

MARCO FAILLO

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Department of Economics and Management.
University of Trento.
Via Inama 5.
38122 Trento (Italy).
Tel: +39 0461 282280
Fax: +39 0461 282222
Email : marco.faillo@unitn.it

Researcher ID : F-4412- 2017
ORCID code : 0000-0002- 8031-8048

Current position.

June 2015- present.
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).

Past positions.

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",
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). 72 hours; level: Undergraduate; language: Italian.

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

Behavioral Economics, Vytautas Magnus University, Kaunas, Lithuania, May 2017, 30 hours, level: undergraduate and graduate; language: English.

Laboratory: Experimental Economics, University of Trento, Department of Economics and Management. University of Trento, (2015/2016; 2016/2017, 2017/2018). 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 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

Coordinator: Lorenzo Sacconi, University of Trento.

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

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

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

Coordinator: Marco Giorgino, Politecnico di Milano

Local coordinator: Lorenzo Sacconi, University of Trento.

“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).

2015- present

“Business Ethics: Normativity And Economic Behavior 2 (Beneb2)”

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.

2011-2014

“Business Ethics: Normativity and Economic Behavior (BENEB)”

Financed by the Spanish Ministry of Economy.

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

Coordinator: Pedro Frances Gomez, University of Granada.

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.

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.

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. 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.
2. 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.
3. 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.
4. 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).
5. 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.
6. 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.
7. Faillo, M., Grieco, D., Zarri, L (2013), "Legitimate Punishment, Feedback, and the Enforcement of Cooperation" , *Games and Economic Behavior*, 77 (1), 271-283.
8. 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.
9. 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.
10. 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.
11. 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.
12. 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.

- 13 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. Faillo, M. e Silva, F. “Consumatori liberi di scegliere?”, *Consumatori, diritti e mercato*, n. 2, 2009. Altroconsumo, Nuove Edizioni, Milano.
2. Sacconi L. e Faillo, M. (2005) “Introduzione al n. 4/05 di *Impresa sociale*”, *Impresa sociale* N. 4/05.
3. Faillo, M. (2005) “Verso una maggiore complessità motivazione degli agenti economici”, *Impresa sociale*, N. 4/05.
4. 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.
5. 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. 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.
2. Dosi, G., Faillo, M., Cecchini Manara, V., Marengo, L. and Moschella, D. (forthcoming), “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.
3. 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.
4. 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.
5. 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.

6. 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.
7. 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.
8. 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. Marco Faillo and Costanza Piovanelli (2017) "Wage delegation and intrinsic motivation: an experimental study". *CEEL Working Paper 1-17*.
2. 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.
3. 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*.
4. Faillo, M., Fornasari, f. and L. Mittone. (2016) "Tell Me How to Rule: Leadership, Delegation, and Voice in Cooperation.", *CEEL Working Paper 4-16*.
5. 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.
6. 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.
7. 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*
8. Grieco, D., Faillo, M. and Zarri, L. (2013). "Top Contributors as Punishers," *Working Papers 24/2013, University of Verona, Department of Economics*.
9. Faillo, M., Smerilli, A. and Sugden, R. (2013). "The roles of level-k and team reasoning in solving coordination games," *CEEL Working Papers 1306*.

10. 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*.
11. 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*.
12. 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*.
13. 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*.
14. 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*.
15. 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*.
16. 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*.
17. Becchetti, L. , Degli Antoni, G. and M. Faillo (2009), "Shedding Light into Preference Heterogeneity: Why Players of Traveller's Dilemma Depart from Individual Rationality?", *Working Paper Econometrica n. 9/09*.
18. Faillo, M. S. Ottone, and L. Sacconi(2008), "Compliance by Believing: An Experimental Exploration on Social Norms and Impartial Agreements", *Discussion Paper no. 10/08, Department of Economics University of Trento*.
19. Lorenzo Sacconi and Marco Faillo (2008), "*Conformity, reciprocity and the sense of justice. How social contract-based preferences and beliefs explain norm compliance: the experimental evidence*", Discussion Paper no. 14/08, *Department of Economics University of Trento*.
20. Becchetti, L. , Degli Antoni G., Faillo, M. and Mittone, L. (2007), "The glue of the economic system: the effect of relational goods on trust and trustworthiness", *CEEL Working Paper Working Paper, 5/07*.
21. Marco Faillo and Lorenzo Sacconi (2007) "Norm Compliance: The Contribution of Behavioral Economics Theories, *Discussion Paper no. 4/07. Department of Economics University of Trento*.
22. Dosi, G., Faillo M. and Marengo, L. (2006) "Toward Formal Representations of Search Processes and Routines in Organizational Problem Solving. An Assessment of the State

of the Art”, LEM - Working papers No 2006/10, Sant’Anna School of Advance Studies, Pisa.

23. Sacconi, L. and Faillo, M. (2005), “Conformity and Reciprocity in the “Exclusion Game”: An Experimental Investigation” *Discussion Paper No 12/05. Department of Economics University of Trento.*
24. Faillo, M. (2004) “The cost of fair divisions. An experimental investigation of Ultimatum Games with Groups”. *CEEL Working Paper 2/04.*
25. Dosi, G. , Faillo, M. and Marengo, L. (2003) “Organizational Capabilities, Patterns of knowledge accumulation and governance structures in business firms. An introduction”, *LEM - Working papers No 2003/11, Sant’Anna School of Advance Studies, Pisa.*

Translations.

1. Italian translation of William Easterly (2006), *The White Man’s Burden*, Oxford University Press [I disastri dell’uomo bianco. Perché gli aiuti dell’Occidente al resto del mondo hanno fatto più male che bene, Milano, Bruno Mondadori] .
2. Italian translation of William Easterly (2001), *The Elusive Quest for Growth*, MIT Press, [Lo sviluppo inafferrabile. L'avventurosa ricerca della crescita economica nel Sud del mondo, Milano, Bruno Mondadori, 2006].
3. Italian translation of John Maeda (2006), *The Laws of Simplicity*, MIT Press [Le leggi della semplicità, Milano, Bruno Mondadori, 2006].
4. Italian translation of Bruno Frey (1997) *Not Just for the Money*, E. Elgar. [Non solo per denaro, Bruno, Mondadori, 2005]

Articles currently under review.

- 1) Faillo, M., Grieco, D. and Zarri, L. "Does Social Approval Promote Cooperation in Public Goods Games?"
REVISE AND RESUBMIT, *Journal of Public Economic Theory*.
- 2) Borgoni, R., Degli Antoni, G., Faillo, M. and Michelangeli, A. “Preferences for living in homogenous communities and cooperation: a new methodological approach combining the hedonic price model and a field experiment”.
REVISE AND RESUBMIT. *International Review of Applied Economics*.
- 3) Faillo, M., Rizzolli, M. and Tontrup, S. “Thou shalt not steal (from hard-working people). An experiment on respect for property claims.
UNDER REVIEW.
- 4) Marco Faillo and Costanza Piovanelli "Wage delegation and intrinsic motivation: an experimental study"
UNDER REVIEW.

- 5) Degli Antoni, G., Faillo, M. Francés-Gómez, P. and Sacconi, L. “Distributive Justice with Production and the Social Contract. An Experimental study”
UNDER REVIEW.

REFEREE.

Bulletin of Economic Research, Economic Inquiry, European Journal of Comparative Economics, European Journal of Economic Policy, Games, Industrial and Corporate Change, International Journal of Management Reviews, International Review of Economics, Journal of Artificial Societies and Social Simulation, Journal of Economic Psychology, Journal of Public Economics, Organization Studies, Review of Social Economy.

PARTICIPATION IN EDITORIAL AND SCIENTIFIC BOARDS.

Since 2012: Member of the scientific board of Impresa Sociale.