# CRISTINA BICCHIERI

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#### Education

**Ph.D**.: Philosophy of Science, Cambridge University, UK, 1984

**Ford Fellow**, Philosophy and Economics, Harvard University, 1980-82

**Laurea** (*Summa cum Laude*), Philosophy of Science, Universita` di Milano, Italy, 1976

#### Positions

**Sasha Jane Patterson Harvie Chair**

**Professor of Philosophy and Psychology,** University of Pennsylvania, 2012 to date

Secondary appointment:

Department of Legal Studies, Wharton School, University of Pennsylvania 2006 to date

**Chair**, Penn Program on Philosophy, Politics and Economics

**Director**, Master of Behavioral and Decision Sciences <https://www.sas.upenn.edu/lps/graduate/mbds>

**Founding** **Director**, Center for Social Norms and Behavioral Dynamics <https://normsandbehavior.sas.upenn.edu/>

**Carol and Michael Lowenstein Term Professor,** University of Pennsylvania, 2005 to 2012

**Professor,** Philosophy and Social and Decision Sciences, Carnegie Mellon University, 1994 to 2005

**Associate Professor,** Philosophy and Social and Decision Sciences, Carnegie Mellon University 1989 to 1994

**Assistant Professor**, Philosophy of Science, University of Notre Dame, 1986 to 1989

**Assistant Professor**, Economics, Barnard College and Columbia University 1984 to 1986

#### National and International Honors

Member, American Academy of Arts and Science, 2021

Member, Germany Academy of Science, Leopoldina, 2021

Honorary Fellow, Wolfson College, Cambridge University, 2016

Pufendorf Medal, 2015

Cavaliere Ordine al Merito della Repubblica Italiana (Knigthood), 2007

#### Honors, Fellowships and Visiting Professorships

September 2023 Parthemos Lectures, University of Georgia

August 2018- Distinguished Research Fellow, Annenberg Public Policy Center of the University of Pennsylvania

June 2015 Pufendorf Lectures, Pufendorf Institute for Advanced Studies, Lund, Sweden

January 2013 Silver Jubilee Lectures, I. Gandhi Institute of Development Research, Mumbai, India

November 2012 Renee Descartes Lectures, Tilburg University, The Netherlands

Spring 2010 Visiting Professor, Nuffield College, Oxford University, UK

May 2009 Visiting Professor, Political Science Department, LUISS University, Rome

Spring 2008 Visiting Professor, Ecole Normale Superieure, Department of Cognitive Studies, Paris

2001 - 2002 Fellow, Wissenschaftskolleg zu Berlin (Institute for Advanced Studies)

Spring 1998 Fellow, Swedish Collegium for Advanced Study in the Social Sciences, Uppsala.

Spring 1997: Distinguished Visiting Professor, University of California, Irvine

Spring 1996 Leverhulme Trust Professor, The London School of Economics

Fall 1994: Visiting Professor, Center for Cognitive Science, H.S. Raffaele, Milano

Summer 1994 Fellow, Summer Institute on Aspects of Rational Behavior in Philosophy, Economics, and Psychology, The Hebrew University, Jerusalem

Spring 1993 Fellow, Center for Rationality and Interactive Decision Making, University of Jerusalem

1989 - present Research Associate, Center for Philosophy of Science, University of Pittsburgh

Summer 1988: Visiting Professor, Istituto Universitario Europeo, Firenze

1987 – 1989 Research Fellow, Center for Ethics, Rationality and Society. University of Chicago

Fall 1985 Senior Fellow, Center for Philosophy of Science. University of Pittsburgh

1980- 81 Ford Foundation Fellow, Harvard University

1978- 80 Ribband Scholar, Wolfson College, Cambridge University

1977 Fellow, Fondazione Einaudi

1976 Fellow, Fondazione Feltrinelli

#### Grants and Contracts

*PI,* Templeton Foundation grant: “Examining Poverty's Roots within US Communities” ($4, 547, 460), 2022/2025

*PI*, USAID grant, Colombia - $158,414

DevTech Systems, Inc - $50,303

Factory Mutual Insurance Company - $102,049.70

*Co-PI,* DAI Global, LLC grant: “Cultural Change for Transparency Office of the Attorney General of the Nation and Comptroller General's Office of the Republic of Nigeria ($162,645), 2022

*PI*, Koch Foundation grant: “Freedom, Norms and Social Change” ($400,000), 2018

UNICEF Mali contract ($205,707), 2018; ($450,000), 2020

*PI,* Gates Foundation grant: “India: Norms and Networks in Sanitation” ($4, 200,558)

2016-2022

*PI*, NSF Grant: "Doctoral Dissertation Research in DRMS: Victim Compensation", n. 1559320

($15,949), March 2016

UNICEF WASH grant, ($210,000). Workshop December 2016. Several new training programs in Nepal, India, Africa and South America in 2017-18

*PI*, UNICEF Pakistan Grant, ($173,164) December 2015-September 2016

Chatham House DFID Anticorruption Project in Nigeria, ($47,707). Summer 2016 - Spring 2017.

GATES Indonesia Social Norms Workshop ($44,572). August 2016

GATES Seattle May 2016 Social Norms workshop, ($67,976).

UNICEF Peru Grant, ($29,999). Workshop March 2017

*Co-Principal Investigator* “Autonomy and Liberalism, an Interdisciplinary Search for the Ideal Society”, Templeton Foundation Grant, ($1,500.000), 2013-15

UNICEF grant to develop a training program on “Advances in Social Norms and Social Change”, ($1,800.000), July 2010-2015

*Co-Principal Investigator*. Internationalization grant from the Netherlands Organization for Scientific Research (NWO) for the research project “Formal Approaches to Social Epistemology.” This is a joint project with Stephan Hartmann (Tilburg), Mark Colyvan (Sydney) and Jesus Zamora (Madrid). (2009–2011)

NSF Grant: Social Cognition Network (ESCON) Gothenburg, 2010

“The Logic and Strategy of Distributed Agents”, International Workshop, NSF Computation and Social Systems Program, December 2000

*Principal investigator* "Game-theoretic Foundations for Multi-agent Systems", NSF Computation and Social Systems Program, 1998 – 2001

*Principal Investigator* "Coordination and Cooperation among Tactical Picture Agents", Office of Naval Research, 1995 – 1997

Faculty Development Fund Grants, 1990, 1994, 1995,1998

NSF Grant for US-Italy Workshop on Knowledge, Belief, and Strategic Interaction, 1992

National Research Council Grant, 1991

*Principal investigator* “Epistemic Foundations of Game Theory”, NSF History and Philosophy of Science, 1987 – 1989

National Research Council Grant, 1987

CNR Research Grant, 1980 – 1982

#### Professional Activities

*At the University of Pennsylvania:*

Founding Director, Center for Social Norms and Behavioral Dynamics

Director, Master of Behavioral and Decision Sciences (MBDS)

Director, PPE Program

Director, Penn Social Norms Group (Penn SoNG). We work with UNICEF, World Bank, CARE, BBC Media, DIFID, Wellspring, the Gates Foundation and other groups. The group is now part of the Center for Social Norms and Behavioral Dynamics

Founder and Director, Behavioral Ethics Lab (BeLab). The lab is now part of the Center for Social Norms and Behavioral Dynamics

Penn-UNICEF Coursera on Social Norms, Social Change, 2016-present

Director, Penn-UNICEF Summer Program on Advances in Social Norms and Social Change, July 2010- 2015

*Other*:

Board of Directors: BTI, NYU Abu Dhabi Center

Consultant: UNICEF Human Rights Program, Ford Foundation, CARE Group, Wellspring, BBC Media, DIFID, the Gates Foundation.

Member of the Advisory Board, Synthese

Member of the Steering Committee, Social Epistemology Network

Member of the International Board, doctoral program "Person, Development, Learning. Epistemological, theoretical and practical perspectives" at the Catholic University of the Sacred Heart in Milan, Italy

Member of the External Advisory Board, “Philosophy of Reasoning and Understanding” doctoral program, University of Tilburg, the Netherlands

Member of the International Board, doctoral program “International and Public Law, Ethics and Economics, LEES at the University of Milano

Member of the Advisory Board: 14TH Congress of Logic, Methodology and Philosophy of Science, Nancy, July 19-26, 2011

Member of the Strategic Committee, International Conference Women and Technologies, 2009

Director, XI Summer School on Economics and Philosophy : Social Norms. University of the Basque Country and the Urrutia Elejalde Foundation. San Sebastián, July 14-17 (2008)

Member of the Scientific Committee, LCD'07: 1st workshop on Logics and Collective Decision-making

Erasmus International Institute MSH Nord-Pas-de-Calais, Lille March 2007

Chair, the Philosophy of Science Association Program Committee, 2006

Advisory Board Member, The Zicklin Center For Business Ethics Research, The Wharton School, University of Pennsylvania, 2006 - present

NSF Panelist, Human and Social Dynamics, National Science Foundation, August 2004

Member of the Advisory Board, Philosophical Gourmet Report, 2002 - present

Program committee, Philosophy of Science Association, 2004

Program committee, *TARK IX* (Theoretical Aspects of Reasoning about Knowledge) Conference, Indiana, 2003.

Program Committee, American Association for Artificial Intelligence, 2003 Spring Symposium on Game Theoretic and Decision Theoretic Agents, Melbourne, 2003

Program Committee, Social Norms Workshop, Wissenschaftskolleg zu Berlin, May 2002.

Program Committee, American Association for Artificial Intelligence, 2001 Spring Symposium on Game Theoretic and Decision Theoretic Agents, Stanford, March 2001

Chair of the Program Committee, NSF-CNR Workshop on The Logic and Strategy of Distributed Agents, Trento, December 2000

NSF Panelist, Computational Social Science, Spring 2000

Program committee, *TARK VII* (Theoretical Aspects of Reasoning about Knowledge) Conference, Chicago, July 1998.

Program Committee, *Second International Conference on Multiagent Systems,* workshop on "Norms, Obligations and Conventions", December 1996, Kyoto

Symposium Chair, *American Philosophical Association Central Division Meetings*, Chicago, April 1995

Chair, Symposium on Games, Explanations, Authority, and Justification, *Philosophy of Science Association Meeting*, New Orleans, October 1994

Chair, Decision Theory Symposium, *American Philosophical Association Central Division Meetings*, May 1994

Program Committee, *Philosophy of Science Association Meeting*, 1992

Chair, Rational Deliberation Symposium, *Philosophy of Science Association Meeting*, October 1992

Co-organizer, *Second Workshop on Knowledge, Belief, and Strategic Interaction*, Castiglioncello, June 1992

Program committee, *TARK III* Conference, March 1990

Co-organizer, *First Workshop on Knowledge, Belief, and Strategic Interaction*, Castiglioncello, June 1989

Chair, Symposium on Game Theory, *Philosophy of Science Association Meeting*, Evanston, October 1988.

**Editorial Boards:**

Editorial Board: Philosophy, Politics and Economics book series, Oxford University Press;

Advisory Board:Theory and Decision Library A: Rational Choice in Practical Philosophy and Philosophy of Science

Book Series: “Philosophical and Historical Perspectives on the Social Sciences (PHPSS)” Springer, 2013-.

Journals: *Philosophy and Public Affairs. Games. Philosophy of Science. Synthese. Economics and Philosophy. Review of Philosophy and Psychology. Theoria. Rivista Italiana di Filosofia Analitica. Mind and Society. Filosofia e Questioni Pubbliche. Econometica.*

#### Refereeing and Consulting

*Journals*: Synthese, Nous, Mind, Philosophy of Science, Erkenntnis, Economics and Philosophy, Ethics, Journal of Political Economy, Rationality and Society, Theory and Decision, History of Political Economy, Games and Economic Behavior, Complexity, Journal of Evolutionary Economics, Journal of Economic Behavior and Organizations, American Political Science Review, Behavioral and Brain Sciences, American Economic Review.

*Publishers*: Academic Press, The University of Chicago Press, Cambridge University Press, Macmillan, Basic Books, Oxford University Press, University of Michigan Press, MIT Press.

*Foundations*: The National Science Foundation, The National Endowment for the Humanities. European Science Foundation, The McArthur Foundation, Templeton Foundation, The Nobel Foundation for the Economics prize.

#### Publications: Books

*Norms in the Wild: how to Diagnose, Measure and Change Social Norms*. Oxford University Press*,* 2016;

translated in Spanish as *Nadar Contra la Corriente*, Planeta, 2019. Chinese edition, 2024

*The Grammar of Society: The Nature and Dynamics of Social Norms.*  Cambridge University Press, 2006

*Rationality and Coordination*, Cambridge University Press, 1993; Second edition, 1997. Italian edition, Feltrinelli, 1998

*Ragioni per Credere, Ragioni per Fare. Convenzioni e Vincoli nel Metodo Scientifico*. Feltrinelli, Milano, 1988

*The Logic of Strategy*, C. Bicchieri, R. Jeffrey and B. Skyrms (eds.), Oxford University Press, 1999

*The Dynamics of Norms*, C. Bicchieri, R. Jeffrey and B. Skyrms (eds.), Cambridge University Press, 1997

*Knowledge, Belief, and Strategic Interaction*, C. Bicchieri and M.L. Dalla Chiara (eds.), Cambridge University Press, 1992

*PSA: Proceedings of the biennial meeting of the Philosophy of Science Association*, C. Bicchieri and J. Alexander (eds.), University of Chicago Press, 2007

#### Working papers:

“Asymmetrical inferences of norm messages: the Chinese case (with Y. Lu), Center for Social Norms discussion paper, 2022

“On Normative Expectations” (with A. Sontuoso), Center for Social Norms discussion paper, 2021

“Toilet use is a descriptive norm: the influence of social expectations on toilet use in Bihar and Tamil Nadu” (with E. Thulin, S. Ashraf et al.) Center for Social Norms discussion paper, 2022

“Measuring the perceived prevalence of defecation behavior in Bihar, India: Those who defecate in the open think most others do too” (with J. Kuang, S. Ashraf, E. Thulin), Center for Social Norms discussion paper, 2021

“Trendsetters and Social Influence in the Swachh Bharat Mission” (with R. Patel et al.), Center for Social Norms discussion paper, 2022

**Scientific Reports**:

Longitudinal Egocentric Network and Norms Study (LENNS) - Gates India Reports

Phase 2 Gates Project Report. Social Networks and Norms: Sanitation in Bihar and Tamil Nadu, India, Cristina Bicchieri Sania Ashraf, Upasak Das, Maryann Delea, Hans-Peter Kohler, Jinyi Kuang, Peter McNally, Alexey Shpenev, and Erik Thulin

Phase 1 Gates Project Report. Social Networks and Norms: Sanitation in Bihar and Tamil Nadu, India, Cristina Bicchieri, Sania Ashraf, Upasak Das, Hans-Peter Kohler, Jinyi Kuang, Peter McNally, Alexey Shpenev, and Erik Thulin

[Sector Sustainability Check: Rural Open Defecation Free (ODF) & Rural (Drinking) Water Supply Schemes (RWSS) Punjab & Sindh Provinces](https://repository.upenn.edu/pennsong/14), Cristina Bicchieri, Erik Thulin, Annalisa Marini, Nadeem Haider, Asmat Gill, Aziz Usmani, Faisal Shahzad, Ghulam Dastageer, Reema Kamal, Badr-un-Nisa, Noor Gillani, Sher Jalal, Faisal Abbas, Sher Khan, Saud Khan, and Noman Khanzada

[Why Do People Do What They Do? A Social Norms Manual for Viet Nam, Indonesia and the Philippines](https://repository.upenn.edu/pennsong/12), Cristina Bicchieri

[Why Do People Do What They Do? A Social Norms Manual for Zimbabwe and Swaziland](https://repository.upenn.edu/pennsong/1), Cristina Bicchieri

[Applying Social Norms Theory in CATS Programming](https://repository.upenn.edu/pennsong/15), Cristina Bicchieri and Thomas Noah

#### Publications

“Variability and asymmetry in social inferences about collectives” (with J. Zhang), submitted

“Harnessing Social Expectations for Behavioral Change (with E. Dimant), *Elgar Encyclopedia of Behavioural and Experimental Economics,*  2025

“Norm Strength and Norm Stability” (with L. Garzino Demo), Norm Change Special Issue, *Current Opinion in Psychology*, 2025

### “ [How language framing shapes the perception of social norms](https://scholar.google.com/scholar_url?url=https://www.sciencedirect.com/science/article/pii/S2352250X2400099X&hl=en&sa=X&d=14904329414198337086&ei=mNDbZs61J5OMy9YP_9aAkAk&scisig=AFWwaeZmqvDwTinDi0KdN4w1h9ca&oi=scholaralrt&hist=7EL_OjcAAAAJ:6008173289664900558:AFWwaeaB68yyDThs5oSz2GmKcp0r&html=&pos=0&folt=kw)” (with J. Kuang). *Current Opinion in Psychology*, 2024

“The ‘I’ in Egalitarianism: Hadza Hunter-Gatherers Averse to Inequality Primarily when Personally Unfavourable” (with K. Smith et al.). PNAS Nexus, 2024

“Language matters: How normative expressions shape norm perception and affect norm compliance” (with J. Kuang), 2024. *Phil. Trans. R. Soc. B* 379: 20230037

“Strategic Problems with Risky Prospects: Feedback with Low Informational Content Affects Collective Risk-Taking Behavior, (with A. Sontuoso), revise and resubmit

“Trendsetters and Social Influence in the Swachh Bharat Mission” (with R. Patel et al.), revise and resubmit

“Norm Nudging and Twisting Preferences", *Behavioural Public Policy*, 2023

“Corruption, Shared Expectations, and Social Dilemmas” (with R. Patel and L. Hoffmann), in *Advances in Experimental Political Philosophy,* Bloomsbury Press, 2023

“A Causal Effect of Perceived Inequality on Policy Preferences – Where and for Whom?” (with A. Aldama and J. Freund), *British Journal of Political Science*, 2023

“Social Norms and Behavior Change: The Interdisciplinary Research Frontier” (with E. Dimant, M. Gelfand and S. Sonderegger). *Journal of Economic Behavior and Organization*. 205, 2023

“It's Not A Lie if You Believe the Norm Does Not Apply: Conditional Norm-Following and Belief Distortion”. (with E. Dimant and S. Sonderegger). *Games and Economic Behavior*, 138, 2023: 321-354

“Women as Pioneers: Examining Their Role in Decision Making on Toilet Construction in India” (with U. Das et al.). *Journal of Human Development and Capabilities*, August 2022.

“Perceived inequality and policy preferences” (with A. Aldama and J. Freund), 2022. Available at SSRN: <https://ssrn.com/abstract=3977175> or [http://dx.doi.org/10.2139/ssrn.3977175](https://dx.doi.org/10.2139/ssrn.3977175)

“Intentionality Matters for Punishment but not Compensation: A Third -Party Trust Game, (with M. Maras), *Journal of Economic Behavior and Organization*. 197, 205-220, 2022

“Examining norms and social expectations surrounding exclusive breastfeeding: Evidence from Mali”. (with U. Das et al.) *World Development* 153, 2022

“Observability, Social Proximity, and the Erosion of Norm Compliance” (with S. Gaechter, et al.), *Games and Economic Behavior*, 132 (2022), pp. 59-72

“Deviant or Wrong? The Effects of Norm Information on the Efficacy of Punishment” (with E. Dimant and E. Xiao), *Journal of Economic Behavior and Organization*., 188 (2022), pp. 209-235

“Social beliefs and women’s role in sanitation decision making in Bihar, India: An exploratory mixed method study” (with S. Ashraf, et al.) *Plos One*, January 2022

“[Shifting Social Norms to Mitigate Climate Change in the Anthropocene: A Review and Practical Guide](https://www.academia.edu/44885129/Shifting_Social_Norms_to_Mitigate_Climate_Change_in_the_Anthropocene_A_Review_and_Practical_Guide)” (with E. Weber et al.). *Psychological Science in the Public Interest*, 2022

“In science we (should) trust: Expectations and compliance across nine countries during the COVID-19 pandemic. (with A. Aldama, E. Fatas et al.) *Plos One*, 2021

“How Perceptions of Autonomy Relate to Beliefs about Inequality and Fairness”. (with A. Aldama et al. ) *PlosOne*, 2021**,** 16 (1).

“Norm Nudging: How to Measure What We Want to Implement”. In N. Mazar and D. Soman, eds., *Behavioral Science in the Wild*. University of Toronto Press, 2021

“Norms and Social Network–Centric Behavior Change Intervention (Nam Nalavazhvu) for Improved Toilet Usage in Peri-Urban Communities of Tamil Nadu: Protocol for a Cluster-Randomized Controlled Trial” (with S. Ashraf et al.)  
*JMIR Res Protocols* 2021;10(5):e24407

“Design and rationale of the Longitudinal Evaluation of Norms and Networks Study (LENNS): A cluster-randomized trial assessing the impact of a norms-centric intervention on exclusive toilet use and maintenance in peri urban communities of Tamil Nadu”.(with S. Ashraf, M. Delea et al. ) *MedRxiv* 2021

“Awareness, Risk Perception, and Stress during the COVID-19 Pandemic in Communities of Tamil Nadu, India”. (with Kuang J, et al.) *International Journal of Environmental Research and Public Health*. 2020; 17(19):7177.

“Women are more likely to expect social sanctions for open defecation: Evidence from Tamil Nadu India. (with J. Kuang, S. Ashraf et al. ) *Plos One*, 15 (10) 2020

“Bias in the perceived prevalence of open defecation: Evidence from Bihar, India”. (with J. Kuang, E. Thulin et al., ) *Plos One*, September 2020

“Do descriptive norms messaging interventions backfire? Protocol for a systematic review of the boomerang effect”. (with J. Kuang, E. Thulin, M. Delea). *Systematic Reviews*, 9, 2020

“Sanitaton practices during early phases of Covid-19 lockdown in peri-urban communities In Tamil-Nadu, India (with S. Ashraf et al.), *The American Journal of Tropical Medicine and Hygiene*, vol. 103 (5), 2020

“Data Resource Profile: The Longitudinal Evaluation of Networks and Norms Study (LENNS) in India” (with A. Shpenev et al.), 2020

“Nudging with Care: The Risks and Benefits of Social Information” (with E. Dimant). *Public Choice, 2019.*

"Sanitation behavior in urban and rural India: a networks and norms approach" (with A. Shpenev and H.P. Kohler), *Chaire Quetlet*, 38, 2019

"Bad Luck or Bad Intentions: When Do Third Parties Reveal Offenders' Intentions to Victims?" (with B. Mellers and E. Hart),

*Journal of Experimental Social Psychology*, 2019.

"Bounded Knowledge" (with G. Sillari), in *Handbook of Bounded Rationality*, ed. by R. Viale and K. Katzikopoulos, Routledge, 2019

"Norm Change: Trendsetters and Social Structure" (with A. Funcke). *Social Research: An International Quarterly*, 85 (1) 2018

“Social Norms in Non-Cooperative Games” (with Alessandro Sontuoso) in *The Handbook of Experimental Game Theory*, ed. Monica Capra, Rachel Croson, Tanya Rosenblatt, and Mary Rigdon. Edward Elgar Publishing, 2018.

“Norm-supporting Emotions: from Villages to Complex Societies” (with E. Thulin), in Christiano T., Creppell I., Knight J. (eds) *Morality, Governance, and Social Institutions*, Palgrave Macmillan, 2018

“Shrieking Sirens: Schemata, Scripts, and Social Norms: How Change Occurs” (with P. McNally). *Social Philosophy & Policy*, Volume 35, Number 1 (Spring 2018)

“Determinants of Corruption: A Socio-psychological Analysis” (with D. Ganegonda), in P. Nichols and D. Robertson (eds.), *Thinking About Bribery, Neuroscience, Moral Cognition and the Psychology of Bribery*. Cambridge University Press, 2016

“Female Genital Mutilation: Fundamentals, Social Expectations and Change” (with A. Marini), *World Bank*, 2016

“Game Theory” (with G. Sillari), *Routledge Companion to Philosophy of Social Science*, Routledge, 2016

“Can Trust facilitate Bribery? Experimental evidence from China, Italy, Japan and the Netherlands” (with T. Jiang and J. Lindemans), *Social Cognition*, 33: 483-504, 2015

“I’m So Angry I Could Help You: Moral Outrage as a Driver of Victim Compensation” (with E. Thulin), *Social Philosophy and Policy*, 32 (2) 2015

“Behavioral Game Theory” (with G. Sillari), *Philosophy of Science Handbook*, Oxford University Press, 2015

“Social Epistemology: Some Personal Reflections” in V. Hendricks and D. Pritchard (eds.) *Social Epistemology: 5 Questions*, Automatic Press, VIP 2014. Reprinted in *Socio-Epistemic Phenomena: 5 Questions*. Vincent F. Hendricks & Rasmus K. Rendsvig (eds) Automatic Press, VIP 2015

#### “A Social Norms Perspective on Child Marriage: The General Framework” (with T. Jiang and JW Lindemans), *UNICEF* publication, 2014

"A Structured Approach to the Diagnostic of Collective Practices" (with J. Lindemans and T. Jang), *Frontiers in Psychology*, vol. 5, December 2014

“Fairness Norms and Theory of Mind in an Ultimatum Game: judgments, offers, and decisions in School-Aged Children." (with I. Castelli et al.), *PlosOne*, August 2014

“I cannot cheat you after we talk” (with A. Sontuoso) in M. Peterson (ed.) *The Prisoner’s Dilemma*, Cambridge University Press, 2014

“Norms and beliefs: How change occurs” (with H. Mercier), *Iyyun: The Jerusalem Philosophical Quarterly* 63: 60-82, 2014. Reprinted inB. Edmonds (ed.) The *Complexity of Social Norms.* Springer 2014

“On the Emergence of Descriptive Norms", (with R. Muldoon, et al.), *Politics, Philosophy and Economics*, 13 (1): 3-22, 2014

“Norms, Conventions and the Power of Expectations” in N. Cartwright (ed.) *Philosophy of Social Science*, Oxford University Press, 2014

“Is participation contagious? Evidence from a household vector control campaign in urban Peru” (with A. Buttenheim et al.) *Journal of Epidemiology and Community Health,* September 2013

“Third-Party [sanctioning and compensation behavior: Findings from the ultimatum game](#_Table_of_Contents)” (with A. Chavez), *Journal of Economic Psychology* 39, 2013: 268-277

“Norm manipulation, norm evasion: Experimental evidence” (with A. Chavez), *Economics and Philosophy* 29**,** 2013: 175–198

“Self-serving Biases and Public Justification in Trust games” (with H. Mercier), *Synthese* 190, 5, 2013: 909-922

“Words or Deeds? Choosing what to Know about Others” (with Erte Xiao), *Synthese,* 187 (1): 49-63, 2012

“An Embarrassment of Riches: Modeling Social Preferences in Ultimatum games”, (with. Jiji Zhang) in U. Maki (ed.) *Handbook of the Philosophy of Science,* Volume 13: *Philosophy of Economics*, Elsevier 2012

“Promuovere il Cambiamento”, in Vittorio Lingiardi and Nicla Vassallo (editors) *Terza Cultura. Idee per un Futuro Sostenibile*. Il Saggiatore, Milano 2011.

“Social Norms” (with R. Muldoon), *The Stanford Encyclopedia of Philosophy*, 2011

“Norms, Preferences and Conditional Behavior”, *Politics, Philosophy and Economics* 9(3): 297-313, 2010

"Studying the ethical implications of e-trust in the lab" (with Azi Lev-On), *Ethics and Information Technology*, 13 (1): 5-15, 2011

“Trusting is not a norm, but reciprocity is”(with Erte Xiao and Ryan Muldoon), *Politics, Philosophy and Economics,* vol. 10, 2: 170-187, 2011

"Behaving as Expected: Public Information and Fairness Norms" (with Alex Chavez), *Journal of Behavioral Decision Making*, 23 (2): 161-178, 2010. Reprinted in Michael Baurmann / Geoffrey Brennan / Robert E. Goodin / Nicholas Southwood (editors): *Norms and Values. The Role of Social Norms as Instruments of Value Realisation*, Nomos Verlag, Baden-Baden, 2010

“When Equality Trumps Reciprocity” (with Erte Xiao), *Journal of Economic Psychology* 31 (3): 456-470, 2010

“The Medium or the Message? Communication Richness and Relevance in Trust games” (with Azi Lev-On and Alex Chavez), *Synthese* 176 (1): 125-147, 2010

“Group and Dyadic Communication in Trust Games.” (with Azi Lev-On and Alex Chavez), *Rationality and Society*, 22(1), 2010

“Do the right thing: but only if others do so” (with Erte Xiao), *Journal of Behavioral Decision Making* 22: 191-208, 2009

“Rationality and Indeterminacy”, in D. Ross and H. Kinkaid (eds.) *The Handbook of Philosophy of Economics*, The Oxford Reference Library of Philosophy, Oxford University Press 2009: 159-188.

“The Fragility of Fairness: An Experimental Investigation on the Conditional Status of Pro-social Norms”, *Nous* (*Philosophical Issues* 18 *Interdisciplinary Core Philosophy)*, 227-246, 2008

“Equita` o eguaglianza? Tendenze ad auto-favorirsi di individui e gruppi”, *La Rivista delle Politiche Sociali*, n.2: 181-198, 2008

“Social preferences: norms, beliefs and rationality”, *Nuova Civilta` delle Macchine* vol.3, 2008

Preface (with Jason Alexander), *Philosophy of Science* 74, 2007

“Computer-Mediated Communication and Cooperation in Social Dilemmas: An Experimental Analysis” (with Azi Lev-On),*, Politics, Philosophy and Economics*, vol.6, 2007:139-168.

“Knowing and Supposing in Games of Perfect Information”(with H. Arlo-Costa), *Studia* *Logica* 86, 3, 2007, 353-373. Special issue on Formal Epistemology, edited by B. Fitelson

“Game Theory: Some Personal Reflections," *Game Theory 5 Questions*, V. F. Hendricks and P. G. Hansen, eds, Automatic Press, 2007.

“Philosophy: What is to be done?, *Topoi* 25, 2006

“How expectations affect behavior: fairness preferences or fairness norms?”. In L. Krueger (ed.), *Rationality and Social Responsibility: Essays in honor of Robyn Mason Dawes*, Lawrence Erlbaum Associates, Inc., 2008. Part of it has been reprinted as “Fairness Preferences”, in *Networks*, *A Journal for the Philosophy or Artificial Intelligence and the Cognitive Sciences* 5: 69-101, 2006.

“Can Groups be Trusted? An Experimental Study of Collective Trust” (with B. McEvily, R. Weber and V. Ho), in R. Bachmann and A. Zaheer (eds.) *The Handbook of Trust*. Edward Elgar publishing, 2006

“Game Theory”, in Borchert, Donald, ed. *Encyclopedia of Philosophy*, 2nd edition. Detroit: Macmillan Reference USA, 2006.

“A Matter of Trust: Accountability in Italian Politics 1990-2000 (with R. Mudambi and P. Navarra), *Mind and Society,* 2005

“Cooperation and Communication: Group Identity or Social Norms?”, in N. Gold (ed.) *Teamwork*. Palgrave Macmilla, 2005

“Trust among strangers” (with J.Duffy and G. Tolle), *Philosophy of Science* 71: 1-34, 2004

“Rationality and Game Theory”, in *The Handbook of Rationality*, The Oxford Reference Library of Philosophy, Oxford University Press, 2003

“Game Theory: Nash equilibrium”, in *The* *Blackwell Guide to the Philosophy of Computing and Information*, Blackwell 2003

“Covenants without swords: group identity, norms, and communication in social dilemmas”, *Rationality and Society* 14(2): 192-228, 2002

“Words and Deeds: A Focus Theory of Norms”, in J. Nida-Rumelin and W. Spohn (eds.), *Practical Rationality, Rules, and Structure*, Theory and Decision Library, Kluwer 2000.

“Local Fairness”, *Philosophy and Phenomenological Research*, vol. LIX, 1, 1999.

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#### Recent presentations and seminars (2020-2025)

Keynote speaker - Conference on Social Norms (Monte Verita, Switzerland) - May 2025

Keynote Speaker - Behavioural Exchange Conference (BX2025) (Abu Dhabi, UAE) - May 2025

Keynote speaker - International Conference on Behavioral Science 2025 (Medellin, Colombia) - May 2025

Keynote speaker - "The Puzzle of Social Behavior: Game Theory and Beyond" Workshop (Bielefeld, Germany) - April 2025

Invited Speaker - The Factors That Reduce Fertility & The Policies That Enhance It Conference (Budapest, Hungary) - December 2024

Invited Speaker - PPE Society Eighth Annual Meeting (New Orleans, LA) - November 2024

Organizer and Host - 2024 NoBeC Conference at UPenn (Philadelphia, PA) - October 2024

Keynote speaker – conference on Social Norms at CSF, the Centro Stefano Franscini, Ascona. (Ascona, Switzerland), July 2024

Keynote speaker – ASFEE Conference -- the annual conference of the French Association of Experimental Economics (Grenoble, France), June 2024

Keynote speaker – Seventh Theoria Lecture (Gothenberg, Sweden), June 2024

Keynote speaker - IOG Meeting (Stockholm, Sweden) - June 2024

Keynote Speaker - Trentino 2060 Festival (Borgo Valsugana, Italy) - June 2024

Keynote speaker - Workshop on “Unraveling the Dynamics of Social Change” organized by NYU Abu Dhabi (Abu Dhabi, United Arab Emirates), April 2024

Participant - Meeting on Publishing, Communicating, and Conducting Research in Social Psychology, organized by UPenn (Philadelphia, PA) - April 2024

Keynote speaker - Workshop on Paternalism II organized by Max Planck Institute (Berlin, Germany), March 2024

Organizer and Host - 2025 Social Dimensions of Poverty Workshop (Zoom) - February 2024

Keynote speaker. GDRI-Sud Measuring and Observing Violence, financed by the French National Research Institute for Sustainable Development (IRD) (Paris, France) – December 2023

Keynote Speaker – International Behavioral Science Meeting 2023, organized by Comfama (Medellin, Colombia) – November 2023

Workshop participant - John Templeton Foundation (JTF) Humility in Society Summit (Stevensville, Maryland) – October 2023

Keynote Speaker. Conference organized by Wittenberg Center for Global Ethics (Wittenberg, Germany) – October 2023

Keynote speaker. Workshop at Sant’Anna School of Advanced Studies in Pisa on “Social Tipping Points and Ecological transition”. (Pisa, Italy) – October 2023

Keynote Speaker – the IOG-BFI Conference hosted by the Becker Friedman Institute

(BFI) and the University of Chicago (Wittenberg, Germany) – October 2023

Keynote speaker. University of Georgia George S. Parthemos Lectures (Athens, GA) – September 2023

Invited lecture. University of Milan Bicocca (Milan, Italy), May 2023

Plenary speaker. Presidential Plenary Symposium, SPSP Society, Atlanta, February 2023

Keynote speaker. Institute for Analytic Sociology, Norrköping, Sweden, December 2022

Keynote speaker. Inaugural Conference for Behavioral Policy Design in MENA region, NYU Abu Dhabi, November 2022

Keynote speaker. Seminar series of the Institute for Analytical Sociology, November 2022

Organizer and Host – 2022 NoBeC Conference at UPenn (Philadelphia, PA) – October

2022

Keynote speaker. International panel on Norms and Corruption, USAID, Colombia, September 2022

Invited speaker. World Bank Behavioral Science Unit, September 2022

World Vision three days training on Social Norm Measurement, September 2022

Keynote speaker. US-Korea Conference on Science Policy, August 2022

Plenary speaker. Society for the Advancement of Behavioral Economics (SABE), August 2022

Keynote speaker, DevTech-USAID Workshop on Corruption in Colombia, August 2022

Invited speaker. Workshop on Collective Decision making and the Rule of Law, University of Hamburg, July 2022

Invited speaker. Social Norms Change Workshop, Institute for Future Studies Stockholm, June 2022

Inaugural Lecture. Semi-annual lectures of the GfeW (Gesellschaft für experimentelle Wirtschaftsforschung; https://gfew.de) for the new online series, "Towards a Unifying Theory for Economic Behavior", June 2022

Keynote speaker. British Academy Conference - Towards Cohesive Societies: Economics of Identity, Norms and Narratives, June 2022

Keynote speaker. NASP (Network for the Advancement of Social and Political Studies) - Collegio Carlo Alberto, Torino, June 2022

Invited speaker. Social Norm Change: Drivers and Consequences Workshop, United Nations Behavioral Science Week, June 2022

Invited Lecture, University of Trento, May 2022

Invited Lecture. 2022 LSE Hayek BPP Seminar, May 2022

Invited speaker. Symposium on the Limits of the State from a Behavioral Perspective, LSE, April 2022

Invited speaker. Yale – NYU Seminar in Private Law, April 2022

Invited speaker. NYU political philosophy workshop, Department of Politics, New York  
University, April 2022

Invited speaker. UN Expert Roundtable on Behavioral Science and the Governance of Global Public Goods, April 2022

Invited speaker. ReD Associates, March 2022

Invited speaker - BESC e-seminar series, December 2021

Invited speaker. Amsterdam-Copenhagen Cooperation Colloquia, November 2021

Invited presentation. Germany Academy of Science, Leopoldina, October 2021

Keynote Lecture. PhD Inaugural Lecture (University of Cagliari), September 2021

Keynote speaker. UNFCCC, September 2021

Keynote speaker. Conference on "Preferences, Commitments and Choice", September 2021

Keynote speaker. PPE Graduate Student Workshop, Chapman University, July 2021

Plenary speaker. Behavioral Game Theory conference, July 2021

Invited speaker. UN Behavioral Science panel discussion, June 2021

Keynote speaker. CeCAR Conference, June 2021

Invited Lecture. PeriTia public lectures, June 2021

Invited speaker, The World Bank Poverty and Equity Seminar, April 2021

Keynote speaker, Institute for Advanced Studies, Toulouse, April 2021

Invited speaker, The Israel Institute for Advanced Studies, Jerusalem, April 2021

Invited speaker, LSE Philosophy Department Choice Group, London, March 2021

Opening lecture, NOBEC online speaker series, University of Pennsylvania, February 2021

Keynote speaker, Institute for Humane Studies, George Mason University, February 2021

Invited speaker. Pensieri Stupendi Project for Poste Italiane, February 2021

Invited speaker, Department of Philosophy and the Cognitive Science Program, York University, February 2021

Keynote lecture, Bogotá Experimental Economics Conference 2021, January 2021

Invited speaker, National Foundation for Infectious Diseases (NFID), January 2021

Invited speaker. Kings College, Centre for the Study of Governance and Society, London. December 2020

Online podcast, Online Podcast - Centre for the Study of Governance & Society, December 2020

Invited speaker, Max Planck Institute for Research on Collective Goods, December 2020

Opening lecture, Italian society of Law and Economics Online 2020 Annual Conference, December 2020

Keynote lecture for the opening of the Academic year at the University of Milano, November 2020

Invited speaker, Philosophy Department, University of Milano, November 2020

Invited speaker, Philosophy Department, University of Florence, November 2020

Invited speaker. *Interruptor* Meeting, Colombia Government, November 2020

Behaviorally Speaking Webinar, at Centre for Social and Behavior Change, Ashoka University, India. October 2020

Invited speaker, UCLA Philosophy Colloquium, October 2020

The Now! Fest 2020. Online panel and invited talk, September 2020

Invited speaker, Peru Pontificia Universidad Catolica, September 2020

Keynote speaker, ECAP 10, Utrecht, August 2020

Keynote speaker, 7th IAST/TSE political science and political economy conference, Toulouse, May 2020

Invited speaker, Seminario sulla Normativita` Practica, University of Pavia, May 2020

Public Lecture, King's College, London, May 2020

Invited Lecture, Kennedy School of Government, Harvard University, April 2020

Invited Lecture, Kennedy School of Government, Harvard University, August 2020

Keynote speaker, CSW64, United Nations, February 2020

Keynote speaker, "Models of morality, Morality of models" workshop. CMU, March 6-7, 2020