ERNESTO REUBEN

Email: ereuben@nyu.edu Webpage: www.ereuben.net
Nationality: Costa Rican

Academic positions

Nov 2024 to present	Global Network Professor Faculty of Arts and Science – Economics, New York University
Sep 2021 to present	Professor Social Science Division, New York University Abu Dhabi
Jul 2016 to Aug 2021	Associate Professor Social Science Division, New York University Abu Dhabi
Jul 2009 to Jun 2016	Assistant Professor Columbia Business School, Columbia University
Sep 2006 to Jun 2009	Postdoctoral Researcher Kellogg School of Management, Northwestern University
Feb 2006 to Aug 2006	Postdoctoral Researcher Department of Economics, University of Copenhagen

Other Positions

Sep 2024 to Dec 2025	Program Head of Business, Organizations, and Society Social Science Division, New York University Abu Dhabi
May 2024 to present	Advisory Board Member College of Economics and Political Science, Sultan Qaboos University
Sep 2021 to Aug 2025	Associate Dean of Graduate Programs and Societal Impact Social Science Division, New York University Abu Dhabi
Oct 2020 to present	Co-Principal Investigator Center for Behavioral Institutional Design
Jul 2018 to Apr 2026	Senior Scientist Luxembourg Institute of Socio-Economic Research

Education

2006 Ph.D. in Economics, University of Amsterdam
2003 M.Phil. in Economics, Tinbergen Institute
2001 B.A. in Economics, University of Maryland (Summa Cum Laude)

Publications

Competing for power in multilateral negotiations under majority and unanimity rules. ***Games and Economic Behavior***. (with A. Baranski)

Promoting physical activity among seniors in Abu Dhabi: An experimental test of the "Forever Fit" nudge. ***Journal of the Economic Science Association***, 11: 35-46, 2025 (with N. Nikiforakis, L.A. Alhyas, U. Afzal, A. Agiostratitis, E.M. Alfalacy, A. Dariel, M.C. Monney, and M. Muñoz-Herrera)

Social networks and organizational helping behavior: Experimental evidence from the helping game. ***Journal of Public Economics***, 246: 105388, 2025. (with H. Erkut)

The role of personal and impersonal relational contracts on partner selection and efficiency. ***Journal of Law, Economics and Organization***, 40: 753-785, 2024. (with M. Muñoz-Herrera)

Normative conflict and the gender gap in cooperation. ***Economics Letters***, 238: 111680, 2024. (with N. Nikiforakis and R. Stüber)

Overconfidence and preferences for competition. ***Journal of Finance***, 79: 1087-1121, 2024. (with P. Sapienza and L. Zingales)

Gender differences in job search and the earnings gap: Evidence from the field and lab. ***Quarterly Journal of Economics***, 138: 2069-2126, 2023. (with P. Cortés, J. Pan, L. Pilossoph, and B. Zafar)

Trends in the Publication of Experimental Economics Articles. ***Journal of the Economic Science Association***, 8: 1-15, 2022. (with S.X. Li, S. Suetens, A. Svorenčík, T. Turocy, and V. Kotsidis)

The effect of group identity on hiring decisions with incomplete information. ***Management Science***, 68: 6336-6345, 2022. (with F. Casoria and C. Rott)

Shifting normative views: On why groups behave more antisocially than individuals. ***European Economic Review***, 145: 104116, 2022. (with S. Behnk and L. Hao)

Early adolescents' food selection after evaluating the healthiness of remote peers' food choices. ***Child Development***, 92: e1198-e1210, 2021. (with R. Cobo-Reyes, J.A. Lacomba, F. Lagos, and C. Zenker)

On lies and hard truths. ***Frontiers in Psychology***, 12: 2627, 2021. (with S. Behnk)

Gender Differences in Recognition for Group Work. ***Journal of Political Economy***, 129: 101-147, 2021. (with H. Sarsons, K. Gërxhani, and A. Schram)

Measuring preferences for competition with experimentally-validated survey questions. ***Journal of Economic Behavior & Organization***, 178: 402-423, 2020. (with F. Fallucchi and D. Nosenzo)

On the effectiveness of elected male and female leaders and team coordination. ***Journal of the Economic Science Association***, 4: 123-135, 2018. (with K. Timko)

Instrumental reciprocity as an error. ***Games***, 9: 66, 2018. (with S. Suetens)

Decisiveness, Peace, and Inequality in Games of Conflict. ***Journal of Economic Psychology***, 63: 216-229, 2017. (with J.A. Lacomba, F. Lagos, and F. van Winden).

Preferences and biases in educational choices and labor market expectations: Shrinking the black box of gender. ***Economic Journal***, 127: 2153-2186, 2017. (with M. Wiswall and B. Zafar)

Turf wars. ***Journal of Public Economics***, 152: 143-153, 2017. (with H. Herrera and M.M. Ting)

Procrastination and impatience. ***Journal of Behavioral and Experimental Economics***, 58: 63-76, 2015. (with P. Sapienza and L. Zingales)

Advocacy and political convergence under preference uncertainty. ***European Economic Review***, 79: 16-26, 2015. (with C. Traxler and F. van Winden)

On the escalation and de-escalation of conflict. ***Games and Economic Behavior***, 86: 40-57, 2014. (with J.A. Lacomba, F.M. Lagos, and F. van Winden)

How stereotypes impair women's career in science. ***Proceedings of the National Academy of Sciences***, 111: 4403-4408, 2014. (with P. Sapienza and L. Zingales)

Competition, cooperation, and collective choice. ***Economic Journal***, 124: F163-F195, 2014. (with T. Markussen and J.R. Tyran)

Nobody likes a rat: On the willingness to report lies and the consequences thereof. ***Journal of Economic Behavior & Organization***, 93: 384-391, 2013. (with M. Stephenson)

Political quid pro quo agreements: An experimental study. ***American Journal of Political Science*** 57: 582-597, 2013. (with J. Großer and A. Tymula)

Redistribution and market efficiency: An experimental study. ***Journal of Public Economics*** 101: 39-52, 2013. (with J. Großer)

Human cooperation by lethal group competition, ***Scientific Reports*** 3: 1373, 2013. (with M. Egas, R. Kats, X. van der Sar, and M.W. Sabelis).

Enforcement of contribution norms in public good games with heterogeneous populations, ***Games and Economic Behavior*** 77: 122-137, 2013. (with A. Riedl)

The emergence of male leadership in competitive environments. ***Journal of Economic Behavior & Organization*** 83: 111-117, 2012. (with P. Rey-Biel, P. Sapienza, and L. Zingales)

Revisiting strategic versus non-strategic cooperation. ***Experimental Economics*** 15: 24-43, 2012. (with S. Suetens)

(Un)Available upon request: Field experiment on researchers' willingness to share supplementary materials. ***Accountability in research*** 19: 175-186, 2012. (with M. Krawczyk)

Fairness perceptions and prosocial emotions in the power to take. ***Journal of Economic Psychology*** 31: 908-922, 2010. (with F. van Winden)

Time discounting for primary and monetary rewards. ***Economics Letters*** 106: 125-127, 2010. (with P. Sapienza and L. Zingales)

Everyone is a winner: Promoting cooperation through all-can-win intergroup competition. ***European Journal of Political Economy*** 26: 25-35, 2010. (with J.-R. Tyran)

The importance of emotions for the effectiveness of social punishment. ***Economic Journal*** 119: 1534-1559, 2009. (with A. Hopfensitz)

Is mistrust self-fulfilling? ***Economics Letters*** 104: 89-91, 2009. (with P. Sapienza and L. Zingales)

Public goods provision and sanctioning in privileged groups. ***Journal of Conflict Resolution*** 53: 72-93, 2009. (with A. Riedl)

Social ties and coordination on negative reciprocity: The role of affect. ***Journal of Public Economics*** 92: 34-53, 2008. (with F. van Winden)

Other Publications

Experiments on labor market discrimination. In M. Cubel and C. Schwieren (eds.) *Handbook of Gender and Experimental Economics*. Edward Elgar Publishing: Glos, UK. (with S. Kingsuwankul and C. Rott)

An economic perspective on diversity within organizations. In G. Grote, A. Guzzo, R. Lavive, and H. Nalbantian (eds.) *Interdisciplinary Foundations for Organizational Science and Application: A Dialogue between Psychology and Economics*. Oxford University Press. (with A. Perry)

Gender and preferences in the labor market: Insights from experiments. In K. F. Zimmermann (ed.) *Handbook of Labor, Human Resources and Population Economics*, 2023. Springer, Cham. (with L. Lozano and E. Ranehill)

Preference measurement and manipulation in experimental economics. In A. Schram and A. Ule (eds.) *Handbook of Research Methods and Applications in Experimental Economics*, 39-56, 2019. Edward Elgar Publishing: Glos, UK. (with H. Erkut)

Introduction to the second special issue commemorating works of James Andreoni, Theodore Bergstrom, Larry Blume, and Hal Varian. *Journal of Public Economic Theory* 22: 279-284, 2020. (with O. Bochet, N. Nikiforakis, J. Wooders, and M. Wooders)

Introduction to the JPET special issues commemorating works of James Andreoni, Theodore Bergstrom, Larry Blume, and Hal Varian. *Journal of Public Economic Theory* 21: 799-803, 2019. (with O. Bochet, N. Nikiforakis, J. Wooders, and M. Wooders)

Macroeconomic experiments. In P. Brañas-Garza and A. Cabrales (eds.) *Experimental Economics*, 149-165, 2016. Palgrave Macmillan: London, UK. (with F. Lagos)

Experimentos de macroeconomía. In P. Brañas-Garza (ed.) *Economía Experimental y del Comportamiento*, 291-307, 2011. Antoni Bosch Editor: Barcelona, Spain. (with F. Lagos)

Competitive dynamics and business strategy. *Columbia CaseWorks* No. 100414, 2010. (with S. Meier)

Fairness in the Lab - The Effects of Norm Enforcement in Economic Decisions, 2006. Thela Thesis: Amsterdam.

Citations

Google Scholar	6,011 citations (Aug 2026)
Scopus	2,111 citations (Aug 2026)

Editorial Boards and Associations

Sep 2026 to present	Associate Editor Management Science
Jul 2024 to present	Associate Editor European Economic Review
May 2023 to May 2025	Guest Editor for Special Issue Journal of Economic Behavior & Organization
Feb 2021 to present	Editorial Board Member Experimental Economics
Jul 2019 to Jul 2022	Executive Committee Member Economic Science Association
Feb 2018 to Feb 2019	Guest Editor for Special Issue Journal of Public Economic Theory
Dec 2013 to Dec 2025	Associate Editor Journal of Economic Behavior & Organization
Jan 2013 to present	Research Fellow IZA Institute of Labor Economics
Jan 2009 to Dec 2012	Research Affiliate IZA Institute of Labor Economics

Invited as Keynote Speaker

New Directions in Intercultural Gender Research, University of Hagen, 2026.
Antigua Experimental Economics Conference, University Francisco Marroquín, 2015.
IV Alhambra Experimental Workshop, University of Granada, 2009.

Invited Seminar Presentations

2026: University of Vienna.
2025: University of Lyon, Norwegian School of Economics, Masaryk University.
2024: Tilburg University, University of Amsterdam.
2023: University of East Anglia, Haifa-NYUAD Seminar, Luxembourg Institute of Socio-Economic Research, University of Cyprus, University College Dublin, University of Cologne, University of Lund.
2022: BI Norwegian Business School, WZB Berlin Social Science Center, University of Exeter, University of Luxembourg, Florida State University, University of Alabama.
2021: Virtual East Asia Experimental and Behavioral Economics Seminar Series, American University in Cairo, University of Lyon, University of Groningen, University of Queensland, University of Maryland.
2020: University of Queensland, University of Hamburg, George Mason University, University of Pennsylvania.

2019: Abu Dhabi Investment Authority.
2018: Norwegian School of Management.
2017: Luxembourg Institute of Socio-Economic Research, Zayed University, Burgundy School of Business, University of Innsbruck, European University Institute, University of Bologna, University of Zurich, University of Maastricht.
2016: United Arab Emirates University, University of Amsterdam, University Pablo de Olavide, University of East Anglia, New York University, Fairfield University, University of Cologne, University of Maastricht.
2015: New York University Abu Dhabi, Purdue University, Texas A&M University, Southern Methodist University, New York University, WZB Social Science Center Berlin, Public Company Accounting Oversight Board.
2014: University of Arkansas, University of Maastricht, University of Pennsylvania.
2013: University of Pittsburgh, City University of New York, Norwegian School of Management.
2012: Virginia Commonwealth University, Ohio State University, Max Planck Institute for Tax Law and Public Finance, University of Munich, University of Maryland.
2011: University of Zurich, University of Texas at Dallas, Sciences Po, University of Vienna, University of Maastricht, Tilburg University, University of Amsterdam, Purdue University.
2010: New York University, University of Toulouse, University of California San Diego.
2009: Laval University, Carnegie Mellon University, University of Costa Rica, University of Maastricht, University of Chicago, LUISS Guido Carli University, Max Planck Institute for Collective Goods, Columbia University, University of London – Royal Holloway, University of London – Queen Mary, Tilburg University, University of Bonn, University of Maastricht, University of Copenhagen, University Pompeu Fabra, Purdue University.
2008: Florida State University.
2007: University of Maastricht.
2006: Northwestern University, Ohio State University, University of Århus.
2005: University of Copenhagen.

Conference Presentations

2025: 3rd Political Economy Winter Workshop, 16th Petralia Workshop, 14th Field Days Workshop Experiments Outside the Lab (LISER), The Behavioural Exchange BX2025 (NYUAD), ESA Asia-Pacific Meeting.
2024: WED Forum (Abu Dhabi ECA), Workshop on Preferences, Traits, and Skills (University of Amsterdam), 3rd NYU International Meeting in Experimental Social Science.
2023: Workshop on Promoting Active School Transport (NIFU), 1st Matterhorn Symposium on Behavior, Institutions, and Cooperation, ESA European Meeting.
2020: ASSA Annual Meeting.

2019: International Symposium in Experimental Economics, 1st Center of Behavioral Economics Workshop (LISER), ESA Asia-Pacific Meeting, Experimental Economics Workshop (Bogazici University).

2018: ESA World Meeting, 2nd NYU International Meeting in Experimental Social Science, Behavioral and Experimental Public Choice Workshop (University of Lille), 5th IMEBESS, Winter Experimental Social Sciences Institute (NYUAD).

2017: APET Workshop in Public Economics, Psychoeconomics Meeting (University of Cologne), ESA World Meeting, 4th IMEBESS, Winter Experimental Social Sciences Institute (NYUAD).

2016: Workshop on Discrimination at Work (University of Rotterdam), Workshop on Political Economics and Voting Experiments (University of Granada), ASM Microbe, COSME Gender Economics Workshop, 2nd ESI Theory/Experiments Workshop (Chapman University), Lab Experiments in Public Economics (University of Mannheim).

2015: ESA North American Meeting, Haverford Meeting on Behavioral and Experimental Economics, Barcelona GSE Summer Forum, ASFEE Annual Meeting, London Experimental Workshop, Morality, incentives and unethical behavior (UCSD).

2014: M-BEES (University of Maastricht), SITE Summer Workshop, UCSB SAGE Workshop, ESA North American Meeting.

2013: ESA North American Meeting, SEA Annual Meeting.

2012: 5th NYU-CESS Conference on Experimental Political Science, Deception Incentives and Behavior Symposium (UCSD), ESA World Meeting.

2011: 6th IMEBE, ESA World Meeting, ESA North American Meeting, SEA Annual Meeting.

2010: 5th IMEBE, ESA World Meeting, BDRM Conference, SITE Summer Workshop, ESA North American Meeting, SEA Annual Meeting.

2009: Summer Meeting of the Econometric Society, ESA World Meeting, ESA North American Meeting.

2008: World Congress of the Game Theory Society, ASSA Annual Meeting, ESA World Meeting, ESA European Meeting, 4th ENABLE Symposium (University of Amsterdam), Alhambra Experimental Workshop (University of Granada).

2007: ESA World Meeting, 3rd IMEBE, ESA North American Meeting.

2006: IAREP/SABE Congress, Innovation and Coordination Workshop (Humboldt University), LEE Workshop (University of Copenhagen).

2005: European Winter Meeting of the Econometric Society, EEA Annual Meeting, ESA World Meeting, ESA European Meeting, SEA Annual Meeting, Evolution of Social Institutions and Cooperation Miniworkshop (University of Amsterdam), Mini-workshop on Experimental Economics (New York University), CREED – CeDEx Mini-workshop (Nottingham University), FINEXE Workshop on Applied Microeconomics, Annual Meeting of the Austrian Economic Association.

2004: 1st IMEBE, ESA World Meeting, Annual Meeting of the Public Choice Society.

Other Conferences, Workshops, and Summer Schools

2025: International Symposium in Experimental Economics (NYUAD)

2024: Gender in Organizations: Insights from Economics and Psychology (NYUAD), NYUAD-Birmingham Behavioral Economics Workshop, Childhood Education: Multidisciplinary Insights and Policy Implications (NYUAD), Bargaining, Markets, and Strategic Decision Making (NYUAD), Unraveling the Dynamics of Social Change (NYUAD), International Symposium in Experimental Economics (NYUAD), 13th WTO Ministerial Conference.

2023: International Symposium in Experimental Economics (NYUAD).

2022: Inaugural Meeting of the MENA Network of Experimental Social Scientists (NYUAD), Behavioral Policy in MENA Summit (NYUAD), Gender in Organizations: Insights from Economics and Psychology (NYUAD), International Symposium in Experimental Economics (NYUAD).

2021 C-BID Inaugural Event (NYUAD)

2019: Winter Experimental Social Sciences Institute (NYUAD).

2018: International Symposium in Experimental Economics (NYUAD).

2017: International Symposium in Experimental Economics (NYUAD).

2016: New Challenges for Political Economy Workshop to honor Frans van Winden.

2012: UCSB Behavioral Economics conference.

2011: ASSA Annual Meeting, 4th NYU-CESS Conference on Experimental Political Science, Columbia Business School Strategy Conference.

2010: 3rd NYU-CESS Conference on Experimental Political Science

2009: HBS Strategy Research Conference, Spencer Conference on Economics and Personality Psychology (University of Chicago)

2008: Higher Education Symposium on Emotional Intelligence (Georgetown University), Maastricht Behavioral and Experimental Economics Symposium.

2007: Conflict and Cooperation (Northwestern University), CSIO/IDEI Conference on Industrial Organization (Northwestern University), 3rd ENABLE Symposium (University of Amsterdam).

2005: Zeuthen Workshop (University of Copenhagen), First European Summer Symposium in Behavioral Economics (Toulouse).

2003: Intensive course in Behavioral Economics (Trento), ENDEAR Workshop (University of Amsterdam), Summer School on Social Networks (University of San Sebastian), Workshop on Bounded Intelligent Extended Rationality (Humboldt University).

2002: Experimental Economics Summer School at the Max-Planck-Institute for Research into Economic Systems.

Refereeing

Recently: AEJ Applied, Economic Journal, Economic Letters, Experimental Economics, Journal of Development Economics, Journal of Financial Economics, Journal of Human Resources,

Journal of Labor Economics, Journal of Political Economy, Management Science, Quarterly Journal of Economics, Social Choice and Welfare

Previously: American Economic Review, American Economic Review Insights, American Journal of Political Science, British Academy, Bulletin of Economic Research, Ecological Economics, Econometrica, Economic Inquiry, Economic Theory, European Economic Review, European Journal of Political Economy, European Union Politics, Evolution and Human Behavior, Frontiers, Games, Games and Economic Behavior, International Food Policy Research Institute, International Game Theory Review, International Journal of Game Theory, Israel Science Foundation, Journal of Behavioral and Experimental Economics, Journal of Conflict Resolution, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Economics and Statistics, Journal of Health Economics, Journal of Law, Economics, and Organization, Journal of Political Economy Micro, Journal of Public Economic Theory, Journal of Public Economics, Journal of the Economic Science Association, Journal of the European Economic Association, Journal of Theoretical Politics, Judgment and Decision Making, Labor Economics, National Science Foundation, Nature Communications, Netherlands Organization for Scientific Research, Oxford Economic Papers, PLOS ONE, Proceedings of the National Academy of Sciences, Quantitative Economics, Review of Economic and Statistics, Review of Economic Studies, Science

Teaching Experience

PhD courses: Behavioral Economics (Columbia University, 2014), Experimental Economics (University Francisco Marroquín, 2014; Northwestern University, 2007, 2008, 2009; Norwegian School of Management, 2008, 2013, 2018, 2022), Behavioral Strategy (Columbia Business School, 2011, 2012)

Graduate/MBA/EMBA courses: Firms and Markets (NYU Stern, 2025, 2026), Behavioral Economics (NYU Abu Dhabi, 2021, 2022, 2024, 2025), Behavioral Insights (NYU Abu Dhabi, 2019), Strategy Formulation (Columbia Business School, 2010, 2012, 2013, 2014, 2015, 2016), Globalization in Latin America (Columbia Business School, 2011), Experimental Economics (CATIE, 2009), Statistical Methods for Management Decisions (Kellogg School of Management, 2007, 2009)

Undergraduate courses: Behavioral Economics (NYU Abu Dhabi, 2017, 2018, 2021, 2022, 2023, 2024, 2026; University of Cologne, 2018); Principles of Microeconomics (NYU Abu Dhabi, 2016, 2017, 2018, 2019, 2021; University of Amsterdam, 2003, 2004), Strategy Formulation (Columbia Business School, 2012, 2013, 2015, 2016), International Public Economics (University of Amsterdam, 2005; Southwestern University of Finance and Economics, 2018), Advanced Public Economics (University of Amsterdam, 2005)

Invited lectures: zTree programming (Columbia University, 2013; Princeton University, 2005, 2007; University of Copenhagen, 2006)

Mentoring of PhD Students and Postdocs

Ashley Perry, London Business School and NYU Abu Dhabi, 2022-present
Sakshi Kasa Prasad, University of Luxembourg, 2022-present
Reha Tuncer, University of Luxembourg, 2022-2025
Monika Pompeo, NYU Abu Dhabi, 2022-2025
Moritz Janas, NYU Abu Dhabi, 2021-2025
Lina Lozano, University of Maastricht and NYU Abu Dhabi, 2017-2025
Robert Stüber, NYU Abu Dhabi, 2021-2024
Manuel Muñoz-Herrera, University of Groningen and NYU Abu Dhabi, 2013-2023
Mingye Ma, NYU Abu Dhabi, 2018-2021
Hande Erkut, University of Maastricht, 2014-2017
Krisztina Timko, University of Helsinki, 2014-2017
Christina Rott, Universitat Autònoma de Barcelona, 2012-2014
Mark Bernard, Stockholm School of Economics, 2009-2012

PhD Dissertation Committees

Saber Mousavi, University of Luxembourg, 2026
Nathalie Müller, University of Luxembourg, 2025
Assia Abdelfattah, University Grenoble Alpes, 2025
Lina Lozano, University of Maastricht, 2022
Monika Pompeo, University of Nottingham, 2022
Magnus Vaage Knutsen, Norwegian School of Management, 2021
Ankush Asri, University of Bologna, 2019
Duygu Ozdemir, University of Essex, 2017
Siv-Elisabeth Skjelbred, University of Oslo, 2017
Helena Fornwagner, University of Innsbruck, 2017
Krisztina Timko, University of Helsinki, 2017
Ting Jiang, Tilburg University, 2015
Christina Rott, Universitat Autònoma de Barcelona, 2014
Aharon Cohen Mohaliver, Columbia Business School, 2012
Maximo Rossi, University of Granada, 2009
Ainhoa Jaramillo-Gutiérrez, University of Castellón, 2007