



## **PREVIOUS EMPLOYMENT (ACADEMIC RESEARCH)**

Assistant Professor of Economics, Université de Toulouse 1.

Research Fellow, Institut d'Economie Industrielle (IDEI), Toulouse (associated to the programme on “The industrial organisation of banking and financial markets”, directed by Jean Tirole)

Research Fellow, Financial Markets Group, London School of Economics

Junior Research Officer, Department of Applied Economics, University of Cambridge (ESRC-funded project on “The econometric analysis of household behaviour and living standards in China”).

## **RESEARCH VISITS**

University of California San Diego, Rady School (virtual visit, 2021).

California Institute of Technology (virtual visit, 2020).

University of Cambridge, Faculty of Economics (regular visits, 2009-2019).

Imperial College Business School (2017).

Einaudi Institute of Economics and Finance (EIEF), Rome (2012).

## **HONOURS AND AWARDS**

Research grant (principal investigator) from ANR (Agence Nationale de la Recherche). Project title : « Understanding organisations – the complex interplay of incentives and identity ». 2009-2013.

Research grant from PRES Toulouse. Project title: “Economic and psychological perspectives on cooperation and trust”. 2008-2010.

Awarded secondment to CNRS (Centre National pour la Recherche Scientifique) through national competition in June 2005 and again in June 2006.

TMR (Transfer and Mobility of Researchers) Research Fellowship. 1999-2001.

## **PROFESSIONAL ACTIVITIES**

Chair, TSE Research Ethics Committee for Experimental Research, since 2012.

Member of Steering Committee, IAST, since 2012.

Chair, Junior Recruitment Committee, IAST (recruitment of Research Fellows across

a wide range of disciplines, including anthropology, biology, history, political science, psychology and sociology), 2019-2020.

Member of Recruitment Committee, IAST (2018-2020).

Member of Department Council, TSE (2009-2013, and again 2016-2018).

Member of Steering Committee, Cambridge Experimental and Behavioural Economics Group (CEBEG) (2012-2016).

Group Leader, Behavioural and Experimental Economics (BEE) Research Group, TSE (2008-2013).

Co-director, TSE Experimental Economics Laboratory (2008-2013).

Team leader of the Toulouse ENABLE (European Network for the Advancement of Behavioural Economics) team (June 2004-June 2005).

Organiser of Toulouse BEE seminar (2008-2011)

Organiser of Toulouse internal (general) seminar (with Anna Creti and Yolande Hiriart) (2001-2007)

Organiser of Toulouse Economic Theory seminar (with Thomas Mariotti) (2001-2002).

### **Conference organisation and scientific committees**

Member of scientific committee, Association of French Experimental Economists Meeting (2019).

Scientific and local organisation of Symposium on Incentives and Identity in Organizations, Toulouse, June 2012.

Scientific and local organisation of BEE Workshop on Neuroeconomics and Psychology, Toulouse, June 2009.

Organiser of the ENABLE-Russell Sage Symposium on Behavioural Economics held in Toulouse in June 2005, and member of the scientific committee (with Jean Tirole, Roland Bénabou, Ernst Fehr, David Laibson and Klaus Schmidt)

Organiser of the ENABLE-Russell Sage Summer Institute in Economics and Psychology held in Toulouse in June 2005, and member of the scientific committee (with Jean Tirole, Roland Bénabou, Ernst Fehr, David Laibson and Klaus Schmidt).

Scientific and local organisation of the conference “Start-up Finance and Venture Capital” (with Antoine Faure-Grimaud), FMG, London School of Economics (1998).

## Refereeing

*American Economic Review, American Economic Journal: Microeconomics, Econometrica, Economic Journal, Economics and Politics, Games and Economic Behavior, Journal of Corporate Finance, Journal of Economics and Management Strategy, Journal of Political Economy, Journal of Public Economics, Management Science, PLoS ONE, Rand Journal of Economics, Research in Economics, Review of Economic Studies, Review of Financial Studies.*

## PUBLICATIONS

Overconfidence, Stability, and Investments (2018), *Journal of Economic Behavior and Organization*, 145, 474-494 (with Xiaojian Zhao).

Merchant Guilds, Taxation and Social Capital, (2016), *European Economic Review*, 83, 90-110 (with Salvatore Piccolo).

Network Cognition, (2016), *Journal of Economic Behavior and Organization*, 123, 78-96 (with Edoardo Gallo and Sanjeev Goyal).

The Impact of Venture Capital on Innovation, (2012), in D. Cumming (ed.) *Oxford Handbook of Venture Capital*, Oxford University Press (with Nina Yin).

Venture Capitalists, Monitoring and Advising, (2010), in D. Cumming (ed.) *Venture Capital: Investment Strategies, Structures and Policies*, Wiley.

Collective Memory, Cultural Transmission and Investments, (2008), *American Economic Review*, 98(1), 534-560.

Start-up Finance, Monitoring and Collusion, (2005), *RAND Journal of Economics*, vol. 36, n.2, 255-274.

Debt, Incentives and Performance: Evidence from UK Panel Data (2003), *Economic Journal*, vol.113, 1-17 (with Donald Robertson).

Implicit Contracts, Managerial Incentives and Financial Structure, (2001), *Journal of Economics and Management Strategy*, vol. 10, n. 3, 359-390.

## Recent Working Papers

Public Goods and Future Audiences: Acting as Role Models? (with Giuseppe Attanasi, Frédéric Moisan and Donald Robertson).

Strong Intrinsic Motivation (with Aldo Rustichini). TSE Working Paper 15-567.

Venture Capital and Knowledge Transfer (with Nina Yin). CEPR Discussion Paper 10421.

When to Pay More: Status and Culture in Principal-Agent Interactions (with Josepa Miquel-Florensa). TSE Working Paper 13-413.

Innovation, Spillovers and Venture Capital Contracts. CEPR Discussion Paper 8731.

Charitable Giving, Self-Image and Personality (with Carlos Cueva). TSE Working Paper 12-342.

Noblesse Oblige? Moral Identity and Prosocial Behavior in the Face of Selfishness (with Benoît Monin). TSE Working Paper 12-347.

### **Selected older Working Papers**

Social Capital and Collusion: The Case of Merchant Guilds”, CESifo Working Paper No. 1037 (with Sheilagh Ogilvie).

Household Saving and Wealth in China: Some Evidence from Survey Data. DAE Working Paper 9112, University of Cambridge.

Income, Occupation and Education in China. DAE Working Paper 9107, University of Cambridge.

### **PHD SUPERVISION (completed):**

Anton Giulio Manganelli (now Professor at EADA Business School, Barcelona).

Simone Meraglia (now Assistant Professor at University of Exeter).

Nina Yin (now Assistant Professor, Central University of Finance and Economics, Beijing), supervised jointly with Margaret Kyle.

### **PRESENTATIONS IN CONFERENCES AND SEMINARS**

*Presentations in 2021 (recent and scheduled)*

“Venture capital, knowledge transfer and competition” (with Sanxi Li and Nina Yin): International Industrial Organization Conference (IIOC 2021); European Association for Research in Industrial Economics (EARIE 2021); China Meeting of Econometric Society (CMES 2021).

“Motivated beliefs, shame and guilt across cultures” (with Junjie Ren and Xiaojian Zhao): invited seminar, Paris School of Economics.

*Earlier presentations*

2019

Asian Meeting of Econometric Society, Xiamen (invited).

Invited seminar: Renmin University of China, Beijing.

Invited seminar: Central University of Economics and Finance, Beijing.

Invited seminar: Southwestern University of Finance and Economics, Chengdu.

Invited seminar: Wuhan University.

Invited seminar: Paris School of Economics.

2018

Food and Health Economics Workshop (TSE).

2015

CEPR Second Workshop on Entrepreneurship Economics (Cagliari).

SEI Workshop (Lisbon).

Invited seminar: University of Padova.

Invited seminar: University of Udine.

2014

CEPR-Bank of Finland Conference on Entrepreneurial Finance, Innovation and Growth (Helsinki).

Barcelona GSE Summer Forum.

Invited seminar: University of Essex.

Invited seminar: University of Nottingham.

2013

Invited seminar: Cambridge Finance, University of Cambridge.

2012

CEPR conference on The Economics of Interactions and Culture, Rome.

Fourth Workshop of the Paul Woolley Research Initiative, Toulouse.

Symposium on Incentives and Identity in Organizations, Toulouse.

CIFAR/SIIWB and IAST joint workshop, Toulouse.

Invited seminar: University of Tor Vergata, Rome.

2011

MOVE Workshop on Venture Capital, Barcelona.

Invited seminar: European University Institute, Florence.

Invited seminar: Hong Kong University of Science and Technology.

Invited seminar: National University of Singapore.

2010

European Science Foundation Workshop on Information and Behaviour in Networks,  
Nuffield College, Oxford.

University of Frankfurt Workshop on Organizational Economics, Bad Homburg.

Invited seminar: University of Munich.

Invited seminar: University of Zurich.

2009

BEE Workshop on Neuroeconomics and Psychology, Toulouse.

2008

European Summer Symposium in Economic Theory (ESSET), Gerzensee.

2007

Invited seminar, University of Southampton

2006

Invited seminar: London School of Economics.

2005

ENABLE-Russell Sage Symposium on Behavioural Economics, Toulouse.

Conference in tribute to Jean-Jacques Laffont, Toulouse.

2004

Conference on Theoretical Perspectives on Identity, Community and Economic Policy,  
Barcelona.

2003

RTN workshop on Competition Policy in International Markets, Toulouse.

Invited seminar: University of Munich.

2001

European Meeting of the Econometric Society (Lausanne).

European Economic Association Meeting (Lausanne).

European Financial Management Association Meeting (Lugano).

2000

European Financial Association Meeting (London Business School).

Invited seminar: University of Oxford.

Invited seminar: University of Lausanne.

IDEI-INRA conference, Toulouse.

1999

CEPR workshop on Banking and Financial Markets, Barcelona.

Invited seminar: IDEI, Toulouse.

Invited seminar: University of Barcelona (Pompeu Fabra).

1998

European Financial Association Meeting (INSEAD).

Conference on Start-up Finance and Venture Capital, LSE.