

CURRICULUM VITAE

Roberta Dessí

CURRENT POSITION

Professor/Reader, Toulouse School of Economics (Maître de conférences hors classe, échelon exceptionnel), on leave.

Bye-Fellow and Director of Studies in Economics, Sidney Sussex College, University of Cambridge.

Research Fellow, Centre for Economic Policy Research (CEPR).

Member of the Institute for Advanced Study in Toulouse (IAST), on leave.

HIGHER EDUCATION

B.A.(Economics) and M.A.; University of Cambridge (Downing College).

M.Sc.(Economics); London School of Economics.

Ph.D.(Economics); University of Cambridge (Gonville and Caius College).

HDR (Habilitation à diriger des recherches); Université Toulouse 1 Capitole.

SELECTED PAST EMPLOYMENT

Affiliated Faculty, University of Cambridge, Faculty of Economics.

Associate Professor and previously Assistant Professor, Université Toulouse 1.

Research Fellow, Institut d'Economie Industrielle (IDEI), Toulouse (associated to the programme on "The industrial organisation of banking and financial markets", directed by Jean Tirole)

Research Fellow, Financial Markets Group, London School of Economics

Junior Research Officer, Department of Applied Economics, University of Cambridge (ESRC-funded project on "The econometric analysis of household behaviour and living standards in China").

RESEARCH VISITS (longer than one week)

University of California San Diego, Rady School (virtual visit, 2021).

California Institute of Technology (virtual visit, 2020).

University of Cambridge, Faculty of Economics (regular visits, 2009-2019).

Imperial College Business School (2017).

Einaudi Institute of Economics and Finance (EIEF), Rome (2012).

AWARDS AND RESEARCH FUNDING

OVA award, TSE (2019).

Research grant (P.I.) from ANR (Agence Nationale de la Recherche). Project title : « Understanding organisations – the complex interplay of incentives and identity ». 2009-2013. This was a Franco-German project, P.I. for German team: Guido Friebel; other team members Emmanuelle Auriol, Michael Kosfeld, Frauke Lammers and Gilles Saint-Paul.

Research grant from PRES Toulouse. Project title: “Economic and psychological perspectives on cooperation and trust” (with Astrid Hopfensitz, Denis Hilton and Giuseppe Attanasi). 2008-2010.

Awarded secondment to CNRS (Centre National pour la Recherche Scientifique) through national competition in June 2005 and again in June 2006.

TMR (Transfer and Mobility of Researchers) Research Fellowship. 1999-2001.

RESEARCH

Publications

Implicit Contracts, Managerial Incentives and Financial Structure, (2001), *Journal of Economics and Management Strategy*, vol. 10, n. 3, 359-390.

Debt, Incentives and Performance: Evidence from UK Panel Data (2003), *Economic Journal*, vol.113, 1-17 (with Donald Robertson).

Start-up Finance, Monitoring and Collusion, (2005), *RAND Journal of Economics*, vol. 36, n.2, 255-274.

Collective Memory, Cultural Transmission and Investments, (2008), *American Economic Review*, 98(1), 534-560.

Venture Capitalists, Monitoring and Advising, (2010), in D. Cumming (ed.) *Venture Capital: Investment Strategies, Structures and Policies*, Wiley.

The Impact of Venture Capital on Innovation, (2012), in D. Cumming (ed.) *Oxford Handbook of Venture Capital*, Oxford University Press (with Nina Yin).

Network Cognition, (2016), *Journal of Economic Behavior and Organization*, 123, 78-96 (with Edoardo Gallo and Sanjeev Goyal).

Merchant Guilds, Taxation and Social Capital, (2016), *European Economic Review*, 83, 90-110 (with Salvatore Piccolo).

Overconfidence, Stability, and Investments (2018), *Journal of Economic Behavior and Organization*, 145, 474-494 (with Xiaojian Zhao).

Public Goods and Future Audiences (2024), *Journal of Economic Behavior and Organization*, 224, 580-597 (with Giuseppe Attanasi, Frédéric Moisan and Donald Robertson).

Working Papers

Shame, Guilt and Motivated Self-Confidence (with Junjie Ren and Xiaojian Zhao), Reject and Resubmit, *Journal of European Economic Association*.

Status and Hierarchy: Field Evidence from Vervet Monkeys (with Xiu Chen, Riccardo Pansini and Xiaojian Zhao), Reject and Resubmit, *Economic Journal*.

Strong Intrinsic Motivation (with Aldo Rustichini). TSE Working Paper 15-567.

Venture Capital and Knowledge Transfer (with Nina Yin). CEPR Discussion Paper 10421.

When to Pay More: Status and Culture in Principal-Agent Interactions (with Josepa Miquel-Florensa). TSE Working Paper 13-413.

Innovation, Spillovers and Venture Capital Contracts. CEPR Discussion Paper 8731.

Charitable Giving, Self-Image and Personality (with Carlos Cueva). TSE Working Paper 12-342.

Noblesse Oblige? Moral Identity and Prosocial Behavior in the Face of Selfishness (with Benoît Monin). TSE Working Paper 12-347.

Selected older Working Papers

Social Capital and Collusion: The Case of Merchant Guilds”, CESifo Working Paper No. 1037 (with Sheilagh Ogilvie).

Household Saving and Wealth in China: Some Evidence from Survey Data. DAE Working Paper 9112, University of Cambridge.

Income, Occupation and Education in China. DAE Working Paper 9107, University of Cambridge.

PRESENTATIONS IN CONFERENCES, WORKSHOPS AND SEMINARS

2022: Seminar, Paris School of Economics.

2021: Monash Mini-Workshop on Motivated Beliefs, Melbourne.

2019 : Asian Meeting of Econometric Society, Xiamen. Seminar: Renmin University of China, Beijing. Seminar: Central University of Economics and Finance, Beijing. Seminar: Southwestern University of Finance and Economics, Chengdu. Seminar: Wuhan University. Seminar: Paris School of Economics.

2018 : Food and Health Economics Workshop (TSE).

2015 : CEPR Second Workshop on Entrepreneurship Economics (Cagliari). SEI Workshop (Lisbon). Seminar: University of Padova. Seminar: University of Udine.

2014 : CEPR-Bank of Finland Conference on Entrepreneurial Finance, Innovation and Growth (Helsinki). Barcelona GSE Summer Forum. Seminar: University of Essex. Seminar: University of Nottingham.

2013 : Seminar: Cambridge Finance, University of Cambridge.

2012 : CEPR conference on The Economics of Interactions and Culture, Rome. Fourth Workshop of the Paul Woolley Research Initiative, Toulouse. Symposium on Incentives and Identity in Organizations, Toulouse. CIFAR/SIIWB and IAST joint workshop, Toulouse. Seminar: University of Tor Vergata, Rome.

2011 : MOVE Workshop on Venture Capital, Barcelona. Seminar: European University Institute, Florence. Seminar: Hong Kong University of Science and Technology. Seminar: National University of Singapore.

2010 : European Science Foundation Workshop on Information and Behaviour in Networks, Nuffield College, Oxford. University of Frankfurt Workshop on Organizational Economics, Bad Homburg. Seminar: University of Munich. Seminar: University of Zurich.

2009 : BEE Workshop on Neuroeconomics and Psychology, Toulouse.

2008 : European Summer Symposium in Economic Theory (ESSET), Gerzensee.

2007 : Seminar, University of Southampton

2006 : Seminar: London School of Economics.

2005 : ENABLE-Russell Sage Symposium on Behavioural Economics, Toulouse. Conference in tribute to Jean-Jacques Laffont, Toulouse.

2004 : Conference on Theoretical Perspectives on Identity, Community and Economic Policy, Barcelona.

2003 : RTN workshop on Competition Policy in International Markets, Toulouse.

Seminar: University of Munich.

2001 : European Meeting of the Econometric Society (Lausanne). European Economic Association Meeting (Lausanne). European Financial Management Association Meeting (Lugano).

2000 : European Financial Association Meeting (London Business School). Seminar: University of Oxford. Seminar: University of Lausanne. IDEI-INRA conference, Toulouse.

1999 : CEPR workshop on Banking and Financial Markets, Barcelona. Seminar: IDEI, Toulouse. Seminar: University of Barcelona (Pompeu Fabra).

1998 : European Financial Association Meeting (INSEAD). Conference on Start-up Finance and Venture Capital, LSE.

CONFERENCE AND SEMINAR ORGANISATION; SCIENTIFIC COMMITTEES

Scientific organisation of IAST LPI Workshop on “Leadership: does it matter?” (with Zachary Garfield and Christopher von Rueden), May 2022.

Member of scientific committee, Association of French Experimental Economists Meeting (2019).

Scientific and local organisation of Symposium on Incentives and Identity in Organizations, Toulouse, June 2012.

Organiser of Toulouse BEE seminar (2008-2011).

Scientific and local organisation of BEE Workshop on Neuroeconomics and Psychology, Toulouse, June 2009.

Organiser of Toulouse internal (general) seminar (with Anna Creti and Yolande Hiriart) (2001-2007).

Organiser of the ENABLE-Russell Sage Symposium on Behavioural Economics held in Toulouse in June 2005, and member of the scientific committee (with Jean Tirole, Roland Bénabou, Ernst Fehr, David Laibson and Klaus Schmidt)

Organiser of the ENABLE-Russell Sage Summer Institute in Economics and Psychology held in Toulouse in June 2005, and member of the scientific committee (with Jean Tirole, Roland Bénabou, Ernst Fehr, David Laibson and Klaus Schmidt).

Organiser of Toulouse Economic Theory seminar (with Thomas Mariotti) (2001-2002).

Scientific and local organisation of the conference “Start-up Finance and Venture Capital” (with Antoine Faure-Grimaud), FMG, London School of Economics (1998).

OTHER PROFESSIONAL ACTIVITIES

Co-Editor, Special Issue on Theory in Leadership and Management, *Leadership Quarterly* (2023-2025).

Member of Steering Committee, IAST.

Group leader for the IAST Research Team on “Leadership, Power and Inequality” (LPI), which I set up to bring together anthropologists, economists, economic historians, political scientists, psychologists and sociologists working in this area (2021-2022).

Chair, TSE Research Ethics Committee for Experimental Research (2012-2021).

Chair, Junior Recruitment Committee, IAST (recruitment of Research Fellows across a wide range of disciplines, including anthropology, biology, history, political science, psychology and sociology), 2019-2020.

Member of Recruitment Committee, IAST (2018-2020).

Member of Department Council, TSE (2009-2013, and again 2016-2018).

Member of Steering Committee, Cambridge Experimental and Behavioural Economics Group (CEBEG) (2012-2016).

Group Leader, Behavioural and Experimental Economics (BEE) Research Group, TSE (2008-2013).

Co-director, TSE Experimental Economics Laboratory (2008-2013).

Team leader of the Toulouse ENABLE (European Network for the Advancement of Behavioural Economics) team (June 2004-June 2005).

Refereeing

American Economic Review, American Economic Journal: Microeconomics, Econometrica, Economic Journal, Economics and Politics, Games and Economic Behavior, Journal of Corporate Finance, Journal of Economics and Management Strategy, Journal of Political Economy, Journal of Public Economics, Management Science, PLoS ONE, Rand Journal of Economics, Research in Economics, Review of Economic Studies, Review of Financial Studies.

PHD SUPERVISION (completed):

Anton Giulio Manganelli (now Professor at EADA Business School, Barcelona).

Simone Meraglia (now Senior Lecturer at University of Exeter).

Nina Yin (now Associate Professor, Central University of Finance and Economics, Beijing), supervised jointly with Margaret Kyle.

LECTURE COURSES

Postgraduates

Advanced Topics in Behavioral and Experimental Economics (PhD)

Corporate Finance (Master)

Economics of Culture and Identity (PhD)

Foundations of Behavioral and Experimental Economics (Master)

History and Institutions: emergence, persistence and change (PhD)

Industrial Organisation (Master)

Microeconomics of Banking (Master)

Undergraduates

Microeconomics (first year; third year)

International Trade (third year)

Macroeconomics (first year; second year)

European Economic Integration (third year)