

LUCA CONGIU

<https://sites.google.com/view/luca-congiu>

July 15, 2026

RESEARCH INTERESTS

Behavioral economics · Experimental economics · Decision theory · Framing · Nudging · Personality

CURRENT POSITION

Postdoc (*Contrattista*) in Economics, Department of Economics, University of Insubria, Italy 2026/01 – 2027/12

HABILITATIONS

Habilitation (*ASN*) as Associate Professor of Economics (*13/A1 – Economia Politica*) 2026/06 – 2038/06

EDITORIAL ACTIVITIES

Editorial Board Member, *Humanities & Social Sciences Communications* 2023 – present

AFFILIATIONS

Fellow, Insubria Experimental Economics (InExEc) research center, University of Insubria 2024 – present

Fellow, Center for Economics and International Studies (CEIS), Tor Vergata University of Rome 2026 – present

PAST POSITIONS AND AFFILIATIONS

Postdoc in Mathematical Methods for Economy and Finance, Tor Vergata University 2025/02 – 2025/12

Non-tenured Assistant Professor (RTDa) in Economic Policy, Tor Vergata University 2022/01 – 2025/01

Postdoc in Economic Policy, University of Siena 2021/10 – 2022/01

Lab Manager, Bocconi Experimental Laboratory for the Social Sciences (BELSS) 2021/09 – 2022/01

Research Assistant, IGIER, Bocconi University 2020/03 – 2022/01

Research Assistant, University of Insubria 2020/03 – 2020/07

Visiting Ph.D. student, CeDEx, University of Nottingham 2018/04 – 2018/07

EDUCATION

Ph.D. in Methods and Models for Economic Decisions, University of Insubria 2016 – 2020

M.Sc. in Global Entrepreneurship, Economics and Management, University of Insubria 2014 – 2016

B.Sc. in Organizational Sociology, University of Milan–Bicocca 2009 – 2013

JOURNAL ARTICLES

- [1] Congiu, L. & Moscati, I. (2026). Framing Allais: Is the Paradox Robust to the Pictorial Framing of Probabilities? *Journal of Behavioral and Experimental Economics*, 123: 102573. <https://doi.org/10.1016/j.socec.2026.102573>
- [2] Congiu, L., Moscati, I. & Scacchi, M. (2025). Digital Nudging and Cookie Rejection: An Experiment. *Italian Economic Journal*, 11: 431–458. <https://doi.org/10.1007/s40797-024-00268-4>
- [3] Congiu, L., Botta, E. & Zoli, M. (2025). Biases and Nudges in the Circular Economy: A Review. *Ecological Economics*, 233: 108579. <https://doi.org/10.1016/j.ecolecon.2025.108579>
- [4] Congiu, L. (2023). Framing Effects in the Elicitation of Risk Aversion: An Experimental Study. *Italian Economic Journal*, 9(1): 321–352. <https://doi.org/10.1007/s40797-022-00187-2>

- [5] Congiu, L. (2022). Choice Architecture: A Message and Environment Perspective. *Erasmus Journal for Philosophy and Economics*, 15(1): 162–166. <https://doi.org/10.23941/ejpe.v15i1.677>
- [6] Congiu, L. & Moscati, I. (2022). A Review of Nudges: Definitions, Justifications, Effectiveness. *Journal of Economic Surveys*, 36(1): 188–213. <https://doi.org/10.1111/joes.12453>
- [7] Congiu, L. & Moscati, I. (2020). Message and Environment: A Framework for Nudges and Choice Architecture. *Behavioural Public Policy*, 4(1): 71–87. <https://doi.org/10.1017/bpp.2018.29>

WORKING PAPERS

- [1] Persichina, M. & Congiu, L. (2026). Validation of an Integrated Scale for Measuring Pro-Environmental Behavior and Attitudes (PEBAS). **SSRN Electronic Journal**. <https://dx.doi.org/10.2139/ssrn.6507078>
(*R&R at Journal of Economic Psychology*)
- [2] Congiu, L., Lorè, L. & Zoli, M. (2026). Image Considerations in Second-Hand Adoption: A Vignette Experiment. **CEIS Research Paper Series No. 625**. <https://dx.doi.org/10.2139/ssrn.7064339>
- [3] Isik, A. L., D’Amato, A. & Congiu, L. (2026). Heterogeneity in Consumer Responses to Ecolabel Substantiation: A Choice Experiment on Bottled Water. **SSRN Electronic Journal**. <https://dx.doi.org/10.2139/ssrn.6868544>
- [4] Lorè, L., Congiu, L. & Zoli, M. (2026). Environmental Costs in Second-Hand Clothing Purchase: A Voucher Choice Experiment. <https://luisalore.github.io/files/jmp.pdf>
- [5] Congiu, L., Coromaldi, M., D’Amato, A., Mirra, L. & Rampa, A. (2026). Understanding Italians’ Responses to Climate Change and Climate Policy. **SEEDS Working Paper Series No. 04/2026**. <https://ideas.repec.org/p/srt/wpaper/0426.html>

OTHER PUBLICATIONS

- [1] Congiu, L., Paglialunga, E., Zanoni, A. & Zoli, M. (2026). Povertà energetica e disuguaglianze. In V. Costantini, *L’economia italiana e la transizione ecologica*. Carocci. ISBN: 9788829035700.
- [2] Zoli, M. & Congiu, L. (2024). Individual Behaviour and Circular Economy Policies: Opportunities in Italy. **OECD Environment Working Papers No. 242**. OECD Publishing. <https://doi.org/10.1787/7bd89d46-en>

WORK IN PROGRESS

- [1] Villa, A. & Congiu, L. Explaining Allais: Theoretical Accounts of the Paradox.
- [2] Persichina, M. & Congiu, L. Recruited by a Human or AI? An Experiment on Decision to Participate in Research Studies.
- [3] Persichina, M. & Congiu, L. Intergenerational Resource Management: The Role of Information on Resource Exploitation and Behavioral Dynamics in Common Pool Resource Use.
- [4] Congiu, L., Iozzi, A., Panaccione, L., Persichina, M., Tremewan, J. & Zoli, M. Congestion Management, Navigation Systems, and the Environment: A Lab Experiment on Individual Choices vs Delegation.
- [5] Congiu, L. A Note on the Parameters of Behavioral Models.

INVITED SEMINARS

- [1] Invited talk at the Judgment & Decision Making Lab internal meeting, University of Padua, 5 March 2025; presented: “Image Concerns in Secondhand Consumption: A Vignette Study.”
- [2] Seminar “2nd Meeting of the Insubria Experimental Economics (InExEc) research center”, University of Insubria, 19 April 2024; presented: “Framing Allais: Is the Paradox Robust to the Pictorial Framing of Lotteries?”

WORKSHOPS AND CONFERENCES

2026: Foundations of Utility and Risk (FUR) Conference (Alicante); ESA Africa Conference (Rabat); 67th Italian Economic Society (SIE) Annual Scientific Meeting (Cagliari).

2025: 66th Italian Economic Society (SIE) Annual Scientific Meeting (Naples); 14th Meeting of the Behavioral and Experimental Economics Network (BEEN, Cagliari); 27th INFER Annual Conference (Rome); EADM Meeting on Subjective Probability, Utility, and Decision Making (Lucca); 3rd CIMEO Workshop on Experimetrics & Behavioral Economics (Soletto); 30th EAERE Annual Conference (Bergen); SABE Annual Conference (Trento); 7th Florence Workshop on Behavioural and Experimental Economics.

2024–2017: 1st Padova Symposium on Advancing Sustainability Research with Experimental Methods (2024); Florence Workshop on Behavioral and Experimental Economics for Sustainability (2024); 16th NCBE Conference (2024, Copenhagen); 9th Ruhr-University Bochum Workshop on Experimental Economics for the Environment (2024); 2nd CIMEO workshop on Experimetrics & Behavioral Economics (2024, Soletto); 11th BEEN Meeting (2024, Bologna); 8th Ruhr-University Bochum Workshop on Experimental Economics for the Environment (2023); 8th BEEN Meeting (2022, Rome); 5th BEEN Meeting (2020, Verona); 55th SIEDS Meeting (2018, Varese); 29th Annual EAEPE Conference (2017, Budapest); Lake Como Summer School on the Economic Theory of Decision-Making (2017).

OTHER SCIENTIFIC AND INSTITUTIONAL ACTIVITIES

Conference organization: Second Symposium on Advancing Sustainability Research with Experimental Methods (scientific committee member, 2025); 18th Annual STOREP Conference (co-organizer, 2021)

Service to department: Ph.D. advisory committee member, Insubria (since 2026); Ph.D. selection committee member, Insubria 2023 (ciclo XXXIX).

Journal refereeing: *Ecological Economics*; *Environmental and Resource Economics*; *Homo Oeconomicus*; *Italian Economic Journal*; *Journal of Behavioral and Experimental Economics*; *Journal of Behavioral Public Administration*; *Journal of Environmental Planning and Management*; *Personality and Social Psychology Bulletin*; *PLoS ONE*; *Review of Behavioral Economics*; *Theory and Decision*.

Thesis supervision and refereeing:

Reviewer of one doctoral thesis at University of Cassino (2025)

Co-supervisor of 5 master's degree theses at University of Insubria (since 2021)

Supervisor of 14 bachelor's degree theses at Tor Vergata University of Rome (2024 – 2025)

GRANTS AND AWARDS

Latium Region, research grant (for publishing 2 articles in 24 months in “Classe A” journals) – € 2,000	2022
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TEACHING

Doctoral degree:

Microeconometrics for experimental economics (10h; Insubria, 2026/27)

Programming experiments in oTree (4h; CIMEO Summer school, 2025)

Discrete choice experiments (3h; Insubria, 2023/24, 2024/25, 2025/26)

Decision theory (10h; Insubria, 2020/21 – 2024/25)

Master's degree:

Behavioral economics and public policies (Insubria, 2021/22)

Behavioral and experimental economics (Teaching Assistant; Insubria, 2020/21 – ongoing)

Economics of taxation (TA; Insubria, 2021/22; in Italian)

Bachelor's degree:

Game theory (Tor Vergata, 2022/23, 2023/24)

Microeconomics (Insubria, 2020/21, and TA, 2019/20 – 2022/23; in Italian)

PARTICIPATION IN RESEARCH GROUPS

EU PNRR 2023-2025 “*Growing Resilient, Inclusive and Sustainable (GRINS)*”:

Bocconi University, University of Bologna, University of Padua, Tor Vergata University, Univ. of Venice Ca’ Foscari

PRIN 2017 “*VR experimentation to analyse cognitive modes, social motives and prosocial behavior*”:

University of Siena, University of Florence, IMT Lucca, University of Pisa

Cariplo 2018 “*Health, Accessibility, Public transport Policies for the elderly (HAPPY)*”:

University of Insubria, University of Padua, Polytechnic of Milan

MEMBERSHIPS

Italian Economic Society (SIE), Economic Science Association (ESA)

KNOWLEDGE EXCHANGE AND PUBLIC ENGAGEMENT

2024: Magazine article for **UniNews Tor Vergata**, section Green Societies, titled “*Second-hand, are we ready for reuse?*” (in Italian). <https://online.flippingbook.com/view/875730610/26>

2023: Tor Vergata Public Engagement – Explained Economics: online talk on “*Proximity reuse: behavioral trends in second-hand*” (in Italian). <https://economia.uniroma2.it/in-evidenza/655-5017/riuso-di-prossimita-luca-congiu-spiega-i-trend-comportamentali-green-legati-alla-seconda-vita-delle-cose>

PROFESSIONAL EXPERIENCE

University of Innsbruck: coding of lab experiments with oTree	2025/09 – 2025/10
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Tor Vergata University of Rome: analysis of survey data on climate policies in Italy	2025/05 – 2025/11
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Giunko S.r.l.: data analysis of second-hand goods exchanges in Italy	2023/06 – 2023/12
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Bocconi University: lab manager of the Bocconi Experimental Laboratory (BELSS)	2021/09 – 2022/01
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LANGUAGES AND PROGRAMMING SKILLS

Languages: Italian (native) · English (fluent) · German (basic) · French (basic)

Experiment software: Qualtrics · ClassEx · Sawtooth

Experiment programming: oTree · Python · JavaScript · HTML/CSS

Data analysis: R · Stata · Python

Writing and presenting: LaTeX · Markdown