

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

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)

Working Papers (revise and resubmit)

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

Enforcement of Contribution Norms in Public Good Games with Heterogeneous Populations. Discussion paper No. 4303, IZA, 2009. (with A. Riedl)

Working Papers (downloadable)

The Glass Ceiling in Experimental Markets. (with P. Sapienza and L. Zingales)
Redistributive Politics and Market Efficiency: An Experimental Study. Discussion paper No. 4549, IZA, 2009. (with J. Großer)
Can We Teach Emotional Intelligence? Working paper, Columbia University, 2009. (with P. Sapienza and L. Zingales)
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)
Maladaptive Reciprocal Altruism. (with S. Suetens)
Political Convergence and Information Transmission through the Formation of Interest Groups. (with C. Traxler, and F. van Winden)

Work in Progress (in the pipeline)

Graft and Political Patronage in Experimental Democracies. (with J. Großer and A. Tymula)
Nobody Likes a Rat. An Experimental Study on the Incentives of Whistle Blowers. (with P. Sapienza and L. Zingales)
Implementing Intergroup Competition and the Promotion of Cooperation. (with T. Markussen and J.-R. Tyran)
Choosing the Right Enforcers: An Experimental Study of the Role of Institutions on the Abuse of Punishment Power. (with M. Bernard)
Local Provision and Global Neglect. The Detrimental Effects of Local Enforcement on Global Public Goods. (with N. Lane)

Invited Conference Presentations

IV Alhambra Experimental Workshop, University of Granada, 2009.

Invited Seminar Presentations

- 2010: 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, 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

- 2010: 5th IMEBE, ESA World Meeting, BDRM Conference, SITE Summer Workshop, SEA Annual Meeting.
- 2009: ESA North American Meeting, 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, 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

- 2010: Second Annual NYU-CESS Conference on Experimental Political Science (New York University)
- 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), 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

Regularly: American Economic Review, Experimental Economics, Games and Economic Behavior, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Public Economics, Management Science.

Occasionally: Bulletin of Economic Research, European Economic Review, European Journal of Political Economy, European Union Politics, International Game Theory Review, Journal of Public Economic Theory, The Journal of Law, Economics, and Organization.

Teaching Experience

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

Graduate/MBA courses: Strategy Formulation (Columbia Business School, 2010), 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.