

PERSONAL INFORMATION

Dominique Cappelletti

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Sex Female | *Nationality* Italian

WORK EXPERIENCE

- April 2022 – present **Researcher (level III)** – Irvapp – FBK, Trento
- Sept 2006 – present **Non-tenured lecturer** – Academic field: Economics – University of Trento
- Nov 2017 – Oct 2019 **Research fellow** – Department of Economics, University of Verona
- Nov 2012 – Dec 2016 **Researcher (level III)** – FBK, Behavioural Economics & Nudging project, Trento
- June 2009 – Nov 2012 **Research fellow** – Department of Economics and Management, University of Trento
- July 2009 – Aug 2014 (3 months per year) **Visiting scholar** – Max Planck Institute of Economics - Strategic Interaction Group, Jena (Germany)

EDUCATION AND TRAINING

- Jan–Jul 2020 **24 training credits for teaching** – University of Trento
- Apr 2009 **PhD in Economics and Management** – University of Trento
Thesis: “Deliberative and non-deliberative processes in strategic interaction: An experimental analysis”.
Supervisors: Prof. Luigi Mittone and Prof. Jonathan W. Leland
- Jun–Sep 2008 **Visiting student** – Max Planck Institute of Economics - Strategic Interaction Group, Jena (Germany)
Jan–Sept 2007
Supervisor: Prof. Werner Güth
- Nov 2006 **Certificate of Advanced Studies in Economics and Management** – University of Trento
- Sep 2005 **Master of Science in Economic and Consumer Psychology** – University of Exeter (UK)
Thesis: “Online auctions: beyond the utilitarian value”
Supervisor: Prof. Stephen E.G. Lea
- Mar 2004 **Degree in Economics** – University of Trento
Thesis: “Regret Theory: an experimental analysis of the social dimension of regret”
Supervisor: Prof. Luigi Mittone
- SUMMER SCHOOLS** *As full student:* 1st Summer School 2007 of International Max Planck Research School on Adapting Behavior in a Fundamentally Uncertain World, Jena-Germany (2007)
As auditor: Summer Institute in Behavioral Economics, Sponsored by the Russell Sage Foundation’s Behavioral Economics Roundtable & University of Trento, Trento, 7th edition (2006) and 8th edition (2008); Summer School of International Max Planck Research School on Adapting Behavior in a Fundamentally Uncertain World, Jena (Germany), 2nd edition (2008), 3rd edition (2009), 4th edition (2010); Summer School in Psychological Economics and Economic Psychology, Vason, Trento-Italy (2009)

FIELDS OF INTEREST

Experimental Economics, Behavioural Economics and its applications – choice architecture, incentives and behaviour change, strategic interaction, ingroup – outgroup dynamics, language and economic decision-making, educational choices, behavioural approach to public policy

PERSONAL SKILLS

- Languages** **Italian** (mother tongue), **English** (advanced), **French** (basic), **German** (basic)
- Computer skills** Good knowledge of mathematical-statistical packages (Stata, SPSS, Mathematica, Maple)
 Good knowledge of document preparation systems (LaTeX)
 Good knowledge of Windows, MacOS and Office applications (Word/Pages, Excel/Numbers, Power Point/Keynote)
 Knowledge of software packages for experimental economics (z-Tree)

ACADEMIC TEACHING AND TUTORIAL ACTIVITIES

- Undergraduate level**
- Introductory Economics (Theory)**
 Dept. of Economics and Management, University of Trento (a.y. 20/21, a.y. 21/22)
- Introductory Economics – Exercises and applications**
 Dept. of Economics and Management, University of Trento (from a.y. 06/07 to a.y.17/18; a.y. 20/21, a.y. 21/22)
- Biotechnology Management and Regulations - Economics and Management**
 Dept. of Cellular, Computational and Integrative Biology – CIBIO (a.y. 19/20; a.y. 20/21)
- Economics**
 Dept. of Sociology and Social Research, University of Trento (a.y. 15/16)
- Lectures on “Nudging – Bounded rationality and policy interventions”**
 Course of Excellence – Dept. of Economics and Management, University of Trento (a.y. 13/14)
- Economics applied to Engineering – Exercises and applications**
 Faculty of Engineering – University of Trento (a.y. 11/12; a.y. 12/13)
- Lectures on “Intertemporal choice and behavioural aspects of retirement savings”**
 Course of Economics of Social Security, Faculty of Economics, University of Trento (from a.y. 07/08 to a.y. 11/12)
- Analysis of markets (tutorial activity)**
 Faculty of Economics, University of Trento (from a.y. 06/07 to a.y. 09/10)
- Tutorial activity for the students in the Economics track**
 School of International Studies, Master’s Degree in European and International Studies, University of Trento (a.y. 07/08; a.y. 08/09)
- PhD level**
- Tutorial on experimental methods in Economics**
 PhD in Economics and Management, School of Social Sciences-University of Trento (2020, 2021, 2022)
- Lectures on “Experimental evidence of behavioural insights relevant to policy initiatives”**
 PhD in Economics and Management, University of Verona (from 2017 to 2021)
- Lectures on “Experimental evidence of behavioural insights relevant to policy initiatives”**
 PhD in Economics and Management, School of Social Sciences-University of Trento (2018, 2020)
- Group Assignment Course (convenor)**
 Summer School of International Max Planck Research School on Adapting Behavior in a Fundamentally Uncertain World, Jena-Germany (2010)

OTHER PROFESSIONAL ACTIVITIES

- Continuing education**
- Financial education course**
 Course for high school professors (in collaboration with PensPlan Centrum)
 Trento, Bolzano (2011, 2012)
- Behavioural Finance and Investment Choices** – Course for private banking (in collaboration with Cassa Centrale Banca), Trento, Monastier-Tv, Reggio Emilia, Torino, Udine – Italy (2011)
- Asset consultancy service and behavioural finance after MIFID** – Course for private banking
 Cassa Centrale Banca & Formazione Lavoro, Trento (2010, 2011, 2012)
- Seminars on “Intertemporal choice and behavioural aspects of retirement savings”**
 Cassa Centrale Banca, Trento; PensPlan Centrum, Trento (2007, 2008)

Referee activity National Science Foundation, European Economic Review, Journal of Economic Psychology, Organizational Behavior and Human Decision Processes, Journal of Visualized Experiments, Journal of Experimental Psychology: Applied

Thesis supervision - Co-supervisor of undergraduate theses on topics in the fields of experimental economics, behavioural finance, retirement savings behaviour
- Co-advisor of PhD theses on applications of behavioural economics to health

Scientific event organization VELE Workshop on lab and field experiments, University of Verona (2019), Workshop "Generations of experiments", FBK, Trento (2016); "Experiment a BIT – II Annual Workshop on Experimental Economics of the Euregio research groups", FBK, Trento (2015); Workshop "Behavioural Economics: Science, Philosophy, and Policy-Making", FBK, Trento (2013); Summer Institute in Behavioral Economics, Russell Sage Foundation & University of Trento, Trento (2010, 2008, 2006); Summer School in Psychological Economics and Economic Psychology, Trento (2009); Workshop on "What is the behavioral in behavioral economics?", Trento (2008); 8th CEEL Workshop in Experimental Economics "Dynamic Choice and Experimental Economics", Bari (2005); Workshop on "Happiness, Economics and Interpersonal Relationships", Trento (2004)

MAIN CONFERENCE PRESENTATIONS AND INVITED TALKS

2019: Doctoral School of Social Sciences Seminar Series – University of Trento (Italy); VELE Workshop on lab and field experiments – Verona (Italy); **2018:** Second meeting of the Behavioral and Experimental Economics Network, LUISS University – Rome (Italy); **2016:** "LUISS University, Department of Economics and Finance Seminar Series – Rome (Italy); **2015:** Experiment a BIT, II Annual Workshop on Experimental Economics – Euregio research groups, Trento (Italy); ESA European meeting 2015, Heidelberg (Germany); **2014:** I Annual Workshop on Experimental Economics – Euregio research groups, Bolzano (Italy); **2013:** Workshop on Behavioural Economics: Science, Philosophy, and Policy Making, Trento (Italy); 8th Alhambra Experimental Workshop, Rome (Italy); 2013 ESA World Meetings, Zurich (Swiss); 2013 Florence Workshop on Behavioural and Experimental Economics, Firenze (Italy); **2012:** Noi altri – Iniziative universitarie in tema di minoranze, Trento (Italy); SAL Seminar, Department of Economics, Trento (Italy); **2011:** Lab2 International Conference on Experimental Methods and Economic Modelling, Capua (CE - Italy); 2011 Florence Workshop on Behavioral and Experimental Economics, Firenze (Italy); **2009:** Annual ILIKS Meeting, Trento (Italy); 2009 ESA European Meeting, Innsbruck (Austria); 2009 ESI Pre-Spring Workshop, Max Planck Institute of Economics, Jena (Germany); **2008:** CIFREM Seminar Series, Trento (Italy); 2008 ESA European Regional Meeting, Lyon (France); Workshop on "What is the behavioral in behavioral economics?" (poster session), Trento (Italy); **2007:** IAREP 2007 annual conference "Values and Economy", Ljubljana (Slovenia); Brown Bag Seminar, Strategic Interaction Group, Max Planck Institute of Economics, Jena (Germany).

SCIENTIFIC PRODUCTION

- Articles**
- Cappelletti, D., Güth, W., & Ploner, M. (2020). Motivational heterogeneity behind conditional cooperation: The role of reciprocity, inequity aversion, and heuristic matching in public goods provision (under review)
 - Cappelletti, D., Mittone, L., & Ploner, M. (2019). Language and intergroup discrimination: Evidence from an experiment (under review)
 - Cappelletti, D., Mittone, L., & Ploner, M. (2014). Are default contributions sticky? An experimental test of defaults in public goods provision. *Journal of Economic Behavior & Organization*, 108, 331-342.
 - Cappelletti, D., Güth, W., & Ploner, M. (2011). Being of two minds: ultimatum offers under cognitive constraints. *Journal of Economic Psychology*, 32(6), 940-950.
 - Cappelletti D. & Mittone L. (2008). La crisi del welfare state e le organizzazioni non profit multi-stakeholder. *Impresa Sociale*, 77 (4), 21 – 47.
 - B. Yang, D. D. Lester, W.W.M. Wong, D. Cappelletti, & A.R. Jimenez (2006). Some personality correlates of using eBay. *Psychological Reports*, 99, 762.

Books - Exercises and applications for Microeconomics, McGrawHill (with S. Casal and I. Soraperra) –September 2016

- Working papers**
- Cappelletti, D., Mittone, L., & Ploner, M. (2015). Language and intergroup discrimination. Evidence from an experiment. *CEEL Working Paper 4-15*
 - Cappelletti, D., Güth, W., & Ploner, M. (2011). Unravelling conditional cooperation: reciprocity, inequity aversion, and anchoring in public goods provision. *Jena Economic Research Papers 2011-047*
 - Cappelletti, D., Güth, W., & Ploner, M. (2008). Being of two minds: an ultimatum experiment investigating affective processes. *Jena Economic Research Papers 2008-048*

- Work in progress**
- “Math ability, gender stereotypes about math ability, and educational choices: combining experimental and survey data” – with M. Vittoria Levati and M. Ploner
 - “Math gender stereotypes among teachers” - with M. Vittoria Levati and M. Ploner
 - “Improving the Accuracy of Self-declarations: A Natural Field Experiment” – with L. Mittone and I. Soraperra
 - “Applying behavioural insights to healthy lifestyle promotion: a field experiment” – with K. Hellmuth, L. Mittone, and M. Ploner
 - “Uncertainty rather than risk aversion – A choice experiment implementing binary-lottery incentives” - with W. Güth, M. Ploner, and I. Soraperra

Bibliographic Indicators SCOPUS: Documents/Citations/h-index = 3/99/2