

Loukas Balafoutas

Professor of Experimental Economics & Head of Department

University of Innsbruck, Department of Public Finance

Universitätsstrasse 15, A-6020 Innsbruck, Austria

☎ 0043 512 507 70206, e-mail: loukas.balafoutas@uibk.ac.at

<http://eeecon.uibk.ac.at/~balafoutas/>

ORCID ID: 0000-0002-3477-5096

ResearcherID: Q-6025-2018

Curriculum vitae

Personal information

Date of birth: 10. April 1981

Nationality: Austrian, Greek

Academic employment

01/2014 – present: Professor of Experimental Economics, University of Innsbruck

2021-2022 (upcoming): Chair of Excellence, Ca'Foscari University of Venice

12/2008 – 12/2013: Assistant Professor (tenure-track since 2011), University of Innsbruck

09/2005 – 09/2008: Research and teaching assistant (PhD candidate), University of Edinburgh

Positions in academic administration

03/2021 – present: Head of Department, Department of Public Finance, University of Innsbruck

11/2018 – present: Chairman of the Board, Diligentia Foundation for Empirical Research

03/2021 – present: Member of the faculty board, Faculty of Economics and Statistics

02/2020 – present: Board member, Austrian Economic Association (NOEG)

01/2014 – present: Member of the Institutional Review Board, Faculty of Economics and Statistics

Non-academic employment

04/2008 – 06/2008: External consultant, OECD Development Centre, Paris

01/2007 – 9/2007: Research associate, OECD Development Centre, Paris

Research visits

University of Athens (2010), University of California at San Diego (2012), Brown University (2012), Georgetown University School of Foreign Service in Qatar (2013), New York University Abu Dhabi (2014), University of Queensland (2017)

Education and academic qualifications

2013: Habilitation (*venia docendi*) in Economics, University of Innsbruck

2009: PhD in Economics, University of Edinburgh (under EPSRC scholarship)

2005: MSc in Economics (distinction), University of Edinburgh

2003: Diploma in Financial Management and Banking, University of Piraeus

Publications in peer-reviewed journals

1. Rehabilitation and social behavior: Experiments in prison (with A. García-Gallego, N. Georgantzis, T. Jaber-Lopez and E. Mitrokostas). *Games and Economic Behavior* 119: 148-171 (2020)
2. Incentives for dishonesty: An experimental study with internal auditors (with S. Czermak, M. Eulerich and H. Fornwagner). *Economic Inquiry* 58: 764-779 (2020)
3. Credence goods in the literature: What the past fifteen years have taught us about fraud, incentives, and the role of institutions (with R. Kerschbamer). *Journal of Behavioral and Experimental Finance* 26, 100285 (2020)
4. Exposure to conspiracy theories in the lab (with A. Libman, V. Selamis and B. Vollan). *Economic and Political Studies*, forthcoming
5. Applications of sports data to study decision making (with S. Chowdhury and H. Plessner). *Journal of Economic Psychology* 75(B), 102153 (2019)
6. How uncertainty and ambiguity in tournaments affect gender differences in competitive behavior (with M. Sutter). *European Economic Review* 118, 1-13 (2019)
7. Self-governance and punishment: An experimental study among Namibian forest users (with B. Vollan, M. Pröpper and A. Landmann). *Economic Development and Cultural Change*, 67: 935-967 (2019)
8. Closing the gender gap in competitiveness through priming (with H. Fornwagner and M. Sutter). *Nature Communications* 9, 4359 (2018)
9. Trust and communication in a property rights dilemma (with T.K. Ahn, M. Batsaikhan, F. Campos-Ortiz, L. Putterman and M. Sutter). *Journal of Economic Behavior & Organization* 149: 413-433 (2018)
10. Impunity under pressure: On the role of emotions as a commitment device (with T. Jaber-Lopez). *Economics Letters* 168: 112-114 (2018)
11. Distributional preferences and ego depletion (with R. Kerschbamer and R. Oexl). *Journal of Neuroscience, Psychology, and Economics* 11: 47-165 (2018)
12. The limits of guilt (with H. Fornwagner). *Journal of the Economic Science Association* 3: 137-148 (2017)
13. Second-degree moral hazard in a real-world credence goods market (with R. Kerschbamer and M. Sutter). *Economic Journal* 127: 1-18 (2017)
14. The optimal allocation of prizes in tournaments of heterogeneous agents (with E. G. Dutcher, F. Lindner and D. Ryvkin). *Economic Inquiry* 55: 461-478 (2017)
15. On the nature of guilt aversion: Insights from a new methodology in the dictator game (with M. Sutter). *Journal of Behavioral and Experimental Finance* 13: 9-15 (2017)
16. Altruistic punishment does not increase with the severity of norm violations in the field (with N. Nikiforakis and B. Rockenbach). *Nature Communications* 7, 13327 (2016)
17. Affirmative action or just discrimination? A study on the endogenous emergence of quotas (with B. Davis and M. Sutter). *Journal of Economic Behavior & Organization* 127: 87-98 (2016).
18. Securing property rights: A dilemma experiment in Austria, Mexico, Mongolia, South Korea and the United States (with T.K. Ahn, M. Batsaikhan, F. Campos-Ortiz, L. Putterman and M. Sutter). *Journal of Public Economics* 143: 115-124 (2016)
19. Cancelling out early age gender differences in competition: An analysis of policy interventions (with M. Sutter, D. Glätzle-Rützler und S. Czermak). *Experimental Economics* 19(2): 412-432 (2016)

20. The hidden costs of tax evasion - collaborative tax evasion in markets for expert services (with A. Beck, R. Kerschbamer and M. Sutter). *Journal of Public Economics* 129: 14-25 (2015)
21. Strive to be first or avoid being last: An experiment on relative performance incentives (with G. Dutcher, F. Lindner, D. Ryvkin and M. Sutter). *Games and Economic Behavior* 94: 39-56 (2015)
22. Direct and indirect punishment among strangers in the field (with N. Nikiforakis and B. Rockenbach). *Proceedings of the National Academy of Sciences* 111(45): 15924-15927 (2014)
23. Revealed distributional preferences: Individuals vs. teams (with R. Kerschbamer, M. Kocher and M. Sutter). *Journal of Economic Behavior & Organization* 108: 319-330 (2014)
24. Third-party punishment and counter-punishment in one-shot interactions (with K. Grechenig and N. Nikiforakis). *Economics Letters* 122: 308-310 (2014)
25. What Drives Taxi Drivers? A field experiment on fraud in a market for credence goods (with A. Beck, R. Kerschbamer and M. Sutter). *Review of Economic Studies* 80: 876-891 (2013)
26. Equality, equity and incentives: An experiment (with M. Kocher, L. Putterman and M. Sutter). *European Economic Review* 60: 32-51 (2013)
27. Affirmative action policies promote women and do not harm efficiency in the lab (with M. Sutter). *Science* 335(6068): 579-582 (2012)
28. Norm enforcement in the city: A natural field experiment (with N. Nikiforakis). *European Economic Review* 56: 1773-1785 (2012)
29. Sabotage in tournaments: Evidence from a natural experiment (with F. Lindner and M. Sutter). *Kyklos* 65: 425-441 (2012)
30. Distributional preferences and competitive behavior (with R. Kerschbamer and M. Sutter). *Journal of Economic Behavior & Organization* 83: 125-135 (2012)
31. Public beliefs and corruption in a repeated psychological game. *Journal of Economic Behavior & Organization* 78: 51-59 (2011)
32. How much income redistribution? An explanation based on vote-buying and corruption. *Public Choice* 146: 185-203 (2011)

Books

1. L. Balafoutas, F. Bonaglia, C. Orun, R. Pomfret, S. Tadjbakhsh. *The Black Sea and Central Asian Economic Outlook* (BSECAO). OECD Development Centre (2008)

Other publications

1. Zur Wettbewerbsbereitschaft von Frauen und Männern – Experimentelle Analysen (with D. Glätzle-Rützler and M. Sutter). Tagungsband, Wissenschaftsenquete des Landes Tirol, 26. März 2012
2. Households in Transition: The BSEC-CA Experience. OECD Development Centre Policy Insight no. 67 (2008)
3. Transition, Globalisation and Labour in the Black Sea Economic Co-operation and Central Asian Regions (with Kiichiro Fukasaku). OECD Development Centre Policy Insight no. 68 (2008)

Teaching experience

- **University of Innsbruck (2009-2020):** Intermediate Microeconomics (BSc), Moral & Immoral Behaviour in Organizations (BSc), Competition Theory & Policy (BSc), Managerial Economics (BSc), Research Seminar for Bachelor Theses (BSc), Experimental & Behavioral Economics (MSc), Experimental Economics (PhD), Winter School on Credence Goods, Incentives and Behavior (PhD)

- **University of Cologne (2017, 2020):** Economic and Social Behavior (Executive MBA course); Experimental and Behavioral Economics (BA, summer course)
- **University of Munich (2014-2015):** Experimental Economics (PhD)
- **University of Athens (2009-2010):** Topics in Microeconomics (PhD)
- **University of Edinburgh (2005-2008):** Economic Principles & Applications, Economics 1 (BSc), Tutor for Microeconomics, Macroeconomics and Quantitative Methods (MSc)
- **Management Center Innsbruck (2016-2017):** International Economics (MA), Economic Policy (MBA)
- **Guest lecturer in doctoral summer schools (2016-2019):** University of Copenhagen (*Experimental Economics*), Doctoral School in Economics and Innovation, Estonia (*Experimental Economics*), Summer School in Behavioral Economics and Experimental Research, Switzerland (*Field Experiments in Economics*)
- **Teaching award for ‘best virtual teaching’,** University of Innsbruck, 2020

Research grants

Spezialforschungsbereich (SFB) from the Austrian Science Fund (FWF), “*Credence Goods, Incentives, and Behavior – Theory, Lab, and Field*” (with J. Huber, R. Kerschbamer, M. Kirchler, M. Sutter & M. Walzl). Project duration: 2017-2025. Total amount awarded: ca. € 7.4 million. Amount awarded to my project part: € 1,024,879

Tyrol Science Fund (TWF), “*Performance dependent prizes and sabotage in tournaments: Theory and experimental evidence*”. Project duration: 2017-2019. Amount: €10,000

Diligentia Foundation for Empirical Research, “*Gut-brain axis, microbiota and economic behavior*”. Project duration: 2019-2020. Amount: €30,000

Refereeing and editorial activity

- Reviewer for peer-reviewed journals: *American Economic Review*, *Review of Economic Studies*, *Economic Journal*, *Nature Human Behavior*, *Journal of Public Economics*, *Journal of the European Economic Association*, *European Economic Review*, *Management Science*, *American Economic Journal: Applied Economics*, *American Economic Journal: Economic Policy*, *Review of Economics and Statistics*, *International Economic Review*, *Scandinavian Journal of Economics*, *Games and Economic Behavior*, *Journal of Economic Behavior and Organization*, *Journal of Health Economics*, *Experimental Economics*, *Journal of Behavioral and Experimental Economics*, *Public Choice*, *Economic Inquiry*, *Journal of Economic Psychology*, *Social Choice and Welfare*, *Field Methods*, *Southern Economic Journal*, *Economics Letters*, *Journal of Conflict Resolution*, *British Journal of Industrial Relations*, *European Sociological Review*, *Journal of Empirical Legal Studies*, *Rationality and Society*, *B.E. Journal of Economic Analysis and Policy*, *PLOS One*, *Proceedings of the Royal Society B*
- Reviewer for funding agencies: National Science Foundation (USA), Netherlands Organisation for Scientific Research, Austrian National Bank, Verein für Socialpolitik, Volkswagen Stiftung, Czech Science Foundation
- Guest editor, *Journal of Economic Psychology*, special issue on “Applications of sports data to study decision making”

Presentations in conferences, workshops and invited seminars

- 2021: Seminar, University Paris Nanterre
- 2020: Seminar, University of Southampton; Seminar, University of Erfurt; Seminar, St. Petersburg Higher School of Economics; Invited speaker, Hypo Tirol bank
- 2019: Keynote speaker, 16th Workshop on Social Economy for Young Economists, Forli; Seminar, University of Pennsylvania; Seminar, University of Düsseldorf; Seminar, University of Padova; 'Tax Day' Workshop, Max Planck Institute, Munich; Seminar, University of Cologne
- 2018: Invited speaker, Audit Competence 2019, Vienna; Invited speaker, 17th Annual Workshop on the Economics of Information Security, Innsbruck; Seminar, Berlin Behavioral Economics Colloquium and Seminar; Seminar, University of Exeter; Annual Conference of the Western Economic Association, Vancouver
- 2017: Keynote speaker, CIA Tagung, Deutsches Institut für Interne Revision, Düsseldorf; Keynote speaker, Hauptverband der österreichischen Sozialversicherungsträger; Seminar, University of Queensland; Seminar, Queensland University of Technology; Seminar, University of Marburg; Asia Pacific Meeting of the Economic Science Association, Taipei; Seminar, GATE Lab, Lyon; Seminar, University of Potsdam; Seminar, University of Cologne
- 2016: Seminar, Walter Eucken Institute Freiburg; Workshop on Lab Experiments in Public Economics, ZEW Mannheim; Expert talk at the 2nd Workshop on String Theory and Gender, Institut Henri Poincare; European Meeting of the Economic Science Association, Bergen; Seminar, University of Lund; Seminar, University of Exeter
- 2015: Seminar, University of Edinburgh; Seminar, Maastricht University; Seminar, University of East Anglia, Seminar, University of Piraeus; Annual Meetings of the Southern Economic Association, New Orleans
- 2014: Keynote speaker, 8th European Conference on Gender Equality in Higher Education; Seminar, Austrian National Bank; Seminar, Karlsruhe Institute of Technology; Seminar, University of Leicester; 68th European Meeting of the Econometric Society, Toulouse; North American Meeting of the Economic Science Association, Fort Lauderdale; HEIDI-CORTEX Behavioral Economics Workshop, Lyon; Invited speaker at the CNRS STRIDE committee meeting, Paris
- 2013: Asia Pacific Meeting of the Economic Science Association, Tokyo; Seminar, University of Cologne; Seminar, Georgetown School of Foreign Service in Qatar; X. Tax Day, Max Planck Institute for Tax law and Public Finance
- 2012: Seminar, University of Bonn; Seminar, Brown University; Seminar, Rady School of Management (University of California at San Diego); Seminar, University of Arizona at Tucson; Seminar, Florida State University; 27th Annual Congress of the European Economic Association, Malaga
- 2011: Conference on Market Design and the Public Sector in Laboratory Experiments, Max Planck Institute, Munich; 10th TIBER Conference, Tilburg; Asia Pacific Meeting of the Economic Science Association, Kuala Lumpur; Annual International Meeting of the Economic Science Association, Chicago; Seminar, University of Athens; Seminar, University of Piraeus
- 2010: Seminar, University of Aberdeen; Seminar, University of Edinburgh; MOVE Workshop on Gender Differences, Barcelona; 3rd Maastricht Behavioral and Experimental Economics Symposium; Asia Pacific Meeting of the Economic Science Association, Melbourne; Seminar, University of Athens
- 2009: European Meeting of the Economic Science Association, Innsbruck
- 2008: 3rd Nordic Conference on Behavioral and Experimental Economics, Copenhagen

Organization of workshops

7th Workshop in Behavioral and Experimental Health Economics (2020)

Innsbruck Winter Summit – (Un)Ethical Behavior in Markets (2020)

Innsbruck Winter Summit – (Un)Ethical Behavior in Markets (2019)

Euregio Economics Workshop (2018)

Media presence

Radio interviews

- Radio UI Tirol, 02.11.2016 (on crime and punishment)
- Radio Österreich 1 (Oe1), 28.10.2014 (on cooperation)
- WDR-Funkhaus Europa, 16.05.2011 (on credence goods)
- RBB-Radio eins, 18.05.2011 (on credence goods)
- RAI, Sender Bozen, 27.10.2012 (on affirmative action policies)
- Antenne Tirol, 14.12.2012 (on social norms)

Television

- Interview on ORF2 (zib 2), on the Greek financial crisis, 14.07.2015
- Interview on SBC TV (Greece), on the role of psychology in economic decision making and the euro crisis, 02.11.2011

Printed and online press

Interview, Dolomiten Zeitung, 17.2.2019; Interview, Die Krone, 25.6.2018; Interview, Tiroler Tageszeitung, 24.03.2018; The Economist, 01.03.2017; Interview on ORF.at, 02.11.2016; Kleine Zeitung, 03.11.2016; Der Standard, 02.11.2016; Die Presse, 31.10.2014; Der Standard, 28.10.2014; Interview on ORF.at, 28.10.2014; Interview on Sueddeutsche.de, appeared online on 18.05.2011; Tages-Anzeiger, page 42, 12.09.2011; 'K' magazine, Kathimerini, 06.10.2013

Blog posts

- Wie die Rehabilitation von Kriminellen gelingen kann. Die Presse, 22.02.2021
- Reparatur: Zahlen „Besserwisser“ weniger? Die Presse, 19.08.2019
- 'The bright side of power.' Nature Research Behavioural & Social Sciences Community, 19.10.2018
- 'Taking uninformed consumers for a ride.' LSE Business Review Blog, 16.02.2017
- 'Don't get taken for a ride: Taxis and other tricky markets.' Oxford University Press Blog, 27.02.2013

Public talks

- Panel discussion, Technical University of Vienna, 03.12.2019
- 'Forschung für eine (ökonomische) Zukunft', Hypo Tirol Bank, 19.03.2019
- Think tank 'Revma Skepsis', Athens 18.06.2015
- University of Georgetown School of Foreign Service in Qatar, 29.09.2013
- Conference 'Frauenpräsenz stärken!', Bolzano 26.10.2012
- 12. Österreichischer Journalistinnenkongress, Vienna 18.10.2010

Additional information

Military service: Hellenic Air Force, June 2003 – August 2004