

**Alessandro Sontuoso**

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<b>Academic Positions</b>	Assistant professor	Dept. of Economics, <i>City University of London</i> , Nov. 2023 –
	Affiliate researcher	Smith Institute for Political Economy and Philosophy, <i>Chapman University</i> (Orange, CA), Aug. 2022 –
	Research associate	Smith Institute for Political Economy and Philosophy, <i>Chapman University</i> (Orange, CA), Aug. 2019 – Jul. 2022
	BeLab affiliate	Center for Social Norms & Behavioral Dynamics, <i>University of Pennsylvania</i> (Philadelphia, PA), Aug. 2019 –
<b>Education and Professional Training</b>	PPE Fellowship (postdoctoral training), Philosophy, Politics & Economics Program; Center for Social Norms & Behavioral Dynamics, <i>University of Pennsylvania</i> academic years 2013-14 to 2018-19	
	PhD in Economics, <i>Royal Holloway, University of London</i>	
	MSc in Experimental Economics, <i>University of East Anglia</i>	
	Laurea (integrated honors degree) in Economics and Finance, <i>Bocconi University</i>	
<b>Research</b>	Behavioral Economics; Game Theory; Philosophy & Economics	
<b>Skills</b>	Microeconomic modeling; Experimental design & analysis; Network analysis; Coding—econometric and data visualization tools, machine and deep learning [Stata, R, SQL, Python (Pandas, Seaborn, Matplotlib, Plotly, NLTK, Scikit-Learn, Tensorflow); beginner in AWS Spark]	
<b>Publications (Peer-Reviewed)</b>	“The Doors of Perception: Theory and Evidence of Frame-Dependent Rationalizability” (with Gary Charness), <i>American Economic Journal: Microeconomics</i> , 2023. 15 (2), 309–344.	
	“A Notion of Prominence for Games with Natural-Language Labels” (with Sudeep Bhatia), <i>Quantitative Economics</i> , 2021. 12 (1), 283–312.	
	“Game-Theoretic Accounts of Social Norms” (with Cristina Bicchieri) in <i>Handbook of Experimental Game Theory</i> , ed. C. Monica Capra, Rachel Croson, Mary Rigdon and Tanya Rosenblat. Edward Elgar Publishing, 2020. 241–255.	
	“Opportunistic Conformism” (with Gary Charness and Michael Naef), <i>Journal of Economic Theory</i> , 2019. 180 (C), 100–134.	
	“I Cannot Cheat on You After We Talk” (with Cristina Bicchieri) in <i>The Prisoner’s Dilemma</i> , ed. Martin Peterson. Cambridge University Press, 2015. 101–114.	
	“Social Norms” (with Cristina Bicchieri and Ryan Muldoon) in <i>Stanford Encyclopedia of Philosophy</i> , ed. Edward N. Zalta, 2023 [2011].	

<b><i>Under Revision</i></b>	“Strategic Problems with Risky Prospects: Modeling and Testing the Impact of Feedback in Complex Interactions” (with Cristina Bicchieri, Alexander Funcke, Einav Hart), <i>R&amp;R Games and Economic Behavior</i> .
<b><i>In Progress</i></b>	Big Data, Machine Learning, and Informal Norms, <i>Current Opinion in Psychology</i> Labeling Effects: Salience vs. Awareness (with Gary Charness) Rules and Categories: Theory and Experiment (with Bart Wilson) On Normative Expectations (with Cristina Bicchieri) Campaign Promises in US Elections (with Alexander Funcke) A Dynamic Model of Belief-Dependent Conformity
<b><i>Research Visits</i></b>	12/2019: Behavioral Ethics Lab, University of Pennsylvania 6/2016: Economics Department, University of California, Santa Cruz 6/2015-7/2015: Economics Department, University of California, Santa Barbara
<b><i>Recent Presentations</i></b>	2023: Department of Economics, City University of London 2022: University of Queensland; Newcastle University; Birkbeck College 2021: LACEA Meeting of the Econometric Society (scheduled) 2020: Economic Sciences Department, Claremont Graduate University 2019: Department of Economics and Finance, Università Cattolica Milano; North American ESA Meetings, Loyola Marymount University 2018: Workshop on Cooperation and Norms, Yale University; North American Summer Meeting of the Econometric Society, University of California, Davis 2017: Annual Conference of the Western Economic Association 2016: Public Choice Society Meetings; Penn Laboratory for Experimental Evolutionary Psychology 2015: BeLab, University of Pennsylvania 2014: Economic Science Institute, Chapman University; ESA World Meetings
<b><i>Thesis Supervision</i></b>	Majors in PPE, <i>UPenn</i> : Rebecca Richardson (2018); Mitchell McVeigh (2017); Young Chan Cho (2017); Shashank Sirivolu (2016) Dual-major in PPE and Finance at the Wharton School, <i>UPenn</i> : Kai-Syuen Loh (2015)
<b><i>Teaching (Instructor of Record)</i></b>	2024: Intermediate Econometrics (BSc Economics), <i>City University of London</i> 2020-2022: Intermediate Microeconomic Theory (BA Economics), <i>Chapman U</i> 2014-2019: Network Analysis (BA PPE), <i>UPenn</i> 2018-2019: Research in PPE (BA PPE), <i>UPenn</i> 2013-2017: Public Choice and Public Policy (BA PPE), <i>UPenn</i> 2012-13: Industrial Organization (BSc Economics & Finance), <i>LMBS</i>

<b><i>T.A. Roles</i></b>	<p>2011-12: MNCs &amp; Global Business (MSc International Management and Finance), <i>Queen Mary, University of London</i></p> <p>2011-12: Economics for Business (BSc Business Management), <i>Queen Mary, University of London</i></p>
<b><i>Professional Certificates and Service</i></b>	<p><i>Certificates:</i> • Human Subjects IRB Training, 2015, Collaborative Institutional Training Initiative (CITI Program) under requirements set by the University of Pennsylvania; • Advance HE Associate Fellowship, 2010; • Graduate Certificate in Teaching theory and practice ('inSTIL'), 2010, Educational Development Centre, Royal Holloway College</p> <p><i>Referee Work:</i> American Political Science Review; Behavioural Public Policy; Cognition; Economic Journal; Games and Economic Behavior; Journal of Economic Behavior &amp; Organization; Journal of Economic Psychology; Journal of Experimental Social Psychology; Philosophical Studies; Quantitative Economics; Theory and Decision; World Development</p> <p><i>University Service:</i> Organizer of the UPenn PPE weekly seminar speaker series, 2015-2019; Member of the PPE Capstones Evaluation Committee, 2015-2019; Maintainer of the PPE RePEc (IDEAS) archive, 2014-2019</p> <p><i>Conference Work:</i> Assistant for the 2015 Penn-UNICEF Summer Program on Advances in Social Norms and Social Change; Royal Economic Society assistant for the 2011 Annual Conference</p>
<b><i>Grants, Honors and Awards</i></b>	<p>2013-2016: Goldstone Research Fund grants</p> <p>2009: Teaching prize (for tutoring / T.A. work), Royal Holloway College</p> <p>2007-2010: Departmental Assistantship (Economics)</p> <p>2006-2007: Formazione Superiore scholarship, Puglia Regional Council &amp; European Commission</p>