

LUCA CONGIU

<https://lcongiu.github.io/lucacongiu/>

December 29, 2025

RESEARCH INTERESTS

Behavioral economics · Experimental economics · Decision theory · Framing · Nudging · Personality

CURRENT POSITION

Postdoc in Political Economy, Department of Economics, University of Insubria, Varese, Italy 2026/01 – 2027/12

EDITORIAL ACTIVITIES

Editorial Board Member, *Humanities & Social Sciences Communications*, Springer Nature 2023 – present

AFFILIATIONS

Fellow, Insubria Experimental Economics (InExEc) research center, University of Insubria 2024 – present

Fellow, Center for Economics and International Studies (CEIS), Tor Vergata University of Rome 2026 – present

PAST POSITIONS AND AFFILIATIONS

Postdoc in Mathematical Methods for Economy and Finance, Tor Vergata University of Rome 2025/02 – 2025/12

Non-tenured Assistant Professor (RTDa) in Economic Policy, Tor Vergata University of Rome 2022/01 – 2025/01

Postdoc in Economic Policy, University of Siena 2021/10 – 2022/01

Lab Manager, Bocconi Experimental Laboratory for the Social Sciences (BELSS) 2021/09 – 2022/01

Research Assistant, IGIER, Bocconi University 2020/03 – 2022/01

Research Assistant, University of Insubria 2020/03 – 2020/07

Visiting Ph.D. student, CeDEx, University of Nottingham 2018/04 – 2018/07

EDUCATION

Ph.D. in Methods and Models for Economic Decisions, University of Insubria 2016 – 2020

M.Sc. in Global Entrepreneurship, Economics and Management, University of Insubria 2014 – 2016

B.Sc. in Organizational Sociology, University of Milan–Bicocca 2009 – 2013

PEER-REVIEWED JOURNAL ARTICLES

- [1] **Congiu, L.**, Moscati, I. & Scacchi, M. (2025). Digital Nudging and Cookie Rejection: An Experiment. *Italian Economic Journal*, 11: 431–458.
- [2] **Congiu, L.**, Botta E. & Zoli, M. (2025). Biases and Nudges in the Circular Economy: A Review. *Ecological Economics*, 233: 108579.
- [3] **Congiu, L.** (2023). Framing Effects in the Elicitation of Risk Aversion: An Experimental Study. *Italian Economic Journal*, 9(1): 321–352.
- [4] **Congiu, L.** (2022). Choice Architecture: A Message and Environment Perspective. *Erasmus Journal for Philosophy and Economics*, 15(1): 162–166.
- [5] **Congiu, L.** & Moscati, I. (2022). A Review of Nudges: Definitions, Justifications, Effectiveness. *Journal of Economic Surveys*, 36(1): 188–213. [top 10 most cited JoES articles in the last 2 years]
- [6] **Congiu, L.** & Moscati, I. (2020). Message and Environment: A Framework for Nudges and Choice Architecture. *Behavioural Public Policy*, 4(1): 71–87.

OTHER PUBLICATIONS

- [7] Zoli, M. & **Congiu, L.** (2024). Individual Behaviour and Circular Economy Policies: Opportunities in Italy. OECD Environment Working Papers No. 242. Paris: OECD Publishing. DOI: 10.1787/7bd89d46-en
- [8] **Congiu, L.** (2019). *Choice Architecture: A Message and Environment Perspective*. Ph.D. thesis.

WORKING PAPERS

- [1] **Congiu, L.** & Moscati, I. (2025). Framing Allais: Is the Paradox Robust to the Pictorial Framing of Probabilities? *Under Review*. Available on SSRN: https://papers.ssrn.com/sol3/papers.cfm?abstract_id=5788784
- [2] Persichina, M. & **Congiu, L.** (2025). Validation of an Integrated Scale for Measuring Pro-Environmental Behavior and Attitudes (PEBAS). *R&R Journal of Economic Psychology*.

WORK IN PROGRESS

- [1] Congiu, L., Lorè, L. & Zoli, M. Image Concerns in Secondhand Consumption: A Vignette Study.
- [2] Lorè, L., Congiu, L. & Zoli, M. Environmental Costs in Secondhand Clothing Purchase: A Voucher Choice Experiment.
- [3] Isik, A. L., D’Amato, A. & Congiu, L. Substantiation Awareness and Willingness to Pay for Green Claims: Evidence from Bottled Water.
- [4] Congiu, L. A Note on the Parameters of Behavioral Models.
- [5] Persichina, M. & Congiu, L. Intergenerational Resource Management: The Role of Information on Resource Exploitation and Behavioral Dynamics in Common Pool Resource Use.
- [6] Congiu, L., Iozzi, A., Panaccione, L., Persichina, M., Tremewan, J. & Zoli, M. Congestion Management, Navigation Systems, and the Environment: A Lab Experiment on Individual Choices vs Delegation.

INVITED SEMINARS

- [1] Seminar “2nd Meeting of the Insubria Experimental Economics (InExEc) research center”, University of Insubria, 19 April 2024; presented: “Framing Allais: Is the Paradox Robust to the Pictorial Framing of Lotteries?”
- [2] Invited talk at the Judgment & Decision Making Lab internal meeting, University of Padua, 5 March 2025; presenting: “Image Concerns in Secondhand Consumption: A Vignette Study.”

WORKSHOPS AND CONFERENCES

2025: 66th Italian Economic Society (SIE) Annual Scientific Meeting; 14th Meeting of the Behavioral and Experimental Economics Network (BEEN); 27th INFER Annual Conference; EADM meeting on Subjective Probability, Utility, and Decision Making; Third CIMEO Workshop on Experimentics & Behavioral Economics; 30th EAERE Annual Conference; SABE Annual Conference; 7th Florence Workshop on Behavioural and Experimental Economics.

2024: First Padova Symposium on Advancing Sustainability Research with Experimental Methods (ASREM); Florence Workshop on Behavioral and Experimental Economics for Sustainability (BEES); 16th Nordic Conference in Behavioral and Experimental Economics (NCBEE); 9th Ruhr-University Bochum Workshop on Experimental Economics for the Environment; Second CIMEO workshop on Experimentics & Behavioral Economics; 11th BEEN Meeting.

2023–2017: 8th Ruhr-University Bochum Workshop on Experimental Economics for the Environment (2023); 8th BEEN Meeting (2022); 5th BEEN Meeting (2020); 55th SIEDS Meeting (2018); 29th Annual European Association for Evolutionary Political Economy (EAEPE) Conference (2017); Lake Como Summer School on the Economic Theory of Decision-Making (2017).

OTHER SCIENTIFIC AND INSTITUTIONAL ACTIVITIES

Conference organization: Second Symposium on Advancing Sustainability Research with Experimental Methods (Scientific committee member, 2025); 18th Annual STOREP Conference (co-organizer, 2021)

Service to Department: Ph.D. selection committee member, Insubria 2023 (ciclo XXXIX).

Journal Refereeing: Ecological Economics · Environmental and Resource Economics · Homo Oeconomicus · Humanities and Social Sciences Communications · Italian Economic Journal · Journal of Behavioral and Experimental Economics · Journal of Environmental Planning and Management · Journal of Behavioral Public Administration · Personality and Social Psychology Bulletin · PLoS ONE · Review of Behavioral Economics · Theory and Decision

Thesis supervision and refereeing:

Reviewer of one doctoral thesis at University of Cassino (2025)

Co-supervisor of 4 master's degree theses at University of Insubria (since 2021)

Supervisor of 14 bachelor's degree theses at Tor Vergata University of Rome (since 2024)

GRANTS AND AWARDS

Latium Region, research grant (for publishing 2 articles in 24 months in “Classe A” journals) – € 2,000	2022
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TEACHING

Doctoral degree level:

Programming Experiments in oTree (CIMEO Summer school, 2025)

Discrete choice experiments (Insubria, 2023/24, 2024/25, 2025/26)

Decision theory (Insubria, 2021/22, 2022/23, 2023/24, 2024/25)

Master's degree level:

Behavioral economics and public policies (Insubria, 2021/22)

Behavioral and experimental economics (TA; Insubria, 2021/22, 2022/23, 2023/24, 2024/25, 2025/26)

Bachelor's degree level:

Game theory (Tor Vergata, 2022/23, 2023/24)

Microeconomics (Insubria, 2020/21)

PROFESSIONAL EXPERIENCE

University of Innsbruck, coding of lab experiments with oTree	2025/09 – 2025/10
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Tor Vergata University of Rome, analysis of survey data on climate policies in Italy	2025/05 – 2025/11
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Giunko Srl, data analysis of second-hand goods exchanges in Italy	2023/06 – 2023/12
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