

Joaquín Gómez-Miñambres

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Education:

Ph.D. in Economics, University Carlos III Madrid (*Magna Cum Laude*), July 2011.

Dissertation title: “Essays in Behavioral Economics”

M.Sc. in Economic Analysis, University Carlos III Madrid, 2007.

B. Sc. in Economics, University of Salamanca, 2005.

Areas of Interests:

Behavioral Economics, Experimental Economics, Personnel Economics.

Academic positions:

2022-present *Associate Professor of Economics:* Lafayette College.

2017-2022 *Assistant Professor of Economics:* Lafayette College.

2013-2017 *Assistant Professor of Economics:* Bucknell University.

2011-2013 *Postdoctoral Research Associate:* Economic Science Institute (ESI), Chapman University.

Other Affiliations:

Research Affiliate: Economic Science Institute, Chapman University (2013 – present).

Peer-Reviewed Publications

“The Influence of Food Recommendations: Evidence from a Randomized Field Experiment” (2022). **Economic Inquiry**, In Press (with K. Bookwala and C. Gallemore)

“Menu Dependent Food Choices and Food Waste” *Resources, Conservation & Recycling* (2021), **Resources, Conservation & Recycling**, 176, 105919 (with H. Liu and D. Qi)

“Economic Stability Promotes Gift-Exchange in the Workplace” (2021). **Journal of Economic Behavior & Organization**, 187, 374-398 (with B. Corgnet and H. Bejarano).

“Investment Choice Architecture in Trust Games: When ‘All-in’ Is Not Enough” (2020). **Economic Inquiry**, 59(1), 300-314 (with E. Schniter and T. Shields).

“Make it too Difficult, and I’ll Give Up; Let me Succeed, and I’ll Excel: The Interaction between Assigned and Personal Goals” (2020). **Managerial and Decision Economics**, 41(6), 964-975 (with J. Fan and S. Smithers).

“Nonbinding Goals in Teams: A Real Effort Coordination Experiment” (2019). **Manufacturing & Service Operations Management**, 22(5), 869-1106 (with J. Fan).

“Goal Setting in the Principal-Agent Model: Weak Incentives for Strong Performance” (2018). **Games and Economic Behavior**, 109, 311-326. (with B. Corgnet and R. Hernán-Gonzalez).

“Emotions and Behavior Regulation in Decision Dilemmas” (2017). **Games**, 8(2), 22 (with E. Schniter)

“Emotional Calibration of Self-Control” (2017). **Journal of Behavioral and Experimental Economics**, 68, 110-118 (with E. Schniter).

“Goal Setting and Monetary Incentives: When Large Stakes Are Not Enough” (2015). **Management Science**, 61(12), 2926-2944. (with B. Corgnet and R. Hernán-Gonzalez).

“Temptation, Horizontal Differentiation and Monopoly Pricing” (2015). **Theory and Decision**, 78, 549-573

“Motivation through Goal Setting” (2012). **Journal of Economic Psychology**, 33(6), 1223-1239.

Other Publications

“Editorial: Applications of Reference Dependence” (2022). **Journal of Economic Psychology**, 91, 102507 (with Guy Hochman, Shahar Ayal, Brice Corgnet and Roberto Hernán-González)

“Report on Survey Data from 2019 Bacon and Garlic Fest Attendees” (2020). Internal Report for the Greater Easton Development Partnership (GEDP) and the City of Easton (with C. Gallemore).

Working Papers:

"Making it Public: The Effect of (Private and Public) Wage Proposals on Efficiency and Distribution" (with L. Ezquerra, N. Jimenez and P. Kujal)

“Nudging Effective Personal Goals” (with B. Corgnet and R. Hernán-Gonzalez).

“You’re (Not) Fired! Employers’ Fairness Motives and Dismissal Decisions” (with B. Corgnet and H. Bejarano).

Editorships and Conference Scientific Committee:

2022 BEEMA6 Local committee member and Scientific committee member

2020-2021 Special Issue on “Applications of Reference Dependence,” **Journal of Economic Psychology**.

2017-2020 Behavioral & Experimental Section Editor, **The New Palgrave Dictionary of Economics**.

Presentations in Conferences and Invited Seminars (*since 2016*)

2022

- Camden Meeting on Behavioral and Experimental Economics (BEEMA6), Rutgers University-Camden, PA
- UN-FAO-International Day of Awareness of Food Loss and Waste, remote
- Northeast Agricultural and Resource Economics Association (NAREA) Annual Meeting, Mystic, CT.

2021

- 2021 ESA Global Online Around-the-Clock Meetings.
- 2021 IAREP-SABE Virtual Conference.
- Liberal Arts College Behavioral & Experimental Economics (LACBEE) Virtual Conference.

2020

- Research Seminar, Economic Science Institute, Orange, CA.
- Research Seminar, Emlyon business school, Lyon, France.
- Liberal Arts College Behavioral & Experimental Economics (LACBEE) Conference, Northfield, MN.

2019

- IFREE-Sponsored Lecture, Chapman University, Orange, CA.
- Northeast Agricultural and Resource Economics Association (NAREA) Annual Meeting, Portsmouth, NH.
- Liberal Arts College Behavioral & Experimental Economics (LACBEE) Conference, Colorado Springs, CO.
- Research Seminar, Loyola Marymount University, Los Angeles, CA.
- Villanova Meeting on Behavioral and Experimental Economics (BEEMA5), Radnor, PA.
- 2019 North American ESA Conference, Los Angeles, California.

2018

- Research Seminar, University of Salamanca, Salamanca, Spain.
- 2018 North American ESA Conference, Antigua, Guatemala.

2017

- Research Seminar, Hamilton College, Clinton, NY.
- Research Seminar, Bucknell University, Lewisburg, PA.
- 17th SAET Conference on Current Trends in Economics, Faro, Portugal.

2016

- Foundations of Utility and Risk (FUR) Conference, Warwick, UK.
- Research Seminar, University of California, Riverside, Riverside, CA.
- ESI Workshop, Economic Science Institute, Orange, CA.
- Research Seminar, Middlesex University, London, UK.

Referee Reports (since 2016):

Journals: Experimental Economics; Journal of Economic Behavior & Organization; Economic Theory; Economic Inquiry; Games; International Journal of Environmental Research and Public Health; Brain Sciences; Southern Economic Journal; Journal of Behavioral and Experimental Economics; Journal of Public Economics; The B.E. Journal of Theoretical Economics; Economics and Human Biology; Frontiers in Psychology; Industrial and Labor Relations Review; The Journal of Labor Economics; Journal of Economics & Management Strategy; Journal of Economic Psychology; International Economics Review; Management Science.

Books: Oxford University Press.

Grants: National Science Foundation.

Research Grants (since July 2016):

2022: Research Affiliate Grant (\$8,250), Economic Science Institute.

2021: Research Affiliate Grant (\$7,000), Economic Science Institute.

2019-2020: Research Affiliate Grant (\$30,000), Economic Science Institute.

2019: Faculty Research Grant (\$3,000), Lafayette College.

2019: Surveying Garlic Fest and Bacon Fest (\$5,579), Lehigh Valley Research Consortium.

2018: Research Affiliate Grant (\$25,000), Economic Science Institute.

2017: Research Affiliate Grant (\$5,000), Economic Science Institute.

2016: Research Affiliate Grant (\$5,000), Economic Science Institute.

2016: Research Grant (\$4,000), Bucknell Institute for Public Policy.

Awards:

2022: “Jones Lecture Award” for Distinguished Teaching and Scholarship, Lafayette College.

2021: “Together from Application to Graduation” (TAG) team recognition as a ‘professor who has left a lasting impact on students’ lives,” Lafayette College.

2019: Award for “Outstanding Contributions to the Economics Department” from Omicron Delta Epsilon economics honor society, Alpha Delta Chapter, Lafayette College.

2010: “Dean’s Letter for Teaching Excellence,” University Carlos III de Madrid.

Teaching Experience:

ECON 336, Behavioral Economics, Lafayette College.

ECON 251, Intermediate Microeconomics, Lafayette College.

ECON 406, Personnel Economics, Lafayette College.

ECON 101, Principles of Economics, Lafayette College.

ECON 425, Behavioral Economics, Bucknell University.

ECON 103, Economic Principles and Problems, Bucknell University.

Research with Lafayette Students:

Senior Honors Theses:

Kamal Bookwala ’20: “The Influence of Food Recommendations: Evidence from a Randomized Field Experiment” (advisor)

Chuyin Li ’20: “Intrinsic Motivation in College Students” (reader)

Samuel McQuillen ’19: “A Crutch for Clusters: The Impact of Formal Business Networks on Geographic Industrial Clusters” (reader)

Hoa Duong ’19: “Vertical Wage Gap Structure in the Retail Industry and Its Effects on Firms’ Performance” (reader)

Jiewei Zhang ’19 “Leader-Member Exchange in Groups: An Examination of LMX Leadership Intervention in Explaining Individual Level Outcomes” (reader)

Christel Chavez ’18: “Prospect Theory, Risk-Sensitivity, and International Economic Negotiations” (reader)

Excel Scholars and Research Assistants:

Masha Nguyen, AY 2020-2021 (Excel); Kamal Boowala, Summer 2019, AY 2019-2020 (Excel); Yucheng Zhu, Spring 2019 (RA)

College and Department Service:

Academic Research Committee, Fall 2020-present.

Faculty advisor for the Monroe Neighborhood Houses, AY 2021-2022.

Co-overseer of Honors Students in the Economics Department, AY 2018-2019, AY 2020-2021.

Co-organizer of the Economic Inequality Forum, Summer 2020.

Subcommittee on the new Webpage of the Economics Department, Interim AY 2020-2021.

Special Committee on the Renovation of Kunkel Hall, Summer 2019.

Econ Club Faculty Advisor, AY 2018-2019.

Judge for the 14th Annual Multidisciplinary Environmental Poster Session (MDEPS), Fall 2017.

Campus-Wide Talks:

Preview of Fall 2020 Classes organized by CITLS, Summer 2020.

Panel for the New Faculty Orientation, Summer 2020.

Video Lecture on the “Economics of Inequality,” Appeared on Lafayette Today on 08/25/2020.

Leopard for a Day talk on “Confirmation Bias,” Spring 2020.

Pard talk on “Rationality of Belief,” Fall 2019.

In the News:

“Menu designs may lead to food waste, new study reveals,” Lafayette News, 03/22/2022.

“Economics in the Age of Covid,” Lafayette Magazine, Summer 2020.

“My Year on Leave,” Appeared on Lafayette Today on 07/02/2020.

“Money Saving Tips for the Holydays,” WalletHub, 12/18/2019.

“The Power of a Nudge,” Lafayette Magazine, Summer 2018.