

SHORT VITA

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Academic Position.

- 1994 – present. **Professor of Economics, University of Valencia, Spain.**

Education.

- **University of Valencia, Ph. D. in Economics** with Honours and Special Distinction, 1992. Dissertation Title: “Introspection and Equilibrium Selection in Noncooperative Games.” Advisor: Amparo Urbano.
- **London School of Economics, Master in Mathematical Economics** and Econometrics, with the mark of Distinction, 1989.
- **B.A. in Economics, University of Valencia** with Honours and Special Distinction, 1985.

Research and Teaching Interests.

Game Theory, Contract and Incentive Theory, Behavioural Economics, Cultural Dynamics.

Publications.

Refereed Journal Articles.

“Coordinated Punishment and the Evolution of Cooperation”, with V. Calabuig, forthcoming in *Journal of Public Economic Theory*, 2013.

“Cooperation and Cultural Transmission in a Coordination Game”, with V. Calabuig, *Journal of Economic Behavior and Organization*, 2009, vol. 72, pp. 188-201.

“Bargaining with Commitment under an Uncertain Deadline”, with V. Calabuig and A. Cunyat, *International Game Theory Review*, 2006, vol. 4, n. 8, pp. 525-532.

“Testing, Hold up and the Dynamics of Preferences”, with C. Penyarrubia, *Spanish Economic Review*, 2005, vol. 7, n. 4, pp. 267-288.

“Gender Discrimination and Intergenerational Transmission of Preferences”, with L. Escriche and R. Sanchez, *Oxford Economic Papers*, 2004, vol. 56, n. 3, pp. 485-512.

“Partially Revocable Commitments in a Negotiation with a Deadline”, with V. Calabuig and A. Cunyat, *Research in Economics*, 2004, vol. 58, n. 4, pp. 371-380.

“Hold up and Intergenerational Transmission of Preferences”, with C. Penyarrubia, *Journal of Economic Behavior and Organization*, 2004, vol. 54, pp. 111-132.

“Specific Investments and Coordination Failures”, with C. Penyarrubia, *Economics Bulletin*, 2002, vol. 3, n. 2, pp. 1-7.

“Commitment and Choice of Partner in a Negotiation with a Deadline”, with V. Calabuig and A. Cunyat, *Spanish Economic Review*, 2002, vol. 4, n. 1, pp. 61-78.

“Bargaining with Partially Revocable Commitments: a Simple Model”, with V. Calabuig and A. Cunyat, *Economics Bulletin*, 2002, vol. 3, n. 30, pp. 1-7.

“Commitment and Strikes in Wage Bargaining”, with V. Calabuig, *Labour Economics*, 2000, vol. 7, pp. 349-372.

“Forward Induction in Games with an Outside Option”, *Theory and Decision*, 1997, vol. 42, pp. 177-192.

“Introspection and Equilibrium Selection in 2X2 Matrix Games”, with A. Urbano, *International Journal of Game Theory*, 1994, vol. 23, pp. 183-206.

“A Note on Beliefs Formation in Signalling Games”, with A. Urbano, *Economics Letters*, 1994, vol. 44, pp. 55-59.

Other publications.

“Rubinstein’s model”, *An Eponymous Dictionary in Economics*. (Julio Segura and C. Rodríguez-Braun, eds.) 2004. Edward Elgar.

Other refereed publications in Spanish.

“Cooperación entre Gobiernos para la recaudación de impuestos compartidos”, with F. Perez, *Revista Española de Economía (Spanish Economic Review)*, 1993, vol. 10, n. 2, pp. 307-320.

“Mercados y Reputación”, with A. Urbano, *Lecturas en Economía*, 1993, M.C. Gallastegui and E. Iñarra eds.

“Corresponsabilidad Fiscal y gestión tributaria con dos niveles de gobierno: Delegación y Cooperación”, with F. Perez, *Monografía: la Financiación de las Comunidades Autónomas*, 1993, IVIE (Valencia Institute of Economic Research).

“Corresponsabilidad Fiscal de dos niveles de Gobierno: Relaciones Principal – Agente”, with F. Perez, *Hacienda Pública Española*, 1992, vol. 1, pp. 15-26.

Books.

Conducta Estratégica y Economía. Una introducción a la teoría de juegos. (An introduction to Game Theory), with V. Calabuig, 2002, Tirant lo Blanch ed.

Introducción a la Teoría de Juegos y la Conducta Estratégica. (An introduction to Game Theory), with V. Calabuig and I. Rodríguez-Lara, 2012, PEARSON.

Recent Working Papers and Mimeos.

“Cultural Transmission and the Evolution of Trust and Reciprocity in the Labour Market”, with V. Calabuig, Working Paper BBVA Foundation, 2008, DT08/11.

“Education and Family Income: can poor children signal their talent?”, with L. Escriche, Working Paper IVIE, Serie AD, WP-AD 2006-20.

“Inequity Aversion as a Solution to the Hold up Problem: an experiment”, with C. Penyarribia and Q. Fatas, Working Paper LINEEX, 2006.

“Trust and Punishment”, with V. Calabuig, mimeo, 2011.

"The Dynamic Interaction between Entrepreneurship and the Public Sector Efficiency", with L. Escriche and E. Pons, mimeo, 2011.

"Leadership and Peer effects in an organization", with P. Hernandez and R. Toral, mimeo, 2012.

“Carry a Big Stick or not stick at all: an experimental analysis of trust and capacity of punishment”, with V. Calabuig, E. Fatás and I. Rodríguez-Lara, Working Paper ERI-CES, 04-2013.

“The dynamics of personal norms and the emergence of an organizational culture”, with V. Calabuig and F. Panebianco, mimeo, 2013.

Competitive Research Projects (since 2000)

“La evolución de las normas sociales, los incentivos y las culturas organizativas. Su influencia sobre la conducta económica en las organizaciones y en los mercados.” CICYT, ECO2011-29230. 2012 – 14. Coordinator (IP): Gonzalo Olcina.

“La interacción dinámica entre normas sociales e incentivos en las organizaciones económicas. Sus efectos sobre la eficiencia, el capital social y sobre las instituciones del mercado de trabajo.” CICYT, ECO2008-06035. 2008-11. Coordinator (IP): Gonzalo Olcina.

“Grupo de Investigación en Economía del Comportamiento Estratégico”. PROMETEO/2009/068. Conselleria d'Educació. Generalitat Valenciana. 2009-12. Coordinator (IP): Amparo Urbano.

“Evolución y transmisión de normas sociales en el mercado de trabajo. Sus efectos sobre la oferta de trabajo femenina, los salarios y el esfuerzo.” CICYT, SEJ2005-08054. 2005-08. Coordinator (IP) : Gonzalo Olcina.

“Nuevas Tecnologías, Educación y Formación en el puesto en mercados de trabajo no competitivos.” CICYT, SEC2001- 2763, 2001-04. Coordinator (IP): Gonzalo Olcina.

“Nuevo Laboratorio de Investigación en Economía Experimental y Computacional.” Ministerio de Ciencia y Tecnología. Fondos FEDER. 2004-09. Coordinator (IP): Amparo Urbano.

“Grup de Recerca en Economia del Comportament.” Conselleria de Cultura i Educació, Generalitat Valenciana, Grupo S04/13. 2004-05. Coordinator (IP): Amparo Urbano.

“Exploratory Workshops on Bargaining”. European Science Foundation. 2000. Coordinator (IP): Clara Ponsatí-Obiols.

“Laboratorio de Economía Experimental (LINEEX)”, Conselleria de Cultura, Educación i Ciencia, Generalitat Valenciana. 1998-2003. Coordinator (IP): Amparo Urbano.

Conference Organization.

Organizer, *Workshop on Trust and Cultural Evolution*, Valencia, 2011.

Organizer, *The 2nd Valencia-Louvain Workshop on Game Theory and Economic Behavior*, Louvain, 2010.

Organizer, *The 1st Valencia-Louvain Workshop on Game Theory and Economic Behavior*, Valencia, 2009.

Organizer, *Workshop on Strategic Communication and Networks*, Valencia, 2006.

Organizer, *2^d International Meeting on Experimental and Behavioural Economics*, Valencia, 2005.

Organizer, *International Workshop on Social and Behavioural Economics*, Valencia, 2004.

Organizer, *IV Spanish Meeting on Game Theory and its Applications*, Valencia, 2000.

Organizer, *International Summer Meetings on Game Theory and Applications*, Valencia, 1993, 1994, 1995, 1996, 1997, 1998, 1999, 2001

Conference Participations (8 selected since 2000).

“Trust and Punishment in the Market” with V. Calabuig, Fifth International Meeting on Behavioral Economics (IMEBE), Granada, Spain. 2009.

“Cultural Transmission and the Evolution of Trust and Reciprocity in the Labour Market”, with V. Calabuig, Third World Congress of the Game Theory Society, Evanston, EEUU. 2008.

“Education and Family Income: can poor children signal their talent?”, with L. Escriche, EALE Conference (European Association of Labour Economics), Oslo, Norway. 2007.

“Cooperation and Cultural Transmission in a Coordination Game”, with V. Calabuig, IAREP-SABE, International Conference on Behavioral Economics and Economic Psychology. Paris, France. 2006.

“Testing, Hold up and the Dynamics of Preferences”, with C. Penyarribia, Second World Congress of the Game Theory Society, Marseille, France. 2004.

“Gender Discrimination and Intergenerational Transmission of Preferences”, with L. Escriche and R. Sanchez, XXVII Simposio de Análisis Económico, Salamanca, Spain. 2002.

“Hold up and Intergenerational Transmission of Preferences”, with C. Penyarribia, V Spanish Meeting on Game Theory and Applications, Sevilla, Spain. 2002.

“Bargaining with Commitment under an Uncertain Deadline”, with V. Calabuig and A. Cunyat, XIV Italian Meeting on Game Theory, Ischia, Italy. 2001.

Committee Service.

Director of the Interdepartmental PhD Program in Economics of the University of Valencia, 1995- 98.

Coordinator of the Degree in Economics of the University of Valencia, 2006 – 2011.

Chairman of the Committee for the reform of the Degree in Economics of the University of Valencia, May 2008 – July 2010.

Languages.

Spanish, Catalan, English, basic knowledge of French.