

# ERNESTO REUBEN

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## *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)

## *Academic positions*

Jul 2009 to present Assistant Professor

Columbia Business School, Columbia University

Sep 2006 to Aug 2009 Postdoctoral Researcher

Kellogg School of Management, Northwestern University

Feb 2006 to Aug 2006 Postdoctoral Researcher

Department of Economics, University of Copenhagen

## *Publications*

Everyone is a Winner: Promoting Cooperation through All-Can-Win Intergroup Competition. *European Journal of Political Economy* forthcoming. (with J.R. Tyran)

Time Discounting for Primary and Monetary Rewards. *Economics Letters* forthcoming. (with P. Sapienza and L. Zingales)

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)

## *Working Papers (revise and resubmit)*

Fairness and Shame in the Power to Take. Discussion paper 05-014, Tinbergen Institute, 2008. (with F. van Winden) [at *Journal of Economic Psychology*]

### ***Working Papers (downloadable)***

- Redistributive Politics and Market Efficiency: An Experimental Study. Discussion paper, IZA, 2009. (with J. Großer)
- Can We Teach Emotional Intelligence? Working paper, Columbia University, 2009. (with P. Sapienza and L. Zingales)
- Enforcement of Contribution Norms in Public Good Games with Heterogeneous Populations. Discussion paper No. 4303, IZA, 2009. (with A. Riedl)
- Revisiting Strategic versus Non-Strategic Cooperation. CentER discussion paper 2009-22, Tilburg University, 2009. (with S. Suetens)
- Procrastination and Impatience. NBER WP-13713, 2008. (with P. Sapienza and L. Zingales)

### ***Working Papers (available upon request)***

- Breaking the Violence: Attaining Peaceful Relations in Games of Conflict. (with J.A. Lacomba, F.M. Lagos, and F. van Winden)
- Lobbying for Low Taxes: An Experimental Study on the Role of Reciprocity in Special Interest Politics (with J. Großer and A. Tymula)
- The Glass Ceiling in Experimental Markets. (with P. Sapienza and L. Zingales)
- Maladaptive Reciprocal Altruism. (with S. Suetens)

### ***Work in Progress (in the pipeline)***

- Political Convergence and Information Transmission through Interest Groups. (with C. Traxler, and F. van Winden)
- Low Taxes for Sale: Graft and Political Patronage in Experimental Democracies. (with J. Großer and A. Tymula)
- Nobody Likes a Rat. An Experiment on Whistle Blowing. (with P. Sapienza and L. Zingales)

### ***Invited Conference Presentations***

- IV Alhambra Experimental Workshop, University of Granada, 2009.

### ***Seminar Presentations***

- 2009: Laval University, Carnegie Mellon University, University of Costa Rica, University of Maastricht, University of Chicago, LUISS Guido Carli University, Max Planck Institute, 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***

- 2009: ESA World Meeting, Summer Meeting of the Econometric Society.  
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.  
2007: ESA World Meeting, 3<sup>rd</sup> 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: 1<sup>st</sup> IMEBE, ESA World Meeting, Annual Meeting of the Public Choice Society.

### ***Other Conferences, Workshops, and Summer Schools***

- 2009: HBS Strategy Research Conference (Harvard Business School), 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), 3<sup>rd</sup> 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***

American Economic Review, European Economic Review, European Journal of Political Economy, European Union Politics, Experimental Economics, Games and Economic Behavior, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Public Economic Theory.

## ***Teaching Experience***

*PhD courses:* Experimental Economics (Northwestern University, 2009, 2008, 2007),  
Experimental Economics (Norwegian School of Management, 2008)

*Graduate/MBA courses:* Experimental Economics (CATIE, 2009), Statistical Methods for Management Decisions (Kellogg School of Management, 2009, 2007)

*Undergraduate courses:* International Public Economics (University of Amsterdam, 2005), Advanced Public Economics (University of Amsterdam, 2005), Introductory Microeconomics (University of Amsterdam, 2004, 2003).

*Invited lectures:* zTree programming (Princeton University, 2007, 2005), zTree programming (University of Copenhagen, 2006)

## ***External member for PhD Committees***

Maximo Rossi, University of Granada, 2009.

Ainhoa Jaramillo-Gutiérrez, University of Catellon, 2007.

## ***Other Work Experience***

Research Assistant, IICA, Northern Regional Center (2000-2001); Economic Consultant, Expansión Financiera (1997-2000); Call Center Analyst/Supervisor, Acer Information Services/Sykes Enterprises (1996-1999)

## ***Awards & Grants***

Tinbergen Institute MPhil fellowship, Graduated Summa Cum Laude from the University of Maryland, Dean's Scholar from the College of Social and Behavioral Sciences of the University of Maryland.