Parvaneh Pasandi

PhD candidate in Behavioral & Experimental Economics, Royal Holloway, Univ. of London (expected 2026)

Email: Parvaneh.pasandi@rhul.ac.uk

Website: https://pari-pasandi.github.io/pari-pasandi/

Phone: +447565159789

Research Interests

Behavioral Economics, Experimental Economics, Cognitive Biases, Microeconomics

JEL Codes

C90, C91, D01

Job Market Paper

Pushing the Limit: The Different Effects of Threshold Proximity and Competitiveness
(with A. Chevalier, F. Feri, and E. Turrini)

This paper studies how individuals respond to personalized performance goals in a between-subject experiment with N=100 subjects. Subjects are randomly assigned to either a "near" or "far" personalized threshold calibrated to their baseline performance. The main outcome is the probability of reaching the personal threshold. Three dimensions jointly predict heterogeneity in goal-responding: threshold proximity, competitiveness, and gender. When the personal threshold is easier to reach, subjects improve more; when the threshold is further away, improvements are smaller. Gender differences are large: men are 22 pp more likely than women to reach their personalized threshold, and men also show higher competitive preferences (14 pp higher voluntary tournament entry rate). These patterns suggest that goal-based incentive contracts interact with type, and that personalized targets are not psychologically neutral; they amplify underlying heterogeneity.

Working Papers

- Strategic Use of Decoy Effect in Bargaining (with F. Feri and A. Gantner)
- Local Winner's Curse (with F. Feri and M. Melendez)

Education

- Ph.D. in Economics, Royal Holloway University of London, Egham, United Kingdom (Expected Jan 2026)

  Dissertation Title: "Three Essays in Behavioral and Experimental Economics"

- M.Sc. in Economics, University of Siena, Italy (2017-2021)
- M.Sc. in Entrepreneurship, Shahid Beheshti University, Iran (2014-2017)
- B.S. in Economics of Agricultural Engineering, University of Tehran, Iran (2009-2014)

Teaching Experience

- Royal Holloway University of London, Department of Economics [2022 – Present]
  - Microeconomics (BSc, Second Year)
  - Data Skills for Economics (BSc)
  - Mathematics for Economics (BSc, First Year)
- Imperial College London, Business School Autumn Term [2024]
  - Economics for International Management (MSc)

Conferences & Presentations

- BEE-UK, Sheffield (2024).
- BEE-UK, Leicester (2023) – Poster presentation
- Royal Holloway internal seminars
  - PhD Seminar, October 2025.
  - PhD Annual Conference, May 2025.
  - PhD Seminar, February 2025.
  - ECHO Meeting, May 2024.
  - Doctoral School Conference, September 2023.
  - PhD Annual Conference, May 2023

Professional Experiences

- Erasmus+ Research Intern — Digital Society School, Amsterdam (2020): Applied behavioural project on sustainable waste management at HVA & UVA. Researched Circular Economy interventions and behavioural nudges. Worked in an interdisciplinary team.
- Volunteer Teaching Assistant — AIESEC Italy (2016): Assisted English-language lessons for 4th–5th grade; created activities and games.
- Data Management Intern — Ministry of Agriculture, Iran (2013): Evaluated feasibility plans for agricultural projects. Conducted quantitative data assessments.

Professional Service

Ad-hoc Reviewer, Journal of Economic Behavior & Organization, 2023

Awards & Recognition

- Nomination: Education Excellence Award 2025, Royal Holloway.
- Associate Fellow (AFHEA), Advance HE.

Technical Skills and Languages

Programming/Statistical Software: R, Stata, oTree, Z-Tree

Languages: English (Fluent), Persian (Native), Italian (Reading Proficiency)

References

Prof. Francesca Feri – Supervisor, Department of Economics, Royal Holloway. Email: Francesco.feri@rhul.ac.uk

Dr. Ines Vilela – Second Advisor, Department of Economics, Royal Holloway. Email: ines.vilela@rhul.ac.uk