

## VITA

### Luís Pedro Figueiredo Arvela dos Santos Pinto

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#### HOME ADDRESS AND EMAIL

Ch. du Risoux 9, 1110 Morges

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University of Lausanne, Quartier UNIL-Dorigny

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#### EMPLOYMENT

2008-current	UNIVERSITY OF LAUSANNE, Assistant Professor
2004-2008	UNIVERSIDADE NOVA DE LISBOA, Assistant Professor
1999-2003	UNIVERSITY OF CALIFORNIA, SAN DIEGO, Teaching and Research Assistant
1994-1998	UNIVERSIDADE CATÓLICA PORTUGUESA, LISBOA, Teaching Assistant

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#### EDUCATION

1998-2004	Doctor of Philosophy, UNIVERSITY OF CALIFORNIA, SAN DIEGO, Economics
1996-1998	Master's Course Sequence, UNIVERSIDADE NOVA DE LISBOA, Economics
1989-1994	Bachelor of Science, UNIVERSIDADE CATÓLICA PORTUGUESA, LISBOA, Economics

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#### PUBLISHED AND FORTHCOMING PAPERS

- A Model of Positive Self-Image in Subjective Assessments (with Joel Sobel)  
*American Economic Review*, 2005, Vol. 95, No. 5, 1386-1402.
  - Positive Self-Image and Incentives in Organizations  
*The Economic Journal*, 2008, Vol. 118, 1315-1332.
  - Making Sense of the Experimental Evidence on Endogenous Timing in Duopoly Markets  
*Journal of Economic Behavior and Organization*, 2008, Vol. 68, 657-666.
  - Asymmetries in Information Processing in a Decision Theory Framework  
*Theory and Decision*, 2009, Vol. 66, 317-343.
  - Positive Self-Image in Tournaments  
*International Economic Review*, 2010, Vol. 51, No. 2, 475-496.
  - Overconfidence in Tournaments: Evidence from the Field (with Young-Joon Park)  
*Theory and Decision*, forthcoming.
  - The Impact of Firm Cost and Market Size Asymmetries on National Mergers in a Three-Country Model  
*International Journal of Industrial Organization*, forthcoming.
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## VITA

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#### RESEARCH PAPERS

- Preference for Skew in Lotteries: Laboratory Evidence (with Thomas Astebro and José Mata).
- First Order Risk Averse and Risk Seeking Behavior towards Skewed Gambles (with Thomas Astebro and José Mata)
- A Cognitive Hierarchy Model of Behavior in Endogenous Timing Games (with Daniel Carvalho).
- Positive Self-Image over Time.
- Reciprocity, Inequity Aversion, and Oligopolistic Competition.
- A Theory of Corporate Social Responsibility in Oligopolistic Markets (with Cláudia Alves).
- Self-Confidence and Timing of Entry (with Tiago Pires).
- Tacit Collusion under Fairness and Reciprocity (with Doruk Iris).

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#### WORKING PAPERS

- Rewards and Entry (with Thomas Astebro and José Mata)
- Mistaken Perceptions of Market Rewards, Entry and Welfare (with David Henriques)
- Learning about Relative Performance in Tournaments (with J-L. Rullière and Isabelle Vialle)
- The Relation Between Openness to International Trade and Carbon Dioxide Emissions (with Syed Basher)

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#### PARTICIPATION IN CONFERENCES

- 1) 33<sup>rd</sup> EARIE Conference, Amsterdam, 25-27 August, 2006: Making Sense of the Experimental Evidence on Endogenous Timing in Duopoly Markets.
  - 2) 21<sup>st</sup> Annual Congress of the European Economic Association, Vienna, 24-28 August, 2006: Positive Self-Image in Tournaments.
  - 3) 55<sup>th</sup> Annual Congress of the French Economic Association, Paris, 14-15 September, 2006: Positive Self-Image in Tournaments.
  - 4) The Evolution of Religion, Calouste Gulbenkian Foundation, Lisbon, 12-13 March, 2007.
  - 5) Lisbon-Sloan Organizational Behavior Seminar, Lisbon, 22-23 March, 2007: Positive Self-Image in Tournaments.
  - 6) 56<sup>th</sup> Annual Congress of the French Economic Association, Lyon, 23-25 May, 2007: Tacit Collusion under Fairness and Reciprocity.
  - 7) The Search for Happiness, Culturgest, Lisbon, 31 May to 2 June, 2007.
  - 8) Economics of the Workplace, Tinbergen Institute, Erasmus University Rotterdam, 15-16 June, 2007: Positive Self-Image and Incentives in Organizations.
  - 9) 22<sup>nd</sup> Annual Congress of the European Economic Association, Budapest, 26-31 September, 2007: Tacit Collusion under Fairness and Reciprocity.
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#### PARTICIPATION IN CONFERENCES (cont.)

- 10) 34<sup>th</sup> EARIE Conference, Valencia, 6-9 September, 2007: Reciprocity, Inequity Aversion, and Oligopolistic Competition.
- 11) 4<sup>th</sup> Bank of Portugal Conference on Portuguese Economic Development in the European Area, Lisbon, 16 May, 2008: The Impact of Firm Cost and Market Size Asymmetries on National Mergers in a Three-Country Model.
- 12) 67<sup>th</sup> Conference of the International Atlantic Economic Society, Rome, 11-14 March, 2009: Preference for Skew in Lotteries: Laboratory Evidence.
- 13) 36<sup>th</sup> EARIE Conference, Ljubljana, 4-7 September, 2009: A Cognitive Hierarchy Model of Behavior in Endogenous Timing Games.
- 14) Royal Economic Society, Surrey, 29-31 March 2010: Preference for Skew in Lotteries: Laboratory Evidence.

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#### SEMINARS

- 1) University of California, San Diego, December 2003: A Model of Positive Self-Image in Subjective Assessments.
  - 2) University of Montreal, January 2004: Positive Self-Image and Incentives in Organizations.
  - 3) University of California, Merced, January 2004: Positive Self-Image and Incentives in Organizations.
  - 4) University of East Anglia, February 2004: Positive Self-Image and Incentives in Organizations.
  - 5) Universidade Nova de Lisboa, March 2004: Positive Self-Image and Incentives in Organizations.
  - 6) University of Innsbruck, March 2004: Positive Self-Image and Incentives in Organizations.
  - 7) Universidade Minho, November 2006: Reciprocity, Inequity Aversion, and Oligopolistic Competition.
  - 8) Tinbergen Institute, Erasmus University Rotterdam, November 2006: Overconfidence in Tournaments: Evidence from the Field.
  - 9) University of Cergy-Pontoise, January 2008: Tacit Collusion under Fairness and Reciprocity.
  - 10) University of Lausanne, February 2008: Tacit Collusion under Fairness and Reciprocity.
  - 11) Free University of Amsterdam, February 2008: Tacit Collusion under Fairness and Reciprocity.
  - 12) University of Geneva, March 2008: Tacit Collusion under Fairness and Reciprocity.
  - 13) University of Copenhagen, March 2008: Tacit Collusion under Fairness and Reciprocity.
  - 14) HEC Paris, December 2008: Preference for Skew in Lotteries: Laboratory Evidence.
  - 15) University of Cyprus, February 2009: The Impact of Firm Cost and Market Size Asymmetries on National Mergers in a Three-Country Model.
  - 16) Universidade Nova de Lisboa, June 2009: Preference for Skew in Lotteries: Laboratory Evidence.
  - 17) University of Lyon, September 2009: Preference for Skew in Lotteries: Laboratory Evidence.
  - 18) University of Zurich, October 2009: Preference for Skew in Lotteries: Laboratory Evidence.
  - 19) University of Lausanne, November 2009: A Cognitive Hierarchy Model of Behavior in Endogenous Timing Games.
  - 20) University of Lausanne, March 2010: First-Order Risk Averse and Risk Seeking Behavior towards Skewed Gambles.
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#### SCHOLARSHIPS, GRANTS AND FELLOWSHIPS

2008-2010	Portuguese Science and Technology Foundation, Project Grant (with José Mata)
2004-2008	Égide Grant, Universidade Nova de Lisboa
2002-2004	Calouste Gulbenkian Foundation Scholarship
1998-2002	Portuguese Science and Technology Foundation, Praxis XXI Scholarship

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#### TEACHING EXPERIENCE

<b>University of Lausanne:</b>	Masters' Program in Economics: Game Theory A Masters' Program in Economics: Industrial Organization B Masters' Program in Economics: Behavioral Economics Executive MBA: Statistics
<b>Universidade Nova de Lisboa:</b>	Ph.D. Program in Economics: Behavioral Economics Masters' Program in Economics: International Trade B.A. in Economics: Statistics for Economics and Management
<b>University of California San Diego:</b>	B.A. in Economics: Macroeconomics B.A. in Economics: Operations Research B.A. in Economics: International Trade B.A. in Economics: Environmental Economics B.A. in Economics: Financial Accounting
<b>Universidade Católica Portuguesa:</b>	B.A. in Economics: Introduction to Economics I and II B.A. in Economics: Microeconomics I and II B.A. in Economics: Econometrics I and II B.A. in Economics: Mathematical Economics I and II.

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#### MASTERS' THESIS ADVISING

Michele Dell'Era, University of Lausanne, 2008-09  
Benjamin Hein, University of Lausanne, 2008-09  
Daniel Carvalho, Universidade Nova de Lisboa, 2007-08

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#### PROFESSIONAL AFFILIATIONS

Member of the European Economic Association  
Member of the European Association for Research in Industrial Economics

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### **OTHER ACTIVITIES:**

Journal Referee      *American Economic Review*  
*Journal of Economic Theory*  
*Games and Economic Behavior*  
*The RAND Journal of Economics*  
*Review of Economic Studies*  
*The Economic Journal*  
*The B.E. Journals in Theoretical Economics*  
*Journal of Economic Behavior & Organization*  
*Population Studies*  
*Economic Inquiry*  
*International Journal of Business and Economics*

Organization of DEEP Micro Workshop (joint with Rafael Lalive)

Development of the DEEP's website (joint with Marius Brühlhart)

Commission for admission of Doctoral students at the DEEP (joint with Jean Imbs and Florian Pelgrin)

Reviewer for the 4<sup>th</sup> Conference of the Portuguese Economic Journal

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