

# Luca Congiu

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## Positions

- 2026–2027 Postdoc in Political Economy, University of Insubria, Varese
- 2025–2026 Postdoc in Mathematical Methods for Economy and Finance, Tor Vergata University of Rome
- 2022–2025 Non-tenured Assistant Professor in Economic Policy, Tor Vergata University of Rome
- 2021–2022 Postdoc in Economic Policy, University of Siena
- 2021–2022 Lab Manager, Bocconi Experimental Laboratory for the Social Sciences (BELSS)
- 2020–2022 Research Assistant, IGIER, Bocconi University
- 2020–2020 Research Assistant, University of Insubria
- 2018–2018 Visiting Ph.D. student, CeDEx, University of Nottingham

## Education

- 2016–2020 Ph.D. in Methods and Models for Economic Decisions, University of Insubria.  
Thesis: “Choice Architecture: A Message and Environment Perspective”  
Supervisor: Ivan Moscati
- 2014–2016 M.Sc. in Global Entrepreneurship, Economics and Management, University of Insubria
- 2009–2013 B.Sc. in Organizational Sociology, University of Milan–Bicocca

## Research interests

Behavioral economics · Behavioral public policy · Experimental economics · Economic psychology · Decision theory · Biases · Nudging · Personality

## Publications

### Refereed journals

- [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](https://doi.org/10.1787/7bd89d46-en)
- [8] **Congiu, L.** (2019). *Choice Architecture: A Message and Environment Perspective*. Ph.D. thesis.

### Working papers

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

### Work in progress

- [11] Congiu, L., Lorè, L. & Zoli, M. Image Concerns in Secondhand Consumption: A Vignette Study.
- [12] Lorè, L., Congiu, L. & Zoli, M. Environmental Costs in Secondhand Clothing Purchase: A Voucher Choice Experiment.
- [13] Isik, A. L., D'Amato, A. & Congiu, L. Substantiation Awareness and Willingness to Pay for Green Claims: Evidence from Bottled Water.
- [14] Congiu, L. A Note on the Parameters of Behavioral Models.
- [15] Persichina, M. & Congiu, L. Intergenerational Resource Management: The Role of Information on Resource Exploitation and Behavioral Dynamics in Common Pool Resource Use.

- [16] 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.

## **Presentations**

### **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.”

### **Workshop and conferences**

- [1] Conference “66th Italian Economic Society (SIE) Annual Scientific Meeting”, University of Naples Parthenope, Italy, 23-25 October 2025.
- [2] Workshop “14th Meeting of the Behavioral and Experimental Economics Network (BEEN)”, University of Cagliari, 25-26 September 2025.
- [3] Conference “27th INFER Annual Conference”, Sapienza University of Rome, Italy, 10-12 September 2025.
- [4] Workshop “2025 EADM meeting on Subjective Probability, Utility, and Decision Making”, IMT Lucca, Italy, 31 August – 4 July 2025.
- [5] Workshop “Experimetrics & Behavioral Economics”, CIMEO, Sapienza University of Rome, Soleto, Lecce, Italy, 19-24 July 2025.
- [6] Conference “30th EAERE Annual Conference”, Norwegian School of Economics (NHH), Bergen, Norway, 16-19 June 2025.
- [7] Conference “SABE 2025 Annual Conference”, University of Trento, Italy, 5-7 June 2025.
- [8] Workshop “7th Workshop on Behavioural and Experimental Economics”, University of Florence, Italy, 8-10 May 2025.
- [9] Symposium “Advancing Sustainability Research with Experimental Methods”, University of Padua, Italy, 5-6 December 2024.
- [10] Workshop “Behavioral and Experimental Economics for Sustainability (BEES)”, University of Florence, Italy, 17-18 October 2024.
- [11] Conference “16th Nordic Conference in Behavioral and Experimental Economics (NCBEE)”, University of Copenhagen, 26-27 September 2024.
- [12] Workshop “9th Workshop on Experimental Economics for the Environment”, Ruhr-University Bochum, Germany, 10-11 September 2024.
- [13] Workshop “Experimetrics & Behavioral Economics”, CIMEO, Sapienza University of Rome, Soleto (LE), 26-27 July 2024.

- [14] Workshop “11th Meeting of the Behavioral and Experimental Economics Network (BEEN)”, University of Bologna, Italy, 9 January 2024.
- [15] Workshop “8th Workshop on Experimental Economics for the Environment: Behavioral Change for a Sustainable World”, Ruhr-University Bochum, Germany, 12-13 July 2023.
- [16] Workshop “8th Meeting of the Behavioral and Experimental Economics Network (BEEN)”, LUISS University and Sapienza University, Rome, 30 September – 1 October 2022.
- [17] Workshop “5th Meeting of the Behavioral and Experimental Economics Network (BEEN)”, University of Verona, Italy, 14 February 2020.
- [18] Workshop “55th Scientific Meeting of the Italian Society of Economics, Demography and Statistics (SIEDS)”, University of Insubria, Varese, Italy, 24-25 May 2018.
- [19] Conference “29th Annual European Association for Evolutionary Political Economy (EAPE) Conference”, Corvinus University, Budapest, 19-21 October 2017.
- [20] Summer School “Evolution of the Economic Theory of Decision-Making”, Lake Como School, Como, Italy, 28 August – 1 September 2017.

## **Organization of schools and workshops**

- [1] Co-organizer of the “18th Annual STOREP Conference”, University of Insubria, 17-18 June 2021.

## **Participation in national and international research teams**

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|-----------|---|
| 2025–2026 | Participation in the research project funded by the National Resilience and Recovery Plan (PNRR), PE9 Spoke 4 GRINS, “Economic and financial models for description and management of environmental and financial risks”, supervised by Katia Colaneri, University of Tor Vergata; project coordinated by the University of Ca’ Foscari Venice. |
| 2021–2022 | Participation in the Research Project of National Interest (PRIN) “Virtual reality experimentation to analyse cognitive modes, social motives and prosocial behavior”, supervised by Alessandro Innocenti, University of Siena, joint with University of Florence, IMT Lucca and University of Pisa.  |
| 2020–2020 | Participation in the research project “HAPPY–Health, Accessibility, Public transport Policies for the elderly”, funded by Fondazione Cariplo (Bando Ricerca Sociale – Progetto 2018-0829) and supervised by Elena Maggi, University of Insubria, joint with University of Padua and Polytechnic of Milan.                                       |

## **Institutional and editorial activities**

- 2023 Member of the selection committee of the Ph.D. in Methods and Models for Economic Decisions (cycle XXXIX), University of Insubria.
- Since 2023 Member of the editorial board of the peer-reviewed journal *Humanities and Social Sciences Communications (HSSCOMMS)*, Springer Nature.

## **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

## **Awards and prizes for research activity**

- 2022 Grants for researchers and postdocs to reinforce their professional condition and strengthen research in Latium (“Contributi premiali per ricercatori e assegnisti di ricerca per rafforzarne la condizione professionale e potenziare il sistema della ricerca del Lazio”), as per Determinazione Dirigenziale n. G05411 del 05/05/2022, Codice Sigem 22009. *Eligibility criteria:* publication in 24 months of 2 articles in peer-reviewed journals classified as “Classe A” by the Italian national evaluation agency ANVUR. *Amount:* €2,000.

## **Teaching**

### **Summer schools**

- 2025 Managing and programming experiments in oTree,  
CIMEO Summer school in Experimetrics & Behavioral Economics (4 hours)

### **Ph.D.**

- Since 2021 Decision theory, University of Insubria (10 hours)
- Since 2024 Stated choice experiments in transportation, University of Insubria (4 hours)

### **Graduate**

- 2022 Behavioral economics and public policies, University of Insubria  
(in English, with F. Figari; 20 hours)
- Since 2020 Behavioral and experimental economics, University of Insubria  
(in English, teaching assistant; 12 hours)

## **Undergraduate**

- 2022–2024 Game theory, Tor Vergata University of Rome (in English; 36 hours)  
2021 Microeconomics II, University of Insubria (in Italian; 20 hours)  
2020–2023 Microeconomics, University of Insubria (in Italian, teaching assistant; 20 hours)

## **Theses supervision or refereeing**

- In 2025 Reviewer for 1 Ph.D. thesis at University of Cassino and Southern Latium.  
Since 2021 Co-supervisor of 4 M.Sc. theses at University of Insubria.  
Since 2024 Supervisor of 9 B.Sc. theses at Tor Vergata University of Rome.

## **Programming**

- **Experiments:** oTree · Qualtrics · ClassEx · Sawtooth
- **Recruiting:** ORSEE · Sona Systems · Prolific Academic
- **Languages:** Python · Javascript · Html · CSS · LaTeX/Overleaf
- **Data analysis:** RStudio · Stata · Jupyter

## **References**

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