

Gianna Lotito

PERSONAL DATA

Born in Torino, 8.4.1963

Living in Torino

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BIO AND EDUCATION

Education

- 2006 *Ph.D in Economics*, Department of Economics and Related Studies, University of York, U.K., Thesis (Experimental Economics): "The model of Resolute Choice: A theoretical and experimental investigation"
- 1991 *Master in Economics*, Department of Economics, University of Warwick, U.K
- 1988 *Degree in Political Science, curriculum in Economics*, Università di Torino, Italy
- 1982 Maturità classica, Liceo classico Massimo D'azeglio, Torino

Previous position:

- 1991-1993 *Research Fellow*, EXEC Centre of Experimental Economics, Department of Economics and Related Studies, University of York, U.K.

UNIVERSITY CAREER

2015-	Associate professor of Economics, Università del Piemonte Orientale, Italy
1993-2015	Assistant professor of Economics, Università del Piemonte Orientale, Italy

SCIENTIFIC POSITIONS

2015-	Member of the executive board of <i>APESP2</i> , Association for the promotion of experimental economics in Piedmont, Alessandria, Un. Piemonte Orientale
2007-	<i>Research affiliate</i> of EXEC, Center for Experimental Economics, Department of Economics and Related Studies, University of York, York, UK
2000-	Member of the scientific committee of <i>AL.EX.</i> , Laboratory of Experimental Economics, Alessandria, Università del Piemonte Orientale
2014-	Member of <i>IAAP</i> , International Association of Applied Psychology
2012-	Member of <i>IAREP</i> , International Association for Research in Economic Psychology
2011-	Member of <i>SIE</i> , Association of Italian economists
2000-	Member of <i>ESA</i> , Economic Science Association

MAIN FIELDS OF INTEREST

1. Theory of rational choice
2. Theory of decisions under risk and uncertainty
3. Experimental economics
4. Behavioural economics
5. Economic Psychology

CURRENT ISSUES OF RESEARCH

1. Intertemporal choices and procrastination – an experimental analysis.

Interest of the project is an experimental analysis of *present-biased* preferences (Liabson 1994,1997) in relation to the problem of *procrastination* (O'Donoghue and Rabin 1999,2001). In this case preferences with (*quasi*) *hyperbolic discounting* lead subjects to postpone an onerous task more than they wish from an ex ante perspective. In particular, we aim at testing the case in O'Donoghue and Rabin (2001) where the subject chooses not only when to complete a task but also which task to complete. In this case a subject never completes a good and easy task because he/she always plans to complete a better and more difficult one.

2. Competitive pressure and individual choice: a theoretical and experimental analysis

The project intends to study how individual choice, in particular the propensity to cooperate is influenced by environmental pressures of different intensity; in particular, the degree of competition, where competition not only market competition, but also competition among values and more in general among stimuli to which individuals are subject to. We intend to develop a model to be applied to the following aspects:

Si cercherà di elaborare un modello che possa essere applicato ai temi seguenti:

- a) the changing relation between cooperation and competition among groups within movements and religious traditions;
- b) the propensity to participate to the voluntary production of a public good depending on the degree of market competition;
- c) the valuation of whether – and how – the environmental pressures at time 0 do influence *well-being* and cooperative behaviour of the 'future self' – the intertemporal choices of the subject.

3. Dynamic behaviour and inconsistency: when to choose?

Dynamically inconsistent decision makers have to decide, implicitly or explicitly, what to do about their dynamic inconsistency. Economic theorists have identified three possible responses—to act naively (thus ignoring the dynamic inconsistency), to act resolutely (not letting their inconsistency affect their behaviour) or to act sophisticatedly (hence taking into account their inconsistency). Hey and Lotito (2009) use data from a unique experiment (which observes both decisions and evaluations) in order to distinguish these three possibilities. They find that the majority of subjects are either naive or resolute (with slightly more being naive) but very few are sophisticated. These results have important implications for predicting the behaviour of people in dynamic situations. The present

project intends to test experimentally one of the results of the paper, which concerns the evaluation aspect of the problems. Some subjects show an ‘aversion’ for *pre-commitment*, by evaluating less the problem where they have to bind their decision at the beginning of the problem, before the resolution of the uncertainty. What is interesting is that no model of choice in this context seems to exist which predicts this behaviour.

4. Competition, Information and Cooperation – an experimental analysis.

In Lotito, Migheli and Ortona (2016) we inquire experimentally whether rivalry induced by competition has any impact on the individual voluntary contribution to a public good. Participants perform a task and are remunerated according to two schemes, a non-competitive and a competitive one, then they play a standard public goods game. In the first scheme participants earn a flat remuneration, in the latter they are ranked according to their performance and remunerated consequently. Information about ranking and income before the game is played varies across three different treatments. We find that competition per se does not affect the amount of contribution, and a clear and strong negative income effect. The time spent to choose how much to contribute is negatively correlated with the decision of cooperating fully. The main result is that full information about the relative performance in the competitive environment enhances the cooperation, while partial information reduces it. Aim of the project is to further study this result, by testing experimentally the effect on cooperation of different levels of information.

CURRENT FUNDED PROJECTS

BANDO	TITOLO DEL PROGETTO
Department project call 2015	<i>“Pressione concorrenziale e scelta individuale: un’analisi teorica e sperimentale”</i> (with Prof. M.Ferrero and G. Ortona)
University-CSP project call 2014	<i>“Judicial Efficiency and its Determinants in Italy”</i> – Head of project prof. Ramello, University- Compagnia di San Paolo 2014

TOP FIVE PAPERS

1. Lotito G., Migheli M. and Ortona G. (2015), “An Experimental Inquiry into the Nature of Relational Goods, and Their Impact on Co-operation”, *Group Decision and Negotiation*, 24(4), pp.699-722.
2. Lotito G., Migheli M. and Ortona G. (2013), “Is Cooperation Instinctive? Evidence from the Response Times in a Public Goods Game”, *Journal of Bioeconomics*, 15(2), pp.123-133.
3. Hey John D., Lotito G. and Maffioletti A. (2010), “The Descriptive and Predictive Adequacy of Theories of Decision Making Under Uncertainty/Ambiguity”, *Journal of Risk and Uncertainty*, vol. 41(2), pp.81-111.
4. Hey John D. and Lotito G. (2009), “Naïve, Resolute or Sophisticated? A Study of Dynamic Decision Making”, *Journal of Risk and Uncertainty*, vol. 38(1), pp. 1-25.
5. Hey John D., Lotito G. and Maffioletti A. (2007), “Choquet OK?”, *DERP Discussion Paper Series n. 07/12*, University of York.

AWARDS

1. 1991-1993 *Research Fellowship*, EXEC Centre of Experimental Economics, Department of Economics and Related Studies, University of York, U.K.
2. 1991 *Scholarship* Istituto bancario San Paolo di Torino for *tutorship* at *Master in Economia*, CORIPE, Torino
3. 1989-1991 *Luciano Jona Scholarship* for graduate studies, Istituto bancario San Paolo di Torino

FURTHER INFORMATION

Visiting positions

20 July - 25 August 2008; 4 August - 5 Sept 2006; 8 July - 28 August 2005 *Visiting scholar* at the Department of Economics and Related Studies, University of York, UK

26 July - 28 August 2007 *Visiting scholar* at the Department of Economics and Related Studies, University of York, UK, with an *University International mobility program*, on the project "The experimental investigation of dynamic behaviour under risk and uncertainty" (with Prof. J.D.Hey)

Other

Referee for the journals: *Journal of Economic Psychology*, *Journal of Economic Surveys*, *European Journal of Comparative Economics*, *Research in Economics, Mind & Society*;

2016 Member of the PhD Commission of the PhD program in Economics , Università Sapienza, Rome

2014 Referee for the *XIV editio of the prize for the best PhD thesis of the SIE*, Società italiana degli Economisti