

Matteo Ploner

FULL PROFESSOR OF ECONOMICS

University of Trento, Department of Economics and Management

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Work Experience

Full Professor

University of Trento, Department of Economics and Management

Trento, Italy

Mar 2023 - today

Associate Professor

University of Trento, Department of Economics and Management

Trento, Italy

Jun 2018 - Feb 2023

Assistant Professor (art. 24, comma 3, lettera b, n. 240/2010)

University of Trento, Department of Economics and Management

Trento, Italy

Jun 2015 - May 2018

Assistant Professor (art. 1, comma 14, n. 230/2005)

University of Trento, Department of Economics and Management

Trento, Italy

Dec 2010 - May 2015

Junior Researcher

University of Trento, Department of Economics

Trento, Italy

Sep 2008 - Dec 2010

Research Associate

University of Trento, Department of Economics

Trento, Italy

Oct 2007 - Jul 2008

Research Associate

Max Planck Institute of Economics, Strategic Interaction Group

Jena, Germany

Jan 2007 - Sep 2007

Education

Ph.D. in Economics and Management

Sant'Anna School of Advanced Studies, Doctoral Program in Economics and Management

Pisa, Italy

Sep 2002 - May 2006

Research Fellow

Max Planck Institute of Economics, Strategic Interaction Group

Jena, Germany

Jul 2005 - Sep 2005

Visiting Fellow

Harvard University, Department of Economics

Cambridge, MA (USA)

Jan 2005 - May 2005

Visiting Student

Max Planck Institute of Economics, Strategic Interaction Group

Jena, Germany

Oct 2004 - Dec 2004

Degree (Laurea) in Economics, 110/110 summa cum laudae

University of Trento, Faculty of Economics

Trento, Italy

Sep 1997 - Jul 2002

TRAINING PROGRAMS

Summer Institute on Field Experiments (SIFE)

University of Chicago

Chicago, USA

July 9, 2017 - July 13, 2017

Summer Course in Econometrics

Centro Interdipartimentale di Econometria (CIDE)

Bertinoro, Italy

*September 5, 2004 -
September 18, 2004*

Summer Institute

Max Planck Institute for Human Development

Berlin, Germany

*August 24, 2004 - September
1, 2004*

Winter School

Trento, Italy

Publications

Full list of publications available here: [My Publications](https://matteoploneer.eco.unitn.it/publications.html)

JOURNAL ARTICLES

- Welfare and competition in expert advice markets**
Albertazzi, Andrea and Ploner, Matteo and Vaccari, Federico
• <https://doi.org/10.1016/j.jebo.2024.01.011>
Journal of Economic Behavior & Organization 2024
- Skewness-seeking behavior and financial investments**
Benuzzi, Matteo and Ploner, Matteo
• <https://doi.org/10.1007/s10436-023-00437-y>
Annals of Finance 2024
- The right person for the right job: workers' prosociality as a screening device**
Bigoni, Maria and Ploner, Matteo and Vu, Thi-Thanh-Tam
• <https://doi.org/10.1016/j.jebo.2023.04.013>
Journal of Economic Behavior & Organization 2023
- Impulse balancing versus equilibrium learning an experimental study of competitive portfolio selection**
Avrahami, Judith and Güth, Werner and Kareev, Yaakov and Ploner, Matteo
• <https://doi.org/10.1007/s40844-022-00240-w>
Evolutionary and Institutional Economics Review 2022
- Boosting or nudging energy consumption? The importance of cognitive aspects when adopting non-monetary interventions**
Caballero, Nicolas and Ploner, Matteo
• <https://doi.org/10.1016/j.erss.2022.102734>
Energy Research & Social Science 2022
- Trading fast and slow: The role of deliberation in experimental financial markets**
Ferri, Giovanni and Ploner, Matteo and Rizzolli, Matteo
• <https://doi.org/10.1016/j.jbef.2021.100593>
Journal of Behavioral and Experimental Finance 2021
- Energy saving in a simulated environment: An online experiment of the interplay between nudges and financial incentives**
Fanghella, Valeria and Ploner, Matteo and Tavoni, Massimo
• <https://doi.org/10.1016/j.socec.2021.101709>
Journal of Behavioral and Experimental Economics 2021
- When do the expectations of others matter? Experimental evidence on distributional justice and guilt aversion**
Ghidoni, Riccardo and Ploner, Matteo
• <https://doi.org/10.1007/s11238-020-09792-y>
Theory and Decision 2021
- When the state does not play dice: aggressive audit strategies foster tax compliance**
Mittone, Luigi and Ploner, Matteo and Verrina, Eugenio
• <https://doi.org/10.1007/s00355-021-01325-y>
Social Choice and Welfare 2021
- More competition in delegated portfolio management: A win-win situation? An experimental analysis**
Balmus, Tatiana and Huber, Juergen and Ploner, Matteo
• <https://doi.org/10.1016/j.jebo.2020.08.017>
Journal of Economic Behavior & Organization 2020

Exploration and delegation in risky choices

Ploner, Matteo and Saredi, Viola

- <https://doi.org/10.1016/j.socec.2020.101580>

*Journal of Behavioral
and Experimental
Economics*

2020

Taylor-made behavioral interventions: The importance of the decision-making process

Ploner, Matteo

- <https://doi.org/10.1421/97878>

*Giornale Italiano di
Psicologia*

2020

The stability of conditional cooperation: beliefs alone cannot explain the decline of cooperation in social dilemmas

Andreozzi, Luciano and Ploner, Matteo and Saral, Ali Seyhun

- <https://doi.org/10.1038/s41598-020-70681-z>

Scientific Reports

2020

Is the victim Max (Planck) or Moritz? How victim type and social value orientation affect dishonest behavior

Soraperra, Ivan and Weisel, Ori and Ploner, Matteo

- <https://doi.org/10.1002/bdm.2104>

*Journal of Behavioral
Decision Making*

2019

On the malleability of fairness ideals: Spillover effects in partial and impartial allocation tasks

Dengler-Roscher, Kathrin and Montinari, Natalia and Panganiban, Marian and Ploner, Matteo and Werner, Benedikt

- <https://doi.org/10.1016/j.joep.2017.11.001>

*Journal of Economic
Psychology*

2018

Fostering the best execution regime: An experiment about pecuniary sanctions and accountability in fiduciary money management

Casal, S. and Ploner, M. and Sproten, A.N.

- <https://doi.org/10.1111/ecin.12575>

Economic Inquiry

2018

Mentally perceiving how means achieve ends

Güth, Werner and Ploner, Matteo

- <https://doi.org/10.1177/1043463116678114>

Rationality and Society

2017

Reacting to unfairness: Group identity and dishonest behavior

DellaValle, Nives and Ploner, Matteo

- <https://doi.org/10.3390/g8030028>

Games

2017

Hold on to it? An experimental analysis of the disposition effect

Ploner, M.

- <https://doi.org/10.1017/S1930297500005660>

*Judgment and Decision
Making*

2017

I did it your way. An experimental investigation of peer effects in investment choices

Delfino, Alexia and Marengo, Luigi and Ploner, Matteo

- <https://doi.org/10.1016/j.joep.2016.03.005>

*Journal of Economic
Psychology*

2016

Buying and Selling Risk: An Experiment Investigating Evaluation Asymmetries

Güth, Werner and Ploner, Matteo and Soraperra, Ivan

- <https://doi.org/10.1561/105.00000055>

*Review of Behavioral
Economics*

2016

Cooperative Attitudes Among Workers of Social Cooperatives: Evidence from an Artefactual Field Experiment

Mittone, Luigi and Ploner, Matteo

- <https://doi.org/10.1007/s11266-014-9442-5>

Voluntas

2015

Community projects: an experimental analysis of a fair implementation process

*Social Choice and
Welfare*

- <https://doi.org/10.1007/s00355-014-0822-y>

Are default contributions sticky? An experimental analysis of defaults in public goods provision

Journal of Economic Behavior and Organization

Cappelletti, Dominique and Mittone, Luigi and Ploner, Matteo

2014

- <https://doi.org/10.1016/j.jebo.2014.01.002>

Providing revenue-generating projects under a fair mechanism: An experimental analysis

Journal of Economic Behavior and Organization

Güth, Werner and Koukoulis, Anastasios and Levati, M. Vittoria and Ploner, Matteo

2014

- <https://doi.org/10.1016/j.jebo.2014.02.024>

Self-image and moral balancing: An experimental analysis

Journal of Economic Behavior and Organization

Ploner, Matteo and Regner, Tobias

2013

- <https://doi.org/10.1016/j.jebo.2013.03.030>

Group membership, team preferences, and expectations

Journal of Economic Behavior and Organization

Guala, Francesco and Mittone, Luigi and Ploner, Matteo

2013

- <https://doi.org/10.1016/j.jebo.2012.12.003>

Does Procedural Fairness Crowd Out Other-Regarding Concerns? A Bidding Experiment

Journal of Institutional and Theoretical Economics JITE

Güth, Werner and Levati, M. Vittoria and Ploner, Matteo

2013

- <https://doi.org/10.1628/093245613X666243>

Peer effects at campus cafeterias: An empirical investigation into imitation and social proximity

Journal of Evolutionary Economics

Ploner, M.

2013

- <https://doi.org/10.1007/s00191-012-0276-2>

Would you mind if I get more? An experimental study of the envy game

Journal of Economic Behavior and Organization

Casal, Sandro and Güth, Werner and Jia, Mofei and Ploner, Matteo

2012

- <https://doi.org/10.1016/j.jebo.2012.10.008>

Book Review

The Journal of Socio-Economics

Ploner, Matteo

2012

- <https://doi.org/10.1016/j.socec.2012.05.014>

Asset Legitimacy and Distributive Justice in the Dictator Game: An Experimental Analysis

Journal of Behavioral Decision Making

Mittone, Luigi and Ploner, Matteo

2012

- <https://doi.org/10.1002/bdm.708>

Hidden costs of control: Four repetitions and an extension

Experimental Economics

Ziegelmeyer, Anthony and Schmelz, Katrin and Ploner, Matteo

2012

- <https://doi.org/10.1007/s10683-011-9302-8>

Satisficing and prior-free optimality in price competition

Economic Inquiry

Güth, Werner and Levati, Maria Vittoria and Ploner, Matteo

2012

- <https://doi.org/10.1111/j.1465-7295.2010.00365.x>

Let me see you! A video experiment on the social dimension of risk preferences

Güth, Werner and Vittoria Levati, M. and Ploner, Matteo

- <https://doi.org/10.2139/ssrn.1018591>

AUCO Czech Economic Review

2011

Being of two minds: Ultimatum offers under cognitive constraints

Cappelletti, Dominique and Güth, Werner and Ploner, Matteo

- <https://doi.org/10.1016/j.joep.2011.08.001>

Journal of Economic Psychology

2011

Are conditional cooperators willing to forgo efficiency gains? Evidence from a public goods experiment

Levati, M. Vittoria and Ploner, Matteo and Traub, Stefan

- <https://doi.org/10.1080/00779954.2011.556069>

New Zealand Economic Papers

2011

Peer pressure, social spillovers, and reciprocity: An experimental analysis

Mittone, Luigi and Ploner, Matteo

- <https://doi.org/10.1007/s10683-010-9263-3>

Experimental Economics

2011

Satisficing in strategic environments: A theoretical approach and experimental evidence

Güth, Werner and Vittoria Levati, M. and Ploner, Matteo

- <https://doi.org/10.1016/j.socec.2009.07.010>

Journal of Socio-Economics

2010

Skills, division of labor and performance in collective inventions: Evidence from open source software

Giuri, Paola and Ploner, Matteo and Rullani, Francesco and Torrisi, Salvatore

- <https://doi.org/10.1016/j.ijindorg.2009.07.004>

International Journal of Industrial Organization

2010

The impact of payoff interdependence on trust and trustworthiness

Güth, Werner and Levati, M. Vittoria and Ploner, Matteo

- <https://doi.org/10.1111/j.1468-0475.2008.00424.x>

German Economic Review

2008

On the social dimension of time and risk preferences: An experimental study

Güth, Werner and Levati, M. Vittoria and Ploner, Matteo

- <https://doi.org/10.1111/j.1465-7295.2007.00067.x>

Economic Inquiry

2008

Social identity and trust-An experimental investigation

Güth, Werner and Levati, M. Vittoria and Ploner, Matteo

- <https://doi.org/10.1016/j.socec.2006.12.080>

Journal of Socio-Economics

2008

La cooperazione nelle cooperative sociali italiane: evidenza congiunta da un artefactual field experiment e da risposte autonome ad un questionario

Mittone, Luigi and Ploner, Matteo

- <https://doi.org/NA>

Impresa Sociale

2008

Is Satisficing Absorbable? An Experimental Study

Güth, Werner and Levati, M. Vittoria and Ploner, Matteo

- <https://doi.org/10.1080/15427560802107389>

Journal of Behavioral Finance

2008

An explorative study of skills and openness in Open Source Software projects

Giuri, Paola; Ploner, Matteo; Rullani, Francesco; Torrisi, Salvatore

- <https://doi.org/NA>

Sinergie

2007

BIBLIOMETRIC INDICATORS

- **Scopus profile**

- Documents: 45
- Citations: 648
- h-index: 13
- **Google Scholar profile**
- Citations: 1,723
- h-index: 21

Teaching

Behavioural Finance

Introduction to behavioral finance (English taught)

- LM in Behavioural and Applied Economics

*University of Trento,
Department of Economics
and Management*

2021-2024

Workshop in Behavioral finance

Introduction to behavioral finance (English taught)

- LM in Finanza

*University of Trento,
Department of Economics
and Management*

2020-2024

Experimental Economics: Data Workflow

Programming and conducting experiments; software design in oTree and data management in R (English taught)

- PhD in Economics and Management

*University of Trento,
School of Social Sciences*

2020-2024

Lab I: Market Analysis

Market analysis; data management in R; writing of a report (English taught)

- BA in Economics and Management

*University of Trento,
Department of Economics
and Management*

2021-2023

Behavioural Economics: Module B - Experimental Methods

Experimental methods in economics; design of experiments (English taught)

- LM in Behavioral and Applied Economics

*University of Trento,
Department of Economics
and Management*

2020-2023

Laboratorio di analisi dei mercati

Market analysis; data management; writing of a report

- BA in Gestione Aziendale

*University of Trento,
Department of Economics
and Management*

2017-2020

Experimental Economics

Methodology and design of experiments (English taught)

- LM in Economics

*University of Trento,
Department of Economics
and Management*

2014-2019

Laboratorio: Economia e finanza comportamentale

Introduction to behavioral finance

- LM in Finanza

*University of Trento,
Department of Economics
and Management*

2009-2019

Experimental Economics: Laboratory

Programming experiments in zTree (English taught)

- PhD in Economics and Management

*University of Trento,
School of Social Sciences*

2011-2015

Behavioral Economics

Introduction to behavioral economics
• PhD in Economics and Management

Presentations

INVITED TALKS

Lie for Me: An Experiment about Delegation, Efficiency, and Morality

Seminar Series in Economics and Finance

University of Portsmouth

2022-05-18

Tidy R Us: Your data in good shape with R

JDMx meeting 2019

University of Trento

2019-06-28

Optimize or Satisfice? Their endogenous selection after experiencing both in risky choice experiments

Vele Workshop on Lab and Field Experiments

University of Verona

2019-03-15

On the stability of Conditional Cooperation.

The Neoclassical Repair Shop and its Alternatives

WZB Berlin

2019-02-03

When the State Doesn't Play Dice: An Experimental Analysis of Cunning Fiscal Policies and Tax Compliance

12th SOD Seminar

University of Southern
Denmark

2017-11-09

Taking Over Control: An Experimental Analysis of Delegation Avoidance in Risky Choices

Seminar

MPI for Research on
Collective Goods

2017-01-23

Language and intergroup discrimination Evidence from an experiment

Seminar

EURAC

2017-01-19

Taking Over Control: An Experimental Analysis of Delegation Avoidance in Risky Choices

Seminar

University of Lund

2016-04-25

Taking Over Control: The Cost of Delegation Avoidance

Seminar

University of Nottingham

2015-11-18

Buying and Selling Risk: An Experiment Investigation of Evaluation Asymmetries

Seminar

LUISS

2015-03-17

CONFERENCE PRESENTATIONS

Welfare in Experimental News Markets

Euregio Economics Meeting

Free University of
Bolzano/Bozen

2022-05-27

Lie for Me: An Experiment about Delegation, Efficiency, and Morality

ASSA 2022 Virtual Annual Meeting

American Economic
Association

2022-01-09

An experiment about delegation efficiency and morality

CEEL workshop on decision-making

CEEL, University of
Trento

2021-12-03

An experiment about delegation, efficiency, and morality

Economic Science
Association

When the state doesn't play dice: An experimental analysis of cunning fiscal policies and tax compliance.*New York University Abu Dhabi*

Asia-Pacific Meeting of the Economic Science Association

2019-01-19

Interpersonal Risk Assessment and Social Preferences An Experimental Study*University of Nijmegen*

Decision Making for Others 2018

2018-07-03

Competition in Financial Intermediation: An Experiment*University of Heidelberg*

SEF Experimental Finance 2018

2018-06-20

When the State Doesn't Play Dice: An Experimental Analysis of Cunning Fiscal Policies and Tax Compliance*University of Gothenburg*

12th Nordic Conference on Behavioural and Experimental Economic

2017-10-06

Of Pasta Packaging and Its Perceived Value: an Experimental Investigation*University of Grenoble*

Behavioral and Experimental Economics of Food Consumption

2017-01-25

Trading Fast and Slow: The Role of Deliberation in Experimental Financial Markets*Free University of Amsterdam*

Research in Behavioral Finance Conference

2016-09-15

Taking Over Control: An Experimental Analysis of Delegation in Risky Choices*Free University of Bolzano/Bozen*

Euregio Economics Meeting

2016-04-08

Social Preferences and Investment in Risk Protection: An Experimental Study*University Parthenope*

SIE Riunione Scientifica Annuale

2015-10-23

Scholarships and Other Attainments

PE GRINS - BAC GENESIS

Investigator

2024

PE GRINS - BAC TOURTHEFUTURE

Investigator

2024

PRIN 2022 - Emotional Intelligence and Policies towards the Sustainable Transition

PI Local Unit

2023

Einaudi Institute for Economics and Finance (EIEF)

2012 Research Grant

2013

Other Professional Activities

ADMINISTRATIVE ROLES**Coordinator of the Bachelor Program in Economics and Management**

Coordination of program

Department of Economics and Management (UNITN)

January 2023 - present

Director's delegate for the development of international relationships*Department of Economics and Management (UNITN)*

Management of students' LA; selection of candidates for the mobility programs; institutional relationships with foreign partners; management of institutional partnerships.

December 16, 2020 - June, 2023

Economics and Management (Doctoral School of Social Sciences, UNITN)

Deputy coordinator of the doctoral program

Students' welfare and development; development of the program; reporting and administrative work.

October 31, 2019 – 2022

Department of Economics and Management (UNITN)

Member of the joint commission students/faculty (commissione paritetica)

Reporting about teaching quality; management of students' concerns/suggestions.

October 18, 2018 - 2023

Department of Economics and Management (UNITN)

Deputy director of the Cognitive and Experimental Economics Laboratory (CEEL)

Scientific advice; organization of internal seminars; hardware and software maintenance of the experimental lab; participants' recruitment strategies.

2013 - present

PHD SUPERVISION

Matteo Benuzzi

Investors' non-conventional preferences

To be awarded

Zilia Ismagilova

Human technology interaction: Financial decision making and delegation to algorithms

Awarded

Valeria Fanghella

Behavioural economics for sustainable consumption

Awarded

Thi Thanh Tam Vu

Identification, signaling and exploitation of social preferences: An experimental analysis

Awarded

Kerry Hellmuth

Behavioral Economics and Health: Nudging for our own good

Awarded

Bassim Allaheeb

Decision-making In Different Cultures: Essays In Experimental Economics

Awarded

Ali Seyhun Saral

Three Essays on Cooperation and Reciprocity

Awarded

Tatiana Balmus

Incentive schemes in the financial industry. An experimental approach

Awarded

Nives Della Valle

Social Context and Decisions: Essays in experimental economics

Awarded

Viola Luisa Saredi

On the effect of experience: An experimental approach to delegation and tax compliance

Awarded

Federico Fornasari

On Individual Decision Making and Responsibility for Others

Awarded

EDITORIAL BOARDS

Strategic Change

A global journal dedicated to the study of the management and organization of strategic change

Member of the Editorial Board

Games

REVIEWER

JOURNALS

- American Economic Review, Applied Economics, Economic Bulletin, Economica, Economics & Philosophy, European Economic Review, Experimental Economics, Evolution, Games, Games and Economic Behavior, Helyion, Journal of Conflict Resolution, Journal of Economic Behavior & Organizations, Journal of Behavioral and Experimental Economics, Journal of Behavioral and Experimental Finance, Journal of Economic Psychology, Journal of Evolutionary Economics, Journal of Public Economics, Journal of Public Economic Theory, Journal of Socio-Economics, Judgment and Decision Making, Management Science, Mind & Society, Nonprofit and Voluntary Sector Quarterly, PLOS ONE, Social Choice and Welfare, Sustainability, Theory and Decision.

RESEARCH INSTITUTIONS

Swiss National Science Foundation (SNSF), US-Israel Binational Science Foundation, Fonds de la Recherche Scientifique (FNRS)

ORGANIZATION OF SCIENTIFIC EVENTS

Euregio Economics Workshop 2024

Main Organizer

Trento, Italy

September 12, 2024

Euregio Economics Workshop 2022

Co-organizer

Bolzano/Bozen, Italy

May 26-27, 2022

International conference: Shadow Economy Conference

Member of the Scientific Committee

Trento, Italy

July 11-13, 2019

Euregio Economics Workshop 2019

Main organizer

Trento, Italy

April 4-6, 2019

11 IMPRS-Uncertainty Topics Workshop

Main organizer

Trento, Italy

September 27-29, 2017

Workshop Generations of Experiments

Organizer

Trento, Italy

January 15, 2016

Dissemination Activities

IPRASE

Nozioni ed esperienze di finanza comportamentale

Rovereto (Italy)

November 25, 2023

ITE Tambosi (High School)

L'educazione finanziaria per il tuo futuro

Trento (Italy)

October 20, 2021

Pensplan

Conoscere per scegliere: Perché risulta difficile pianificare sul lungo periodo?

Trento (Italy)

October, 2020

IIS Martino Martini (High School)

App...rendimento: Imparare giocando

Mezzolombardo (Italy)

November 12, 2020

Università degli Studi di Torino/CONSOB

Investire non è un gioco: L'approccio CONSOB all'educazione finanziaria

Torino (Italy)

October 18, 2020

ITE Tambosi (High School)

Investitori (ir)razionali: La finanza comportamentale e lo studio dei mercati finanziari

Trento (Italy)

October 2, 2017

IIS Martino Martini (High School)

Investitori (ir)razionali: La finanza comportamentale e lo studio dei mercati finanziari

Mezzolombardo (Italy)

October 4, 2017

Personal skills and competences

LANGUAGES

- Mother tongue: Italian

Language	Listening	Reading	Spoken Interaction	Spoken Production	Writing
English	C2	C2	C1	C1	C2
German	B1	B2	B1	B1	A2

TECHNICAL SKILLS AND COMPETENCES

- Applications
 - Prompt engineering of AI chatbots
 - Advanced knowledge of data processing software
 - Advanced knowledge of document authoring ecosystems Rmarkdown and Shiny
 - Good knowledge of statistical software Stata
 - Good knowledge of Windows Office (Word, Excel, Access, Power Point)
- Programming languages
 - Experience in programming computerized experiments with the experimental toolboxes z-Tree and oTree.
 - Advanced knowledge of editing
 - Good knowledge of the programming language Python
- Operating systems
 - Good knowledge of Mac OS, Win OS, and Linux OS