

# **nikos nikiforakis**

## curriculum vitae

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### **PERSONAL DATA**

Address: New York University Abu Dhabi, P.O. Box 129188, Abu Dhabi,  
United Arab Emirates  
Nationality: Greek, Australian  
E-mail: [nikos.nikiforakis@nyu.edu](mailto:nikos.nikiforakis@nyu.edu)  
Web-page: <https://sites.google.com/site/nnikiforakis/>

### **CURRENT AFFILIATIONS**

2020- Co-Director, Center for Behavioral Institutional Design  
2016 - Professor of Economics, NYU Abu Dhabi  
2015- Associate Member, Group d'Analyse et de Théorie  
Economique, Lyon, France  
2014- Research Affiliate, Max Planck Institute for Research on  
Collective Goods, Bonn, Germany

### **EDUCATION**

2003 – 2006 PhD in Economics  
Royal Holloway, University of London  
2002 - 2003 MSc in Financial and Industrial Economics  
Royal Holloway, University of London  
1997 – 2001 BCom in Business Organization and Administration  
Athens University of Economics and Business

### **EDITORIAL POSITIONS**

2012- Associate Editor, *European Economic Review*  
2019- Associate Editor, *Journal of Economic Psychology*  
2014-2019 Starting Co-Editor, *Journal of the Economic Science Association*  
2013- Editorial Board, *Journal of Behavioral & Experimental Economics*  
2020 Guest Editor Special Issue, Statistical Issues for Experimental  
Economics, *Journal of Economic Science Association*  
2019 Guest Editor Special Issue, *Journal of Public Economic Theory*

### **PAST POSITIONS**

2014 - 2015 Associate Professor of Economics, NYU Abu Dhabi

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2013 - 2013	CNRS Researcher, CR1, Group d'Analyse et de Théorie Economique, Lyon, France
2012 - 2013	Senior Researcher, Max Planck Institute for Research on Collective Goods, Bonn, Germany
2011 - 2013	Associate Professor, Dept. Economics, University of Melbourne
2010 - 2011	Senior Lecturer, Dept. Economics, University of Melbourne
2009 - 2010	Visiting Professor, Dept. Economics, University of Athens, Greece
2008 - 2010	Lecturer, Dept. Economics, University of Melbourne
2006 - 2008	Research Fellow, Dept. Economics, University of Melbourne

### **RESEARCH INTERESTS**

Experimental Economics, Public Economics, Behavioral Economics

### **WORKING PAPERS**

1. Dariel Aurelie, Nikos Nikiforakis and Jan Stoop. 2020. Does selection bias cause us to overestimate the gender differences in competitiveness? NYU Abu Dhabi WP #0046.
2. Dariel Aurelie, Kurtis Kephart, Christina Zenker and Nikos Nikiforakis. 2020. Does motherhood reduce the willingness to compete for pay? (Available upon request)
3. Munoz Manu and Nikos Nikiforakis. 2020. Experimental evidence shows that negative motive attribution drives counter-punishment. NYU Abu Dhabi WP #0056.
4. Bland James, Oliver Bochet, Nikos Nikiforakis and Huanren Zhang. 2020. Unequal returns undermine cooperation in interactions of indefinite length. (Available upon request)

### **JOURNAL PUBLICATIONS**

34. Andreoni James, Nikos Nikiforakis and Jan Stoop. In press. Higher socioeconomic status does not predict decreased prosocial behavior in a field experiment. Nature Communications.
33. Koch Christian, Nikos Nikiforakis and Charles Noussair. In press. Covenants before the swords: Normative conflict and cooperation in heterogeneous groups. Journal of Economic Behavior and Organization.

32. Andreoni James, Nikos Nikiforakis and Simon Siegenthaler. 2021. Predicting social tipping and norm change in controlled experiments. Proceedings of the National Academy of Sciences, USA 118 No. 16. <https://doi.org/10.1073/pnas.2014893118>
31. Kamm Aaron, Christian Koch and Nikos Nikiforakis. In press. The ghost of institutions past: history as an obstacle to fighting tax evasion. European Economic Review.
30. Nikiforakis Nikos, Joerg Oechssler and Anwar Shah. 2019. Managerial bonuses and subordinate mistreatment. European Economic Review 119, 509-525.
29. Muñoz-Herrera Manuel and Nikos Nikiforakis. James Andreoni and the quest for others in our utility functions. 2019. Journal of Public Economic Theory 21, 804–811. <https://doi.org/10.1111/jpet.12353>.
28. Koornneef Erik, Aurelie Dariel, Iffat Elbarazi, Ahmed Alsuwaidi, Paul B.M. Robben and Nikos Nikiforakis. 2018. Surveillance cues do not enhance altruistic behavior among strangers in the field. PLOS ONE. <https://doi.org/10.1371/journal.pone.0197959>.
27. Dariel Aurelie, Curtis Kephart, Nikos Nikiforakis and Christina Zenker. 2017. Emirati women do not shy away from competition: Evidence from a patriarchal society in transition. Journal of the Economic Science Association 3(2), 121-136.
26. Gangadharan Lata, Nikos Nikiforakis and Marie-Claire Villeval. 2017. Normative conflict and the limits of self-governance in heterogeneous populations. European Economic Review 100, 143–156.
25. Balafoutas Loukas, Nikos Nikiforakis and Bettina Rockenbach. 2016. Altruistic punishment does not increase with the severity of norm violations in the field. Nature Communications 7, 13327 (doi:10.1038/ncomms13327).
24. Bland James and Nikos Nikiforakis. 2015. Coordination with third-party externalities. European Economic Review 80, 1-15. (*lead article*)
23. Engelmann Dirk and Nikos Nikiforakis. 2015. In the long run we are all dead: On the benefits of peer punishment in rich environments. Social Choice and Welfare 45 (3), 561-577.

22. Balafoutas Loukas, Nikos Nikiforakis and Bettina Rockenbach. 2014. Direct and indirect punishment among strangers in the field. Proceedings of the National Academy of Sciences 111 (45) 15924–15927.
21. Balafoutas Loukas, Grechenig Kristoffel and Nikos Nikiforakis. 2014. Third-party punishment and counter-punishment in one-shot interactions. Economics Letters 122 (2), 308-310.
20. Dariel Aurelie and Nikos Nikiforakis. 2014. Cooperators and reciprocators: A within-subject analysis of pro-social behavior. Economics Letters 122(2), 163-166.
19. Nikiforakis Nikos, Joerg Oechssler and Anwar Shah. 2014. Hierarchy, coercion and exploitation: an experimental analysis. Journal of Economic Behavior and Organization 97, 155–168.
18. Nikiforakis Nikos and Helen Mitchell. 2014. Mixing the carrots with the sticks: third-party punishment and reward. Experimental Economics 17 (1), 1-23. (*lead article*)
17. Bardsley Peter, Nisvan Erkal, Nikos Nikiforakis and Tom Wilkening. 2013. Recursive contracts, firm longevity and rat races: experimental evidence. European Economic Review 61, 217-231.
16. Cleave Blair L., Nikos Nikiforakis and Robert Slonim. 2013. Is there selection bias in laboratory experiments? The case of social and risk preferences. Experimental Economics 16 (3), 372-382.
15. McDonald Ian, Nikos Nikiforakis, Nilss Olekalns and Hugh Sibly. 2013. Social comparisons and reference group formation: some experimental evidence. Games and Economic Behavior 79, 75-89.
14. Balafoutas Loukas and Nikos Nikiforakis. 2012. Norm enforcement in the city: a natural field experiment. European Economic Review 56 (8), 1773-1785.
13. Nikiforakis Nikos, Charles Noussair and Tom Wilkening. 2012. Normative conflict and feuds: the limits of self-enforcement. Journal of Public Economics 96 (9-10), 797-807.
12. Deck Cary and Nikos Nikiforakis. 2012. Perfect and imperfect real-time monitoring in a minimum-effort game. Experimental Economics 15 (1), 71-88.
11. Nikiforakis Nikos. 2012. Altruistic punishment: what field data can (and cannot) demonstrate. Behavioral and Brain Sciences 35 (1), 32-33.

10. Erkal Nisvan, Lata Gangadharan, and Nikos Nikiforakis. 2011. Relative earnings and giving in a real effort experiment. American Economic Review 101(7), 3330–3348.
9. Nikiforakis Nikos and Dirk Engelmann. 2011. Altruistic punishment and the threat of feuds. Journal of Economic Behavior and Organization 78 (3), 319-332.
8. Cason Timothy, Lata Gangadharan, and Nikos Nikiforakis. 2010 Can real-effort investments inhibit the convergence of experimental markets? International Journal of Industrial Organization 29 (1), 97-103.
7. Nikiforakis Nikos. 2010. Experimental Economics. Australian Economic Review 43 (3), 337-345.
6. Nikiforakis Nikos. 2010. Feedback, punishment and cooperation in public good experiments. Games and Economic Behavior 68, 689 -702.
5. Nikiforakis Nikos, Hans-Theo Normann, and Brian Wallace. 2010. Asymmetric enforcement of cooperation in a social dilemma. Southern Economic Journal 76, 638 – 659.
4. Gangadharan Lata and Nikos Nikiforakis. 2009. Does the size of the action set matter for cooperation? Economics Letters 104, 115-117.
3. Nikiforakis Nikos and Hans-Theo Normann. 2008. A comparative statics analysis of punishment in public good experiments. Experimental Economics 11, 358-369.
2. Nikiforakis Nikos. 2008. Punishment and counter-punishment in public good games: can we really govern ourselves? Journal of Public Economics 92, 91–112.
1. Güth Werner, Nikiforakis Nikos and Hans-Theo Normann. 2007. Vertical cross-shareholding: theory and experimental evidence. International Journal of Industrial Organization 25, 69-89.

### **BOOK CHAPTERS & EDITORIALS**

7. Nikiforakis Nikos and Robert Slonim. 2019. "Editor's preface: Trends in experimental economics (1975–2018)" *Journal of the Economic Science Association* 5 (2), 143–148. <https://doi.org/10.1007/s40881-019-00082-0>.
6. Bochet Olivier, Nikiforakis Nikos, Reuben Ernesto, Wooders John, Wooders Myrna. 2019. "Introduction to the JPET Special Issues Commemorating Works of

James Andreoni, Theodore Bergstrom, Larry Blume, and Hal Varian." Journal of Public Economic Theory 21:799–803. <https://doi.org/10.1111/jpet.12398>.

5. Nikiforakis Nikos and Robert Slonim. 2016. "Editor's preface: reviewing statistics and first evidence of impact" Journal of the Economic Science Association 2 (2), 97-100.

4. Nikiforakis Nikos. In press. "Costs of punishing" Encyclopedia of Evolutionary Psychological Science. Edited by Todd K. Shackelford and Viviana A. Weekes-Shackelford. Springer

3. Nikiforakis Nikos and Robert Slonim. 2015. "Editor's preface: statistics, replications and null results" Journal of the Economic Science Association 1 (2), 127-131.

2. Nikiforakis Nikos and Robert Slonim. 2015. "Editor's preface: introducing JESA" Journal of the Economic Science Association 1 (1), 1-7.

1. Nikiforakis Nikos. Self-Governance through Altruistic Punishment? In P.A.M. Van Lange, B., Rockenbach, & T. Yamagishi (2013, Eds). *Social dilemmas: New perspectives on reward and punishment*. New York: Oxford University Press.

## **AWARDS**

### **(i) Teaching**

Dean's Certificate for Excellence in Teaching, Faculty of Economics & Business, The University of Melbourne, 2011.

Dean's Certificate for Excellence in Teaching, Faculty of Economics & Business, The University of Melbourne, 2010.

Dean's Award for Excellence in Teaching, Faculty of Economics & Business, The University of Melbourne, 2009.

Dean's Certificate for Excellence in Teaching, Faculty of Economics & Business, The University of Melbourne, 2008.

### **(ii) Refereeing**

Certificate of Excellence, *Journal of Economic Behavior & Organization*, 2014

Certificate of Excellence, *Journal of Public Economics*, 2012

Excellence in Refereeing Award, *American Economic Review*, 2009

### **(iii) Other**

Dean's Certificate for Excellence in Research, Faculty of Economics & Business, The University of Melbourne, 2011.

Commendation for *Knowledge Transfer Excellence* for the project "Victorian Public Service Capacity Building Initiative – Economic Design and Experimental Economics", awarded by the Vice-Chancellor of The University of Melbourne, 2007

## **REFEREEING**

**(i) Economics journals:** American Economic Review | Applied Economics | Econometrica | Economic Inquiry | Economic Theory | Economics Letters | Environmental and Resource Economics | European Economic Review | Experimental Economics | Games and Economic Behavior | International Journal of Industrial Organization | Journal of Economic Behavior and Organization | Journal of Economic Psychology | Journal of European Economic Association | Journal of Institutional Economics | Journal of Public Economics | Journal of Public Economic Theory | Public Choice | Quarterly Journal of Economics | Review of Economic Studies | Review of Economic and Statistics | Review of Economic Design | Social Choice and Welfare | Theory and Decision | New Zealand Economic Papers

**(ii) Non-econ journals:** American Political Science Review | Behavioral and Brain Sciences | Evolution and Human Behavior | Journal of Conflict Resolution | Journal of Experimental Political Science | Journal of Personality and Social Psychology | Journal of Trust Research | Management Science | Nature Human Behavior | PLOS ONE | Proceedings of the National Academy of Sciences | Proceedings of the Royal Society B | Science

**(iii) Grants, publishers:** Australian Research Council | National Science Foundation | Hong Kong Social Research Foundation | Routledge |

## **GRANTS**

Center for Behavioral Institutional Design, Co-Director, \$ 7,000,000+ (2020-2025)

Department of Community Development: Designing and testing a behavioral public policy (with Ernesto Reuben), \$ 1,007,000 (2020-2021).

Australian Research Council Discovery Grant: Relative income, social preferences, and charitable giving: An experimental analysis (with Nisvan Erkal and Lata Gangadharan), A\$ 183,281 (2010-2013)

Faculty of Business and Economics Research Grant, The University of Melbourne: Does Altruistic Punishment Have Long-Run Benefits? A\$7,250, (2010-2011).

Faculty of Economics and Commerce Research Grant, The University of Melbourne: Punishment and Feuds in Social Dilemmas, A\$17,800 (2009-2010).

Faculty of Economics and Commerce Research Grant, The University of Melbourne: Dividing Money (with Ian McDonald and Nilss Olekalns), A\$6,000, (2008-2009)

Faculty of Economics and Commerce Research Grant, The University of Melbourne: The Impact of Property Rights in Experimental Markets, A\$12,000 (2008-2009).

Early Career Researcher Grant, The University of Melbourne: The Impact of Property Rights in Experimental Markets, A\$7,250, (2008-2009).

Faculty of Economics and Commerce Research Grant, The University of Melbourne: Feedback Effects in Public-Good Experiments with Punishment, A\$15,500, (2007-2008)

Faculty of Economics and Commerce Research Grant, The University of Melbourne: Redistribution Preferences in Australia, the UK, and the US: An Experimental Investigation (with Nisvan Erkal and Lata Gangadharan), A\$20,000, (2007-2008)

ESRC Research Grant, RES-000-22-0948: The Role of Punishment in Public Goods Games: An Experimental Analysis, (with Dirk Engelmann and Hans-Theo Normann), £43,214.24, (2005-2006)

STAE Scholarship for University Studies - University of Athens (Greece), 1997-2006.

## **TEACHING EXPERIENCE**

Cooperation (undergraduate)

Experimental Economics (PhD, undergraduate)

Behavioral Economics (undergraduate)

Organizations, Economics and Incentives (undergraduate)



Industrial Organization (undergraduate)  
 Intermediate Microeconomics (undergraduate)  
 Principles of Microeconomics (undergraduate)  
 Quantitative Methods (undergraduate)

### **PHD EXAMINATION**

Selin Efsan Nas Ozen (2018, University of Bologna)  
 Ingrid Burfurd (2018, University of Melbourne)

### **MEDIA COVERAGE(selection)**

Freakonomics Podcast, May 24<sup>th</sup> 2017, 'Are the Rich Really Less Generous Than the Poor?' <http://freakonomics.com/podcast/rich-less-generous-than-poor/>

The Conversation, April 10<sup>th</sup> 2017, 'Are the rich more selfish than the rest of us?' <https://theconversation.com/are-the-rich-more-selfish-than-the-rest-of-us-74803>

ABC Radio (Australia), May 5<sup>th</sup> 2010, 'Social Capital & the Greek Financial Crisis'

BBC Radio (UK), May 3<sup>rd</sup> 2010, 'Social Capital & the Greek Financial Crisis'

ABC Radio (Australia), April 13<sup>th</sup> 2010, 'Highest Earners are Less Generous' [the interview was based on this article <http://uninews.unimelb.edu.au/news/6080>]

Up Close Podcast, May 22<sup>nd</sup> 2009, 'Understanding Cooperation through Behavioral Economics', available at <http://upclose.unimelb.edu.au/episode/197>

ABC TV Catalyst, March 26<sup>th</sup> 2009, 'Risky Business: Behavioral Economics and Bubbles', available at <http://www.abc.net.au/catalyst/stories/2525497.htm>

Financial Review BOSS Magazine, March 14<sup>th</sup> 2008, 'What I'm Working on' (p.79)

### **OTHER RECENT ACADEMIC & PROFESSIONAL EXPERIENCE**

2019 Co-developed Executive Education Program (w. Ernesto Reuben) on Behavioral Public Policy for the Abu Dhabi Executive Office.

2019 Co-organizer of the Asia Pacific Meetings of the Economics Science Association

2014 - Board Member, Social Science Experimental Laboratory

2013 Co-organizer of the conference of the French Experimental Economics Association

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- 2012 Member of the Program Committee of the Asia Pacific Meetings of the Economics Science Association
- 2010 Co-organizer of the Asia Pacific Meetings of the Economics Science Association
- 2008 Member of Responsible Gambling Ministerial Advisory Council  
Department of Justice, Victorian Government, Australia
- 2007 Consultant  
Department of Infrastructure, Victorian Government, Australia  
Project Title: “Fines for Young Public Transport Offenders”
- 2006 – 2010 Organizer and Presenter in a series of workshops for public servants (Workshop-Series Title: Economic Design & Experimental Economics)

### **UNIVERSITY SERVICE (selected)**

#### *NYU Abu Dhabi:*

- Board Member, Social Science Experimental Laboratory since 2014
- Member of the Neuro Social Science Search Committee, 2018
- Member of the Economics Search Committee, 2017-2018
- Organizer 2<sup>nd</sup> NYU International Meeting for Experimental Social Science, 2018
- Chair of the Economics Search Committee, 2017
- Organizer 1<sup>st</sup> NYU International Meeting for Experimental Social Science, 2016
- Social Sciences Hiring Committee, 2015-2016
- Social Sciences Post-doctoral Search Committee, 2014-5
- Economics Sample Lectures on Candidates Weekend, 2014-
- Organizer of Brown Bag Seminar in Experimental Social Sciences, 2014-
- Organizer of Experimental Capstone Student Group, 2014-
- Saadiyat Campus Community Life Committee, 2014

#### *University of Melbourne:*

- Member of the Experimental Economics Laboratory Steering Group, 2006 – 11
- Development of experimental economics volunteer database, logo & website
- Ethics Committee, Faculty of Business & Economics, Univ. of Melbourne, 2010- 11
- Economics Sample Lecture on Open-Day, University of Melbourne, 2007-11

Economics Master Class, University of Melbourne, 2007-11

Micro-Legends Lecture: Economics as an Experimental Science, 2009-10

Plenary Lecture, Melbourne Graduate School of Management, Info Session, 2009

Agents Discovery Week, University of Melbourne, 2009

Co-organizer of Australian Workshop on Experimental Economics, 2007-8

## **CONFERENCES, WORKSHOPS AND INVITED SEMINARS**

Keynotes:

Behavioral Research in Economics Workshop, International Institute of Management in Ahmedabad, India (2019)

2<sup>nd</sup> Athens Meeting of Behavioral Economics and Experimental Social Sciences, University of Athens (2017)

1<sup>st</sup> Athens Meeting of Behavioral Economics and Experimental Social Sciences, University of Athens (2016)

1<sup>st</sup> Nuremberg Experimental Research Days, University of Erlangen-Nuremberg (2014)

10<sup>th</sup> Young Economists' Workshop on Social Economy, University of Bologna (2013)

1<sup>st</sup> PhD Conference on Experimental Economics, University of Dusseldorf (2012)

2016 - 2013:

ESA International Meetings Jerusalem (June 2016); Social Norms & Institutions Conference (May 2015); Winter Experimental Social Sciences Institute at NYU Abu Dhabi (January, 2014, 2015, 2016); New York University Abu Dhabi (April 2013); University of Innsbruck (May 2013); Erasmus University Rotterdam (June 2013); Stockholm School of Economics (September 2013);

2012:

8<sup>th</sup> International Meetings of Behavioral and Experimental Economists, Castellon (March); Social Dimensions of Organizations Conference, Budapest (April); University of Heidelberg (May); 5<sup>th</sup> Maastricht Behavioral and Experimental Economics Symposium (June); International Meetings of the

Economics Science Association, New York (June); European Meetings of the Economics Science Association, Cologne (September).

2011:

University of Munich (January); University of Heidelberg (January); DICE University of Dusseldorf (February, July); University of Mannheim (February); Tilburg University (March); University of Zurich (March); 7<sup>th</sup> International Meetings of Behavioral and Experimental Economists, Barcelona (March); Royal Economic Society Conference (April); University of Nottingham (April); Max-Planck Institute, Bonn (July); GATE Institute, Lyon (July), 6<sup>th</sup> Australian-New Zealand Workshop on Experimental Economics (August); Max Planck Institute for Research on Collective Goods (December)

2010:

Asia-Pacific Meetings of ESA, Melbourne (February); 6<sup>th</sup> International Meeting on Experimental & Behavioral Economics, Bilbao (April); University of Zurich (April); University of Athens (April); Athens University of Business & Economics (April); Thurgau Experimental Economics Meeting (April); Royal Holloway University of London (April); Monash University, Australia (June); Monash University, Australia (November); 5<sup>th</sup> Australian Workshop on Experimental Economics (November); University of Mannheim (December)

2009:

American Social Science Association, USA (January); University of Athens, Greece (February); University of Sydney, Australia (April); Deakin University, Australia (May); 2<sup>nd</sup> Maastricht Behavioral and Experimental Economics Symposium, Netherlands (June); Public Economic Theory Workshop, GATE, France (June); 8<sup>th</sup> Conference on Research on Economic Theory & Econometrics, Tinos, Greece (July); Research School of Social Sciences ANU, Australia (August); 4<sup>th</sup> Australian Workshop on Experimental Economics, University of Canterbury (December).

2008:

California Institute of Technology, USA; University of Auckland, New Zealand (January), University of New South Wales, Australia (February); University of Tasmania (May); International Symposium on the Foundations of Human Social Behavior, University of Zürich (June); 3<sup>rd</sup> Australian Workshop on

Experimental Economics, Melbourne (August); Monash University, Australia; University of Queensland, Australia; Queensland University of Technology (September);

2007:

Monash University, Australia (October); University of New South Wales, Australia (September); University of Western Australia (September); 2<sup>nd</sup> Australian Workshop on Experimental Economics, Melbourne (August); Society for the Advancement of Economic Theory, Kos, Greece (June); International ESA Meeting, Rome, Italy (June); Deakin University, Australia (May); Experimental Economics Workshop, Monash University, Australia, (March); University of Queensland, Australia, (March); University of Adelaide, Australia, (February).

2006:

La Trobe University, Australia, (November); European ESA Meeting, Nottingham, U.K., (September); Workshop in Experimental Economics, University of Melbourne, (August); University of Mannheim, (March); Max-Planck Institute, Jena, Germany, (March); University of Essex, U.K., (March); University of Melbourne, Australia, (February); First PhD Presentation Meeting in LSE, London, U.K., (January).

2005:

European ESA Meeting, Alessandria, Italy, (September); Economic Society of Royal Holloway, University of London, (January)

2004:

International Meeting on Experimental and Behavioral Economics, Cordoba, Spain, (December); American ESA Meeting, Tucson, Arizona, U.S.A, (November), International ESA Meeting, Amsterdam, Netherlands, (June).