

Luís Santos-Pinto

CONTACT

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Google Scholar page: <https://scholar.google.com/citations?user=GRaZjmoAAAAJ&hl=en>

PERSONAL INFORMATION

Born in Lisbon on 1971. Portuguese citizen. Married, 2 children.

CURRENT EMPLOYMENT:

2012-present Professor of Economics, HEC LAUSANNE, UNIVERSITY OF LAUSANNE

PAST EMPLOYMENT AND VISITING POSITIONS

2017(Spring) Visiting Researcher, BANK OF PORTUGAL
2017(Winter) Fernand Braudel Senior Fellow, EUROPEAN UNIVERSITY INSTITUTE
2008-2012 Assistant Professor, HEC LAUSANNE, UNIVERSITY OF LAUSANNE
2004-2008 Assistant Professor, NOVA SCHOOL OF BUSINESS & ECONOMICS

EDUCATION

1998-2004 Ph.D. in Economics, UNIVERSITY OF CALIFORNIA, SAN DIEGO
Thesis: *Positive Self-Image and Asymmetries in Information Processing:
Existence and Implications for Economic Analysis*
Advisor: Joel Sobel
Committee: Vincent Crawford, Joel Watson, Christopher Woodruff and Craig McKenzie
1996-1998 Masters in Economics, NOVA, SCHOOL OF BUSINESS & ECONOMICS
1989-1994 Bachelor of Science in Economics, CATÓLICA LISBON, SCHOOL OF BUSINESS & ECONOMICS

RESEARCH INTERESTS

Applied Microeconomic Theory, Behavioral, Experimental, and Labor Economics

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PUBLICATIONS

[16] How do Beliefs about Skill Affect Risky Decisions?

(with Adrian Bruhin and David Staubli)

Journal of Economic Behavior and Organization, forthcoming.

[15] Home Bias in Multimarket Cournot Oligopolies

(with Catherine Roux and Christian Thoni)

European Economic Review, forthcoming.

[14] Entrepreneurial Optimism and the Market for New Issues

(with Michele Dell'Era)

International Economic Review, 2017, Vol. 58, No. 2, 383-419.

[13] Detecting Heterogeneous Risk Attitudes with Mixed Gambles

(with Adrian Bruhin, José Mata, and Thomas Astebro)

Theory and Decision, 2015, Vol. 79, Issue 4, 573-600.

[12] Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?

(with Thomas Astebro and José Mata)

Theory and Decision, 2015, Vol. 78, Issue 2, 189-208.

[11] A Cognitive Hierarchy Model of Behavior in the Action Commitment Game

(with Daniel Carvalho)

International Journal of Game Theory, 2014, Vol. 43, Issue 3, 551-577.

[10] Experimental Cournot Oligopoly and Inequity Aversion

(with Doruk Iris)

Theory and Decision, 2014, Vol. 76, Issue 1, 31-45.

[9] Tacit Collusion under Fairness and Reciprocity

(with Doruk Iris)

Games, 4, 50-65.

[8] Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap

Journal of Labor Economics, 2012, Vol. 30, No. 4, 873-914.

[7] Positive Self-Image in Tournaments

International Economic Review, 2010, Vol. 51, No. 2, 475-496.

[6] Overconfidence in Tournaments: Evidence from the Field

(with Young-Joon Park)

Theory and Decision, 2010, Vol. 69, 143-166.

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PUBLICATIONS (cont.)

[5] The Impact of Firm Cost and Market Size Asymmetries on National Mergers in a Three-Country Model

International Journal of Industrial Organization, 2009, Vol. 28, 682-694.

[4] Asymmetries in Information Processing in a Decision Theory Framework

Theory and Decision, 2009, Vol. 66, 317-343.

[3] Positive Self-Image and Incentives in Organizations

Economic Journal, 2008, Vol. 118, 1315-1332.

[2] Making Sense of the Experimental Evidence on Endogenous Timing in Duopoly Markets

Journal of Economic Behavior and Organization, 2008, Vol. 68, 657-666.

[1] A Model of Positive Self-Image in Subjective Assessments

(with Joel Sobel)

American Economic Review, 2005, Vol. 95, No. 5, 1386-1402.

RESEARCH AND WORKING PAPERS

[4] Subjective Performance Evaluation of Employees with Biased Beliefs

(with Matteo Foschi)

[3] Interdependent Lying Costs: Theory and Experimental Evidence

(with Georgia Michailidou and Paola Colzani)

[2] Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence

(with Adrian Bruhin and Maha Manai).

[1] A General Equilibrium Theory of Occupational Choice under Optimistic Expectations

(with Michele Dell'Era and Luca Oromolla)

SCHOLARSHIPS, GRANTS, AND AWARDS

2018-2020	FNS Project Grant: Overconfidence, Dishonesty and Economic Behavior (169,692.00 CHF)
2014-2015	Best Teacher Award 2015, MScE, HEC Lausanne, UNIL (attributed by students)
2013-2014	Best Teacher Award 2014, MScE, HEC Lausanne, UNIL (attributed by students)
2012-2015	FNS Project Grant: Rewards and Entry (161,424.00 CHF)
2008-2010	Portuguese Science and Technology Foundation, Project Grant (with José Mata)
2004-2008	Égide Grant, Nova, School of Business & Economics
2002-2004	Calouste Gulbenkian Foundation Scholarship
1998-2002	Portuguese Science and Technology Foundation, Praxis XXI Scholarship

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EDITORIAL ACTIVITIES

2012-present Coordinating Editor *Theory and Decision*

Referee: *American Economic Review, Econometrica, Review of Economic Studies, International Economic Review, Economic Journal, Journal of Labor Economics, Journal of the European Economic Association, Journal of Economic Theory, The RAND Journal of Economics, European Economic Review, Experimental Economic, Games and Economic Behavior, Management Science, Journal of Economics & Management Strategy, International Journal of Game Theory, The B.E. Journals in Theoretical Economics, Economic Theory, Journal of Economic Behavior & Organization, Southern Economic Journal, Economic Inquiry, Economica, Portuguese Economic Journal, International Journal of Business and Economics, Empirical Economics, PlosOne, Health Economics, Population Studies, and The Leadership Quarterly.*

CONFERENCES, WORKSHOPS, AND INVITED SEMINARS

- 2018 •Foundations of Utility and Risk 2018 Conference, York, 25-30 June: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence
•New York University Abu Dhabi, 22nd May: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence
•Ludwick Maximilian University, Munich, 8th May: Risk and Rationality: The Relative Importance of Probability Weighting and Choice Set Dependence
•Royal Economic Society, Brighton, 26-28th March: Subjective Performance Evaluation of Employees with Biased Beliefs.
•9th Southern Europe Experimentalists Meeting, Lecce, 23-25th February: Interdependent Lying Costs: Theory and Experimental Evidence.
- 2017 •INRA, Montpellier, 1st December: Subjective Performance Evaluation of Employees with Biased Beliefs.
•The Lisbon Meetings in Game Theory and Applications, 9-11th November: Subjective Performance Evaluation of Employees with Biased Beliefs.
•Nova School of Business & Economics, 15 September: Subjective Performance Evaluation of Employees with Biased Beliefs.
•Católica-Lisbon School of Business & Economics, 11 September: Subjective Performance Evaluation of Employees with Biased Beliefs.
•University of Amsterdam, 11 May: A General Equilibrium Theory of Occupational Choice under Optimistic Expectations.
•Bank of Portugal, 20 April: A General Equilibrium Theory of Occupational Choice under Optimistic Expectations.
•8th Southern Europe Experimentalists Meeting, Cagliari, Sardinia, 2-4 February: How do Beliefs about Skill Affect Risky Decisions?
•European University Institute, 10 January: A General Equilibrium Theory of Occupational Choice under Optimistic Expectations.
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CONFERENCES, WORKSHOPS, AND INVITED SEMINARS (cont.)

- 2016
- Royal Holloway, 29 November: How do Beliefs about Skill Affect Risky Decisions?
 - University of Reading, 25 November: How do Beliefs about Skill Affect Risky Decisions?
 - Tinbergen Institute, Erasmus University Rotterdam, 19 September: A General Equilibrium Theory of Occupational Choice under Optimistic Expectations.
 - Research in Behavioral Finance Conference, Amsterdam, 15-16 September: How do Beliefs about Skill Affect Risky Decisions?
 - 43rd EARIE Conference, Lisbon, 26-28 August: A General Equilibrium Theory of Occupational Choice under Optimistic Expectations.
 - 69th European Meetings of the Econometric Society, Geneva, 22-26 August: A General Equilibrium Theory of Occupational Choice under Optimistic Expectations.
 - Foundations of Utility and Risk 2016 Conference, Warwick, 27-30 June: A General Equilibrium Theory of Occupational Choice under Optimistic Expectations.
 - University of Lyon, May: How do Beliefs about Skill Affect Risky Decisions?
 - International Meeting on Experimental and Behavioral Social Sciences, Rome, 14-16 April: A General Equilibrium Theory of Occupational Choice under Optimistic Expectations.
 - 7th Southern Europe Experimentalists Meeting, Malta, 21-23 January: A General Equilibrium Theory of Occupational Choice under Optimistic Expectations.
- 2015
- University of Alicante, November: A General Equilibrium Theory of Occupational Choice under Optimistic Expectations.
 - 42nd EARIE Conference, Munich, 28-30 August: Entrepreneurial Optimism and the Market for New Issues.
 - 6th Annual Meeting of the French Experimental Economics Association, Paris 15-16 June: Entrepreneurial Optimism and the Market for New Issues.
 - 6th Southern Europe Experimentalists Meeting, Gran Canaria, 4-7 February: Home Bias in Multimarket Cournot Oligopolies.
- 2014
- University of Alicante, November: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
 - 9th Alhambra Experimental Workshop, Barcelona, 16-17 October: Home Bias in Multimarket Cournot Oligopolies.
 - Research in Behavioral Finance Conference, Rotterdam, 18-19 September: Entrepreneurial Optimism and the Market for New Issues.
 - 41st EARIE Conference, Milan, 29-31 August: Home Bias in Multimarket Cournot Oligopolies.
 - 68th European Meetings of the Econometric Society, Toulouse, 25-29 August: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
 - World Finance Conference, Venice, 2-4 June: Entrepreneurial Optimism and the Market for New Issues.
 - University of Bern, April: Entrepreneurial Optimism and the Market for New Issues.
 - 5th Southern Europe Experimentalists Meeting, Sesimbra, 31st January-2 February: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
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CONFERENCES, WORKSHOPS, AND INVITED SEMINARS (cont.)

- 2013
- 67th European Meetings of the Econometric Society, Gothenburg, 26-30 August: Entrepreneurial Optimism and the Market for New Issues.
 - Nova School of Business & Economics, April: Entrepreneurial Optimism and the Market for New Issues.
 - International Meeting on Behavioral and Experimental Economics, Madrid, 11-13 April: Lobbying a Policymaker with Reference-Dependent Preferences.
 - University of Paris I Panthéon-Sorbonne, February: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
 - 4th Southern Europe Experimentalists Meeting, Tenerife, 31st January-2 February: Entrepreneurial Optimism and the Market for New Issues.
- 2012
- University of Exeter, November: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
 - 66th European Meetings of the Econometric Society, Malaga, 27-31 August: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
 - SABE, Society for the Advancement of Behavioral Economics, Granada, 12-15 July: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
 - University of St. Gallen, May: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
 - Royal Economic Society, Cambridge, 26-28 March: Entrepreneurial Optimism and the Market for New Issues.
 - International Meeting on Behavioral and Experimental Economics, Castellón, 8-10 March: Self-Confidence and Teamwork: An Experimental Test.
 - University Jaume I of Castellón, March: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
 - 3rd Southern Europe Experimentalists Meeting, Lanzarote, 2-4 February: Self-Confidence and Teamwork: An Experimental Test.
- 2011
- University of Goettingen, November: Self-Confidence and Teamwork: An Experimental Test.
 - D-TEA Workshop, Paris, June: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
 - Tinbergen Institute, Erasmus University Rotterdam, February: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
 - Economic Science Association, European Meetings, Luxembourg, 14-17 September: Self-Confidence and Teamwork: An Experimental Test.
 - International Meeting on Behavioral and Experimental Economics, Barcelona, April 7th- 9th: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
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CONFERENCES, WORKSHOPS, AND INVITED SEMINARS (cont.)

- 2010
- University of Lausanne, November: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
 - University of Aberdeen, October: Labor Market Signaling and Self-Confidence: Wage Compression and the Gender Pay Gap.
 - 37th EARIE Conference, Istanbul, 2-4 September: The Impact of Firm Cost and Market Size Asymmetries on National Mergers in a Three-Country Model.
 - Economic Science Association, European Meetings, Copenhagen, 8-11 July: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
 - University of Lausanne, March: Detecting Heterogeneous Risk Attitudes with Mixed Gambles.
 - Royal Economic Society, Surrey, 29-31 March: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
- 2009
- University of Lausanne, November: A Cognitive Hierarchy Model of Behavior in the Action Commitment Game.
 - University of Zurich, October: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
 - University of Lyon, September: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
 - 36th EARIE Conference, Ljubljana, 4-7 September: A Cognitive Hierarchy Model of Behavior in the Action Commitment Game.
 - Nova, School of Business & Economics, June: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
 - 67th Conference of the International Atlantic Economic Society, Rome, 11-14 March: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
 - University of Cyprus, February: The Impact of Firm Cost and Market Size Asymmetries on National Mergers in a Three-Country Model.
- 2008
- HEC Paris, December: Skewness Seeking: Risk Loving, Optimism or Overweighting of Small Probabilities?
 - 4th Bank of Portugal Conference on Portuguese Economic Development in the European Area, Lisbon, 16 May: The Impact of Firm Cost and Market Size Asymmetries on National Mergers in a Three-Country Model.
 - University of Geneva, March: Tacit Collusion under Fairness and Reciprocity.
 - University of Copenhagen, March: Tacit Collusion under Fairness and Reciprocity.
 - University of Lausanne, February: Tacit Collusion under Fairness and Reciprocity.
 - Free University of Amsterdam, February: Tacit Collusion under Fairness and Reciprocity.
 - University of Cergy-Pontoise, January: Tacit Collusion under Fairness and Reciprocity.
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CONFERENCES, WORKSHOPS, AND INVITED SEMINARS (cont.)

- 2007
- 22nd Annual Congress of the European Economic Association, Budapest, 26-31 September: Tacit Collusion under Fairness and Reciprocity.
 - 34th EARIE Conference, Valencia, 6-9 September: Experimental Cournot Oligopoly and Inequity Aversion.
 - Economics of the Workplace, Tinbergen Institute, Erasmus University Rotterdam, 15-16 June: Positive Self-Image and Incentives in Organizations.
 - The Search for Happiness, Culturgest, Lisbon, 31 May to 2 June.
 - 56th Annual Congress of the French Economic Association, Lyon, 23-25 May: Tacit Collusion under Fairness and Reciprocity.
 - MIT Sloan Behavioral Seminar, Lisbon, 22-23 March: Positive Self-Image in Tournaments.
 - The Evolution of Religion, Calouste Gulbenkian Foundation, Lisbon, 12-13 March.
- 2006
- Universidade do Minho, November: Experimental Cournot Oligopoly and Inequity Aversion.
 - Tinbergen Institute, Erasmus University Rotterdam, November: Overconfidence in Tournaments: Evidence from the Field.
 - 55th Annual Congress of the French Economic Association, Paris, 14-15 September: Positive Self-Image in Tournaments.
 - 21st Annual Congress of the European Economic Association, Vienna, 24-28 August: Positive Self-Image in Tournaments.
 - 33rd EARIE Conference, Amsterdam, 25-27 August: Making Sense of the Experimental Evidence on Endogenous Timing in Duopoly Markets.
- 2004
- University of Innsbruck, March: Positive Self-Image and Incentives in Organizations.
 - Nova, School of Business & Economics, March: Positive Self-Image and Incentives in Organizations.
 - University of East Anglia, February: Positive Self-Image and Incentives in Organizations.
 - University of California, Merced, January: Positive Self-Image and Incentives in Organizations.
 - University of Montreal, January: Positive Self-Image and Incentives in Organizations.

PARTICIPATION IN ASSA/AEA MEETINGS

- 2015
- Allied Social Sciences Associations, American Economic Association, Boston, 3-5 January.
- 2008
- Allied Social Sciences Associations, American Economic Association, New Orleans, 4-6 January.
- 2004
- Allied Social Sciences Associations, American Economic Association, San Diego, 3-5 January.

OTHER ACADEMIC ACTIVITIES

Member: European Economic Association and Econometric Society

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Ph.D. SUPERVISION AND PLACEMENT

- 2017-current Paola Colzani: *Overconfidence, Dishonesty, and Economic Behavior*
2014-2017 David Staubli: *Two Essays on How Beliefs and Rewards Affect Risk Taking and One Essay on Corporate Income Taxation*. Placement: Swiss Federal Tax Administration, Bern.
2010-2014 Michele Dell’Era: *Two Essays on the Impact of Optimism on Market Outcomes and One Essay on Lobbying and Reference Dependence*. Placement: Postdoc at Bocconi University.

PARTICIPATION IN Ph.D. COMMITTEES

- Panos Protopapas, University of Lausanne, HEC Lausanne, September 2018.
Pedro Chaves, Nova, School of Business & Economics, Lisbon, 7th September, 2015.
Anisa Shyti, HEC Paris, 21st March 2014.
Noémi Berlin, Paris School of Economics, University Paris I Panthéon-Sorbonne, 3rd December 2013.
Doruk Iris, Nova, School of Business & Economics, Lisbon, 6th September, 2011.
Isabelle Vialle, University of Lyon, Lyon, 10th December, 2010.

MASTERS’ THESIS SUPERVISION

UNIVERSITY OF LAUSANNE

- 2016-2017 Alexander Heck
2015-2016 David Ribeiro da Costa, Themistoklis Karananas, Roxana Alves
2014-2015 Alix Porta
2013-2014 Manuel Sandoval, Goran Isakovski
2012-2013 Yann Fontaine, Frederik Schneider
2011-2012 Raphaël Bacot
2010-2011 Adeline Bays, Alexandre Dieffenbacher, Cornelia Grandl
2009-2010 Maria Paula Cacault
2008-2009 Michele Dell’Era, Benjamin Hein

NOVA, SCHOOL OF BUSINESS & ECONOMICS

- 2007-2008 Daniel Carvalho

TEACHING

UNIVERSITY OF LAUSANNE

- 2015-2016 •Behavior, Economics, and Evolution Lecture Series, MScE, MScM, and MEC
2008-present •Game Theory, MScE
•Industrial Organization, MScE
•Behavioral Economics, MScE
2008-2012 •Statistics, Executive MBA
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Luís Santos-Pinto

SERVICE TO HEC LAUSANNE AND FNS

- Director of the Doctoral Program in Economics at HEC Lausanne, 2013-2014
- Member of the Faculty Council at HEC Lausanne, 2015-present
- Doctoral Commission, 2013-14 and 2014-15 (with Dominic Rohner and Pascal St-Amour)
- Doctoral Commission, 2012-13 (with Bettina Klaus and Pascal St-Amour)
- Doctoral Commission, 2008-09 and 2009-10 (with Jean Imbs and Florian Pelgrin)
- Participation in Research Days: 2009-present
- Appeals Commission at HEC Lausanne, 2013-2016
- Hiring Commission, Applied Microeconomics, October 2017-February 2018
- Hiring Commission, Development Economics, October 2015-February 2016
- Hiring Commission, Microeconomics, October 2014-February 2015
- Hiring Commission, Macroeconomics, October 2013-February 2014
- Hiring Commission, Microeconomics, October 2010-February 2011
- Evaluation of Swiss National Foundation (FNS) grant applications
- Organization of Microeconomics' Workshop at HEC Lausanne, 2008-2016 (with Rafael Lalive)

Last updated July 2018
