

Education:

Universitat Autònoma de Barcelona, “Licenciado” in Economics, 1977.
University of Pennsylvania, Ph. D. in Economics, 1986.

Appointments:

1986-1989 Assistant Professor, Department of Economics, Universitat Autònoma de Barcelona.
1989-1993 Associate Professor, Department of Economics, Universitat Autònoma de Barcelona.
1993-1996 Tenured Scientist, Instituto de Análisis Económico (CSIC), Barcelona.
1996-2003 Research Scientist, Instituto de Análisis Económico (CSIC), Barcelona.
2003- Research Professor, Instituto de Análisis Económico (CSIC), Barcelona.

Editorial Service:

2007 – present Editor, *Experimental Economics*.
1997 – 2007 Associate Editor, *Experimental Economics*.
2000 – 2004 Associate, Editor *Spanish Economic Review*.

Research Interests:

Experimental Economics, Organizational Behavior, Industrial Organization, Public Economics, Behavioral Economics.

Publications in English:

“Observability and Overcoming Coordination Failure in Organizations. An Experimental Study”, (joint with D. Cooper), *Experimental Economics*, **9**, 2006, 407-423.

“Auction for Government Securities: A Laboratory Comparison of Uniform, Discriminatory and Spanish Designs”, (joint with K. Abbink and P. Pezanis-Christou), *Journal of Economic Behavior and Organization*, **61**, 2006, 284-303..

“A Change Would Do You Good: An Experimental Study of How to Overcome Coordination Failure in Organizations”, (joint with D. Cooper), *American Economic Review*, **96**, 2006, 669-693.

“I want YOU! An Experiment Studying the Selection Effect When Assigning Distributive Power”, (joint with W. Güth and A. Stiehler), *Labour Economics*, **13**, 2006, 1-17.

“Fair Procedures. Evidence from Games Involving Lotteries”, (joint with G. Bolton and A. Ockenfels), *Economic Journal*, **115**, 2005, 1054-1076.

“Price Competition under Uncertainty: A Laboratory Analysis”, (joint with K. Abbink), *Economic Inquiry*, **43**, 2005, 636-648.

“Do Market Conditions Affect Gift-Exchange? Some Experimental Evidence”, (joint with G. Charness), *Economic Journal*, **114**, 2004, 684-708.

"How Universal is Behavior? A Four Country Comparison of Spite, Cooperation and Errors in Voluntary Contribution Mechanisms", (joint with T. Saijo and A. Schram), *Public Choice*, **119**, 2004, 381-424.

"Asymmetric demand information in uniform and discriminatory call auctions: an experimental analysis motivated by electricity markets", (joint with K. Abbink and T. McDaniel), *Journal of Regulatory Economics*, **23**, 2003, 125-144.

"Truth or Consequences: An Experiment", (joint with G. Charness), *Management Science*, **49**, 2003, 116-130.

"An Exploration of Reputation Formation in Experimental Games", (joint with N. Figueras), *Journal of Economic Behavior and Organization*, **50**, 1, 2003, 89-115.

"Reference Points and Negative Reciprocity in Simple Sequential Games", (joint with C. Solà), *Games and Economic Behavior*, **36**, 2001, 138-157.

"Cooperation or Noise in Public Goods Experiments: Applying the Contribution Function Approach", (joint with A. Schram), *Journal of Public Economics*, **79**, 2, 2001, 399-427.

"How Strategy Sensitive Are Contributions? A Test of Six Hypothesis in a Two-person Dilemma Game", (joint with G. Bolton and E. Katok), *Economic Theory*, **15**, 2000, 367-387.

"Hot vs. Cold: Sequential Responses and preference Stability in Experimental Games", (joint with G. Charness), *Experimental Economics*, **2**, 3, 2000, 227-238.

"Measuring Motivations for the Responses Observed in a Simple Dilemma Games", (joint with G. Bolton and A. Ockenfels), *Experimental Economics*, **1**, 3, 1998, 207-219.

"Equilibrium Selection in Experimental Games with Recommended Play", (joint with W.B. MacLeod), *Games and Economic Behavior*, **11**, 1, 1995. 36-63.

"Limitations of Dominance and Forward Induction: Experimental Evidence", (joint with C. Holt), *Economics Letters*, **49**, 1995, 391-395.

"Adjustment Patterns and Equilibrium Selection in Experimental Signaling Games", (joint with C. Holt), *International Journal of Game Theory*, **22**, 3, 1993, 279-302.

"Forward Induction: Experimental Evidence from Two-stage Games with Complete Information", (joint with C. Holt), *Research in Experimental Economics*, **5**, 1992, 119-136.

"Population Uncertainty, Social Insurance and Actuarial Bias", (joint with C. de Bartolomé), *Journal of Public Economics*, **47**, 3, 1992, 361-380.

"An Experimental Test of Equilibrium Dominance in Signaling Games", (joint with C. Holt), *American Economic Review*, **82**, 5, 1992, 1350-1365.

Forthcoming Papers:

"It's What You Say Not What You Pay: An Experimental Study of Manager-Employee Relationships in Overcoming Coordination Failure", (joint with David Cooper), forthcoming in *Journal of the European Economic Association*.

"24", (joint with K. Abbink), forthcoming in *Games and Economic Behavior*.

"Competition with Forward Contracts: A Laboratory Analysis Motivated by Electricity Market Design", (joint with P. Pezani-Christou and A. Schram), forthcoming in *Economic Journal*.

“Entry Deterrence and Forward Induction: An Experiment”, (joint with A. Cabrales and G. Charness), forthcoming in *Economic Theory*.

“Collusion and Fights in an Experiment with Price-Setting Firms and Production in Advance”, (joint with Pablo Guillén), forthcoming in *Journal of Industrial Economics*.

“Collusion in Growing and Shrinking Markets: Empirical Evidence from Experimental Duopolies”, (with Klaus Abbink), forthcoming in *Experiments for Antitrust Policies*, (Hinloopen / Normann, eds.), Cambridge University Press.

“Cooperation in VCM Experiments: Results Using the Contribution Function Approach”, (joint with A. Schram), C.R. Plott and V.L. Smith (eds.), *The Handbook of Experimental Economics Results*, Elsevier, Amsterdam, forthcoming.

“Testing Theories of Other-regarding Behavior: A Sequence of Four Lab Studies”, (joint with G. Bolton, E. Katok, A. Ockenfels and R. Zwick), C.R. Plott and V.L. Smith (eds.), *The Handbook of Experimental Economics Results*, Elsevier, Amsterdam, forthcoming.

Finished Papers (on my web page):

“Political Autonomy and Independence: Theory and Experimental Evidence”, (with K. Abbink).

“Personal Relations and Their Effect on Behavior in an Organizational Setting: An Experimental Study”, (with C. Solà).

“Entry and Market Selection of Firms: A Laboratory Study”, (with A. Ebru Giritligil).

“Leadership and Overcoming Coordination Failure with Asymmetric Costs”, (joint with D. Cooper and E. Fatás).

“Competition and Well-Being”, (joint with A. Riedl and F. van Winden).

“Relative position, prices of sacrifice and reciprocity: An experimental study using individual decisions”, (joint with E. Fatás and F. Lagos).

“Social information and social influence in an experimental dilemma game” (joint with E. Fatás).

“Naive Bayesian Learning and Adjustment to Equilibrium in Signalling Games” (joint with C. Holt).

Publications in Spanish:

“¿Ha llegado la competencia? Un análisis económico de la reforma de la regulación del sector eléctrico en España”, (joint with K-U. Kühn and P. Regibeau), IAE Reports, 1998.

“Comentarios sobre experimentos y teoría de juegos”, *Cuadernos Económicos del ICE*, 60, 155-168, 1995/2 .

“La armonización fiscal indirecta en Europa. Un panorama desde el análisis económico”, (joint with M.A. López García), *Hacienda Pública Española*, 2, 1994.

“El papel de los experimentos en economía”, *Política Científica*, 36, 37-40, 1993.

“Las subvenciones a la I+D ¿funcionan o no funcionan?, (joint with I. Busom), *Ekonomiaz*, 23, 160-177, 1992.

“Selección de equilibrios en juegos experimentales con recomendaciones”, (joint with W.B. MacLeod), *Investigaciones Económicas*, Suplemento, 67-71, 1992.

“Los efectos de los impuestos en mercados oligopolísticos”, (joint with C. Matutes), en *Invitación a la Teoría Económica*, Ed. Ariel, 325-338, 1991.

“Evidencia experimental sobre inducción proyectiva”, (joint with C. Holt), *Investigaciones Económicas*, Suplemento, 139-143, 1990.

“Impacto de la imposición indirecta en los beneficios económicos en un marco de equilibrio general”, (joint with C. Matutes), *Investigaciones Económicas*, 13, 319-336, 1989.

“Economía experimental y teoría de juegos”, *Cuadernos Económicos del ICE*, 40, 1988/3.

Some Work in Progress:

On markets:

“Auctions with Toeholds: An Experimental Study”, (joint with S. Georganas and R. Nagel).

“Behavior in a Simple Bargaining Game of Incomplete Information”, (joint with H.-J. Jacobsen).

“Information Networks and Worker Recruitment”, (joint with K. Gherxani and A. Schram).

“Pivotal Suppliers of Market Power in Experimental Supply Function Competition”, (joint with S. Reynolds and A. Schram).

On organizational behavior:

“Biting the Hand that Feeds You. Help and Heterogeneity in Overcoming Coordination Failure” (joint with D. Cooper and E. Fatás).

“The Effect of Competition on Behavior in Trust Games”, (joint with C. Schwioren and D. Weichselbaumer).

On interdependent preferences:

“On Punishment and Well-being (joint with F. Rivas).

“Frames and Games”, (joint with C. Schwioren).

Selected Presentations:

Invited lecture, ESA meeting, Atlanta, 2006.

Invited lecture, Journées d’Economie Experimentale, Strasbourg, 2006.

Conference of the Society for the Advancement of Economic Theory, Vigo, 2005.

Conference on Economics and Psychology, IDEI, Toulouse, 2005.

Invited lecture, German Society for Research in Experimental Economics, Köln, 2005.

WZB Conference on Psychology and Economics, Berlin, 2004.

European ESA meeting, Strasbourg, 2002.

Third International Conference on Public Economics, Paris, 2002.

Seventh Annual Power Research Conference, Berkeley, California, 2002.

Public Choice Society and Economic Science Meetings, San Diego, California, 2002.

Seminar, University of Nottingham, 2002.
 Workshop on Auctions: Institutional Aspects and Empirical Analysis, Brussels, 2001.
 Annual Workshop of the ENDEAR TMR network, Amsterdam, 2001.
 Econometric Society European Meeting, Lausanne, 2001.
 European Economic Association Meeting, Lausanne, 2001.
 5èmes Journées d'Economie Expérimentale, Strasbourg, 2001.
 20th Arne Ryde Symposium on Experimental Economics, Lund, Sweden, 2000.
 Fourth Spanish Meeting on Game Theory, Valencia, 2000.
 Theme School in Experimental Economics, Lyon, 2000.
 49th International Atlantic Economic Conference, Munich, 2000.
 Seminar, Universidad Complutense de Madrid, 2000.
 Seminar, University of Copenhagen, 2000.
 Seminar, University of Zurich, 2000.
 Seminar, University of Bielefeld, 2000.
 Annual Workshop of the ENDEAR TMR network, Bari, 1999.
 International Conference on New Developments in Experimental Economics, Osaka, 1999.
 Economic Science Association World Meeting, Lake Tahoe, USA, 1999.
 Seminar, University of Amsterdam, 1999.
 Economic Science Association Meeting, Mannheim, 1998.
 Economic Science Association Northamerican Meeting, Tucson, Arizona, 1998.
 Seminar, University of California, Berkeley, 1998.
 Seminar, University of Colorado, 1998.
 European Summer Symposium in Economic Theory, Gerzensee, Switzerland, 1997.
 Sixth Annual Workshop on Experimental Economics, Amsterdam, 1997.
 European Economic Association Meetings, Toulouse, France, 1997
 Seminar, University of Bonn, 1997.
 Public Choice Society and Economic Science Association, Houston, Texas, 1996.
 Seminar, University of Osaka, 1996.
 Seminar, University of Kyoto, 1996.
 Fourth Annual Workshop on Experimental Economics, Amsterdam, 1995.
 European Economic Association Meeting, Prague, 1995.
 Seminar on Statutory Charges and Contributions and Economic Functions, Athens, 1995.
 Economic Science Association Meetings, Tucson, Arizona, 1994.
 Second Annual Workshop on Experimental Economics, Amsterdam, 1993.
 Meeting of the Southern European Association for Economic Theory, Toulouse, France, 1992.
 Economic Science Association Meetings Tucson, Arizona, 1992.
 Annual Workshop on Experimental Economics. Amsterdam, 1992.
 European Meeting Econometric Society, Brussels, 1992
 Seminar, Universitat Pompeu Fabra, 1992.
 World Congress Econometric Society, Barcelona, 1990.
 European Economic Association Meeting, Augsburg, 1989.
 Journées de Microéconomie Appliquée, Toulouse, 1988.
 Seminar, Universidad del País Vasco, 1988.
 European Economic Association Meeting, Copenhagen, 1987.
 European Meeting Econometric Society, Copenhagen, Denmark, 1987
 Seminar, Universidad Complutense, 1987.
 European Meeting Econometric Society, Budapest, 1986.
 Seminar, Université Laval, 1986.
 Seminar, North Carolina State University, 1986.
 Seminar, Columbia University, 1985.
 Seminar, University of Southern California, 1985.
 Seminar, Georgetown University, 1985.
 Seminar, Université de Montréal, 1985.

Grants:

“Análisis Experimental y Teórico de Organizaciones, Preferencias Sociales y Mercados”
 SEJ2005-01690, 2005-2008.
 Main researcher: Jordi Brandts

“Economía Experimental”
BBVA grant, 2004-2005.
Main researcher: Jordi Brandts

“Economía Experimental en el Instituto de Análisis Económico” Ministerio de Ciencia y Tecnología.
SEC2002-01352, 2002-2005.
Main researcher: Jordi Brandts.

“Avances en Economía Experimental”, DGEIC PB98-0465, 2000-2002.
Main researcher: Jordi Brandts.

“The European Network for the Development of Experimental Economics and its Application to Research on Institutions and Individual Decision Making (ENDEAR)”, Comisión Europea (TMR), 1998-2000.
Main researcher: Frans Van Winden (University of Amsterdam).

“Competencia y regulación en el sector eléctrico”, Comisión Nacional del Sistema Eléctrico, 1997-2000.
Main researcher: Xavier Vives.

“State Aid and Convergence in the European Union”, Commission of the European Communities, 1997.
Main researcher: Jordi Brandts.

“Estudios de Análisis Económico Experimental”, DGICYT PB94-0663, 1995-1998.
Main researcher: Jordi Brandts.

“Statutory Charges and Economic Functions (Spain, Portugal)”, Commission of the European Communities, 1995.
Main researcher: Jordi Brandts.

“Avances en la microeconomía aplicada de mercados y organización: competencia dinámica, interacción estratégica y regulación”, DGICYT PB93-0679, 1994-1999.
Main researcher: Xavier Vives.

“Estudios experimentales sobre juegos, mercados, racionalidad y bienes públicos”, DGICYT PB92-0593-C02, (joint with Universidad Pompeu Fabra), 1993-1995.
Main researcher: Jordi Brandts.

“Fiscal Implications of European Integration”, Comisión Europea (Human Capital and Mobility), 1993-1995.
Main researcher: Maurice Marchand, CORE, (Univ. Catholique de Louvain).

“Análisis de decisiones individuales y sociales”, Programa de Cooperación Iberoamericana, 1992.
Main researcher: Salvador Barberà and Luis Quintas.

“La armonización fiscal indirecta en Europa”, Instituto Universitario de Estudios Europeos de la Universidad Autónoma de Barcelona, 1992.
Main researcher: Jordi Brandts and M.A. López García.

“Competencia y regulación en mercados no competitivos”, DGICYT PB90-0132, 1991-1994.
Main researcher: Xavier Vives.

“Experimentos sobre aprendizaje en juegos económicos”, CIRIT, 1991-1991.
Main researcher: Jordi Brandts.

“Estudios sobre el comportamiento estratégico: Teoría de juegos, aplicaciones y experimentos”, DGICYT PB89-0294, 1989-1992.
Main researcher: Salvador Barberà.

“Competencia imperfecta e intervención pública”, DGICYT PB87-0340, 1988- 1991.
Main researcher: Xavier Vives.

“Comportamiento estratégico y estructura de mercado”, DGICYT PB86-0613, 1987-1990.
Main researcher: Xavier Vives.

Referee Service:

Referee services for: American Economic Review, Econometrica, Journal of Political Economy, Review of Economic Studies, Quarterly Journal of Economics, European Journal of Political Economy, Games and Economic Behavior, Journal of Public Economics, European Economic Review, Mathematical Social Science, International Journal of Game Theory, International Tax and Public Finance, Journal of Economic Behavior and Organization, Economic Journal, International Journal of Industrial Organization, RAND Journal of Economics, Agencia Nacional de Evaluación y Prospectiva, Revista Española de Economía, Instituto Valenciano de Investigaciones Económicas, National Science Foundation (USA), Journal of Mathematical Psychology, Experimental Economics, Economic Theory.

Conference Organization:

Third International Meeting on Experimental and Behavioral Economics (IMEBE), 2007, Málaga.

European Workshop on Experimental and Behavioral Economics (EWEBE), 2006, Valencia.

Second International Meeting on Experimental and Behavioral Economics (IMEBE), 2005, Valencia.

First International Meeting on Experimental and Behavioral Economics (IMEBE), 2004, Córdoba.