



VITA

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August 2020

ADDRESS

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PERSONAL

Italian citizen

EMPLOYMENT

Department of Economics and Statistics, University of Siena

Professor (1988-)

Department of Economics, University of Calabria

Professor (1981-1987)

Assistant Professor (1978-1980)

Other Short-Term Employment

Visiting Professor, CERGE-EI, Charles University, Prague (2012)

Visiting Professor, Istanbul University Faculty of Economics Department of Economics (2012)

Visiting Professor, University of Montreal, (2009)

Visiting Professor, Central European University, Prague (1994-5)

Visiting Professor, California Institute of Technology, Pasadena (1995)

EDUCATION

1973: Laurea in Economics, Bocconi University, Milano

1969: Maturità Scientifica, Liceo Einstein, Milano

RESEARCH FELLOWSHIP

Stanford University, Research Fellow, 1976-8

University of Cambridge U.K., Research Fellow, 1974-5

PROFESSIONAL

IEA, International Economic Association, 1995-

EARIE, European Association for Research in Industrial Economics, 1990

ESA, Economic Science Association, 1992-

EEA, Eastern Economic Association, 1993-

SEA, Southern Economic Association, 1995-

SIE, Società Italiana degli Economisti, 1987-

EAMSA, Euro-Asian Management Science Association, 1995-

Gruppo Italiano di Economia sperimentale, 1993-

Referee for various journals

DEPARTMENTAL

Ph. D. in economics, Siena, 1997-

Ph.D. in economics of communication, Milano, 2000-2009

MAIN FIELDS

Behavioral and experimental economics

Industrial organization

Microeconomics of uncertainty and information

Graduate teaching

PhD program in economics, University of Siena, 1997-

Experimental economics

Microeconomics 3

Industrial organization

Economics of regulation

Behavioral economics

Undergraduate teaching

Industrial economics

Advanced microeconomics

Media economics

Economics of advertising

LabSi – Experimental economics laboratory, Siena Italy: member

webpage: <https://unisi.labsi.org/>

PUBLICATIONS

-Social influence in trustors' neighborhoods, (with: A.M. Nese and P. Sbriglia), Journal of Behavioral and Experimental Economics, 2014, 97-110

-Peer Punishment in Teams: Expressive or Instrumental Choice, (with M. Casari) Experimental Economics 2012, 241–259

-Demand cross elasticity without substitutability: An experiment, (with P.L. Sabbatini), Journal of Socio-economics, 2012, 255-65

-Group Cooperation and Peer Punishment: An Experiment; (with M. Casari), Journal of Economic Behavior and Organization; 2009, 273-82

-El final de la ventaja del decisor único: Un experimento, (with L. Ferrari-Bravo), in: "Contribuciones a la Economía Experimental", Cuadernos de ICE; (N. Georgantzis and A. García Gallego eds), 2009

- Stackelberg: Oligopoly Theory and Industrial Policy, in: Economics and Institutions; (P.F. Asso, L. Fiorito eds), F. Angeli, Milano, 2007, 62-74
- Social Learning in Market Games, (with C. Altavilla, and P. Sbriglia), Journal of Economic Behavior and Organization; 2006, 61, 632-652
- Group Cooperation under Alternative Peer Punishment Technologies: An Experiment; (with M. Casari), WP LABSI n.3, Siena, may 2005
- Trademarks, Product Variety and Economic Activity in Italy and Europe; (with A. Mangani), march 2004, Quaderni del Dipartimento di Economia Politica; n. 422, Università di Siena;
- Double Moral Hazard: an Experiment on Warranties, (with G. Coricelli), in: Economia, Impresa e Mercati Finanziari; 2, 2003
- Information and Learning in Bertrand and Cournot Experimental Duopolies, (with P. Sbriglia and C. Altavilla), , Quaderni del Dipartimento di Economia Politica; n. 406, Università di Siena, October 2003
- The End of the Sole-Mover Advantage: An Experiment, (with L. Ferrari-Bravo), , Quaderni del Dipartimento di Economia Politica; n. 392, Univesità di Siena; August 2003
- Brand Extensions: I contributi della letteratura di Industrial Organization, (with A. Mangani), Rivista Internazionale di Scienze Sociali, 2002, 60, 3
- Competition and Regulation in the Pharmaceutical Industry: An Experimental Analysis of the Impact of Regulation and Competition between Generic and Branded Drugs, (with L. Ferrari-Bravo), 2002, Pharmaceutical Policy and Law, 5
- La teoria del valore normale di Attilio da Empoli e la sua corrispondenza con Loria, (with M. Di Matteo), Il pensiero economico italiano 2001, 9, 2, 87-102
- Ultramarginal cost in da Empoli's work. Towards a general approach to the theory of competition, (with M. Di Matteo), in: Journal of Economic Studies, 2001, 28, 4/5, 254-64
- Vertical product differentiation and adverse selection: an experimental note (with A. Mangani); in: Quaderni del dipartimento di economia politica, n. 305, Siena, 2000
- Sulla microstruttura dei meccanismi di scambio nei mercati finanziari. Una rassegna dei risultati sperimentali (On the microstructure of trading in financial markets: A review of experimental results); in: Progetto strategico CNR, Decisioni statistiche: teoria e applicazioni, Pitagora Editrice, Bologna, 1999, 29-36
- Introduction. Uncertain decisions: Bridging theory and experiments, (L. Luini, ed.), Kluwer, Dordrecht, 1999, xix-xxxi
- Buyer and seller effect disentangled. An experiment on the microstructure of demand (with C. Borelli e A. Innocenti), in: Uncertain decisions: Bridging theory and experiments , Kluwer, Dordrecht, 1999, 319-341
- Informazione e selezione: Fudenberg-Tirole versus Nelson-Winter in laboratorio. (Information and selection: Fudenberg and Tirole versus Nelson and Winter in the laboratory). in: Incertezza, razionalità e decisioni economiche (A.Vercelli, ed.), il Mulino, Bologna, 1998, 187-204
- Diffusione della tecnologia e flussi informativi: l'approccio sperimentale (Technological Diffusion and Information Flows: an Experimental Approach), (with C. Borelli). In: Teoria economica dell'organizzazione, (A. Montesano, ed.), il Mulino, Bologna, 1996, 149-174
- Mergers: Theory and History, in Proceedings of the II Kyoto-Siena Symposium, 1996, 157-70
- Scienze naturali e scienze sociali: le chiose matematiche di Frisi a Verri e Lloyd. (Natural Sciences and Social Sciences. Frisi's Mathematical Notes on Verri and Lloyd). In: Alle origini del pensiero economico in Italia. 2. Economia e istituzioni. Il paradigma lombardo tra i secoli XVII e XIX. (A. Quadrio Curzio, ed.), il Mulino, Bologna, 1996, 127-145
- Economia dell'informazione. Mercato, tecnologia, organizzazione, (Economics of information. Market, technology and organization), La Nuova Italia Scientifica, Roma, 1994
- Sul mercato dei beni e sul mercato delle idee. Note in margine a un mercato intermedio, (The market for goods and the market for ideas. A note on an intermediate market). In: Prospettive degli studi di economia e politica industriale in Italia, (G. Becattini e S. Vaccà, eds.), F. Angeli, Milano, 1994, 165-174
- Questione energetica e teoria economica in Jevons, (Jevons on coal question and economic theory). Quaderni di storia ecologica, 3, 1992, 7-18
- Crescita esterna dell'impresa e teorie economiche, (External growth of the firm and economic theories). Quaderni del dipartimento di economia politica, n. 82, Università di Siena, 1989

- Statica e dinamica societaria nei grandi gruppi industriali italiani, (Statics and dynamics of large italian industrial groups). In: Strategie di crescita dei grandi gruppi industriali italiani negli anni ottanta, (G. Fornengo e F. Silva, eds.), Franco Angeli, 1988, 201-226
- On the relations between institutional and welfare economics, in: S. Tsuru, Institutional economics revisited, Cambridge Un. Press, 1987, 162-8
- Impresa, industria e rendimenti nel dibattito tra le due guerre, (Firm, industry, returns and the debate between the two World Wars), Studi economici, 23, 1984, 87-116
- Marx economista continentale (Marx as a continental economist), Bollettino filosofico, 1, 1984, 93-123
- Dallo scambio ineguale all'overtrading (From uneven exchange to overtrading), Studi economici, 3, 1976, 41-60

Working papers

- Cooperation with Heterogeneous Endowments: The role of Cultural Diversity, with: Luigi Bosco (Univ. of Siena), Anna Conte (Un. of Roma-La Sapienza), April 2020
- Does Focality Depend on the Mode of Cognition? Experimental Evidence on Pure Coordination Games, with: Ennio Bilancini and Leonardo Boncinelli, October 2017
- The impact of transactional and transformational leadership on cooperation: An experimental study, with: Federica Farolfi (University of Zurich), September 2016
- Public goods, inequality and punishment, with: C. Keser and M. Schmidt, February 2016
- Banning Ads from prime time state TV: Lessons from France with: L. Filistrucchi and A Mangani, September 2013, NET Institute, NYU, WP 12-23
- Vertical Complementarity Contracting in the Advertising Market, March 2015
- An experiment on the adoption of technology, (with C. Borelli), January 2015
- Information and selection: Darwin and Lamarck in the lab, December 2014
- The auto-component supply chain: Competition in capabilities, August 2012
- Peer effects in trust game experiments, (with N. O'Higgins, P. Sbriglia), July 2010
- TV Viewer's Advertising Aversion: The French Natural Experiment, (with L. Filistrucchi, A. Mangani), November 2009
- Export Specialization and Product Differentiation; (with A. Mangani), August 2006
- Trademarks, Product Variety and Economic Activity in Italy and Europe, (with A. Mangani), July 2003
- Information and Learning in Bertrand and Cournot Experimental Duopolies (with P Sbriglia, C Altavilla), June 2003
- Vertical product differentiation and adverse selection: an experimental note (with A Mangani). May 2002

Papers presented: International conferences, meetings and invited talks

- Napoli, SEET 2020, The Impact of Transactional and Transformational Leadership on Cooperation: An Experimental Study, with: Federica Farolfi (University of Zurich), February 2020

- Napoli SEET 2020, Anna Conte (Un. of Roma-La Sapienza), Luigi Luini (Univ. of Siena) “Cooperation with Heterogeneous Endowments: The role of Cultural Diversity”, with: Luigi Bosco (Univ. of Siena), Anna Conte (Un. of Roma-La Sapienza)
- Capua, WS Labsi, The impact of transactional and transformational leadership on cooperation: An experimental study, June 2016
- Roma Luiss, CRESS 2016, Public goods, inequality and punishment, May 2016;
- Vienna University, Faculty of Economics, Social influence in trustors' neighborhoods, May 2013;
- Bratislava University, Faculty of Economics, Vertical Complementarity Contracting in the Advertising Market, April 2013;
- Milan, Economics Department, Università degli Studi, Banning Ads from prime time state TV: Lessons from France, October 2012;
- Goettingen, Georg-August-Univ., Faculty of Economic Sciences, Erasmus Intensive Programme on: Relations between the EU and the emerging global players. 1) The global supply chain in the car industry: EU and emerging countries. 2) An experiment on "Inequality and punishment". With: Claudia Keser, August 2012;
- Istanbul Bilgi University, Economics Department, Social influence in trustors' neighborhoods, June 2012;
- Prague CERGE-EI, Social influence in trustors' neighborhoods, May 2012;
- Prague School of Economics, Public good experiments with punishment, April 2012;
- Nijmegen, University of Nijmegen, Economics Department, Peer Punishment in Teams: Expressive or Instrumental Choice?, April 2012;
- Bratislava, Ekonomická Univerzita, Národohospodárska fakulta, Demand cross elasticity without substitutability, March 2012;
- Rome, AGCM (Autorità Garante della concorrenza e del mercato, Italian Antitrust Authority), Seminar on Behavioral consumer economics; October 2011;
- Luxembourg, Economic Science Association, European Conference, Social influence in trustor's neighbourhoods, September 2011;
- Moscow, 11th Media Economics and Public Policy WS, Regulating One Side of the Market: The French Advertising Ban on Prime Time State Television, September 2011;
- Paris, Telecom Conference, Regulating One Side of the Market: The French Advertising Ban on Prime Time State Television, September 2011;
- Goettingen, IP, Experiment on public good inequality and punishment, August 2011;
- Tilburg, International Workshop in Law and Economics of Media and Telecommunications, Regulating One Side of the Market: The French Advertising Ban on Prime Time State Television, June 2011;
- Otranto, WS on Industrial Organization and Experimental Economics, Information and selection: Darwin and Lamarck in the lab, June 2011;

- Capua, WS Labsi, Information and selection: Darwin and Lamarck in the lab, June 2011;
- Florence, Annual WS on Behavioral and Experimental Economics, Social Influence and Homophily Driven Imitation in Trustors' Networks; April, 2011;
- Agadir-SEET (Southern Europe Experimentalists Team) 2d WS, Information and selection: Darwin and Lamarck in the lab, January 2011;
- New York C, 10th Media Economics and Public Policy WS, TV Viewer's Advertising Aversion: The French Natural Experiment, October 2010;
- Bergamo, PRIN 2007 Meeting; Complementarity Contracting in the Advertising Market, September 2010;
- Goettingen IP 2010, Relations between the EU and the Emerging Global Players, The auto-component supply chains: Competition in capabilities, August 2010;
- Capua, WS Labsi; Two competitive processes of market selection: An experiment; May 2010;
- Siena WS Labsi; Peer effects in trust game experiments, April 2010
- SEET (Southern Europe Experimentalists Team) 1st Workshop, Marrakech; Peer effects in trust game experiments, January 2010;
- Siena, 9th Media WS, Banning ads on public TV: Lessons from France 16-17 October 2009,
- New York C, NYU, Department of Economics, Peer punishment in teams: Expressive or instrumental choice?, September 2009,
- Montreal, University of Montreal, Department of Economics, Peer punishment in teams: Expressive or instrumental choice?, September 2009;
- Lecce, IO: theory, empirics, experiments, TV viewer's advertising aversion: The French natural experiment, June 2009;
- Siena, LABSI International Conference, Demand cross elasticity without substitutability: Evidence from an experiment September 2007;
- Roma, ESA Meeting, Demand cross elasticity without substitutability: Evidence from an experiment June 2007;
- Tucson, ESA meeting, Peer punishment in teams: Expressive or instrumental choice?, September 2006;
- Firenze, LABSI WS, Peer punishment in teams: Expressive or instrumental choice? April 2007;
- Perugia, Società Italiana degli Economisti, Peer punishment in teams: Expressive or instrumental choice? October 2008;
- Lyon, French Economic Association Meeting, Peer punishment in teams: Emotional or strategic choice?, May 2007;
- Roma, Università La Sapienza, Dottorato in Economia, Peer punishment in teams: Emotional or strategic choice?, May 2006;
- Trento, Dottorato in Economia, Peer punishment in teams: Emotional or strategic choice?, May 2006;
- Bari,CEEL WS, Alternative Punishment Technologies and Group Cooperation, January 2005;
- Alessandria ESA European Meeting, Motivations for Altruistic Punishment, September 2005;
- Bari, 8th CEEL WS, Alternative Punishment Technologies and Group Cooperation, January 2005;
- Siena, 3d LABSI WS, Social Learning in Market Games, December 2005;
- Rome, AGCM (Autorità Garante della concorrenza e del mercato, Italian Antitrust Authority), Social Learning in Market Games March 2006;
- Palermo, AISPE, Stackelberg: oligopoly theory and industrial policy: September 2005;
- Antwerp, European IP, An Elementary Introduction to Trademark Economics: September 2004;
- Amsterdam ESA, Group Cooperation and Peer Punishment, June 2004;
- Siena XVII ISER, IP, Innovation, Competition; The Economics of Trademark. A Survey and some Critical Points:, June 2004;

- Erfurt, ESA European Meeting, Cooperation under Alternative Punishment Technologies, September 2003;
- Antwerp IP, Coimbra Group, The Integration of Electricity and Natural Gas Markets in Europe. The Role of Regulation and Competition Policy, September 2003;
- Aix en Provence, Workshop on Complexity, Information and Learning in Bertrand and Cournot Experimental Duopolies, May 2003;
- Boston, ESA meeting, Information and Learning in Bertrand and Cournot Experimental Duopolies, October 2002;
- Barcelona, ESA meeting, The End of the Sole Mover Advantage. An experiment, June 2001;
- Grenoble; IV CEEL Meeting, The End of the Sole Mover Advantage. An experiment, September 2001;
- Coimbra, IP - Regulation and Competition Policy (intersections between) in Europe. An elementary Introduction for Electricity and Telecommunications: European, September 2001;
- Amsterdam, ESA meeting, The Role of Generics in the Pharmaceutical Market: an Experiment, November 2000;
- Bruxelles, EIASM, 5th Workshop on Challenges for Pharmaceutical Policies, Competition and Regulation in the Pharmaceutical Industry: An Experimental Analysis of the Impact of Regulation and Competition between Generic and Branded Drugs, January 2001;
- Grenoble, ESA meeting, Quality Vertical Differentiation: An Experiment on Durable Goods; March 2000;
- Poitiers, IP Coimbra Group, Location and Trade under Common Currency: Theory and Empirical Evidence, February 1999;
- Milano, Fondazione Rosselli e Lascombes, U. Bocconi, L'uso della comunicazione mediata da computer nell'economia sperimentale: opportunità e limiti, Esperimenti scritti, orali e con reti di calcolatori: il caso dei mercati finanziari: December 1998;
- Milano, XXXIX Riunione Scientifica Annuale della Società Italiana degli Economisti, Possibilità di razionamento collettivo dal lato dell'offerta ed incertezza sulla qualità dal lato della domanda: un esperimento sulla fornitura di servizi, October 1998;
- Genova, GPI meeting, On the Microstructure of Trading Mechanisms in Financial Markets: A Survey of Experimental Results: June 1998;
- Mannheim, Economic Science Association meeting, Double Moral Hazard: an Experiment on Warranties, June 1998.

INTERNATIONAL RESEARCH GROUPS (PARTICIPATIONS):

Scientific collaboration with experimental laboratories:

- CREED, University of Amsterdam;
- Experimental Economic Laboratory, University of Zurich;
- Experimental Economic Laboratory, University of Castellon;
- Laboratory for Experimental Economics, California Institute of Technology;
- Center for Experimental Social Science, New York University