

# Muhammad Arslan Iqbal

📍 Clayton, Victoria, Australia (3168)    ✉ iqbal2@student.unimelb.edu.au    ☎ +61450033351  
in Muhammad Arslan Iqbal    🌐 www.arslaniqbal.com    📄 Arsil001

## Research Fields & Specializations

---

### Experimental Economics and Behavioural Economics

Responsible Leadership; Political Economy; Experimental Methodology; Development Economics

## Education

---

### The University of Melbourne

March 2020 – Present

PhD Economics

Supervisors: Prof. Nisvan Erkal and Dr. Aaron Kamm

### The University of Melbourne

March 2018 – Dec 2019

Master of Economics

### University of the Punjab, Pakistan

Sep 2010 – Nov 2012

Master of Science Economics (Equivalent to Honours)

Distinction: Gold Medallist

## Research

---

### Does Election Campaigns Affect Leaders' Behavior? JMP

*Abstract:* In this paper, we investigate whether campaign promises constrain rent-seeking by elected leaders when embezzlement opportunities exist. While experimental evidence shows that psychological costs like guilt aversion effectively prevent promise-breaking in allocation games, empirically elected officials routinely break promises and engage in rent-seeking. We reconcile this puzzle through laboratory experiments using a modified public goods game where randomly selected candidates campaign on binding tax rates (mandatory voter contributions) and compete for office. Using a between-subjects design, we vary whether candidates can also make non-binding promises about their contributions to a common fund. Elected leaders then decide whether to contribute to or extract (embezzle) from this fund. Although nearly all candidates promise to contribute at least as much as their campaigned tax rate, approximately 80 percent renege on their campaign promise and mostly embezzle. We also find that explicit campaign promises about leader's contribution neither affect leader behavior nor voter welfare. To isolate the mechanism, we conduct two additional treatments with exogenous tax rates, varying only whether embezzlement is possible.

### Does Leader Selection Mechanism Affect Leaders' Behavior?

*Abstract:* Leaders often face a conflict of interest between self-interest and promoting social welfare. Different leadership selection mechanisms can affect leader behavior by (1) influencing the type of individuals who become leaders and (2) exerting direct behavioral effects through feelings of entitlement, legitimacy, and reciprocity. This study compares the overall effects of three leader selection mechanisms (random appointment, meritocracy, and election) on leaders' behavior, while also isolating the behavioral effects of each mechanism by controlling for the types of individuals selected. Using a laboratory experiment, we implement a novel game in which leaders impose taxes on members and decide whether to contribute to or take from the common fund which allows us to analyze a range of leader behaviors, including embezzlement, tax evasion, and socially responsible behavior. We find that, across all treatments, an overwhelming majority of leaders engage in opportunistic rather than responsible behaviors. The leader selection mechanism does not significantly affect leaders' embezzlement, or socially responsible contribution. However, both meritocracy and election significantly increase tax evasion compared to random appointment, with no observed difference between meritocracy and election. Finally, we find suggestive evidence of both entitlement and legitimacy effects under meritocracy and election, but no support for selection or reciprocity effects.

## Experience

---

### **Economics Tutor**

*July 2019 – Present*

*University of Melbourne, Australia*

- Conduct tutorials for undergraduate and graduate economics courses
- Assess and provide feedback on examinations, assignments, and research projects

### **Assistant Director (Officer Grade-2)**

*July 2017 – Nov 2018*

*State Bank of Pakistan, Karachi, Pakistan*

- Completed comprehensive pre-induction training program covering theoretical foundations and professional banking practices

### **Economics Lecturer**

*Feb 2016 – July 2017*

*Islamabad Model Postgraduate College, H-8, Islamabad*

- Taught undergraduate economics courses and managed student academic affairs

### **Assistant Director, Urban Development Wing**

*Apr 2015 – Jan 2016*

*Lahore Development Authority, Punjab, Pakistan*

- Managed housing development schemes and urban planning initiatives

### **Economics Lecturer**

*Oct 2013 – Apr 2015*

*University of Sargodha, Mandi Bahauddin Campus*

- Delivered undergraduate economics lectures and coordinated student affairs
- Organized and supervised extracurricular academic events

### **Economics Lecturer**

*Aug 2013 – Oct 2013*

*Concordia Group of Colleges (Beaconhouse School System)*

- Pioneered blended learning methodology in Pakistan by developing digital course content, online resources, assessments, and instructional videos

### **Research Assistant**

*Aug 2012 – Aug 2013*

*University of the Punjab, Pakistan*

- Conducted econometric analysis, managed data collection processes, and contributed to academic publications under the supervision of Dr. Muhammad Azmat Hayat

## Scholarships and Awards

---

- Jim Perkins PhD Travelling Scholarship

*2025*

*University of Exeter, UK*

- Faculty of Business and Economics (FBE) Doctoral Program Scholarship

*2020-2025*

Awarded for PhD Economics program at the University of Melbourne, Australia

*University of Melbourne, Australia*

- Endeavour Leadership Program (ELP) Scholarship

*2018-2019*

Awarded for Master of Economics program at the University of Melbourne, Australia

*Australian Government*

- Distinction in Professional Training Program

*2017*

State Bank Officers Training Scheme (SBOTS) Cohort 21

*National Institute of Banking and Finance (NIBAF), State Bank of Pakistan, Islamabad, Pakistan*

- Distinction medals

*2012*

- University of the Punjab Gold Medal
- Qazi Muhammad Farid Gold Medal
- Azam Ali Khan Gold Medal
- Inayat Ali Watson Silver Medal

Awarded for Master of Science in Economics program at the University of the Punjab, Pakistan

*University of the Punjab, Lahore, Pakistan*

- Merit Scholarship 2010-2012  
Awarded for Master of Science in Economics program at the University of the Punjab, Pakistan  
*Sumitomo Corporation, Japan*
- Merit Scholarship 2008-2010  
Awarded for Bachelor of Commerce (IT) program at the University of the Punjab, Pakistan  
*Hailey College of Commerce, University of the Punjab, Pakistan*
- Gold medal & Cash Prize (PKR 220,000) 2012  
Awarded for securing 1<sup>st</sup> position in the Intermediate in Commerce program  
*Board of Intermediate and Secondary Education (BISE), Sargodha, Pakistan*

## Publication

---

Iqbal, M. A., & Younas, M. Z. (2021). Public knowledge, attitudes, and practices towards COVID-19 in Pakistan: A cross-sectional study. *Children and Youth Services Review*, 120, 105784.

## Seminars and Conferences

---

- Behavioural Business Lab (BBL) Reading Group (Invited) 2025  
Department of Economics, RMIT University, Australia
- PhD Brown-Bag Seminar 2025, 2024, 2023, 2022  
Department of Economics, University of Melbourne, Australia
- The 18th annual Australia New Zealand Workshop on Experimental Economics (ANZWEE) 2025  
Macquarie University, Australia
- Annual PostGraduate Research (PGR) Conference 2025  
Department of Economics, University of Exeter, UK
- PhD Economics Seminar & Internal Seminar 2025  
Department of Economics, University of Reading, UK
- 7<sup>th</sup> Meeting on Behavioural and Experimental Economics (BEE) 2025  
University of Florence, Italy
- Annual PhD Conference 2024  
Department of Economics, Australian National University Australia.
- The 16th annual Australia New Zealand Workshop on Experimental Economics (ANZWEE) 2023  
Department of Economics, RMIT University, Australia

## Software Skills

---

**Experimental:** oTree, ORSEE

**Programming & Statistical Analysis:** Python, Stata, R, ArcGIS Pro

**General:** L<sup>A</sup>T<sub>E</sub>X, GitHub

## References

---

### Academic

**Prof. Nisvan Erkal**

Department of Economics  
University of Melbourne

✉ [n.erkal@unimelb.edu.au](mailto:n.erkal@unimelb.edu.au) [🔗](#)

☎ +61 3 8344 3307

**Dr. Aaron Kamm**

Hessian Ministry of Economics, Energy,  
Transportation and Housing, Germany

✉ [aaron.kamm@wirtschaft.hessen.de](mailto:aaron.kamm@wirtschaft.hessen.de) [🔗](#)

**Dr. Boon Han Koh**

Department of Economics  
University of Exeter

✉ [b.koh@exeter.ac.uk](mailto:b.koh@exeter.ac.uk) [🔗](#)

☎ +44 7570 252 199

### Teaching

**Nahid Khan**

Department of Economics  
University of Melbourne

✉ [n.khan@unimelb.edu.au](mailto:n.khan@unimelb.edu.au) [🔗](#)

☎ +61 3 8344 3621

**Collin Li**

Department of Economics  
University of Melbourne

✉ [coli@unimelb.edu.au](mailto:coli@unimelb.edu.au) [🔗](#)