



## Vittorio Pelligra

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Vittorio Pelligra is assistant Professor of Economics at the Department of Economic Science and Business at the University of Cagliari (Italy), where he teaches Advanced Microeconomics and Decision Theory. He is also coordinator of BERG (Behavioral Economics Research Group) and fellow of CRENoS (North-South Economic Research Centre). He holds a Laurea degree in Economics (Major in Economics) from the Cagliari University, a M.A. in experimental economics and a PhD in economics from the University of East Anglia (Norwich, UK), where he studied under the supervision of Robert Sugden, Shaun Hargreaves-Heap and Chris Starmer. He is also invited professor at 'Sophia' International University Institute (Florence), where he teaches Microeconomics and Game Theory, and at the Theological Institute of Southern Italy (Catanzaro), where he gives a course on Economics and Social and Moral Theology.

His research uses a combination of economic and psychological methods to investigate both theoretically and experimentally the role of interpersonal relations, social preferences, trust and reciprocity in economics. He is interested in the implications of pro-social behavior for the understanding and the designing of institutions.

He has published widely in international journals and has written a few books. His most relevant publications (in English) include: "Trust Giving and Advice Taking Heuristics: Empirical Findings on the Investor-Financial Advisor's Relationship", *Journal of Business Research* (with Monti, M., Martignon, L., Berg, N., Forthcoming), "Empathy, Guilt-Aversion, and Patterns of Reciprocity", *Journal of Neuroscience, Psychology and Economics* (2011), "Intentions, Trust and Frames: A note on Sociality and the Theory of Games", *Review of Social Economy* (2011), "The Economic Child. Developmental Aspects of Economic Behavior", *International Review of Economics* (with Bruni L., 2010), "Trust Responsiveness: On the Dynamics of Fiduciary Interactions", *The Journal of Socio- Economics* (2010), "Reciprocity: Theories and Facts", *International Review of Economics* (with Bruni, L., Gilli, M., 2010), "Promoting Trust Through Institutional Design" (in Bartolini, S., Bruni, L., Porta, P.L. (Eds.), *Policies for Happiness*, Oxford: Oxford University Press, forthcoming), "Can You Buy Trustworthiness?", (in Makela, P. & Townley, C. (Eds.), *Trust: Analytic and Applied Perspectives*, Amsterdam/New York: Rodopi Press, forthcoming), "Trust", (in Bruni, L., Zamagni, S. (Eds.), *Handbook on the Economics of Philanthropy, Reciprocity and Social Enterprise*, Cheltenham, Edward Elgar, 2013), "The Permeable Limit. Constructing a Shared Intersubjective Space in Strategic Interactions", (in Paglieri, F., Tummolini, L., Falcone, R., & Miceli, M., (eds.), *The Goals of Cognition*, London, College Publications, 2012), "Trustful Banking. A Psychological Game-Theoretical Model of Fiduciary Interactions in Micro-Credit Programs", (in Sacconi, L. & Degli Antoni G. (Eds.), *Social capital, Corporate social responsibility, Economic Behaviour and Performance*, London: Palgrave MacMillan, pp. 80-100, 2011), *Microfinanza. Dare Credito alle Relazioni*. Bologna: Il Mulino. (Microfinance. Giving Credit to Relationship – In Italian, with Andreoni, A. 2009), *I Paradossi della Fiducia: Strategie Razionali e Relazioni interpersonali*, Bologna: Il Mulino. (The Paradoxes of Trust.