

MARCO FAILLO

September 2021

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Current position.

Since June 2018.

Associate professor, Economic Policy, Department of Economics and Management of the University of Trento, Italy.

Since August 20th, 2018:

National scientific qualification as Full professor of Economic Policy.

External member of the Institute of Economics of the Sant'Anna School of Advanced studies, Pisa, Italy

Past positions.

June 2015- May 2018

Assistant professor (RTD B) at the Department of Economics and Management of the University of Trento, Italy.

Italian National Scientific Qualification as Associate Professor in Economic Policy (13/A2) (December 2013).

February 2011- May 2015.

Assistant professor at the Department of Economics and Management of the University of Trento, Italy.

2008-2011

Post- Doc fellow at the Department of Economics of the University of Trento, Italy.

2006-2008

Post- Doc fellow at the Department of Economics of the University of Trento, Italy.

2004-2006

Research assistant at the Department of Economics / Department of Computer and Management Sciences of the University of Trento, Italy.

2003-2004

Research assistant at the Department of Law of the University of Teramo, Italy.

1999-2000

Research assistant at the Centre for Ethics, Law and Economics (CELE) of the University Carlo Cattaneo, Castellanza, Italy.

Visiting

Visiting Scholar, University of Granada - Department of Philosophy 1 (April-May 2013, May 2014).

EDUCATION

2006 PhD. In Economics and Management.

Sant'Anna School of Advanced Studies, Pisa, Italy

Title of the thesis "Three Essays on Norms and Social Preferences".

Supervisors: Giovanni Dosi and Lorenzo Sacconi.

February, 7th 2006.

1999 Post-graduate degree in Decision Theory and Institutions at University of Castellanza, Italy, with full marks 110 out 110 cum laude.

1998 B.A. in Sociology, University of Trento, Italy, on July, 1st, with full marks 110 out 110 cum laude.

Other training activities.

September 2001

European Summer School on Industrial Dynamics (ESSID), Institut d'Etudes Scientifiques de Cargèse, France.

June 2002

Intensive Course in Computable and Experimental Economics, Computable and Experimental Economics Laboratory - CEEL, University of Trento, Italy.

30 June – 11 July 2003

CEEL program in Adaptive Economic Dynamics, Fourth Trento Summer School in Behavioral Economics. Trento, Italy.

TEACHING.

Courses.

Introduction to Economics. University of Trento, Department of Economics and Management. University of Trento, (2012/2013, 2013/2014, 2014/2015, 2015/2016, 2016/2017, 2017/2018,

2018/2019, 2019/2020, 2020/2021, 2021/2022). 72 hours; level: Undergraduate; language: Italian.

Public Policy: Nudging, University of Trento, Department of Economics and Management. University of Trento, (2020/2021). 48 hours; level: graduate; language: English.

Institutional Economics. University of Trento, Department of Economics and Management. University of Trento, (2018/2019, 2019/2020). 24 hours; level: graduate; language: English.

Introduction to Economics. Seminars. LLM in Sustainable Development, Faculty of Law, University of Milan, 2016/2017, 2017/2018, 2018/2019, 2019/2020, 2020/2021. 10-12 hours; level: graduate; language: English.

Behavioral Economics, Vytautas Magnus University, Kaunas, Lithuania (2016/2017, 2018/2018, 2018/2019, 2019/2020, 2020/2021), 30 hours, level: undergraduate and graduate; language: English.

Behavioral Public Policy, PhD program in International and public law, ethics and economics for sustainable development, 9 hours; level: PhD; language: English.

Shared Social Responsibility and Social Cohesion.

Jean Monnet Module B4Peace: The Challenges to the European Peace (Economic Policy module) (2019/2020, 2020/2021), University of Parma, Italy. 6 hours, level: undergraduate; language: Italian.

Laboratory: Experimental Economics, University of Trento, Department of Economics and Management. University of Trento, (2015/2016; 2016/2017, 2017/2018; 2018/2019, 2019/2020). Master in Economics. 24 hours; level: graduate; language: English.

Microeconomics (seminar) (2013/2014) - School Teacher Qualification Courses (PAS). University of Trento. 12 hours; level: graduate; language: Italian.

Laboratory: Ethics and Economics (2011/2012), Master in Economics, University of Trento, Faculty of Economics. 24 hours; level: graduate; language: English.

Laboratory of market analysis (2011/2012) University of Trento, Faculty of Economics. Undergraduate. 24 hours; level: undergraduate; language: Italian.

Public Choice, incentives and economic regulation (2007/2008, 2008/2009, 2009/2010). University of Trento, Faculty of Economics. 35 hours; level: graduate; language: Italian

Microeconomics – Advanced course (rational choice, consumer theory and choice under risk) (2009/2010). University of Trento, Faculty of Economics. 15 hours; level: graduate; language: Italian.

Economics of Institutions (2006/2007), University of Trento, Faculty of Economics. 15 hours; level: graduate; language: Italian.

Behavioral Law and Economics (seminar). Trento Winter School 2009, PhD in Law and Economics University of Siena . Language: Italian.

Laboratory - Introduction to data analysis, (2007/2008, 2008/2009), University of Trento, Faculty of Economics. 35 hours; level: undergraduate; language: Italian.

Economic Theory of Nonprofit Organizations (seminar), Master on *Management of social enterprises*, ISSAN Trento, Italy (2005, 2006, 2007, 2008). Level: graduate; language: Italian.

Fairness and Reciprocity in Economics, Trento Winter School in Computational and Experimental Economics (2004), University of Trento, Faculty of Economics. Level: PhD; language: English.

Laboratory- Introduction to data analysis, (2003/2004, 2004/2005, 2005/2006, 2006/2007) University of Trento, Faculty of Economics (Teaching assistant). 52 hours, level: undergraduate; language: Italian.

Teaching assistance for master courses at the *Centre for Ethics, Law and Economics (CELE)*, *University of Castellanza* (1999, 2000). Level: graduate; language: Italian.

RESEARCH.

Research interests.

Economic theories of institutions, organizations and norms; Behavioral and Experimental economics; Theories of fairness, reciprocity and altruism; Ethics & Economics.

Participation in research projects.

2017 – present.

“Social impact finance for a new generation of social entrepreneurs.”

Financed by the Italian Ministry of Education, University and Research.

Role: coordinator of the local unit, University of Trento.

National coordinator: Marco Giorgino, Politecnico di Milano

The project involves the Politecnico di Milano and the universities of Trento, Bologna, Napoli and Torino

“Social impact finance for the Trentino Region: a study on the relation between financial tools, governance forms and motivations”.

Financed by Fondazione Caritro, Trento, Italy.

Role: member of the research group

“The role of community foundations in the promotion of donations: a focus on Munus foundation”.

Financed by Fondazione Munus, Parma, Italy.

Role: member of the research group.

Coordinator: Giacomo Degli Antoni, University of Parma.

“The effects of good practices of social responsibility on consumers’ choices”

Financed by FLAI-CGIL, Parma, Italy.

Role: coordinator (with Giacomo degli Antoni, University of Parma, Tommaso Poletti, CGIL Parma, Davide Dazzi, Ires-Emilia Romagna).

2012- present

“Business Ethics: Normativity And Economic Behavior 1,2,3 (Beneb1, Beneb2, Beneb3)”

Financed by the Spanish Ministry of Economy.

Role: member of the local unit, University of Trento.

Coordinator: Pedro Frances Gomez, University of Granada.

2013-2017

“Hedonic approach and field experiment for assessing the relationship between immigration and social cohesion”.

Financed by the Interdisciplinary Center for the Research in Economics, Psychology and Social sciences (CISEPS), University of Milano-Bicocca.

Role: member of research team.

Coordinator: Alessandra Michelangeli, University of Milano-Bicocca.

2010-2011

“Social Capital, Corporate Social Responsibility And Performance: The Unexplored Links”

Financed by the Italian Ministry of Education, University and Research.

Role: member of the local unit, University of Milano-Bicocca.

Coordinator: Leonardo Becchetti. University of Roma-Tor Vergata.

2008-2009

“Endogenous institutions in trade networks: some lessons from history”.

Financed by the Autonomous Province of Trento, Italy.

Role: member of the research team.

Coordinated by Andrea Bonoldi. University of Trento.

2008

“Social Capital, Corporate Social Responsibility and Local Economic Development”.

Financed the Autonomous Province of Trento, Italy.

Role: member of the research team.

Coordinator: Lorenzo Sacconi, University of Trento.

2007-2008

“Corporate social responsibility as extended form of corporate governance”.

Financed by the Italian Ministry of Education, University and Research.

Role: member of the local unit, University of Trento.

Coordinator: Lorenzo Sacconi. University of Trento.

2005-2007

“The economic role of Nonprofit Organizations”.
Financed by the Italian Ministry of University, Scientific and Technological Research.
Role: member of the local unit, University of Trento.
Coordinator: Carlo Borzaga, University of Trento.

2002- 2004

NORMEC “The Normative Dimension of Action and Order”.
Financed by the European Commission (Project reference: HPSE-CT-2001-00081)
Role: member of the Italian team.
Local coordinator: Luigi Marengo, University of Teramo.

Organization of workshops, summer schools and conferences.

July 2019
(with Sandro Casal, Luigi Mittone, Azzurra Monreale and Matteo Ploner)
6th Shadow Economy Conference: Tax Evasion and Economic Inequality, Trento, 13-15
July 2019

May 2013.
(with Luciano Andreozzi and Lorenzo Sacconi).
An International Workshop on Social Norms and Social Preferences, Trento, 24-25 May
2013.

October 2012.
(with Luciano Andreozzi).
Risk and Social Preferences. An International Workshop.
Trento, 18-19 October 2012.

July 2009.
(with Lorenzo Sacconi).

International Summer School on “Economic Behavior, Law and Organizations. Advances in the behavioral and experimental approach to the economics of organizations, firms, contracts and the economic analysis of the Law”, Arco, Italy, 18-25 July 2009.
(Lectures by: Christine Jolls, Shaun Hargreaves-Heap, Luigi Marengo, Christian Zehnder, Henry E. Smith, Avner Ben-Ner).

September 2008.
(with Lorenzo Sacconi, Stefania Ottone and Luciano Andreozzi).

International Summer School on “Why isn’t ethics a behavioural science?”, Pergine Valsuga- Trento, September 25-28, 2008.
(Lectures by: K. Binmore, M. Dufwenberg, T. Ellingsen, S. Hargreaves-Heap, L. Sacconi).

July 2007.
(with Lorenzo Sacconi and Giacomo Degli Antoni).

International Workshop and of the Summer School on “Social Capital ,Corporate Social Responsibility and Sustainable Economic Development”, Trento, Italy, 24-29 July 2007.

July 2006.

(with Lorenzo Sacconi and Giacomo Degli Antoni).

International Economic Association Research Workshop on “Corporate Social Responsibility and Corporate Governance. The Contribution of Economic Theory and Related Disciplines”, Trento, Italy 11-13 July 2006.

July 2005

(with Lorenzo Sacconi).

Summer School on “Explaining the Emergence and Design of Institutions, Norms and Contracts. The Contribution of Evolutionary and Behavioral Game Theory”, Trento, Italy 4-9 July 2005.

(Lectures by: K. Binmore, H. Gintis, J. Weibull, S. Gaechter, G. Ponti, L. Sacconi).

September 2004.

(with Lorenzo Sacconi).

Summer School on “Game Theory Ethics and Economics”, Trento, Italy 6-18 September 2004.

(Lectures by: S. Hargreaves Heap, J. Weibull, J. Broome., W. Rabinowicz, B. Skyrms, L. Mittone, L. Sacconi, M. Kosfeld).

Conference presentations.

European Business Network (EBEN) Online Workshop “ Shared Responsibilities for a New Social Contract” , Online, 7 December 2021.

SIDE-ISLE 15th Annual Conference, University of Milan, 19-21 December 2019.

Heirs 2019 – The Community of Advantage, LUMSA University, Rome, Italy, 21-22 November 2019.

Southern European Experimental Team, 10th Workshop, Ibiza, 6-8 Spain, February, 2019.

IAREP/SABE Conference, Middlesex University, London, 20-23 July 2018.

Decision Making for Others 2018, Radboud University, Nijmegen, Netherlands, 2-3 July 2018.

Euricse International Workshop: Cooperation as a coordination mechanism.
Trento, Italy, 4-5 December 2017.

11th International Max Planck Research School-Uncertainty Topics Workshop, 27-29 September 2017, School of Social Sciences, Trento.

Norms in the Lab. Business Ethics: Normativity and Economic Behavior (BENEB 2) International Workshop, Granada, Spain, 26-27 June, 2017.

Fourth International Meeting on Experimental and Behavioral Social Sciences (IMEBESS), University of Barcelona, Barcelona, Spain, 27-29 April 2017.

3rd International Conference on Economic Philosophy, Aix-en-Provence, France June 15-16, 2016.

2016 Labsi Lab2 Workshop on Game Theory and Experimental Methods, Capua, Italy, June 6-7, 2016.

Network for Integrated Behavioural Science (NIBS) International Conference on “Assessing wellbeing when preferences are incoherent”, University of East Anglia, Norwich, UK, 3-6 April 2016.

Experiment a BIT. II Annual Workshop on Experimental Economics, Bolzano , Innsbruck and Trento research groups. Trento, 28 September 2015.

Economic Science Association – European Meeting, Heidelberg, Germany, 2-5 September 2015.

International Workshop on “The Social Contract in Corporate and Economic Ethics”, University of Granada, Spain, 22-23 May 2015.

10th International meeting of the Italian Society of Law and Economics (SIDE-ISLE), Rome, 18-20 December 2014.

55th Scientific meeting of the Italian Economic Association, Trento, Italy, 23-25 October 2014.

An International Workshop on Social Norms and Social Preferences, Trento, 24-25 May 2013.

2013 Florence Workshop on Behavioral and Experimental Economics, Florence, May 2-4, 2013.

2012 EBEN (European Business Ethics Network) Research Conference, Newcastle, UK, 7-9 June 2012.

14th World Congress of Social Economics, Glasgow, Scotland, UK June 20-22, 2012

International workshop on “Altruism and morality. Experiments and concepts”, Zurich, 24-26 November, 2011.

HEIRs International Conference on “Market and Happiness. Do economic interactions crowd out civic virtues and human capabilities?”, Milano, Italy, 8-9 June, 2011.

International Workshop on “The Determinants and Implications of Prosocial Behaviour”, University of Southampton, UK, 6-7 May, 2011.

2011 Florence Workshop on Behavioral and Experimental Economics, Florence, Italy, April 29-30 2011.

51st Scientific Meeting of the Italian Economic Association, Catania, Italy 15-16 October 2010.

European Business Ethics Network –EBEN Conference 2010 “Which values for which organizations”, Trento, Italy, 9 -11 September 2010.

International Summer School on “New approaches to the study of enterprises: the role of motivation”, Trento – Italy, 29 August - 9 September 2010.

Economic Science Association – World Meeting, Copenhagen, Denmark, 8-11 July 2010.

Corporate Governance after the Crisis: the Multi-stakeholder Approach, Milano, Italy, 24-25 June, 2010.

Economic Science Association - European Meeting 2009, Innsbruck, Austria 17 – 20 September 2009.

International Summer School on “Economic Behavior, Law and Organizations, Arco, Italy 18-25 July 2009.

2nd EMES International Conference on Social Enterprise, Trento, Italy, July 1-4, 2009.

International Conference on Happiness and Relational Goods, Isola di San Servolo, Venice, Italy, June 11-13, 2009.

1st Workshop of the Italian Society for Experimental and Behavioral Economics, Firenze, 14-15 May, 2009.

3rd Nordic Conference on Behavioral and Experimental Economics 14-15 November, 2008, Copenhagen (Denmark).

International Summer School on “Why isn’t Ethics a Behavioural Science ?”, Trento, 24-28 September 2008.

Economic Science Association (ESA) European Regional Meeting, Lyon, France, September 11-14, 2008.

Urrutia Elejalde XI Summer School on Economics and Philosophy: Social Norms, San Sebastian, Spain, July 14-18, 2008.

Workshop on “Social Economics. The Young Economists’ Contribution”, Forlì, Italy, 6-7 June 2008.

International Conference on “Dynamic Capabilities and Beyond”, Graduate School of Management State University, Saint Petersburg State University, Saint Petersburg, Russia, December 9, 2007.

Third Conference of the Italian Society of Law and Economics (SIDE- ISLE), Bocconi University, Milan, Italy, November 9-10, 2007

International Conference on “Social Capital, Corporate Social Responsibility and Sustainable Economic Development” , Trento, July 24-25, 2007

International Conference on “Reciprocity, theories and facts”, Verbania February 22-24, 2007.

Workshop “Non-Profit Organisations, Social Enterprises and Social Responsibility”, 2-3 February 2007

Workshop on “Civil economics: the young economists’ contribution”, Forlì, Italy, 9-10 June 2006.

International Workshop on Behavioral Game Theory and Experiments, Capua , Italy, 11-13 May 2006.

International Conference on Cognitive Economics, Sofia, Bulgaria, 5-8 August 2005.

II International Meeting on “Happiness "Economical and Psychological Perspectives on Decisions" , Workshop on “Happiness, Economics and Interpersonal Relationships”, Trento, Italy, 4-5 December 2004.

Normec International Seminar “Morality, Norms and Economics”, DINAMIA- ISCTE, Lisbon, Portugal, 17-18 September 2004.

PUBLICATIONS.

International journals.

1. D’Arcangelo, C., Andreozzi, L. and Faillo, M. (2021), “Human players manage to extort more than the mutual cooperation payoff in repeated social dilemmas”, *Scientific Reports*, 11(1), article number: 16820
2. Klaser, K., Sacconi, L. and Faillo, M. (2021) “John Rawls and Compliance to Climate Change Agreements: Insights from a Laboratory Experiment”, *International Environmental Agreement: Politics, Law and Economics*, 21(3), 531-551
3. Degli Antoni, G., Faillo, M. (2021), “The Number but not the Variety of Nonprofit Organizations Affects Donations: Evidence from an Experiment”, *International Review of Economics*, 68: 281-299.

4. Faillo, M., Grieco, D. and Zarri L. (2020), "The Impact of Peer Ratings on Cooperation: The Role of Information and Cost of Rating", *Journal of Public Economic Theory*, n. 22(2): 408-432.
5. Marcon, L., Francés-Gómez, P., & Faillo, M. (2020). Does impartial reasoning matter in economic decisions? An experimental result about distributive (un)fairness in a production context - *Theoria: An International Journal for Theory, History and Foundations of Science*, 35(2), 217-233.
6. Marcon, L.; Francés-Gómez, P.; Faillo, M., (2020) "Distributive Justice in the Lab: Testing the Binding Role of Agreement" , *Analyse & Kritik* , 42(1): 107-136.
7. Faillo, M , Rizzolli, M. and Tontrup, S. (2019), "Thou shalt not steal: Taking aversion with legal property claims" *Journal of Economic Psychology*, 71: 88-101.
8. Borgoni, R, Degli Antoni, G., Faillo, M. Michelangeli, A. (2019), "Natives; Immigrants and Social Cohesion: Intra-city analysis combining the hedonic approach and a framed field experiment", *International Review of Applied Economics*, 33(5): 697-711.
9. Faillo, M., Smerilli, A., Sugden, R. (2017), "Bounded best-response and collective-optimality reasoning in coordination games", *Journal of Economic Behavior and Organization*, 140 (August): 317-335.
10. Grieco, D., Faillo, M. and Zarri L. (2017), "Enforcing Cooperation in Public Goods Games: Is One Punisher Enough?", *Journal of Economic Psychology*, 61 (August): 55-73.
11. Faillo, M., Ottone, S. and Sacconi, L. (2015), "The social contract in the laboratory. An experimental analysis of self-enforcing impartial agreements", *Public Choice*, 163 (3-4): 225-246.
12. Farjam, M.D., Faillo, M., Haselager, W.F.G. and Sprinkhuizen-Kuyper, I.G. (2015) "Punishment Mechanisms and their Effect on Cooperation - A Simulation Study", *Journal of Artificial Societies and Social Simulation*, 18(1).
13. Francés Gómez, P., Sacconi, L. and Faillo, M. (2015), "Experimental economics as a method for normative business ethics", *Business Ethics: A European Review*, 24(S1), S41-S53.
14. Becchetti, L., Degli Antoni, G. and Faillo, M. (2013), "Team Reasoning Theory: An Experimental Analysis of Common Reason to Believe and Social Distance", *International Review of Economics*, 60(3): 269-291.
15. Faillo, M., Grieco, D., Zarri, L (2013), "Legitimate Punishment, Feedback, and the Enforcement of Cooperation" , *Games and Economic Behavior*, 77 (1), 271-283.
16. Becchetti, L., Degli Antoni, G., Faillo, M. and Mittone, L. (2011) "The economic value of a meeting: evidence from an investment game experiment", *Rationality and Society*. 23(4): 437 – 460.

17. Dosi, G. , Faillo, M. , Marengo L. and Moschella D. (2011), “Toward Formal Representations of Search Processes and Routines in Organizational Problem Solving. An Assessment of the State-of-the-Art”, *Seoul Journal of Economics*, 24 (3): 247-286.
18. Sacconi, L., Faillo, M. and Ottone, S. (2011) “Contractarian compliance and the ‘sense of justice’: a behavioral conformity model and its experimental support”, *Analyse & Kritik*, 33(1), 273-310.
19. Becchetti, L. , Degli Antoni, G. and Faillo, M. (2010), “Let’s meet up. The role of relational goods in promoting cooperation”, *Journal of Socio-Economics*, 39(6): 661:669.
20. Sacconi, L. and Faillo, M. (2010) “Conformity, reciprocity and the sense of justice. How social contract-based preferences and beliefs explain norm compliance: the experimental evidence”, *Constitutional Political Economy*, 21(2): 171-201.
20. Dosi, G. , Faillo, M. and Marengo L. (2008), “Organizational Capabilities, Patterns of Knowledge Accumulation and Governance Structure in Business Firms. An Introduction”, *Organization Studies*, 29 (August): 1165-1185.

Italian journals.

1. Klaser, K, Faillo, M., Cecchini Manara, V., Sacconi, L. (2020) "Nuovi strumenti finanziari per l’impresa sociale. Un’indagine esplorativa sulle cooperative sociali nella Provincia Autonoma di Trento”, *Impresa Sociale*, 3: 51-61.
2. Faillo, M. e Silva, F. “Consumatori liberi di scegliere?”, *Consumatori, diritti e mercato*, n. 2, 2009. Altroconsumo, Nuove Edizioni, Milano.
3. Sacconi L. e Faillo, M. (2005) “Introduzione al n. 4/05 di Impresa sociale”, *Impresa sociale* N. 4/05.
4. Faillo, M. (2005) “Verso una maggiore complessità motivazione degli agenti economici”, *Impresa sociale*, N. 4/05.
5. Sacconi, L. e Faillo M. (2005) “Come emerge l’impresa sociale? Uno sguardo d’insieme alla teoria della complementarità tra ideologia, governance e accountability”, *Impresa sociale*, N. 4/05.
6. Faillo, M. e Sacconi L. (2005) “Impresa sociale efficiente e complementarità tra ideologia, governance e accountability. L’evidenza empirica”. *Impresa sociale*, N. 4/05..

Book chapters.

1. Dosi, G., Faillo, M., Marengo L. (2021), “Beyond “Bounded Rationality”: Behaviours and Learning in Complex Evolving Worlds.” In Viale, R. (ed.), *Routledge Handbook of Bounded Rationality*, Routledge: 492-505.

2. Degli Antoni, G. and Faillo, M, (forthcoming) “Experimental approaches to distributive justice and their contribution to the contractarian theory of social responsibility” in Sacconi L. and Degli Antoni G. (eds.), *Handbook on the Economics of Social Responsibility: Individuals, Corporations and Institutions*, Edward Elgar.
3. Dosi, G., Faillo, M., Cecchini Manara, V., Marengo, L. and Moschella, D. (2018), “The formalization of organizational capabilities and learning: results and challenges” in Teece, D.J and Leih, S. (eds.) *Oxford Handbook of Dynamic Capabilities*, Oxford University Press. DOI: 10.1093/oxfordhb/9780199678914.013.022.
4. Andreozzi, L., Faillo, M., Gaffeo, E. (2012), "La magistratura mercantile della fiera di Bolzano (1635-1851): un'analisi economica." in A. Bonoldi, A. Leonardi, K. Occhi (a cura di), *Interessi e regole. Operatori e istituzioni nel commercio transalpino in età moderna (secoli XVI-XIX)*, Bologna: Società editrice Il Mulino: 87-107.
5. Becchetti, L., Degli Antoni, G. and M. Faillo (2010), “Social Distance, Cooperation and Other Regarding Preferences: A New Approach Based on the Theory of Relational Goods” in Degli Antoni, G. and Sacconi, L. (eds), *Social Capital, Corporate Social Responsibility, Economic Behaviour and Performance*, Palgrave MacMillan.
6. Marco Faillo and Lorenzo Sacconi (2009), “La governance dell’impresa sociale” in Bruni, L. Zamagni, S. (a cura di), *Dizionario di economia civile*, Ed. La Città Nuova, pp. 471-484.
7. Faillo M. and Sacconi, L. (2008), “Norm Compliance: The Contribution of Behavioral Economics Theories” in Innocenti, A. and Sbriglia, P. (eds.) *Games, Rationality and Behaviour: Essays in Behavioural Game Theory and Experiments*, New York, Palgrave Macmillan.
8. Dosi, G., Faillo M. and Marengo, L. (2008), “Problem-Solving and Governance in the Capability-based view of the firm: The Roles and theoretical representations of Organizational Routines” in Becker, M. (ed.) *Handbook of Organizational Routines*, Edward – Elgar, pp. 107-124.
9. Bruni L. and Faillo M. (2005) “La complessità delle motivazioni umane in economia” in Lorenzo Sacconi (a cura di) (2005) *Guida critica alla Responsabilità sociale e al governo di impresa*. Bancaria Editrice: 375-384.

Working Papers.

1. Degli Antoni, G. and Faillo, M. (2019), The number but not the variety of nonprofit organizations affects donations: evidence from an experiment”, *Econometrica Working Papers Series*, 74/2019.
2. Degli Antoni, G. and Faillo, M. (2019), “Shared social responsibility and fair worker wages: evidence from an experimental market”, *Econometrica Working Papers Series*, 70/2019.
3. Faillo, M., Mittone, L. and Piovaneli, C. (2018) "Cash posters in the lab".

4. Faillo, M. and Piovanelli, C. (2017) "Wage delegation and intrinsic motivation: an experimental study". *CEEL Working Paper 1-17*.
5. Borgoni, R., Degli Antoni, G., Faillo, M. and Michelangeli, A. (2017) "Preferences for living in homogenous communities and cooperation: a new methodological approach combining the hedonic price model and a field experiment" *Econometrica Working Papers Series*, 62/2016.
6. Dosi, G., Faillo, M., Cecchini Manara, V., Marengo, L. and Moschella, D. (2017) "The formalization of organizational capabilities and learning: results and challenges", *LEM Working Paper 18/2017*.
7. Faillo, M., Fornasari, f. and L. Mittone. (2016) "Tell Me How to Rule: Leadership, Delegation, and Voice in Cooperation.", *CEEL Working Paper 4-16*.
8. Degli Antoni, G., Faillo, M. Francés-Gómez, P. and Sacconi, L. (2016) "Distributive Justice with Production and the Social Contract. An Experimental study" *Econometrica Working Papers Series*, 60/2016.
9. Faillo, M., Rizzolli, M. and Tontrup, S. (2016) "Thou shalt not steal (from hard-working people). An experiment on respect for property claims", *Econometrica Working Papers Series*, 58/2016.
10. Faillo, M., Smerilli, A., Sugden, R. (2016), "Can a single theory explain coordination? An experiment on alternative modes of reasoning and the conditions under which they are used.", *CBESS Discussion Paper 16-1*
11. Grieco, D., Faillo, M. and Zarri, L. (2013). "Top Contributors as Punishers," *Working Papers 24/2013, University of Verona, Department of Economics*.
12. Faillo, M., Smerilli, A. and Sugden, R. (2013). "The roles of level-k and team reasoning in solving coordination games," *CEEL Working Papers 1306*.
13. M. D. Farjam, M. Faillo, W.F.G. Haselager and I.G. Sprinkhuizen-Kuyper, (2013) "Punishment Mechanisms and their Effect on Cooperation - A Simulation Study", *CEEL Working Paper 2-13*.
14. Francés-Gómez, P., Sacconi, L. and Faillo, M. (2012), "Behavioral Business Ethics as a Method for Normative Business Ethics ", *Econometrica WP series, WP no. 42/12*.
15. Faillo, M., Grieco, D. and Zarri, L (2012), "Cultural Diversity, Cooperation, and Antisocial Punishment", *Working Papers 09/2012, Università di Verona, Department of Economics University of Verona*.
16. Dosi, G., Faillo M., Marengo, L. and Moschella D., (2011), "Modeling Routines and Organizational Learning. A Discussion of the State-of-the-Art", *LEM - Working papers No 2011/04, Sant'Anna School of Advance Studies, Pisa*.

17. Faillo, M. Grieco, D. and Zarri, L. (2010), “Legitimate Punishment, Feedback, and the Enforcement of Cooperation”, *Working Paper 16/2010 Department of Economics University of Verona*.
18. Becchetti, L., Degli Antoni, G. and M. Faillo (2010), “Social Distance, Cooperation and Other Regarding Preferences: A New Approach Based on the Theory of Relational Goods” , *Working Paper Econometrica n. 18/10*.
19. Becchetti, L. , Degli Antoni, G. and M. Faillo (2009), “Common reason to believe and framing effect in the team reasoning theory: an experimental approach”, *Working Paper Econometrica n. 15/09*.
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External reviewer for the Netherlands Organisation for Scientific Research (Replication Studies)