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EDUCATION

University of Amsterdam

PhD Candidate

Advisors: Prof. Dr. Sander Onderstal and Prof. Dr. J.W. Stoelhorst

Amsterdam, the Netherlands

Sep 2019 – current

University of Nottingham

Research visit (Visiting Student Research Collaborator)

Host: Prof. Dr. Silvia Sonderegger

Nottingham, UK

Sep 2023 – Dec 2023

Tinbergen Institute

MPhil in Economics (Behavioral Economics)

Amsterdam, the Netherlands

Sep 2017 - Aug 2019

Universidade de Brasília

MPhil in Economics

Advisors: Prof. Dr. José Guilherme de Lara Resende and Prof. Dr. Gil Riella

Brasília, Brazil

Jan 2015 – Jan 2017

Universidade Federal De Minas Gerais

BSc in Economics

Belo Horizonte, Brazil

Sep 2014 – Dec 2019

RESEARCH

Primary fields: Experimental Economics

Secondary fields: Behavioral Economics, Law and Economics, Strategy, Sustainability, IO

Job Market Paper (Working Paper)

“Fines vs. Fees: The Impact of Monetary Penalties on Prosocial Motivation”, 2023

Abstract: We investigate the impacts of distinct monetary penalties using a modified dictator game that allows participants to take money from others. We introduce a penalty of equal monetary value in two distinct formats: a ‘fine,’ imposed after taking money, and a ‘fee,’ paid before taking money. Our findings reveal that the fee is more effective than the fine. In comparison to a situation with no penalty, the fee significantly reduces the aggregate amount taken, while the fine exhibits no significant overall impact. Additionally, we observe heterogeneous effects of the penalties on individuals’ prosocial behavior. Some individuals take more money when facing a penalty, indicating a crowding-out effect, while others abstain from taking money when confronted with the penalty, even when they take substantial amounts without penalties, evidence of a crowding-in effect. Overall, the fee proves to be more effective in promoting crowding-in than the fine, while crowding-out effects are similar across conditions. Furthermore, we demonstrate that the implementation of monetary penalties induces changes in perceived social norms. As individuals conform to these norms, such changes partially explain the crowding-out and crowding-in effects.

Other Working Papers

“Sex, Lies, and Punishment: Gender Punishment Gap After Suspected Dishonesty” (with Pia Fischer), 2023

Abstract: The punishment gap refers to minorities and underprivileged groups facing more severe punishment for mistakes or transgressions compared to other groups. Untangling the reasons behind the punishment gap is challenging due to the complex interplay of various factors. To investigate such situations, we analyzed gender differences in receiving punishment for suspected dishonesty within a controlled experiment, using a sender-receiver game. Our results show that males engage in selfish lies more frequently than females and are more likely to be punished for such lies. We also explored individuals' beliefs about dishonesty, considering empirical expectations, normative expectations, and gender-based causal attribution as potential explanations for the observed behaviors. To capture this causal attribution, we developed a new methodology to incentivize the investigation of how people perceive the same behavior differently when it is done by males or females. The findings suggest that empirical expectations might explain the observed behavior, as males are expected to lie more often. The results also suggest that participants perceive lying behaviors to be less socially acceptable than honestly disclosing a selfish outcome. Additionally, lies are often attributed to motives involving 'rational calculations,' with females showing higher levels of such attributions compared to males.

“The Role of Roles: The Impact of Leadership Role on Behavior and Norms in a Public Good Game” (with Sander Onderstal & J.W. Stoelhorst), 2023

Abstract: Individuals have diverse roles in their daily lives—fathers, mothers, teachers, and leaders—each associated with distinct expectations and responsibilities. This study analyzes the impact of these social roles on behaviors and societal norms through a series of laboratory experiments. In a sequence of experiments, we randomly assign one participant the role of 'group leader' in sequential public-good games, keeping all other aspects constant. In the first experiment, we analyze behavioral shifts and demonstrate that leaders contribute more in the initial round than other group members. Furthermore, we find that people are more likely to follow the leader's example than their counterparts. The second experiment examines the impact of the 'leader' role on social norms and attributions. Regarding social norms, we discover that participants expect leaders to make greater contributions in the first round. Concerning social attributions, we introduce a novel methodology to explore how individuals perceive the reasons and motivations behind the actions of leaders and other group members. Consistently, participants perceive actions associated with leaders differently, attributing varying degrees of responsibility, conformity, and performance compared to those of other group members. In summary, our experiments conclusively demonstrate that social roles prompt changes in behavior and societal norms. Moreover, these roles can be deliberately manipulated to instigate both societal and individual transformations.

Research In Progress

“Unveiling the Crowding-Out Effects: Exploring the Diverse Impacts of Environmental Legislation on Fine, Carbon Market, and Fee” (With Ruben van Oosten).

“Beyond Profit Maximization: CSR, Incentives and Value Creation” (With Jan-Willem Stoelhorst)

“Gender inequality and payment schemes” (With Alejandro Hirmas & Yun Xiao)

TEACHING EXPERIENCE

University of Amsterdam

Economics and Markets Organizations (BSc) • Fall 2019-Fall 2022 • TA for Prof. Dr. Sander Onderstal

Theories of Strategy (MSc) • Fall 2019-Fall 2023 • TA for Dr. Jan-Williem Stoelhorst

Strategy and Organisation (BSc) • Fall 2021 • TA for Dr. Pushpika Vishwanathan

Economics and Law - thesis supervision (x20) (BSc) • 2021 and 2022

Strategy - thesis supervision (x2) (MSc) • 2021

Tinbergen Institute

Statistics (MPhil) • Fall 2018 • TA for Prof. Dr. Peter Spreij

Principles in Programming in Econometrics (MPhil) • Fall 2018 • TA for Dr. Charles Bos

SEMINARS AND CONFERENCES

2023: University of Nottingham (PhD seminar, UK), Tinbergen Institute PhD Jamboree (Amsterdam, the Netherlands), University of Amsterdam (PhD Lunch seminar, the Netherlands), Economics Science Associating - World meeting (Lyon, France), Economics Science Associating - European meeting (Exeter, UK), Society for the Advancement of Behavioral Economics (Nice, France), Tinbergen Institute (PhD Lunch

seminar, Amsterdam, the Netherlands), International Association for Conflict Management (Thessaloniki, Greece), CBESS-CeDEx-CREED Meeting (Nottingham, UK), external seminar at the University of Paderborn (Paderborn, Germany)

2022: Economics Science Associating - European Meeting (Bologna - Italy), CBESS-CeDEx-CREED Meeting (Amsterdam, UK), International Conference on Social Dilemmas (Copenhagen - Denmark), Creed Seminar (PhD Seminar, Amsterdam)

2021: 2021 Economics Science Associating - Global Online Around-the-Clock Meetings (online), Tilburg Institute for Behavioral Economics Research (online), Summer School RExSchool21 on Experimental and Behavioural Economics of Social Norms and Social Preferences (Online)

2020: Brown Bag Econometrics Lunch Seminar (University of Amsterdam, the Netherlands), Creed Seminar (online)

PRIZES AND AWARDS

- Tinbergen Institute Scholarship (2018-2020)
- Coordenação de Aperfeiçoamento de Pessoal de Nível Superior (CAPES) scholarship (2015-2017)
- Prize best project - “Sex, Lies, and Punishment: Gender Punishment Gap After Suspected Dishonesty”- Summer School RExSchool21 on Experimental and Behavioural Economics of Social Norms and Social Preferences
- A Sustainable Future Grant 2022: “Unveiling the Crowding-Out Effects: Exploring the Diverse Impacts of Environmental Legislation on Fine, Carbon Market, and Fee”
- A Sustainable Future Grant 2021: “Beyond Profit Maximization: CSR, Incentives and Value Creation”
- A Sustainable Future Grant 2020: “Gender inequality and payment schemes”

SKILLS

Languages: Portuguese (native), English (fluent), Spanish (beginner), Dutch (beginner)

Programming: Stata, HTML, java-script, Python, Otree and L^AT_EX

REFERENCES

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Prof. Dr. Simon Gächter
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