

# LUCA CONGIU

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

August 4, 2026

## RESEARCH INTERESTS

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

## CURRENT POSITION

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

## HABILITATIONS

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

## EDITORIAL ACTIVITIES

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

## AFFILIATIONS

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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

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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, IGER, 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

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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

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- [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>

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## 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). Verified but not valued? Heterogeneous consumer responses to green claims substantiation. **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>

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## OTHER PUBLICATIONS

- [1] Congiu L., Paglialunga E., Zanoni A. & Zoli M. (2026). 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>

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## WORK IN PROGRESS

- [1] Congiu L. & Villa A. 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.
- [6] Congiu L., Gamba A., Galmarini U. & Martínez Macías I. Behavioral spillovers after (dis)honesty: Evidence from non-strategic decisions.

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## 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

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**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

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**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

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

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### 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

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**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

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

## KNOWLEDGE EXCHANGE AND PUBLIC ENGAGEMENT

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**2026:** Magazine article for **eMag Uninsubria**, titled “*Public policies and nudges: When behavioral economics leaves the laboratory*” (in Italian), forthcoming.

**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

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|---------------------------------------------------------------|-------------------|
| 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

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**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