

LUCA CONGIU

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

March 11, 2026

RESEARCH INTERESTS

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

CURRENT POSITION

Postdoc in Political Economy, Department of Economics, University of Insubria, Italy 2026/01 – 2027/12

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. & Scacchi, M. (2025). Digital Nudging and Cookie Rejection: An Experiment. *Italian Economic Journal*, 11: 431–458.

[2] Congiu, L., Botta E. & Zoli, M. (2025). Biases and Nudges in the Circular Economy: A Review. *Ecological Economics*, 233: 108579.

[3] Congiu, L. (2023). Framing Effects in the Elicitation of Risk Aversion: An Experimental Study. *Italian Economic Journal*, 9(1): 321–352.

[4] Congiu, L. (2022). Choice Architecture: A Message and Environment Perspective. *Erasmus Journal for Philosophy and Economics*, 15(1): 162–166.

[5] Congiu, L. & Moscati, I. (2022). A Review of Nudges: Definitions, Justifications, Effectiveness. *Journal of Economic Surveys*, 36(1): 188–213.

[6] Congiu, L. & Moscati, I. (2020). Message and Environment: A Framework for Nudges and Choice Architecture. *Behavioural Public Policy*, 4(1): 71–87.

WORKING PAPERS

- [1] Congiu, L. & Moscati, I. (2026). Framing Allais: Is the Paradox Robust to the Pictorial Framing of Probabilities? *R&R Journal of Behavioral and Experimental Economics*. Available on SSRN: https://papers.ssrn.com/sol3/papers.cfm?abstract_id=5788784
- [2] Persichina, M. & Congiu, L. (2026). Validation of an Integrated Scale for Measuring Pro-Environmental Behavior and Attitudes (PEBAS). *R&R at Journal of Economic Psychology*.
- [3] 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**. Available at: <https://www.sustainability-seeds.org/papers/RePec/srt/wpaper/0426.pdf>
- [4] Lorè, L., Congiu, L. & Zoli, M. (2025). Environmental Costs in Second-hand Clothing Purchase: A Voucher Choice Experiment. Available at: <https://luisalore.github.io/files/jmp.pdf>
- [5] Congiu, L., Lorè, L. & Zoli, M. (2025). Image Dimensions and Social Perspectives: A Vignette Experiment on Second-hand Adoption.

OTHER PUBLICATIONS

- [1] Congiu, L., Paglialonga, E., Zanoni, A. & Zoli, M. (in press). Povertà energetica e disuguaglianze. In V. Constantini, *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] Isik, A. L., D’Amato, A. & Congiu, L. Substantiation Awareness and Willingness to Pay for Green Claims: Evidence from Bottled Water.
- [2] Congiu, L. A Note on the Parameters of Behavioral Models.
- [3] 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.

INVITED SEMINARS

- [1] Invited talk at the Judgment & Decision Making Lab internal meeting, University of Padua, 5 March 2025; presenting: “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; Economic Science Association (ESA) Africa Conference.

2025: 66th Italian Economic Society (SIE) Annual Scientific Meeting; 14th Meeting of the Behavioral and Experimental Economics Network (BEEN); 27th INFER Annual Conference; EADM Meeting on Subjective Probability, Utility, and Decision Making; 3rd CIMEO Workshop on Experimentics & Behavioral Economics; 30th EAERE Annual Conference; SABE Annual Conference; 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); 9th Ruhr-University Bochum Workshop on Experimental Economics for the Environment (2024); 2nd CIMEO workshop on Experimentics & Behavioral Economics (2024); 11th BEEN Meeting (2024); 8th Ruhr-University Bochum Workshop on Experimental Economics for the Environment (2023); 8th BEEN Meeting (2022); 5th BEEN Meeting

(2020); 55th SIEDS Meeting (2018); 29th Annual EAEPE Conference (2017); 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; Humanities and Social Sciences Communications; 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

TEACHING

Doctoral degree level:

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, 2021–2025)

Master's degree level:

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

Behavioral and experimental economics (TA; Insubria, 2021 – ongoing)

Bachelor's degree level:

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

Microeconomics (Insubria, 2020/21; in Italian)

PROFESSIONAL EXPERIENCE

University of Innsbruck, coding of lab experiments with oTree 2025/09 – 2025/10

Tor Vergata University of Rome, analysis of survey data on climate policies in Italy 2025/05 – 2025/11

Giunko Srl, data analysis of second-hand goods exchanges in Italy 2023/06 – 2023/12

Bocconi University, lab manager of BELSS 2021/09 – 2022/01