

Alessandro Sontuoso

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Academic Positions	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 –
Education and Professional Training	PPE Fellowship, Philosophy, Politics & Economics Program, <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>	
Research	Game Theory; Behavioral Economics; Philosophy & Economics	
Skills	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]	
Publications (Peer-Reviewed)	“Mathematical Approaches to the Analysis of Norms”, <i>Current Opinion in Psychology</i> , 2024. 101930.	
	“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].		

Revisions “Strategic Problems with Risky Prospects: Modeling and Testing the Impact of Feedback in Complex Interactions” (with Cristina Bicchieri, Alexander Funcke, Einav Hart), *R&R Games and Economic Behavior*.

In Progress Labeling Effects: Salience vs. Awareness (with Gary Charness)
Rules and Categories: Theory and Experiment (with Bart Wilson)
On Normative Expectations (with Cristina Bicchieri)
Media Coverage and Electoral Sentiment
Wishful Thinking and Self-Deception (with Cristina Bicchieri, Paul Deutchman, Jinyi Kuang, Marta Maras)

Research Visits 2024 Jun–Aug: Smith Institute, Chapman University
2019 Dec: Behavioral Ethics Lab, University of Pennsylvania
2016 Jun: Economics Department, University of California, Santa Cruz
2015 Jun–Jul: Economics Department, University of California, Santa Barbara

Recent Presentations 2024: Lancaster Game Theory Conference; IEA - Institute of Economic Affairs (scheduled)
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

Thesis Supervision Behavioral Economics MSc, *City University of London*: 2024 – Keith Bartie, Daniel Cartland, Purva Dwivedi, Alexandra Iliopoulou, Fernanda Jullian
Majors in PPE, *UPenn*: Rebecca Richardson (2018); Mitchell McVeigh (2017); Young Chan Cho (2017); Shashank Sirivolu (2016)
Dual-major in PPE and Finance at the Wharton School, *UPenn*: Kai-Syuen Loh (2015)

**Teaching
(Instructor
of Record)** 2025: Advanced Topics in Microeconomics (BSc Economics), *City U Lond*
 Environmental Economics (BSc Economics), *City U Lond*
 2024: Intermediate Econometrics (BSc Economics), *City U Lond*
 2020-2022: Intermediate Microeconomic Theory (BA Economics), *Chapman U*
 2014-2019: Network Analysis (BA PPE), *UPenn*
 2018-2019: Research in PPE (BA PPE), *UPenn*
 2013-2017: Public Choice and Public Policy (BA PPE), *UPenn*
 2013: Industrial Organization (BSc Economics & Finance), *LMBS*

T.A. Work 2012: MNCs & Global Business (MSc International Management and Finance),
Queen Mary, U Lond
 Economics for Business (BSc Business Management), *Queen Mary, U Lond*

**Professional
Certificates
and Service** *Certificates:* • 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

Referee Work: American Political Science Review; Behavioural Public Policy;
 Cognition; Economic Journal; Games and Economic Behavior; Journal of
 Economic Behavior & Organization; Journal of Economic Psychology; Journal of
 Experimental Social Psychology; Judgment and Decision Making; Philosophical
 Studies; Quantitative Economics; Theory and Decision; World Development

University Service: at City U Lond – Member of the Teaching Allocation working group
 (2024), Grant peer reviewer (2024), REF internal reviewer (2024); at other institutions
 – 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

Conference Work: Co-organizer, City Theory & Experiments (spring 2025); Co-
 organizer, Behavioral Insights for Policy (2025); Assistant for the Penn-UNICEF
 Summer Program on Advances in Social Norms and Social Change (2015); Royal
 Economic Society assistant for the 2011 Annual Conference

**Grants,
Honors
and Awards** 2013-2016: Goldstone Research Fund grants
 2009: Teaching Prize, Royal Holloway College
 2006-2007: Formazione Superiore scholarship, Puglia Regional Council &
 European Commission