



Personal information

Surname(s) / First name(s)

Telephone(s)

Email(s)

Nationality(-ies)

PLONER Matteo

+39 0461 283139

matteo.ploner@unitn.it

Italian

Employment

Dates

Occupation or position held

Main activities and responsibilities

Name and address of employer

Type of business or sector

2015, June–Today

Assistant Professor (art. 24, comma 3, lettera b, n. 240/2010)

Research and Teaching

University of Trento (Italy) - Department of Economics and Management

Economics (13/A1)

Dates

Occupation or position held

Main activities and responsibilities

Name and address of employer

Type of business or sector

2010, Dec–2015, May

Assistant Professor (art. 1, comma 14, n. 230/2005)

Research and Teaching

University of Trento (Italy) - Department of Economics

Economics (13/A1)

Dates

Occupation or position held

Main activities and responsibilities

Name and address of employer

Type of business or sector

2008, Sep–2010, Dec

Junior Researcher

Research and Teaching

University of Trento (Italy) - Department of Economics

Economics (13/A1)

Dates

Occupation or position held

Main activities and responsibilities

Name and address of employer

Type of business or sector

2007, Oct–2008, Jul

Research Associate

Research

University of Trento (Italy), Department of Economics

Experimental Economics

Dates

Occupation or position held

Main activities and responsibilities

Name and address of employer

Type of business or sector

2007, Jan–2007, Sep

Research Associate

Research

Max Planck Institute of Economics, Jena (Germany), Strategic Interaction Group

Experimental Economics

Education and Training

Dates (from–to)

Organization

Title of qualification awarded

Dates (from–to)

Organization

2005, Oct–2006, Dec

University of Trento (Italy), Computable and Experimental Economics Laboratory (Prof. Luigi Mittone)

Research Fellow

2005, Jul–2005 Sep

Max Planck Institute of Economics, Jena (Germany), Strategic Interaction Group (Prof. Werner Güth)

Title of qualification awarded	Research Fellow
Dates (from–to)	2005, Jan–2005, May
Organization	Harvard University, Cambridge, MA (USA), Department of Economics (Prof. David Laibson)
Title of qualification awarded	Visiting Fellow
Dates (from–to)	2004, Oct–2004, Dec
Organization	Max Planck Institute for Research into Economic Systems, Jena (Germany), Strategic Interaction Group (Professor Werner Güth)
Title of qualification awarded	Visiting Student
Dates (from–to)	2002, Sep–2006, May
Organization	Sant'Anna School of Advanced Studies, Pisa (Italy), Doctoral Program in Economics and Management (supervisor: Prof. Luigi Marengo)
Title of qualification awarded	Ph.D awarded
Dates (from–to)	1997, Sep–2002, July
Organization	University of Trento (Italy), Faculty of Economics (Supervisor: Prof. Roberto Tamborini)
Title of qualification awarded	Degree (Laurea) in Economics, 110/110 summa cum laudae

Advanced Training

Dates (from–to)	2004, Sep 5-Sep 18
Type of activity	Summer Course in Econometrics for PhD Students
Location	Bertinoro, Italy
Organization	Centro Interdipartimentale di Econometria (CIDE)
Topic	Discrete Choice and Panel Data
Dates (from–to)	2004, Aug 24 - Sep 1
Type of activity	Summer Institute
Location	Berlin, Germany
Organization	Max Planck Institute for Human Development
Topic	Bounded Rationality in Psychology and Economics
Dates (from–to)	2004, Feb
Type of activity	Winter School
Location	Trento, Italy
Organization	University of Trento, Faculty of Economics
Topic	Computable and Experimental Economics

Publications

ARTICLES IN REFEREED JOURNALS

- Ploner, M.
Hold on to it? an experimental analysis of the disposition effect.
Judgment and Decision Making, 12(2):xx–xx, 2017.
- Werner Güth, Matteo Ploner, and Ivan Soraperra.
Buying and Selling Risk: An Experiment Investigating Evaluation Asymmetries.
Review of Behavioral Economics, 3(3–4):389–419, 2017.
- Werner Güth and Matteo Ploner.
Mentally Perceiving How Means Achieve Ends.
Rationality and Society, xx:xx–xx, 201x.
- Alexia Delfino, Luigi Marengo, and Matteo Ploner.

- I Did it Your Way. An Experimental Investigation of Peer Effects in Investment Choices.
Journal of Economic Psychology, 54:113–123, 2016.
- Simona Cicognani, Anna D’Ambrosio, Werner Güth, Simone Pfuderer, and Matteo Ploner. Community Projects: An Experimental Analysis of a Fair Implementation Process.
Social Choice and Welfare, 44:109–132, 2015.
 - W. Gueth, A. Koukoumelis, M.V. Levati, and M. Ploner. Providing revenue-generating projects under a fair mechanism: An experimental analysis.
Journal of Economic Behavior & Organization, 108:410–419, 2014.
- Luigi Mittone and Matteo Ploner.
Cooperative Attitudes among Workers of Social Cooperatives: Evidence from an Artefactual Field Experiment.
VOLUNTAS, 26:510–530, 2015.
- Dominique Cappelletti, Luigi Mittone, and Matteo Ploner. Are Default Contributions Sticky? An Experimental Analysis of Defaults in Public Goods Provision.
Journal of Economic Behavior & Organization, 108(x):331–342, 2014.
 - Werner Gueth, Harriet Muga, Andrew Musau, and Matteo Ploner. Deterministic versus Probabilistic Consequences of Trust and Trustworthiness: An Experimental Investigation.
Journal of Economic Psychology, 42:28–40, 2014.
 - Matteo Ploner and Tobias Regner. Self-Image and Moral Balancing An Experimental Analysis.
Journal of Economic Behavior & Organization, 93:374–383, 2013.
 - Werner Gueth, M. Vittoria Levati, and Matteo Ploner. Does Procedural Fairness Crowd Out Other-Regarding Concerns? A Bidding Experiment.
Journal of Institutional and Theoretical Economics, 169:433–450, 2013.
 - Francesco Guala, Luigi Mittone, and Matteo Ploner. Group membership, team preferences, and expectations.
Journal of Economic Behavior & Organization, 86:183–190, 2013.
 - Matteo Ploner. Peer Effects at Campus Cafeterias: An Empirical Investigation into Imitation and Social Proximity.
Journal of Evolutionary Economics, 23:61–76, 2013.
 - Sandro Casal, Werner Gueth, Mofei Jia, and Matteo Ploner. Would You Mind if I Get More? An Experimental Study of the Envy Game
Journal of Economic Behavior & Organization, 84:857–865, 2012.
 - Werner Gueth, M. Vittoria Levati, and Matteo Ploner. Satisficing and prior-free optimality in price competition.
Economic Inquiry, 50(2):470–483, 2012.
 - Luigi Mittone and Matteo Ploner. Asset Legitimacy and Distributive Justice in the Dictator Game: An Experimental Analysis.
Journal of Behavioral Decision Making, 25(2):135–142, 2012.
 - Anthony Ziegelmeyer, Katrin Schmelz, and Matteo Ploner. Hidden Costs of Control: Four Repetitions and an Extension.
Experimental Economics, 15(2):323–340, 2012.
 - Werner Gueth, M. Vittoria Levati, and Matteo Ploner.

An Experimental Study of the Generosity Game.

Theory and Decision, 72(1):51–63, 2012.

- Dominique Cappelletti, Werner Gueth, and Matteo Ploner.
Being of Two Minds: Ultimatum Offers under Cognitive Constraints.
Journal of Economic Psychology, 32(6):940–950, 2011.
- Werner Gueth, M. Vittoria Levati, and Matteo Ploner.
A video experiment on the social dimension of risk preferences.
AUCO Czech Economic Review, 5(1):211–225, 2011.
- Luigi Mittone and Matteo Ploner.
Peer Pressure, Social Spillovers, and Reciprocity.
Experimental Economics, 14(2):203–222, 2011.
- M. Vittoria Levati, Matteo Ploner, and Stefan Traub.
Are conditional cooperators willing to forgo efficiency gains? Evidence from a public goods experiment.
New Zealand Economic Papers, 45(1-2):47–57, 2011.
- Werner Güth, M. Vittoria Levati, and Matteo Ploner.
Satisficing in strategic environments: a theoretical approach and experimental evidence.
Journal of Socio-Economics, 39(5):554–561, 2010.
- Paola Giuri, Matteo Ploner, Francesco Rullani, and Salvatore Torrisi.
Skills, Division of Labor and Performance in Collective Inventions: Evidence from Open Source Software
International Journal of Industrial Organization, 28(1):54–68, 2010.
- Werner Güth, Matteo Ploner, and Tobias Regner.
Determinants of In-group Bias: Is Group Affiliation Mediated by Guilt-Aversion?
Journal of Economic Psychology, 30(5):814–827, 2009.
- Werner Güth, M. Vittoria Levati, and Matteo Ploner.
An experimental analysis of satisficing in saving decisions.
Journal of Mathematical Psychology, 53(4):265–272, 2009.
- Werner Güth, M. Vittoria Levati, and Matteo Ploner.
The Impact of Payoff Interdependence on Trust and Trustworthiness.
The German Economic Review, 9(1):87–95, 2008.
- Werner Güth, M. Vittoria Levati, and Matteo Ploner.
Is Satisficing Absorbable: An Experimental Study.
The Journal of Behavioral Finance, 9(2):95–105, 2008.
- Werner Güth, M. Vittoria Levati, and Matteo Ploner.
Social identity and trust: An experimental investigation.
The Journal of Socio-Economics, 37(4):1293–1308, 2008.
- Werner Güth, M. Vittoria Levati, and Matteo Ploner.
On the Social Dimension of Time and Risk Preferences: An Experimental Study.
Economic Inquiry, 46(2):261–272, 2008.

OTHER PUBLICATIONS

- M. Ploner.
Review of "Experimental Economics: Rethinking the Rules".
Journal of Socio-Economics, 4(5):693–694, 2012.

- L. Mittone and M. Ploner.
La cooperazione nelle cooperative sociali italiane: evidenza congiunta da un artefactual field experiment e da risposte autonome ad un questionario.
Impresa Sociale, pages 239–260, Ottobre-Dicembre 2008.

(SELECTED) WORKING PAPERS

- Dominique Cappelletti, Werner Gueth, and Matteo Ploner.
Unravelling conditional cooperation reciprocity, inequity aversion, and anchoring in public goods provision.
JERP #2011-047, 2011. (*R&R Journal of Economic Psychology*)
- Werner Gueth and Matteo Ploner.
Mentally perceiving how means achieve ends.
mimeo, 2016. (*R&R Rationality and Society*)
- K. Dengler-Roscher, N. Montinari, M. Panganiban, M. Ploner, and B. Werner
On the Malleability of Fairness Ideals: Order Effects in Partial and Impartial Allocation Tasks
JERP #2015-06, 2015. (*R&R Journal of Economic Psychology*)
- Nives Della Valle and Matteo Ploner.
Reacting to unfairness: Group identity and dishonest behavior.
CEEL Working Paper 7-16., 2016. (*Submitted Management Science*)
- Giovanni Ferri, Matteo Ploner, and Matteo Rizzolli.
Count to ten before trading: Evidence on the role of deliberation in experimental financial markets.
CERBE Working Paper Series, 2016. (*Submitted Review of Finance*)
- Matteo Ploner and Viola Saredi.
Taking over control: An experimental analysis of delegation avoidance in risky choices.
CEEL Working Paper 6-16., 2016. (*Submitted Journal of Risk and Uncertainty*)
- S. Casal, M. Ploner and A. N. Sproten
Fostering the Best Execution Regime. An Experiment about Pecuniary Sanctions and Accountability in Fiduciary Money Management
IWQW Discussion Paper Series #13, 2014 (*Submitted Journal of Money Credit and Banking*)
- M. Ploner
Hold on to it? An Experimental Analysis of the Disposition Effect
CEEL Working Paper 35-14, 2014 (*Submitted Experimental Economics*)
- W. Güth, M. Ploner, and I. Soraperra.
Buying and selling risk - an experiment investigating evaluation asymmetries.
JERP #2013-047, 2013. (*Submitted Journal of Institutional and Theoretical Economics*)
- Federico Fornasari, Matteo Ploner, and Ivan Soraperra.
Investment in risk protection and social preferences: An experimental study.
CEEL WP 3-15, 2015. (*Submitted Journal of Economic Behavior and Organization*)
- Dominique Cappelletti, Luigi Mittone, and Matteo Ploner.
Language and intergroup discrimination: Evidence from an experiment.
CEEL WP 4-15, 2015.
- R. Ghidoni and M. Ploner.
When do the expectations of others matter? an experiment on distributional justice and guilt aversion.

CEEL Working Paper 6-14, 2014.

- L. Andreozzi, M. Ploner, and I. Soraperra.
Justice among strangers. on altruism, inequality aversion and fairness.
CEEL Working Paper 4-13, 2013.

Teaching

Year(s)	2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016
Institution	University of Trento, Department of Economics and Management
Role	Instructor
Level	Master in Finance
Topic	<i>Laboratory of Behavioral Economics and Finance</i>
Year(s)	2015
Institution	University of Trento, Department of Economics and Management
Role	Instructor
Level	Bachelor
Topic	<i>Laboratory of Market Analysis</i>
Year(s)	2012, 2014, 2015, 2016
Institution	University of Trento, Department of Economics and Management
Role	Instructor
Level	Master in Economics
Topic	<i>Experimental Economics</i>
Year(s)	2010, 2011, 2012, 2014, 2015, 2016
Institution	University of Trento, School of Social Sciences (ex CIFREM)
Role	Instructor
Level	Ph.D.
Topic	<i>Experimental Economics</i>
Year(s)	2011, 2012, 2013, 2014, 2015
Institution	University of Trento, School of Social Sciences (ex CIFREM)
Role	Instructor
Level	Ph.D.
Topic	<i>Experimental Economics: Laboratory</i>
Year(s)	2013
Institution	University of Verona, Doctoral School
Role	Instructor
Level	Ph.D.
Topic	<i>Experimental Economics</i>
Year(s)	2010
Institution	GSBC-EIC Doctoral Program, Friedrich Schiller University, Jena (Germany)
Role	Instructor
Level	Ph.D.
Topic	<i>Experimental Economics</i>
Year(s)	2009
Institution	University of Trento (Italy), Faculty of Economics
Role	Assistant Instructor
Level	BA
Topic	<i>Introduction to Economics</i>

Year(s)	2008
Institution	University of Trento (Italy), Faculty of Economics
Role	Instructor
Level	BA
Topic	<i>Applied Economic Analysis</i>
Year(s)	2007, 2008
Institution	University of Trento (Italy), CIFREM Doctoral Program
Role	Instructor
Level	Ph.D.
Topic	<i>Behavioral Economics</i>

Invited Talks (Recent)

Date	2016, Apr 25
Institution or Event	Seminar Series, University of Lund (Sweden)
Title	<i>Taking Over Control: An Experimental Analysis of Delegation Avoidance in Risky Choices</i>
Date	2015, Nov 11
Institution or Event	Seminar Series, University of Nottingham
Title	<i>Taking Over Control: The Cost of Delegation Avoidance</i>
Date	2015, Mar 17
Institution or Event	Seminar Series, LUISS (Rome)
Title	<i>Buying and Selling Risk An Experiment Investigation of Evaluation Asymmetries</i>
Date	2014, Jul 17
Institution or Event	Seminar Series, University of Erfurt (Germany)
Title	<i>Buying and Selling Risk: An Experiment Investigation of Evaluation Asymmetries</i>
Date	2014, May 19
Institution or Event	Brown Bag Seminar, University of Innsbruck (Austria)
Title	<i>Your Money is in Good Hands! An Experiment about Pecuniary Sanction and Accountability in Agency Dilemmas</i>
Date	2014, Apr 3
Institution or Event	Brown Bag Seminar, University of Innsbruck (Austria)
Title	<i>Guilt Feelings and Justice: An Experimental Investigation</i>
Date	2014, Feb 4
Institution or Event	Institutions, Games, and Experiments, Max Plank Institute Jena (Germany)
Title	<i>Buying and Selling Risk An Experiment Investigation of Evaluation Asymmetries</i>
Date	2013, Oct 22
Institution or Event	UEA-CBESS Seminars, University of East Anglia (UK)
Title	<i>Hold it or Sell it? An Experimental Analysis of the Disposition Effect</i>
Date	2013, Oct 21
Institution or Event	ESSEXLab Seminars, University of Essex (UK)
Title	<i>An Experimental Investigation of Peer Effects in Investment Choices</i>
Date	2012, Mar 22
Institution or Event	University of Gothenburg, School of Business, Economics and Law (Sweden)
Title	<i>Keep It or Sell It? An Experimental Analysis of the Disposition Effect</i>

Scholarships and Other Attainments

Date	2014, Dec 23–2020, Dec 23
Institution or Event	National Scientific Qualification (ASN 13)
Type	13/A2, I fascia (Full Professor)
Date	2014, Dec 23–2020, Dec 23
Institution or Event	National Scientific Qualification (ASN 13)
Type	13/A2, II fascia (Associate Professor)
Date	2014, Feb 4–2020, Feb 4
Institution or Event	National Scientific Qualification (ASN 13)
Type	13/A1, II fascia (Associate Professor)
Date	2013, Apr
Institution or Event	Einaudi Institute for Economics and Finance (EIEF)
Type	2012 Research Grant
Date	2007, Sep
Institution or Event	University of Trento (Italy), Department of Economics
Type	Post-doc scholarship
Date	2006, Dec
Institution or Event	Max Planck Institute of Economics, Jena (Germany)
Type	Post-doc scholarship (Stipendium)

Other Professional Activities

REFEREEING

American Economic Review, Applied Economics, *Economica*, Economics & Philosophy, European Economic Review, *Experimental Economics*, *Evolution, Games, Games and Economic behavior*, *Journal of Conflict Resolution*, *Journal of Economic Behavior and Organizations*, *Journal of Behavioral and Experimental Economics*, *Journal of Behavioral and Experimental Finance*, *Journal of Economic Psychology*, *Journal of Evolutionary Economics*, *Journal of Public Economic Theory*, *Journal of Socio-Economics*, *Judgment and Decision Making*, *Management Science*, *Mind & Society*, *Nonprofit and Voluntary Sector Quarterly*, *PLOS ONE*, *Social Choice and Welfare*, *Theory and Decision*.

SUMMER SCHOOLS

Organizational support to the IMPRS Uncertainty Summer School, Jena, Germany years from 2008 to 2014

CONTINUING EDUCATION

Date	2016, June
Organization	Master in Scienze Comportamentali e Amministrazioni SNA-LUISS (Rome, Italy)
Topic	Markets and Behavioral Finance
Date	2016, March
Organization	Formazione Lavoro (Trento, Italy)
Topic	Behavioral Finance for bank tellers.
Date	2015, May
Organization	Formazione Lavoro (Trento, Italy)

Topic	Behavioral Finance for bank tellers.
Date	2013, Sep
Organization	Formazione Lavoro (Trento, Italy)
Topic	Behavioral Finance for bank tellers.
Date	2013, Sep
Organization	Pensplan - Institute for Complementary Pension (Trento, Italy)
Topic	A course in Financial Markets and Behavioral Finance for high-school teachers
Date	2011, Apr–May
Organization	Cassa Centrale Banca (Trento, Italy)
Topic	A Course in Behavioral Finance for bank tellers and financial advisors

Additional information

ACADEMIC FIELDS OF COMPETENCE

Behavioral Economics, Experimental Economics, Behavioral Game Theory, Innovation and Organizational Studies, Quantitative Analysis

Personal skills and competences

Mother tongue(s)

Other language(s)

*Self-assessment
European level^(*)*

English
German

Italian

Understanding		Speaking		Writing
Listening	Reading	Spoken interaction	Spoken production	
C1	C1	C1	C1	C1
B2	B2	B1	B1	A2

^(*) Common European Framework of Reference (CEF) level

TECHNICAL SKILLS AND COMPETENCES

Good knowledge of Windows Operating System and of Windows Office (Word, Excel, Access, Power Point).

Good knowledge of data processing software (Matlab, Stata, R).

Good knowledge of Linux operating system and main open source softwares (MySQL, PostgreSQL, Emacs, OpenOffice, ...).

Experience in programming computerized experiments with the toolbox z-Tree.

Skills in Web pages creation and \LaTeX editing.

Basic knowledge of the programming language Python.

DRIVING LICENCES

A (motorcycle), B (car)

PERSONAL INTERESTS

Culture Dolomitic Ladin language, Italian and American literature, Modern Art and Industrial Design

Sports Snowboarding, Climbing and Mountain Biking

Other Digital Photography, F/OSS software