

# Pedro Rey Biel

July 2018

## ADDRESS

ESADE Business School  
Universitat Ramon Llull  
Department of Economics, Finance and Accounting  
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## APPOINTMENTS

June 2018- Jan 2015 – June 2018 Nov 2010 – June 2018	Associate Professor of Behavioral Economics. ESADE Business School. Barcelona GSE Associate Research Professor. Associate Professor (Tenured), Universitat Autònoma de Barcelona. Affiliated Professor at Barcelona GSE. Research Fellow at MOVE.
April 2017 – July 2017	Director of Behavioral Science Research. All of US – Precision Medicine Initiative. The Scripps Research Institute.
Sept 2009 – July 2010	Visiting Assistant Professor, Rady School of Management (UCSD).
Sept 2008 – Jan 2009	Visiting Assistant Professor, University of California San Diego.
2007 - 2010	Profesor Lector (Tenure Track), Universitat Autònoma de Barcelona.
2005 – 2007	Assistant Professor (Tenure Track), Universitat Autònoma de Barcelona.

## EDUCATION

2005	Ph.D, in Economics. University College London, UK.
2000	M.A. in Economics and Finance, CEMFI, Spain.
1998	B.A. in Economics, Universidad Complutense de Madrid, Spain

## PUBLICATIONS

-“Gender Gap as Competitive Pressure Increases: Evidence from a Two-Stage Competition in Mathematics” (with N. Iriberry). Forthcoming at *The Economic Journal*.

- “When Income Depends on Performance and Luck: The Effects of Culture and Information on Giving” (with R. Sheremeta and N. Uler). *Research in Experimental Economics*. Forthcoming.

-“Stereotypes are Only a Threat when Beliefs are Reinforced: On the Sensitivity of Gender Differences in Performance under Competition to Information Provision” (with N. Iriberry). ). *Journal of Economic Behavior and Organization*, 135, 99-111. 2017.

-“What is an Economic Theory that Can Inform Experiments?” (with U. Gneezy) in “Handbook of Experimental Economic Methodology”, edited by Guillaume Frechette and Andrew Schotter, Oxford University Press. 2015.

- “On the Relative Efficiency of Performance Pay and Non-Contingent Incentives” (with U. Gneezy). *Journal of the European Economic Association*. 12 (1), 62-72, 2014.

-“Elicited Beliefs and Social Information in Modified Dictator Games: What Do Dictators Believe Other Dictators Do?” (with N. Iriberry). *Quantitative Economics*, 4, 515-547, 2013.

-“The Incentive Effects of Affirmative Action in a Real effort Tournament” (with C. Calsamiglia and J. Franke). *Journal of Public Economics* 98(1), 15-31, 2013.

- “The Emergence of Male Leadership in Competitive Environments” (with E. Reuben, P. Sapienza and L. Zingales). *Journal of Economic Behavior and Organization* 83(1), 2012.

-“When and Why Incentives (Don’t) Work to Modify Behavior.” (with U. Gneezy and S. Meier). *Journal of Economic Perspectives* 25(1), 191-210, 2011.

- “Traveler’s Types” (with P. Brañas and M. P. Espinosa). *Journal of Economic Behavior and Organization* 78 (1), 25-36, 2011.

- “The Role of Role Uncertainty in Modified Dictator Games”. (with N. Iriberry). *Experimental Economics* (2), 160-180, 2011.

- “Does Uncertainty Lead to Sincerity? Simple and Complex Voting Mechanisms”, (with M. A. Ballester). *Social Choice and Welfare* 33 (3), 477-494, 2009.

- “Equilibrium Play and Best Response to (Stated) Beliefs in Normal Form Games”. *Games and Economic Behavior* 65, 572-585, 2009.

- “Inequity Aversion and Team Incentives”. *Scandinavian Journal of Economics*. Vol. 108 (2), 2008.
- “Endogenous Leadership in Teams” (with Steffen Huck). *Journal of Institutional and Theoretical Economics*. Vol. 162, 1-9. June, 2006.
- “Why is there no AIDS Vaccine? A New Economic Explanation”. *World Economics*. Volume 2. Number 4. October –December, 2001.

## WORKING PAPERS

- “Rationality and Observed Behavior” (with F. Cerigioni, F. Germano and P. Zuazo-Garín).
- “Social Distance in Deceptive Behavior: Experimental Evidence from Malawi” (with. D. Cesar-Heymann).
- “Expectations, Satisfaction and Utility from Experience Goods: A Field Experiment in Theaters” (with A. Gneezy, U. Gneezy and J. Llull). *Submitted*.
- “Utility and Willingness-to-Pay through Emotion Measuring and Pay-What-You-Want Pricing” (with A. Gneezy, U. Gneezy and J. Llull).
- “Equilibrium Play and Reciprocity in Sequential Constant Sum Games”. (2005).
- “Research Incentives in Competing Markets: a Model of the Development of New Vaccines”. Colección Tesinas CEMFI (2000).

## INVITED SEMINARS AND LECTURES (including scheduled)

- 2018 U. Tel Aviv, U. Essex, U. Southampton, U. Konstanz, Universidad de Navarra, U. Illes Balears, Universitat Autònoma de Barcelona, Jornadas de Asociación de Economía de la Salud, Ateneu de Barcelona, UPC, ICE, Vidacaixa.
- 2017 ESADE, CEMFI, The Scripps Research Institute, Universidad de Málaga, Fundación Ramón Areces, Fundación COTEC, IMIM-Hospital del Mar.
- 2016 KU Leuven, Ecole Polytechnique Paris, Lund, U. Copenhagen, CEMFI, U. País Vasco, U. Valencia, U. Complutense, MsC in Marketing (UAB), Servicio Psiquiatría Hospital del Mar, King.
- 2015 U. Vienna, CREED U. Amsterdam, U. Cologne, Erasmus University Rotterdam, U. Alicante.
- 2014 U. Rovira i Virgili, Universitat de Barcelona, Rady School of Management.
- 2013 U. Edimburgh, U. Essex, U. Católica de Chile.
- 2012 Amsterdam School of Economics, U. East Anglia, U. Carlos III, CEMFI, Barcelona JOCS, Universitat de Barcelona.
- 2011 Tilburg University, University of Warwick.
- 2010 University of Chicago, California Institute of Technology, Stanford University, Columbia University, UC Santa Barbara, UC San Diego, University of Southern California, University of Pittsburgh, Bocconi University, University of Innsbruck, University of Prague, Universidad del País Vasco.
- 2009 New York University, UC San Diego, University of Maastricht, Universidad de Padova, Universidad Pablo de Olavide, Universidad de Navarra, Universidad Menéndez Pelayo.
- 2008 UC San Diego, University of Michigan, Rady School of Management, University of Copenhagen.
- 2007 Stockholm School of Economics, Free University of Berlin, Barcelona JOCS, ENTER Jamboree (Mannheim University), XVII Jornadas de Economía de la Salud, Universidad Complutense de Madrid.
- 2005 Universidad de Alicante, Universitat Autònoma de Barcelona, University College London, CEMFI, Universidad de Granada, Universidad Complutense de Madrid, Universidad Jaume I de Castellón, Max Planck Institute.
- 2004 Royal Holloway.

## EDITORIAL ACTIVITIES

- 2017 Editorial Board *NPJ Digital Medicine, Nature*.
- 2012 Associate Editor of the *Journal of Economic Behavior and Organization*.  
Editorial Board of the *Journal of Socio-Economics*.
- 2011 Co-editor of special issue on gender economics for *the Journal of Economic Behavior and Organization* (with R. Croson and U. Gneezy).

## RESEARCH VISITS

- 2016 Rady School of Management, UCSD (2 months)
- 2015 Rady School of Management, UCSD (3 months)
- 2014 Rady School of Management (3 months)
- 2013 Rady School of Management, UCSD (3 months)

2010 University of Chicago (1 week), Stanford University (1 week), Columbia University (1 week).

## CONFERENCE PRESENTATIONS AND WORKSHOPS

- 2018 Coller Conference on Behavioral Economics, Tel Aviv University, Israel.  
Jornadas de Asociación de Economía de la Salud. Las Palmas de Gran Canaria, Spain.  
COSME Workshop (discussant). Fundación Ramón Areces. Madrid, Spain.  
ESADE Research Days. Barcelona, Spain.
- 2017 ESA International Meeting. San Diego, US.
- 2016 “The Human Face in Economics” Workshop. University of Toulouse, France.  
ESA Meeting. Tucson, US.  
Simposio de Análisis Económico. Bilbao, Spain
- 2015 Barcelona GSE Summer Forum.  
XL Simposio de Análisis Económico. Gerona, Spain.
- 2014 Jornadas de Economía Industrial. Barcelona, Spain.
- 2013 Natural Experiments and Controlled Field Studies. Munich, Germany.
- 2012 ESA Meeting, New York, US.  
Amsterdam Symposium on Behavioral and Experimental Economics, Holland.  
Deception, Incentives and Behavior. University of California, San Diego, US.  
Workshop on the Social Dimension of Organizations, Budapest, Hungary.  
COSME Workshop, Madrid, Spain.
- 2011 ESRC Workshop on Applications of Game Theory, Warwick. UK.  
Workshop on Econometric Methods Applied to Experimental Data, Berlin, Germany.  
Innsbruck Workshop on Gender Economics, Austria.  
Experimental Economics and Experimental Philosophy, Cursos de Verano San Sebastián, Spain,  
International Meeting on Behavioural en Experimental Economics, Barcelona.  
XXXVI Simposio de Análisis Económico. U. Málaga.
- 2010 Santa Barbara Conference on Experimental and Behavioral Economics.  
XXXV Simposio de Análisis Económico. U. Autónoma de Madrid.
- 2009 European Meeting of the Econometric Society. Barcelona, Spain.  
IESA World Meeting, Washington, US.  
Economic Science Association, Tucson, US.  
Workshop on Industrial Organization: Markets and Society, (IESE Business School, Barcelona).  
International Meeting on Behavioural and Experimental Economics, (U. Granada and LINEEX).
- 2008 Economic Science Association, Tucson, US.  
Game Theory World Congress. Evanston, US.  
Social Networks and Peer Effects (in Memory of Antoni Calvó). Barcelona, Spain.  
ASSA Meetings. New Orleans, US.  
International Meeting on Behavioural and Experimental Economics, (U. Alicante and LINEEX).
- 2007 ESA World Meeting. Rome, Italy.  
ASSET Annual Meeting. Padova, Italy.  
International Meeting on Behavioural en Experimental Economics, (U. Málaga and LINEEX).  
XXXII Simposio de Análisis Económico. Universidad de Granada.  
Workshop de Economía Experimental. Universidad de Granada.
- 2006 European Meeting of the Econometric Society. Vienna, Austria.  
VIII International Meeting of The Society for Social Choice and Welfare. Istanbul, Turkey.  
Meeting on Behavioral and Experimental Economics, Fundación Ramón Areces. Madrid.  
XXXI Simposio de Análisis Económico. Universidad de Oviedo.  
International Meeting on Behavioural and Experimental Economics, (U. Valencia and LINEEX).  
XXVI Jornadas de Economía de la Salud. Toledo.
- 2005 ASSA Meetings. Philadelphia, US.  
International Meeting on Behavioural and Experimental Economics. Córdoba.  
XXIX Simposio de Análisis Económico. Universidad de Navarra. Pamplona.  
Workshop de Economía Experimental, Universidad de Granada.
- 2003 European Science Days on Personnel Economics. Steyr, Austria.
- 2002 18<sup>th</sup> Annual Congress of the European Economic Association. Stockholm, Sweden.  
VIIIth Spring Meeting of Young Economists. Katholieke Universiteit Leuven. Belgium  
ESRC Conference on “Pay, Incentives and Performance in the Public Sector”. Bristol University. UK  
Summer School in Behavioral Economics. Budapest, Hungary.

- 2001 ENTER Jamboree. University of Tilburg. Holland.  
 “Organizations, Incentives, Society and Economic Behaviour”, R.E. S, U. Birmingham. UK.  
 ENTER Jamboree. University of Toulouse. France.

## RESEARCH GRANTS

### As Principal Investigator

- 2018 ESADE research Grant (15,000 Euro annual).  
 2015 Ramon y Cajal Fellowship (5 year contract + 40,000 Euro).  
 2014 Barcelona GSE Seed Grant (4,000 Euro).  
 2013 Barcelona GSE Seed Grant (6,000 Euro).  
 2011 Proyecto de Investigación, (Instituto de la Mujer, 32,161 Euro)  
 2010 Acción Complementaria (Ministerio de Educación, 3,000 Euro)  
 Beca del Ministerio de Igualdad (2,500 Euro)  
 Institut de la Dona (2,000 Euro)  
 2009 José Castillejo (Ministerio de Educación)  
 Acción complementaria (Ministerio de Educación)  
 Russell Sage Foundation (\$2,500)

### As Member of a Research Project

- 2012 Ministerio de Educación  
 2009 Russell Sage Foundation (\$2,500)  
 Ministerio de Educación (ECO2009-07616ECON)  
 2006 Consolider-Ingenio 2010 (CSD2006-00016)  
 Ministerio de Ciencia y Tecnología (SEJ2006-00538)  
 2005 Generalitat de Catalunya (2005SGR-00836)  
 Ministerio de Ciencia y Tecnología (BEC2003-01132)

## AWARDS AND RECOGNITION

- 2015 *The Economic Journal* Referee Prize.  
 2014 Collaboration with the project “Pay per Laugh”, winner of 8 Cannes Lions 2014.  
 Invited by students to deliver the faculty speech at the first ever Graduation Ceremony. UAB, 2014.  
 2013 Acreditació Agregat (AQU).  
 Elected Member of Junta de Facultat (UAB).  
 2011 Acreditación Profesor Titular (ANECA).  
 Elected Member of COSME.  
 2010 Acreditación Contratado Doctor (ANECA).  
 2009 *American Economic Review* Excellence in Refereeing Award  
 2008 Acreditación Two “Quinquenios de Docencia” (Ministerio de Educación)  
 2007 Acreditación Profesor Lector (AQU)  
 2005 Research Fellow Barcelona Economics-XREA  
 2003 Best Paper Prize at European Science Days for “Inequity Aversion and Team Incentives”  
 2002 Outstanding Teaching Assistant Award at UCL

## SCHOLARSHIPS

- 2004 Fundación Rafael del Pino. Doctoral fellowship.  
 2001 Fundación Ramón Areces. Doctoral fellowship (3 years).  
 2000 The British Council/La Caixa. Mphil. fellowship  
 1998 Banco de España. Tuition at CEMFI (2 years)

## ACADEMIC SERVICE

**Refereeing for the Journals:** *American Economic Review*, *Econometrica*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *American Economic Journal: Applied Economics*, *Games and Economic Behavior*, *Journal of Public Economics*, *European Economic Review*, *International Economic Review*, *Review of Economics and Statistics*, *Economic Journal*, *Journal of Economics and Management Strategy*, *Management Science*, *Journal of The European Economic Association*, *International Journal of Game Theory*, *Journal of Economic Behavior*

and Organization, *The Scandinavian Journal of Economics*, *Economics Letters*, *The B. E. Journal of Theoretical Economics*, *Economica*, *Experimental Economics*, *Labour Economics*, *ILRRReview*, *Economic Inquiry*, *Journal of Institutional and Theoretical Economics*, *Review of Economic Design*, *Theory and Decision*, *Judgment and Decision Making*, *PLOS ONE*, *Journal of Economic Psychology*, *Journal of Socio-Economics*, *Journal of Economics*, *Journal of Environmental Economics and Policy*, *Economics of Education Review*, *Journal of Comparative Economics*, *International Review of Law and Economics*, *Nonprofit and Voluntary Sector Quarterly*, *The Manchester School*, *Portuguese Economic Journal*, *SERIES*, *Southern Economic Journal*, *THEORIA*, *Investigaciones Económicas*, *Spanish Economic Review*, *Latin American Journal of Economics*, *Economics & Philosophy*, *Revista Internacional de Sociología*.

**Institutional refereeing:** *National Science Foundation (NSF, 2012)*, *ESRC (2013)*, *Israel Science Foundation (2013)*, *Fondecyt-Chile (2013)*, *Netherlands Organisation for Scientific Research (2012)*, *Swiss National Science Foundation (2017)*, *Spring, Austrian Science Fund (2010)*, *British Academy*, *CERGE-EI (2010 and 2013)*, *Wiley Encyclopedia of Operations Research*, *The Blavatnik Interdisciplinary Cyber Research Center*, *KU Leuven*, *Ministerio de Economía y Competitividad (2015)*, *Agencia Nacional de Evaluación y Prospectiva (ANEP, 2006, 2010 and 2012)*, *Centro de Estudios Andaluces*.

**Conference Organizer:** *Barcelona GSE Workshop on Gender and the Labor Market (2015)*, *Jornadas de Economía Industrial (Barcelona, 2014. Local Committee and Session Organizer)*, *IMEBE 2011 (with A. Bosch, J. Brandts and N. Iriberrí) (Barcelona, April 2011)*, *MOVE Conference on Gender Differences in Competitiveness and Risk Taking (Barcelona, September 6/7, 2010)*, *Meetings on Economic Perspectives (UAB, 2009)*.

**Member of Scientific Committees:** *Simposio de Análisis Económico 2012, 2013 2015, 2016 and 2017*, *COSME 2012 and 2013*, *IMEBE 2011*, *SMYE 2004*.

**Thesis Committees:** *Isabel Pereira (UAB, 2007)*, *Fernanda Rivas (UAB, 2007)*, *Jaromir Kovaric (Universidad de Alicante, 2008)*, *Lan Yao (UAB, 2008)*, *Aída Tavares (UAB, 2008)*, *Javier Elizalde (Universidad de Navarra, 2010)*, *Natalia Montinari (University of Padova, 2011)*, *Nuno Alvim (UAB, 2012)*, *Oriol de Solá-Morales (URV, 2013)*, *Íñigo Hernández-Arenaz (Universidad del País Vasco, 2017)*.

**Students' Supervision:**

**Graduate:** *Adrià Bronchal (U. Granada PhD. Co-chair with Jordi Brandts)*, *Andrés Gago (CEMFI, co-chair with Guillermo Caruana)*, *Sayantani Chavaktry (IDEA MPhil, 2018)*, *Dirk Pöker (IDEA MPhil, 2018)*, *Inès Black (IDEA MPhil, 2013)*, *Íñigo Hernández (IDEA MPhil., 2012)*, *Marisa Martín (BGSE MsC. Health, 2012)*, *Eleni Eskampavia (IDEA MPhil., 2007)*.

**Undergraduate:** *Adrià Bronchal (UAB, 2012)*.

**TEACHING EXPERIENCE**

<b>Graduate</b>	<b>PhD.</b>	Experimental economics, IDEA PhD Program (UAB), 2012- 2018. Behavioural Economics, IDEA PhD Program (UAB), 2009. Economía Experimental, U. Católica de Chile, 2013.
	<b>MBA.</b>	Economics (Part II: Markets). ESADE MBA. 2018. Behavioral Economics. ESADE MBA 2018. Managerial Economics, Flex weekend MBA,RADY School, UCSD, 2015. Strategy. Flex MBA. Rady School of Management, UCSD, 2013, 2014 and 2016.
	<b>MsC.</b>	Experiments and Behavioral Economics. Msc inMarketing, UAB, 2018. Experiments in Marketing. AEMARK. UAM, 2018. Microeconomics I , CEMFI, 2012. Economics of Information, Barcelona GSE 2012, 2013 and 2015. Global Economic Evaluation of Health , Barcelona GSE Health MsC, 2012. Price, Markets, Strategy and Regulation. Barcelona GSE, 2007, 2009-2012. Core Microeconomics (UCL), 2003-04.
<b>Undergraduate</b>		Experimental Economics (Econ 143), UC San Diego, 2008. Microeconomía I (UAB), 2007-2008, 2010-2012. Microeconomía II (UAB), 2005-2007, 2009-2011, 2012-2016. Complementos de Microeconomía (UAB). PUE, 2006-2008.

Microeconomics (UCL), 2001-2003.  
Experimental Economics (UCL), 2001-2003.  
Introductory Economics (U. Complutense), 1997-1998.

## ADMINISTRATION

2018-	Seminar co-organizer at ESADE.
2013-2016	MOVE Communications Director.
2013-15	Organization of Barcelona JOCS Seminar.
2012-2015	Coordinator of all Microeconomics courses at UAB.
2009-2010	Research visits organizer at RADY School of Management (UCSD).
2007- 2009	Departamental Seminar Organizer (“Seminarios de Bellaterra”).
2001- 2003	PhD. Students’ Representative (UCL).
2000 – 2002	Co-founder and Organizer of the Students Lunch Seminar (UCL).
1995 – 1998	Undergraduate Students’ Representative (U. Complutense).

## SERVICE

2018-	Collaborator of Agencia Estatal de Investigación.
2018-	President of Comité de Educación de Asociación Española de Economía.
2018-	Elected Member of the Board of Asociación Española de Economía.
2017-	President <i>Fundación Nada es Gratis</i> . (Formerly Vice-President).
2014-	Collaborator (now Editor) of the Spanish Economic Blog “Nada es Gratis”.

## OTHER WORK EXPERIENCE

Consultant for:	Obra Social La Caixa, King Digital Entertainment, The Cyranos-McCann, Vidacaixa, PWC, Asociación Española Contra el Cáncer, Mapfre, Ksnet.
2001 – 2003	Research Assistant for Professor Tilman Börgers at ELSE on the evaluation of the European auctions for 3G mobile licenses.
1999	Internship for the Spanish Economics newspaper “Cinco Días”.
1997 -1998	Research Assistant. Departamento Análisis Económico II. Universidad Complutense.

## OTHER PUBLICATIONS

### Contributions to Books

- Scientific Revision of the Spanish Translation of “The Why Axis” by U. Gneezy and J. List. (“Lo que Importa es el Porqué”). Empresa Activa 2014.
- El Coste del Cáncer en España: ¿Qué Podemos Esperar de los Medicamentos Biosimilares? (with L. Diego) in “Libro Blanco de los Medicamentos Biosimilares en España: Calidad Sostenible”. Fundación Gaspar Casal 2014.
- “Respuestas Iniciales en Situaciones Estratégicas” (with N. Iriberry) Book Chapter in *Economía Experimental y del Comportamiento*. Antoni Bosch Editor, 2011.
- “Economía Experimental y Teoría de Juegos”. Book Chapter in *Economía, Sociedad y Teoría de Juegos*. McGraw-Hill, 2007.
- “Globalización y Tecnologías Sanitarias” (with J. Rey). Book Chapter in “*Globalización y Salud*”. Edited by Federación de Asociaciones para la Defensa de la Sanidad Pública (2005).

### Media

- “Reinhard Selten, pionero de la teoría de juegos” (with J. Apesteguia). EL PAÍS. 20/9/2016.
- “La Sanidad y el Pacto Fiscal Catalán” (with J. Rey). *CLAVES de Razón Práctica*, 225 (Enero/Febrero 2013), 52-61.
- “¿Diecisiete Sistemas Distintos de Salud?”, (with J. Rey). *EL PAÍS*, 6 de Mayo de 2008.
- “El Sistema Sanitario ante la Próxima Conferencia Autonómica”, (with J. Rey). *EL PAÍS*, 18 de Julio de 2005.

### Reports

- “La Financiación Sanitaria Autonómica: Un Problema Sin Resolver”, (with J. Rey). *Laboratorio de Alternativas* 100/2006. Fundación Alternativas (2006).
- “Convergencia del Gasto Sanitario por Regiones: Canadá y España” (with J. Rey and J. M. Montero). Proceedings of the VIII SESPAS Congress (1999).

## **PERSONAL INFORMATION**

Spanish citizen. Born in Madrid (Spain). Married. Twin daughters (7 years old).

Languages: Spanish, English and French (fluent), Catalan (professional level).

Elected Member of the Spanish Society of Illusionism (SEI).

Second assistant director in several professional short-films.

Running PRs: 10k: 37' 34'', ½ Marathon: 1h 23' 42'', Marathon: 3h 12' 42'' (2012 Boston Qualifier).