

Paolo Crosetto

INRA-GAEL

Institut National pour la Recherche Agronomique
Grenoble Applied Economics Laboratory
1241 Rue des Résidences – Domaine Universitaire
38400 Saint Martin d’Hères, France

Phone: +33.476.82.58.31
Email: paolo.crosetto@gmail.com
Homepage: <http://paolocrosetto.wordpress.com>

Current position

2013- Chargé de Recherche – INRA-GAEL National Institute for Agricultural Research – Grenoble, France
Full-time researcher.

Education

2010 Ph.D., Economics, University of Milan.
Department of Economics, Management and Quantitative Methods.
Thesis advisors: Antonio Filippin and John D. Hey (York).
Thesis in Experimental Economics. Experimental and Agent-Based essays on the economics of Open Source.

2003 Degree (Laurea), International Political Sciences, University of Turin, Italy.
4-years degree (BA-MA), 110/110 *summa cum laude*. Thesis advisor: Carlo Boffito.
Thesis in Economics of Transition. Case study: the Russian transition from plan to market.

2001 Erasmus Programme. Faculty of Economics, University of Nice-Sophia Antipolis (France)

Past Employment

2011-2013 Post-Doc at Max Planck Institute of Economics – Strategic Interaction Group – Jena, Germany.
Full-time researcher

2010 Post-Doc at LUISS Guido Carli – Department of Economics and Finance – Rome, Italy.
Research and teaching duties.

2005-2006 Research associate at Urge – Research Unit on European Governance – Turin, Italy.
Junior researcher

2005 Consultant at DASEIN – Turin-based public sector HR and continued education consultancy.
Consultant for several local authorities in North-western Italy. Teacher of IT skills.

2003-2005 Junior researcher at Cirpet – Research Centre on Emerging and Transition Countries – Turin, Italy.
Junior researcher. Coordinator of undergraduate research group.

Publications

Articles in Refereed Academic Journals [$N = 13$]

- 2017 P. Crosetto, A. Gaudeul. Choosing not to compete: Can firms maintain high prices by confusing consumers?
Journal of Economics Management and Strategy, forthcoming, CNRS 1.
- A. Gaudeul, P. Crosetto, G. Riener. Better stuck together or free to go? Of the stability of cooperation when individuals have outside options.
Journal of Economic Psychology, Volume 59, April 2017, Pages 99–111, CNRS 2.
- P. Crosetto and A. Filippin. The Sound of Others: Surprising Evidence of Conformist Behavior.
Southern Economic Journal, , Volume 83, Issue 4, April 2017, pages 1038–51, CNRS 2.
- P. Crosetto, A. Lacroix, L. Muller, B. Ruffieux. Modification des achats alimentaires en réponse à cinq logos nutritionnels
Cahiers de Nutrition et Diététique, forthcoming
- 2016 A. Filippin and P. Crosetto. A Reconsideration of Gender Differences in Risk Attitudes.
Management Science, Volume 62, issue 11, November 2016, CNRS 1eg.
- P. Crosetto and A. Filippin. A Theoretical and Experimental Appraisal of Five Risk Elicitation Methods.
Experimental Economics, September 2016, Volume 19, Issue 3, pp 613–641, CNRS 1
- J. Brüggemann, P. Crosetto, L. Meub and K. Bizer. Intellectual property rights hinder sequential innovation: experimental evidence.
Research Policy, Volume 45, Issue 10, December 2016, Pages 2054–2068, CNRS 1.
- P. Crosetto, L. Muller and B. Ruffieux. Helping consumers with a front-of-pack label: numbers or colours? Experimental comparison between Guideline Daily Amount and Traffic Light in a diet-building exercise.
Journal of Economic Psychology, Volume 55, August 2016, Pages 30–50, CNRS 2.
- P. Crosetto and A. Gaudeul A Monetary Measure of the Strength and Robustness of the Attraction Effect
Economics Letters, Volume 149, December 2016, Pages 38–43, CNRS 3.
- A. Filippin and P. Crosetto. Click'n'Roll: No Evidence of Illusion of Control
De Economist, September 2016, Volume 164, Issue 3, pp 281–295, CNRS 3
- P. Crosetto and L. Muller and B. Ruffieux. Réponses des consommateurs à trois systèmes d'étiquetage nutritionnel face avant.
Cahiers de Nutrition et Diététique, June 2016, Volume 51, Issue 3, pp. 124-131
- 2015 P. Crosetto, A. Filippin and J. Heider. A Study of Outcome Reporting Bias Using Gender Differences in Risk Attitudes.
CESifo Economic Studies, Vol.61, Issue 1, pp.239-262.
- 2013 P. Crosetto and A. Filippin. The “Bomb” Risk Elicitation Task.
Journal of Risk and Uncertainty, Vol.47, Issue 1, August 2013, CNRS 2.

Refereed and Published Conference Proceedings [N = 1]

- 2010 P. Crosetto. To Patent or Not to Patent: A Pilot Experiment on Incentives to Copyright in a Sequential Innovation Setting.
Open Source Software: New Horizons. IFIP Advances in Information and Communication Technology. Volume 319, pp 53-72.

Other Publications - in Italian [N = 2]

- 2007 P. Crosetto. La Direttiva Bolkestein.
Biblioteca della Libertà, N. 186, January-March 2007.
- 2006 P. Crosetto. L'economia europea di fronte alla competizione globale: pronti per la ripresa o bloccati a metà strada?
Biblioteca della Libertà, N.184, July-September 2006.

Working Papers

Submitted [N = 3]

- T. Regner and P. Crosetto. The experience matters: participation-related rewards increase the success chances of crowdfunding campaigns.
GAEL Working Paper 2017-04
- P. Crosetto, O. Weisel and F. Winter. A flexible z-Tree implementation of the Social Value Orientation Slider Measure (Murphy et al. 2011) – Manual.
Jena Economic Research Papers 2012-062.
- J. Bone, P. Crosetto, J. Hey and C. Pasca. Chance versus choice: eliciting attitudes to fair compensations.
Jena Economic Research Papers 2013-029.

Working Papers [N = 5]

- Crosetto and T. Regner. Crowdfunding: Determinants of success and funding dynamics.
GAEL Working Paper 2015-02.
- P. Crosetto and M. Mantovani. Availability of Information and Representation Effects in the Centipede Game.
Jena Economic Research Paper 2012-051.
- P. Crosetto, W. Güth, L. Mittone and M. Ploner. Motives of Sanctioning: Equity and Emotions in a Public Good Game with Punishment.
Jena Economic Research Papers 2012-046.
- P. Crosetto. Turning private vices into collective virtues: a simple model and an experiment on the SourceForge development community.
University of Milan DEAS Working Paper 14-2009.
- P. Crosetto. The American productivity miracle and Europe: the end of convergence?
Urge Working Paper 3/2005.

Invited Seminars

- 2017 (March) VALFREE Workshop, Rennes, France; (April) Scientific Flash presentation at the competition 'Ma thèse en 180 secondes' - Grenoble, France; (June, forthcoming) ALISS, INRA, Ivry sur Seine, France
- 2016 (June) GK-EIC, University of Jena, Germany; (May) CREM, University of Rennes, France; (February) Department of Economics, Radboud University, Nijmegen, Netherlands

- 2015 (December) LAMETA, University of Montpellier, France ; (October) CEAR-CSAE Workshop “Eliciting Subjective Beliefs and Risk and Time Preferences in Developing Countries”, Oxford, UK; (May) ETH Zürich, Switzerland.; (April) Invited lecturer at AgroParisTech, Paris, France
- 2014 (December) University of Lausanne, Switzerland.; (November) Department of Economics and Related Studies, University of York, UK.; (April) CEGE, Georg-August-Universität Göttingen.
- 2013 (June) DIW, Berlin; (May) GAEL, Grenoble Applied Economics Laboratory, Grenoble.; (March) Centre d’Economie de la Sorbonne, University of Paris 1.
- 2012 (February) Department of Economics, University of Turin.
- 2011 (December) Department of Economics, Management and Quantitative Methods, University of Milan. ; (December) Faculty of Economics, Georg-August-Universität Göttingen.
- 2010 (November) Graduate College Economics of Innovative Change, Friedrich Schiller Universität Jena.

Conference Presentations

- 2016 (June) ASFEE 2016 - ESSEC Cergy, France; (April) IMEBESS - Rome, Italy; (December) Economics of Innovation - Grenoble, France.
- 2015 (October) Journées Jeunes Chercheurs INRA - Rennes, France ; (March) 143rd Joint EAAE-AAEA - Consumer behavior in a changing world, Naples, Italy; (April) NIBS 2015 Workshop, Nottingham, UK
- 2014 (November) Neuroeconomics and Food Workshop, Grenoble, France; (September) ESA Europe, Prague, Czech Republic; (August) EEA Conference, Toulouse, France; (May) ASFEE Conference, Besançon, France; (March) INRA Workshop “Farmers’ Risk Preferences: Elicitation and Use”, Rennes, France; (February) Ecole Chercheur Eco-Conception, INRA, Poitiers, France
- 2013 (November) MPI Autumn Workshop, Jena, Germany; (June) ASFEE conference 2013, Lyon, France; (May) BEElab conference 2013, Florence, Italy.; (April) IMEBE conference 2013, Madrid, Spain.; (February) ADRES Doctoral Conference, Strasbourg, France
- 2012 (September) 7th Nordic Conference on Behavioral and Experimental Economics, Bergen, Norway.; (September) ESA, Economic Science Association, European Meeting 2012, Cologne, Germany.; (June) IMPRS-ETH Workshop, Law and Economics of Intellectual Property, Schloss Ringberg, Germany ; (March) IMEBE conference 2012, Castellón, Spain.
- 2011 (July) ESA, Economic Science Association, European Meeting 2011, Luxembourg.; (July) ESA, Economic Science Association, World Meeting 2011, Chicago, IL, USA.; (June) Workshop Experimental Methods and Economic Modeling, Capua, Italy.
- 2010 (July) ESA, Economic Science Association, World Meeting 2010, Copenhagen, Denmark.; (June) FUR XIV, Foundations of Utility and Risk, Newcastle Upon Tyne, UK.; (June) OSS2010, 6th International Conference on Open Source Systems, Notre-Dame, IN, USA.; (April) VII LabSi Workshop on Experimental and Behavioural Economics, Siena, Italy
- 2009 (November) DIME International Workshop Experimental methods and Innovation, Max Planck Institute of Economics, Jena, Germany.; (July) 3rd FLOSS International Workshop on Free/Libre Open Source Software, Padova, Italy.; (May) Florence Behavioural and Experimental Economics Workshop, Florence, Italy.
- 2004 (April) UNECE Expert Meeting on Good Governance for SMEs, Geneva, Switzerland.

Visiting and Temporary Positions

- 2011 (May) Invited visiting researcher, Department of Economics, University of York, UK.
- 2010 (November) Invited visiting researcher, Jena Graduate School “Human Behaviour in Social & Economic Change”, Jena, Germany.
- 2010 (October) Invited visiting researcher, Department of Economics, University of York, UK.

Teaching Experience

All teaching materials can be viewed and downloaded at paolocrosetto.wordpress.com/teaching/

- 2017 Experimental Methods in Economics, Doctoral School of Economics, Université Grenoble-Alpes
Experimental Economics in Energy and Environmental Research (English), Université Grenoble-Alpes
TA for introductory statistics (French), Université Grenoble-Alpes
- 2016 Introductory Microeconomics (English) - Grenoble Ecole of Management, Grenoble
TA (in French) for Microeconomics - Université Grenoble-Alpes
- 2015 Teaching Assistant (in French) for Microeconomics - UPMF Grenoble
Teaching Assistant (in French) for Economics for Industrial Engineering – Grenoble INP
- 2014 Teaching Assistant (in French) for Economics for Industrial Engineering – Grenoble INP
- 2013 Teacher – Group Assignment in Experimental Economics, IMPRS Summer School – MPI Jena.
- 2010 Teaching Assistant (in English) for Games and Strategy (Undergraduate) – LUISS Rome.
Teaching Assistant (in Italian) for Microeconomics and Finance (Graduate) – LUISS Rome.
Teaching Assistant (in English) for Microeconomics (Graduate) – University of Milan.
- 2009 Teaching Assistant (in English) for Microeconomics (Graduate) – University of Milan.
Teaching Assistant (in Italian) for Microeconomics (Undergraduate) – University of Milan.
- 2004 Teaching Assistant (in Italian) for Economics of Transition (Graduate) – University of Turin.
- 2003 Teaching Assistant (in Italian) for Economics of Transition (Undergraduate) – University of Turin.

Refereeing, Editing and other Academic activities

- Associate Editor Associate editor, managing editor and proof-reader for 'Economia Pubblica' – Italian public economics journal. (2009-2012)
- Referee 17 reports: Journal of the European Economic Association (1) – Journal of Economic Behavior and Organization (1) – Journal of Behavioral and Experimental Economics (2) – Experimental Economics (2) – Research Policy (1) – Nature Human Behavior (1) – Journal of Evolutionary Economics (1) – PLOS one (2) – Bulletin of Economic Research (3) – STAT (1) – Feminist Economics (1) – L'Actualité Economique (1)
- Advisor Comité de Thèse de Nicolas Pasquier (2016-2018); Oxford Nuffield Centre for Experimental Social Sciences ethical review Board; GACR – Czech Science Foundation (2011-2015); NSF – US National Science Foundation (2015).
- Recruitment Member of the recruitment committee for Maitre de Conférences, Université Grenoble-Alpes (2017, 2016); University of Milan post-doc evaluation committees (2015).
- Seminar In charge of GAEL external & internal seminars (with Adélaïde Fadhuile) (2016)
- Organizer First Winter Workshop: Behavioral and Experimental Economics of Food Consumption – Autrans, France, January 25-27, 2017.
- Administrative

Member of the 'comité de pilotage' of the A2I project of functional renovation of the scientific platforms and laboratories in Grenoble INP – Site Viallet, Grenoble.

Languages (CEFR scale)

Italian: native speaker. **English:** C2. **French:** C2. **German:** B2 (but rusted). **Spanish:** B1.

Technical Skills

Operative Systems: Linux; Windows, Mac. **Economics Applications:** \LaTeX , zTree, R, Stata. **Programming Languages:** Python, R, Stata, (basic) SQL, PHP, HTML.