

ERNESTO REUBEN

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Place of birth: San José, Costa Rica

Current residence: Abu Dhabi, UAE

Academic positions

- Jul 2016 to present 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

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

- On the effectiveness of elected male and female leaders and team coordination. *Journal of the Economic Science Association*, 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

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

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	1,803 citations; 20 h-index (Oct 2018)
Scopus	577 citations; 11 h-index (Oct 2018)
Web of Science	489 citations; 11 h-index (Oct 2018)

Editorial Positions

Feb 2018	Guest Editor for Special Issue Journal of Public Economic Theory
Dec 2013 to present	Associate Editor Journal of Economic Behavior & Organization

Invited as Keynote Speaker

Antigua Experimental Economics Conference, University Francisco Marroquín, 2015.

IV Alhambra Experimental Workshop, University of Granada, 2009.

Invited Seminar Presentations

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

2018: ESA World Meeting, 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

2019: International Symposium in Experimental Economics (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: American Economic Review, Econometrica, Economic Journal, Economic Letters, Economic Theory, European Economic Review, Experimental Economics, Games and Economic Behavior, Journal of Behavioral and Experimental Economics, Journal of Conflict Resolution, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Public Economics, Journal of the Economic Science Association, Management Science, Quantitative Economics, Science.

Previously: American Journal of Political Science, Bulletin of Economic Research, Economic Inquiry, European Journal of Political Economy, European Union Politics, Evolution and Human Behavior, Frontiers, Games, International Food Policy Research Institute, International Game Theory Review, Israel Science Foundation, Journal of Economics and Statistics, Journal of Health Economics, Journal of Public Economic Theory, Journal of the European Economic Association, Journal of Theoretical Politics, Judgment and Decision Making, National Science Foundation, Oxford Economic Papers, PLOS ONE, Review of Economic Studies, Social Choice and Welfare, The Journal of Law, Economics, and Organization.

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), Behavioral Strategy (Columbia Business School, 2011, 2012)

Graduate/MBA/EMBA courses: 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 (New York University Abu Dhabi, 2017, 2018; University of Cologne, 2018); Principles of Microeconomics (New York University Abu Dhabi, 2016, 2017, 2018; 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)

Member for PhD Committees

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