

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 Jun 2009 Postdoctoral Researcher

Kellogg School of Management, Northwestern University

Feb 2006 to Aug 2006 Postdoctoral Researcher

Department of Economics, University of Copenhagen

Publications

The Emergence of Male Leadership in Competitive Environments. *Journal of Economic Behavior & Organization* forthcoming. (with P. Rey-Biel, P. Sapienza, and L. Zingales)

Revisiting Strategic versus Non-Strategic Cooperation. *Experimental Economics* 15: 24-43, 2012. (with S. Suetens)

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)

Working Papers (under review)

Tacit Quid Pro Quo Agreements: An Experimental Study. *Revise & Resubmit at the American Journal of Political Science*, 2011. (with J. Großer and A. Tymula)

Redistributive Politics and Market Efficiency: An Experimental Study. *Revise & Resubmit at the Journal of Public Economics*, 2011. (with J. Großer)

Cognitive and Motivational Components of Reciprocal Heuristics. *Revise & Resubmit at Evolution and Human Behavior*, 2011. (with S. Suetens)

Can We Teach Emotional Intelligence? *Revise & Resubmit at Social Psychological and Personality Science*, 2011. (with P. Sapienza and L. Zingales)

Enforcement of Contribution Norms in Public Good Games with Heterogeneous Populations. Discussion paper No. 4303. IZA, 2011. (with A. Riedl)

Procrastination and Impatience. NBER WP-13713, 2008. (with P. Sapienza and L. Zingales)

Working Papers (available upon request)

On the Escalation and De-escalation of Conflict. Working paper, 2011. (with J.A. Lacomba, F.M. Lagos, and F. van Winden)

The Glass Ceiling in Experimental Markets. Working paper, 2010. (with P. Sapienza and L. Zingales)

Coordination in heterogeneous populations: On the focality of (multiple) fairness ideals. Working paper, 2011. (with M. Bernard and A. Riedl)

On the popularity and implementation of competitive incentive schemes. Working paper, 2011. (with T. Markussen and J.R. Tyran)

Other Publications

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.

Invited Conference Presentations

IV Alhambra Experimental Workshop, U of Granada, 2009.

Invited Seminar Presentations

- 2012: Ohio State University.
- 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, 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

- 2012: 4th NYU-CESS Conference on Experimental Political Science.
- 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.
- 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

2011: ASSA Annual Meeting, 3rd NYU-CESS Conference on Experimental Political Science, Columbia Business School Strategy Conference.

2010: 2nd 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

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

Occasionally: Bulletin of Economic Research, European Economic Review, European Journal of Political Economy, European Union Politics, Games, International Food Policy Research Institute, International Game Theory Review, Journal of Public Economic Theory, The Journal of Law, Economics, and Organization, Journal of Socio-Economics, National Science Foundation, Oxford Economic Papers.

Teaching Experience

PhD courses: Behavioral Strategy (Columbia Business School, 2011, 2012), Experimental Economics (Northwestern University, 2009, 2008, 2007), Experimental Economics (Norwegian School of Management, 2008)

Graduate/MBA/EMBA courses: Strategy Formulation (Columbia Business School, 2010, 2012), Outsourcing in Latin America (Columbia Business School, 2011), Experimental Economics (CATIE, 2009), Statistical Methods for Management Decisions (Kellogg School of Management, 2009, 2007)

Undergraduate courses: Strategy Formulation (Columbia Business School, 2012), 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

Aharon Cohen Mohaliver, Columbia Business School, 2011

Maximo Rossi, University of Granada, 2009

Ainhoa Jaramillo-Gutiérrez, University of Catellon, 2007

Outside Activities 2006-2011

None