029 ▪FNS Project Grant: Overconfidence and Strategic Behavior in Contests (435,000 CHF)
2018-2020 ▪FNS Project Grant: Overconfidence, Dishonesty and Economic Behavior (169,692 CHF)
2012-2015 ▪FNS Project Grant: Rewards and Entry (161,424 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

SERVICE 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, 7th September, 2015.
Anisa Shyti, HEC Paris, 21st March 2014.
Noémi Berlin, Paris School of Economics, University Paris I Panthéon-Sorbonne, 3rd December 2013.
Doruk Iris, Nova, School of Business & Economics, Lisbon, 6th September, 2011.
Isabelle Vialle, University of Lyon, Lyon, 10th December, 2010.

SERVICE TO HEC LAUSANNE AND OTHER INSTITUTIONS

- 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 September 2026