

SIBILLA DI GUIDA, PH.D.

CURRICULUM VITAE

APRIL 2024

PERSONAL DETAILS

Nationality: Italian

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RESEARCH INTERESTS

Behavioural game theory, decision-making, experimental economics, cognitive psychology, bounded rationality, health economics.

POSITIONS

Since April 2024, **Associate Professor**, IMT School of Advanced Studies Lucca, Italy

November 2022 – March 2024, **Assistant Professor tenure-track**, IMT School of Advanced Studies Lucca, Italy

June 2019 - October 2022, **Head of the Microeconomics Research Group** at the Department of Business and Economics, University of Southern Denmark, Odense

May 2018 – October 2022, **Associate Professor** at the Department of Business and Economics, University of Southern Denmark, Odense

February 2017 – April 2018, **Assistant Professor** at the Department of Business and Economics, University of Southern Denmark, Odense

February 2017 - October 2017, **Assistant Professor** at the Department of Public Health, COHERE, University of Southern Denmark, Odense

October 2014 – February 2017, **Postdoctoral Fellow** at the Department of Business and Economics, COHERE, University of Southern Denmark, Odense (**maternity leave** from 6/2015 to 5/2016)

October 2012 – September 2014, **Postdoctoral Fellow** at ECARES (European Center for Advanced Research in Economics and Statistics), Université Libre de Bruxelles, Belgium

PERIODS OF LEAVE

June 2015 – May 2016, **maternity leave**

November 2011 – September 2012, **maternity leave**

EDUCATION

PhD in Economics and Management at CIFREM (Interdepartmental Centre for Research Training in Economics and Management), University of Trento, Italy, November 2011

MSc in “Economics and Management of Complex Systems”, Ca’ Foscari University – Venice, Italy, 2005, summa cum laude

BSc in “Economics and Management of Complex Systems”, Ca’ Foscari University – Venice, Italy, 2004

VISITING POSITIONS

2022 March-June, **Visiting Associate Professor** at Università Bicocca, Milan (Italy)

AY 2010-2011, **Visiting Student** at the Technion (Israel Institute of Technology), Haifa, Israel, Department of Industrial Engineering and Management

PUBLICATIONS

- Di Paolo, R., Bisanti, M., Chiarello, F., Di Guida, S., Pizziol, V. (2024). *Editorial: Game-based Learning for Social Change*, **Frontiers in Education**, forthcoming
- Di Guida, S., Marchiori, D., Polonio, L. (2021). *Plasticity of strategic sophistication in interactive decision-making*, **Journal of Economic Theory**, 196, 105291, doi: <https://doi.org/10.1016/j.jet.2021.105291>
- Oxholm, A.S., Di Guida, S., Gyrð-Hansen, D. (2021). *Allocation of health care under pay for performance: winners and losers*, **Social Science and Medicine**, 278, 113939, doi: <https://doi.org/10.1016/j.socscimed.2021.113939>
- Di Guida S., Han T.A., Kirchsteiger G., Lenaerts T., Zisis I. (2021). *Repeated interaction and its impact on Cooperation and Surplus Allocation - An Experimental Analysis*, **Games**, 12(1) 25
- Oxholm, A. S., Di Guida, S., Gyrð-Hansen, D., & Olsen, K. R. (2019). *Taking care of high-need patients in capitation-based payment schemes—an experimental investigation into the importance of market conditions*, **Applied Economics**, 51(47), 5174-5184, doi: [doi/full/10.1080/00036846.2019.1610715](https://doi.org/10.1080/00036846.2019.1610715)
- Di Guida S., Oxholm A.S., Gyrð-Hansen, D., (2019). *Testing the myth of fee-for-service and overprovision in health care*, **Health Economics**, 28, 717-722, doi: doi.org/10.1002/hec.3875
- Devetag G., Di Guida S., Polonio L., (2016). *An Eye-tracking Study of Feature-based Choice in One-shot Games*, **Experimental Economics**, 19(1), 177-201, doi: [10.1007/s10683-015-9432-5](https://doi.org/10.1007/s10683-015-9432-5)
- Zisis I., Di Guida S., Han T.A., Kirchsteiger G., Lenaerts T., (2015). *Generosity motivated by acceptance - evolutionary analysis of a modified dictator game*, **Scientific Reports**, 5, article number: 18076, doi: [10.1038/srep18076](https://doi.org/10.1038/srep18076)
- Polonio L., Di Guida S., Coricelli G., (2015). *Strategic Sophistication and Attention in Games: an Eye-Tracking Study*, **Games and Economic Behavior**, 94, 80-96, doi: [10.1016/j.joep.2015.04.001](https://doi.org/10.1016/j.joep.2015.04.001)
- Di Guida S., Erev I., Marchiori D., (2015). *Cross Cultural Differences in Decisions from Experience: Evidence from Denmark, Israel, and Taiwan*, **Journal of Economic Psychology**, 49, 47-58, doi: [10.1016/j.joep.2015.04.001](https://doi.org/10.1016/j.joep.2015.04.001)
- Marchiori D., Di Guida S., Erev I., (2015). *Noisy retrieval models of over- and under-sensitivity to rare events*, **Decision**, 2(2), 82-106, doi: [/10.1037/dec0000023](https://doi.org/10.1037/dec0000023)

- Di Guida S., Devetag G. (2013). *Feature-based Choice and Similarity Perception in Normal-Form Games: an Experimental Study*, **Games**, 4, 776-794, doi:10.3390/g4040776
- Devetag G., Di Guida S., Montinari N. (2013). *Theory of Mind in Social Sciences: an Experiment on Strategic Thinking in Children*, **Method – Analytic Perspectives**, 2, 67-92, doi: <http://dx.doi.org/10.13135/2281-0498%2F43>
- Di Guida S., Marchiori D., Erev I. (2012). *Decisions Among Defaults and the Effect of the Option to do Nothing*, **Economics Letters**, 117, 790-793, doi: 10.1016/j.econlet.2012.08.018

PUBLICATIONS, NON-ACADEMIC

- Di Guida, Sibilla Di Guida (24th February 2023), "Un laboratorio aperto per sperimentare la resilienza economica e digitale", **OpenIMT**
- Di Guida S., Marchiori D. (29th November 2021), "Alt for mange kører for stærkt. Derfor er der behov for mere fartkontrol", **Information**
- Di Guida S. (22nd April 2021), "Kronik: Giver feedback bedre performance?", **Erhverv+**
- Di Guida S., Marchiori D. (26th April 2020), "Sådan kan vi passe på hinanden og nedbringe risikoen for ny rekord i coronavirusinfektioner", **Berlingske**

INTERVIEWS

- By Davide Coero Borga, (29th September 2023), **NoiTv.it**, "Voti, prezzi, Classifiche,... Perché abbiamo bisogno di punti di riferimento?" link: <https://www.youtube.com/watch?v=IRwTkn0ePyk>
- By Anne Sophie Thingsted (17th September 2021), "Stort dansk studie: Corona-pres kobles til mere vold ved Black Lives Matter-demonstrationer", **Videnskab.dk**
- By Kaspar Gunde Wessberg Larsen (29th December 2020), "Studerende fik nemmere ved at takke nej til alkohol gennem små nudging-tiltag", **Videnskab.dk**

WORKING PAPERS

- Polonio, L., Di Gruttola, F., Di Guida, S., Maggi, F., Alessi, M., Crescenzi, S., Prandoni, P.A., Caironi, D., Ricciardi, E., Marchiori, D., "Enhancing Strategic Sophistication: A Novel Approach for Expert Negotiators and Non-Experts" (submitted at "Journal of Economic Behavior and Organization")
- Toccafondi, N., Di Paolo, R., Di Guida, S., "Online gaming, loot boxes, and their impact on consumers, a behavioral investigation" (submitted at "Experimental Economics")
- Di Guida, S., Marchiori, D., Polonio, L., "An investigation of learning in ambiguous contexts"
- Di Guida, S., Marchiori, D., Polonio, L., "Studying the persistence of strategic thinking"
- Di Guida, S., Wang, Y., "Strategy Learning without feedback"
- Di Guida, S., Bilancini, E., Boncinelli, L., Luini, L., "Does Focality Depend on the Mode of Cognition? Experimental Evidence on Pure Coordination Games"

WORK IN PROGRESS

- Di Guida S., Warglien M., "Belief formation and strategic behavior: two distinct processes? Evidence from game playing in children"

GRANTS AND AWARDS

2022 - PRIN 2022 PNRR (Progetti di rilevante interesse nazionale), € 269.753 as Principal Investigator, project "Strategic thinking development in an ever-changing world"

2021 – **Danish Independent Research Fund**, DKK 2,402,928 (€320,000), Research Project 1, project "A behavioral investigation of the determinants of strategic learning". PI. The grant has been abandoned when affiliation changed

2020 – **Danish Independent Research Fund**, DKK 229,061 (€31,000), International Travel Grant, project "Unraveling transfer of knowledge in economic games". PI

2017 – **Carlsbergfondet**, 37,400DKK (6,000\$) in support of the “13th Nordic Conference in Behavioural and Experimental Economics”. PI

2017 – **Syddansk Universitets Forskningsfond**, 25,000DKK (4,000\$) in support of the “13th Nordic Conference in Behavioural and Experimental Economics”. PI

2012 – **Best PhD Graduate Award** AY 2010/2011, University of Trento, Italy

2007 – **Three Years Ph.D. Fellowship** at CIFREM, University of Trento, Italy

2000 – “**Chiara Giavi**” Award, as “best student & sportsperson” of the year

BOARD/COMMITTEE MEMBERSHIPS

- **Member of the Study Board for the PhD programs** in: "Economics, Analytics and Decision Sciences", "Social Sciences for Sustainability and Wellbeing", "Cognitive, Computational and Social Neurosciences" since 2023
- **Censor for the Danish Academic Censor Corps** since 2022
- **Head of the Microeconomics Research Group** at the Department of Business and Economics, University of Southern Denmark, Odense, since 2019
- **Member of the Study Board for the Master Program in “Business, Language, and Culture”**, AY 2022
- **Member of the “Gender Equality Committee”** at the Faculty of Social Sciences, 2021 & 2022
- **Reviewer for the U.S. National Science Foundation**, 2018 & 2020
- **Reviewer for the scientific committee**, European Conference on Health Economics (EUHEA), Maastricht, The Netherlands, 2018
- **Member of the Steering Committee** of the Experimental Lab at the Faculty of Social Sciences at Syddansk Universitet (SamExpri), 2017 - 2021

BOARD/COMMITTEE MEMBERSHIPS ON PHD

- **Chair of the PhD committee, PhD thesis:** S. Byrne, IMT School for Advanced Studies Lucca, 2024
- **Chair of the PhD committee, PhD thesis:** V. Pizziol, IMT School for Advanced Studies Lucca, 2023
- **President of the Phd jury**, PhD thesis, M. A. Erazo Diaz, GATE, Université de Lyon, 2023
- **Member of PhD assessment committee**, PhD thesis, E. Vandewal, Maastricht University, 2023, Video PhD Defense E. Vandewal:
<https://www.youtube.com/watch?v=mvTQxEaHoeU>
- **Chair of the PhD committee, PhD thesis:** K. Boye Pedersen, University of Southern Denmark, 2019
- **External discussant, PhD thesis:** A. Gotfredsen, Copenhagen University, Denmark, 2019
- **External discussant, PhD thesis:** J. Ingebretsen Carlsen, Lund University, Sweden, 2018

ACADEMIC-RELEVANT ACTIVITIES

- **Organizer, PhD course** on “Behavioral Economics, Learning, and the Big Data Revolution”, University of Southern Denmark, 2019
- **Chair of the organizing and scientific committee**, 13th Nordic Conference in Behavioral and Experimental Economics, Odense, Denmark, 2018
- **Consultant**, “Festival of Economics”, Trento, Italy (2009 - 2011)

EDITORIAL AND REFEREE ACTIVITY

- **Review Editor** for Frontiers in Behavioral Economics, Health Behavior
- **Topic Editor** for Frontiers in Education, special issue on "Games-Based Learning for Social Change"
- **Reviewer** for (in alphabetical order): Frontiers in Psychology, Games, Health Economics, International Journal of Game Theory, Journal of Behavioral Decision Making, Journal of Behavioral and Experimental Economics, Journal of Health Economics, Journal of Economic Psychology, PlosOne

TEACHING & COURSE RESPONSIBLE

- PhD course “Neuroeconomics”, IMT School of Advanced Studies Lucca (A.Y. 2023 – ongoing)
- PhD course “Advanced Microeconomics”, IMT School of Advanced Studies Lucca (A.Y. 2024)
- PhD course “Experimental Economics”, IMT School of Advanced Studies Lucca (A.Y. 2024)
- PhD course “Sustainable Behavior & Experimental Economics”, IMT School of Advanced Studies Lucca & Università di Firenze (A.Y. 2024)
- Master course “Behavioral Economics”, Syddansk Universitet (A.Y. 2018-2022)
- Bachelor course “Microeconomics”, Syddansk Universitet (A.Y.s 2016- 2023)
- Master course “The Economics of Prevention in Health”, Syddansk Universitet (A.Y. 2016-2017)
- **Guest lecturer** (on Experimental Economics), Master course “Behavioral Economics”, Syddansk Universitet (A.Y.s 2015-2016, 2016-2017)

THESIS SUPERVISION

- PhD: N. Toccafondi (currently), N. Liu (currently), J. Salama (currently)
- Several **Bachelor** and **Master** theses.

SEMINARS (INVITED SPEAKER)

September 2023, **seminar** at Maastricht University, The Netherlands. Title: “*Type-based behavior and misinterpretation of unambiguous feedback*”

May 2022, **seminar** at University of Milano Bicocca, Milano, Italy. Title: “*Unpacking the learning process in strategic situations*”

- February 2022, **seminar** at GATE LSE (CNRS - University of Lyon). Title: “*Plasticity of strategic sophistication in interactive decision-making*”
- November 2019, **seminar** at “University of Copenhagen”, Copenhagen, Denmark. Title: “*Plasticity of strategic sophistication in interactive decision-making*”
- November 2016, **seminar** at “University of Copenhagen”, Copenhagen, Denmark. Title: “*An Eye-tracking Study of Feature-based Choice in One-shot Games*”
- March 2013, **seminar** at “Université Saint-Louis”, Bruxelles, Belgium. Title: “*Feature-based Choice and Similarity in Normal-form Games: An Experimental Study*”
- December 2010, **seminar** at Technion, Israel. Title “*Over- and under-sensitivity to rare events: Distinct processes or similar experiences?*”

CONFERENCE PRESENTATIONS AND POSTER SESSIONS

- May 2024, “**2024 Asia-Pacific Economic Science Conference**”, Singapore. Title “*Persistence of strategic sophistication and transfer of learning across games*”, accepted for presentation
- August 2022, “**2022 European ESA Meeting**”, Bologna. Title “*The impact of learning on heuristic-based choice*”
- October 2019, “**2019 Annual Meeting Neuroeconomics Society**”, Plenary Session, Dublin. Title “*Plasticity of strategic sophistication in interactive decision-making*”
- September 2019, “**2019 IAREP/SABE conference on Economic Psychology and Behavioural Economics**”, Dublin. Title “*Plasticity of strategic sophistication in interactive decision-making*”
- January 2019, “**2019 ESA Asia-Pacific Meeting**”, Abu Dhabi. Title “*Testing the myth of fee-for-service and overprovision in health care*”
- November 2017, “**Arne Ryde workshop**”, Lund, Sweden. Title: “*Taking Care of High-Need Patients in Capitation-Based Payment Schemes - An Experimental Investigation*”
- October 2017, “**2017 Economic Science Association North-American Meeting**”, Richmond, Virginia, US. Title: “*Taking Care of High-Need Patients in Capitation-Based Payment Schemes - An Experimental Investigation*”
- October 2017, “**12th Nordic Conference on Behavioral and Experimental Economics**”, Gothenburg, Sweden. Title: “*Taking Care of High-Need Patients in Capitation-Based Payment Schemes - An Experimental Investigation*”
- September 2017, “**2017 Economic Science Association European Meeting**”, Vienna, Austria. Title: “*Taking Care of High-Need Patients in Capitation-Based Payment Schemes - An Experimental Investigation*”
- September 2016, “**11th Nordic Conference on Behavioral and Experimental Economics**”, Oslo, Norway. Title: “*Endogenous Repeated Cooperation and Surplus Distribution – An experimental Analysis*”
- July 2016, “**2016 Economic Science Association world meeting**”, Jerusalem, Israel. Title: “*Endogenous Repeated Cooperation and Surplus Distribution – An experimental Analysis*”
- August 2013, “**SPUDM24 (Subjective Probability, Utility, and Decision Making Conference)**”, Barcelona, Spain. Title: “*An Eye-Tracking Study of Feature-Based Choice in One-Shot Games*”

- June 2011, “**International Conference on Behavioral Decision Making**”, Herzliya, Israel. Title “*Over- and under-sensitivity to rare events: Distinct processes or noisy retrievers?*”
- November 2010, **Workshop “Learning, Decision Making and Evolutionary Theory: Can We Bridge the Gap?”**, Kfar Blum, Israel. Title: “*Feature-based Choice and Similarity in Normal-form Games: An Experimental Study*”, poster session
- July 2010, “**Summer Institute on Bounded Rationality**”, Berlin, Germany. Title: “*Feature-based Choice and Similarity in Normal-form Games: An Experimental Study*”, poster session
- April 2010, “**6TH International Meeting on Experimental and Behavioral Economics**”, Bilbao, Spain. Title: “*Feature-based Choice and Similarity in Normal-form Games: An Experimental Study*”
- September 2009, “**Economic Science Association, European Meeting 2009**”, Innsbruck, Austria. Title: “*A Theory of Mind without a Strategy, Evidence From Game Playing in Children*”
- May 2009, “**Behavioural and Experimental Economics Workshop**”, Firenze, Italy. Title: “*A Theory of Mind without a Strategy, Evidence From Game Playing in Children*”
- April 2009, **5TH International Meeting on Experimental and Behavioral Economics**, Granada, Spain. Title: “*A Theory of Mind without a Strategy, Evidence From Game Playing in Children*”

ADDITIONAL TRAINING

- “**Leadership development program**”, Syddansk Universitet, 2020/2021
- “**Lecturer training Program**”, Syddansk Universitet, December 2016-March 2018
- **Certificate of proficiency in teaching in English** (“Teaching in English at SDU” certificate, obtained in 2017)
- “**Trento Summer School 2011 on Evolution of Social Preferences**”, Trento, Italy (27 June- 8 July 2011)
- “**Learning, Decision Making and Evolutionary Theory: Can We Bridge the Gap?**”, **workshop**, Kfar Blum, Israel (7-11 November 2010)
- “**Summer Institute on Bounded Rationality**”, Berlin, Germany (5-12 July 2010)
- “**Nonlinearity, Complexity and Randomness**”, **workshop**, Trento, Italy (27-28 October 2009)
- “**Non-equilibrium Monetary Dynamics**”, **workshop**, Trento, Italy (28 May 2009)
- “**Nonlinear Dynamics in Economic Modelling. Celebrating the Contributions of Women to Dynamical systems Theory**”, **workshop**, Trento, Italy (12-13 March 2009)

WORK EXPERIENCE

External Consultant, “Festival of Economics”, Trento (years 2009, 2010, 2011)

Research Assistant, FIRB (Fondo per gli Investimenti della Ricerca di Base) research project on the development and transfer of implicit knowledge in firms (2006-2007)

Junior Analyst, society of business consulting “Accenture” (Milan, Italy), working on a project for the certification of a new information system for Banca Intesa (2005-2006)

Research Assistant, experimental study on the development of probabilistic reasoning in elementary-school children (2004-2005)

Fencing teacher in Italy and Germany

LANGUAGES

Mother tongue: Italian

English: proficient written and oral

Danish: intermediate level

French: intermediate level

German: basic level

INTERESTS

Jysk-Fynsk Champion of fencing – sword - (Denmark), 2016, 2017, 2018, 2019

Jysk-Fynsk Champion of fencing – foil - (Denmark), 2017

National Champion of fencing (Belgium), 2013-2014

National University Champion of fencing (Italy), 2004-2005

18 times regional champion (Veneto) of fencing

In the national junior team of fencing, with participation to world cup competitions

I have visited more than 30 countries before turning 30; next goal is 50 countries before 50