

# CURRICULUM VITAE

## Roberta Dessí

Toulouse School of Economics, Université de Toulouse 1 Capitole, 1 Esplanade de l'Université, 31080 Toulouse, Cedex 06, France. [roberta.dessi@tse-fr.eu](mailto:roberta.dessi@tse-fr.eu)

### HIGHER EDUCATION

B.A.(Economics) and M.A.; University of Cambridge (Downing College).

M.Sc.(Economics); London School of Economics.

Ph.D.(Economics); University of Cambridge (Gonville and Caius College).

HDR (Habilitation à diriger des recherches); Université Toulouse 1 Capitole.

### CURRENT POSITIONS

Associate Professor, Toulouse School of Economics (TSE).

Research Fellow, Centre for Economic Policy Research (CEPR).

Leader of LPI Social Sciences Research Team, Institute for Advanced Study in Toulouse (IAST) <https://www.iast.fr/leadership-power-and-inequality-0>

Steering Committee, IAST.

Affiliated Faculty, University of Cambridge, Faculty of Economics.

### CURRENT RESEARCH AREAS

Behavioural Economics; Corporate Finance and Industrial Organisation; Culture, Identity and Social Structure; Experimental Economics.

### SELECTED PAST EMPLOYMENT

Assistant Professor, Université de Toulouse 1.

Research Fellow, Institut d'Economie Industrielle (IDEI), Toulouse (associated to the programme on "The industrial organisation of banking and financial markets", directed by Jean Tirole)

Research Fellow, Financial Markets Group, London School of Economics

Junior Research Officer, Department of Applied Economics, University of Cambridge (ESRC-funded project on "The econometric analysis of household behaviour and living standards in China").

## **RESEARCH VISITS** (longer than one week)

University of California San Diego, Rady School (virtual visit, 2021).

California Institute of Technology (virtual visit, 2020).

University of Cambridge, Faculty of Economics (regular visits, 2009-2019).

Imperial College Business School (2017).

Einaudi Institute of Economics and Finance (EIEF), Rome (2012).

## **AWARDS AND RESEARCH FUNDING**

Currently funded project: “Public Goods, Role Models, and Image Concerns” (with Giuseppe Attanasi, Frédéric Moisan, and Donald Robertson)

OVA award, TSE (2019).

Research grant (P.I.) from ANR (Agence Nationale de la Recherche). Project title : « Understanding organisations – the complex interplay of incentives and identity ». 2009-2013. This was a Franco-German project, P.I. for German team: Guido Friebel; other team members Emmanuelle Auriol, Michael Kosfeld, Frauke Lammers and Gilles Saint-Paul.

Research grant from PRES Toulouse. Project title: “Economic and psychological perspectives on cooperation and trust” (with Astrid Hopfensitz, Denis Hilton and Giuseppe Attanasi). 2008-2010.

Awarded secondment to CNRS (Centre National pour la Recherche Scientifique) through national competition in June 2005 and again in June 2006.

TMR (Transfer and Mobility of Researchers) Research Fellowship. 1999-2001.

## **RESEARCH**

### ***Mimeos***

Status and Hierarchy: Field Evidence from Vervet Monkeys (with Xiu Chen, Riccardo Pansini and Xiaojian Zhao).

Shame, Guilt and Motivated Self-Confidence (with Junjie Ren and Xiaojian Zhao).

### ***Selected recent Working Papers***

Public Goods and Future Audiences: Acting as Role Models? (with Giuseppe Attanasi, Frédéric Moisan and Donald Robertson). TSE Working Paper 17-860.

Strong Intrinsic Motivation (with Aldo Rustichini). TSE Working Paper 15-567.

Venture Capital and Knowledge Transfer (with Nina Yin). CEPR Discussion Paper 10421.

When to Pay More: Status and Culture in Principal-Agent Interactions (with Josepa Miquel-Florensa). TSE Working Paper 13-413.

Innovation, Spillovers and Venture Capital Contracts. CEPR Discussion Paper 8731.

Charitable Giving, Self-Image and Personality (with Carlos Cueva). TSE Working Paper 12-342.

Noblesse Oblige? Moral Identity and Prosocial Behavior in the Face of Selfishness (with Benoît Monin). TSE Working Paper 12-347.

### ***Selected older Working Papers***

Social Capital and Collusion: The Case of Merchant Guilds”, CESifo Working Paper No. 1037 (with Sheilagh Ogilvie).

Household Saving and Wealth in China: Some Evidence from Survey Data. DAE Working Paper 9112, University of Cambridge.

Income, Occupation and Education in China. DAE Working Paper 9107, University of Cambridge.

### ***Published papers***

Overconfidence, Stability, and Investments (2018), *Journal of Economic Behavior and Organization*, 145, 474-494 (with Xiaojian Zhao).

Merchant Guilds, Taxation and Social Capital, (2016), *European Economic Review*, 83, 90-110 (with Salvatore Piccolo).

Network Cognition, (2016), *Journal of Economic Behavior and Organization*, 123, 78-96 (with Edoardo Gallo and Sanjeev Goyal).

The Impact of Venture Capital on Innovation, (2012), in D. Cumming (ed.) *Oxford Handbook of Venture Capital*, Oxford University Press (with Nina Yin).

Venture Capitalists, Monitoring and Advising, (2010), in D. Cumming (ed.) *Venture Capital: Investment Strategies, Structures and Policies*, Wiley.

Collective Memory, Cultural Transmission and Investments, (2008), *American Economic Review*, 98(1), 534-560.

Start-up Finance, Monitoring and Collusion, (2005), *RAND Journal of Economics*, vol. 36, n.2, 255-274.

Debt, Incentives and Performance: Evidence from UK Panel Data (2003), *Economic Journal*, vol.113, 1-17 (with Donald Robertson).

Implicit Contracts, Managerial Incentives and Financial Structure, (2001), *Journal of Economics and Management Strategy*, vol. 10, n. 3, 359-390.

## **PRESENTATIONS IN CONFERENCES AND SEMINARS**

### *Papers presented in 2020 and 2021*

Status and Hierarchy: Field Evidence from Vervet Monkeys (with Xiu Chen, Riccardo Pansini and Xiaojian Zhao): Econometric Society Latin America Meeting (LAMES-LACEA 2021); Beijing Experimental Economics Forum (2021); Economic Science Association Global Meeting (ESA 2020).

Shame, Guilt and Motivated Self-Confidence (with Junjie Ren and Xiaojian Zhao): Monash Mini-Workshop on Motivated Beliefs (2021).

Venture capital, knowledge transfer and competition (with Sanxi Li and Nina Yin): International Industrial Organization Conference (IIOC 2021); China Meeting of Econometric Society (CMES 2021).

### *Earlier presentations*

Asian Meeting of Econometric Society, Xiamen (invited). Invited seminar: Renmin University of China, Beijing. Invited seminar: Central University of Economics and Finance, Beijing. Invited seminar: Southwestern University of Finance and Economics, Chengdu. Invited seminar: Wuhan University. Invited seminar: Paris School of Economics. Food and Health Economics Workshop (TSE). CEPR Second Workshop on Entrepreneurship Economics (Cagliari). SEI Workshop (Lisbon). Invited seminar: University of Padova. Invited seminar: University of Udine. CEPR-Bank of Finland Conference on Entrepreneurial Finance, Innovation and Growth (Helsinki). Barcelona GSE Summer Forum. Invited seminar: University of Essex. Invited seminar: University of Nottingham. Invited seminar: Cambridge Finance, University of Cambridge. CEPR conference on The Economics of Interactions and Culture, Rome. Fourth Workshop of the Paul Woolley Research Initiative, Toulouse. Symposium on Incentives and Identity in Organizations, Toulouse. CIFAR/SIIWB and IAST joint workshop, Toulouse. Invited seminar: University of Tor Vergata, Rome. MOVE Workshop on Venture Capital, Barcelona. Invited seminar: European University Institute, Florence. Invited seminar: Hong Kong University of Science and Technology. Invited seminar: National University of Singapore. European Science Foundation Workshop on Information and Behaviour in Networks, Nuffield College, Oxford. University of Frankfurt Workshop on Organizational Economics, Bad Homburg. Invited seminar: University of Munich. Invited seminar: University of Zurich. BEE Workshop on Neuroeconomics and Psychology, Toulouse. European Summer Symposium in Economic Theory (ESSET), Gerzensee. Invited seminar, University of Southampton. Invited seminar: London School of Economics. ENABLE-Russell Sage Symposium on Behavioural Economics, Toulouse. Conference in tribute to Jean-Jacques Laffont, Toulouse. Conference on Theoretical Perspectives on Identity, Community and Economic Policy, Barcelona. RTN workshop on Competition Policy in International Markets, Toulouse. Invited seminar: University of Munich. European Meeting of the Econometric Society (Lausanne). European Economic Association Meeting (Lausanne). European Financial Management Association Meeting (Lugano). European Financial Association Meeting (London Business School). Invited seminar: University of Oxford. Invited seminar: University of Lausanne. IDEI-INRA

conference, Toulouse. CEPR workshop on Banking and Financial Markets, Barcelona. Invited seminar: IDEI, Toulouse. Invited seminar: University of Barcelona (Pompeu Fabra). European Financial Association Meeting (INSEAD). Conference on Start-up Finance and Venture Capital, LSE.

## **CONFERENCE AND SEMINAR ORGANISATION; SCIENTIFIC COMMITTEES**

Scientific organisation of IAST LPI Workshop on “Leadership: does it matter?” (with Zachary Garfield and Christopher von Rueden), May 2022.

Member of scientific committee, Association of French Experimental Economists Meeting (2019).

Scientific and local organisation of Symposium on Incentives and Identity in Organizations, Toulouse, June 2012.

Organiser of Toulouse BEE seminar (2008-2011).

Scientific and local organisation of BEE Workshop on Neuroeconomics and Psychology, Toulouse, June 2009.

Organiser of Toulouse internal (general) seminar (with Anna Creti and Yolande Hiriart) (2001-2007).

Organiser of the ENABLE-Russell Sage Symposium on Behavioural Economics held in Toulouse in June 2005, and member of the scientific committee (with Jean Tirole, Roland Bénabou, Ernst Fehr, David Laibson and Klaus Schmidt)

Organiser of the ENABLE-Russell Sage Summer Institute in Economics and Psychology held in Toulouse in June 2005, and member of the scientific committee (with Jean Tirole, Roland Bénabou, Ernst Fehr, David Laibson and Klaus Schmidt).

Organiser of Toulouse Economic Theory seminar (with Thomas Mariotti) (2001-2002).

Scientific and local organisation of the conference “Start-up Finance and Venture Capital” (with Antoine Faure-Grimaud), FMG, London School of Economics (1998).

## **OTHER PROFESSIONAL ACTIVITIES**

Chair, TSE Research Ethics Committee for Experimental Research (2012-2021).

Chair, Junior Recruitment Committee, IAST (recruitment of Research Fellows across a wide range of disciplines, including anthropology, biology, history, political science, psychology and sociology), 2019-2020.

Member of Recruitment Committee, IAST (2018-2020).

Member of Department Council, TSE (2009-2013, and again 2016-2018).

Member of Steering Committee, Cambridge Experimental and Behavioural Economics

Group (CEBEG) (2012-2016).

Group Leader, Behavioural and Experimental Economics (BEE) Research Group, TSE (2008-2013).

Co-director, TSE Experimental Economics Laboratory (2008-2013).

Team leader of the Toulouse ENABLE (European Network for the Advancement of Behavioural Economics) team (June 2004-June 2005).

## **Refereeing**

*American Economic Review, American Economic Journal: Microeconomics, Econometrica, Economic Journal, Economics and Politics, Games and Economic Behavior, Journal of Corporate Finance, Journal of Economics and Management Strategy, Journal of Political Economy, Journal of Public Economics, Management Science, PLoS ONE, Rand Journal of Economics, Research in Economics, Review of Economic Studies, Review of Financial Studies.*

## **PHD SUPERVISION (completed):**

Anton Giulio Manganelli (now Professor at EADA Business School, Barcelona).

Simone Meraglia (now Assistant Professor at University of Exeter).

Nina Yin (now Assistant Professor, Central University of Finance and Economics, Beijing), supervised jointly with Margaret Kyle.

## **TEACHING**

### **Graduate teaching**

*University of Cambridge*

Industrial Organisation (MPhil)

Corporate Finance (MPhil)

*Toulouse School of Economics*

Corporate Finance, Master (M2)

Foundations of Behavioral and Experimental Economics, Master (M2)

History and Institutions: emergence, persistence and change (PhD)

Banking, Master (M2)

Economics of Culture and Identity (PhD)

Topics in Behavioral and Experimental Economics (PhD)

### **Undergraduate lecture courses (in Toulouse)**

Microeconomics

International Trade

Macroeconomics  
European Economic Integration

**Undergraduate supervisions (in Cambridge)**

Applied Econometrics; Microeconomics; Money and Banking; Public Economics; Statistics.