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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, Business Economics, Strategy, Sustainability, IO

Job Market Paper (Working Paper)

“The Impact of Monetary Penalties on Prosocial Motivation: Unveiling Crowding-Out and Crowding-in Effects”, 2023

Abstract: Monetary penalties are employed across various contexts and formats to deter undesirable behaviors. In some cases, the introduction of penalties leads to a deterioration of the situation, known as crowding-out effects, while in others, individuals display a propensity to follow rules and respect penalties, potentially resulting in crowding-in effects. This article contrasts these opposing theories by exploring how monetary penalties influence prosocial behavior and by exemplifying how minor contextual changes lead to different outcomes. We perform an experiment using a modified dictator game, subjecting participants to two subtly distinct penalty conditions: a “fine” - imposed after the dictator takes money - and a “fee” - paid before taking money. Our findings reveal that penalties have heterogeneous impacts on participants. While some individuals take more money when facing a penalty (crowding-out effect), others abstain from taking money, even when they take large amounts without the penalty (crowding-in effect). At the aggregate level, the “fine” shows no significant impact on the amount taken, suggesting the penalty’s ineffectiveness. However, the “fee” leads to a significant reduction, illustrating how minor changes lead to different effects. Finally, our study demonstrates that monetary penalties trigger shifts in social norms. These shifts can partially explain the observed 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. In an effort 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: People take on various roles in their daily lives, such as fathers, mothers, teachers, and leaders, each involving a distinct set of expectations and responsibilities. This study delves into the influence of these social roles on behaviors and societal norms through a series of laboratory experiments. In our experimental design, we randomly assign one participant the role of 'group leader' in sequential public-good games, ensuring no other differences among the participants. In the first experiment, we investigate behavioral shifts and observe that leaders contribute more in the initial round than other group members. Additionally, we find that other participants are more inclined to follow the leader's example. In the second experiment, we scrutinize the impact of the 'leader' role on social norms and attributions. Concerning social norms, we discover that participants expect leaders to make greater contributions in the first round. As for social attributions, we introduce an innovative methodology to explore how people perceive the reasons and motivations behind the actions taken by leaders and other group members. Participants consistently perceive actions associated with leaders differently, describing different degrees of responsibility, conformity, and performance compared to those of other group members. In summary, our experiments demonstrate that social roles lead to changes in behavior and societal norms. Furthermore, these roles can be manipulated to foster 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. Silvia Sonderegger
University of Nottingham
Sir Clive Granger Building
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