

# SANDRO AMBUEHL

[sandro.ambuehl@uzh.ch](mailto:sandro.ambuehl@uzh.ch)

Department of Economics  
UBS Center for Economics in Society  
University of Zurich  
Blüemlisalpstrasse 10  
8006 Zürich, Switzerland

## **PRINCIPAL EMPLOYMENT**

- 2020 - Assistant Professor, University of Zurich  
Department of Economics  
UBS Center for Economics in Society
- 2016 - 2019 Assistant Professor, University of Toronto  
Department of Management, UTSC  
Rotman School of Management

## **EDUCATION**

- Ph.D. in Economics, Stanford University, 2016  
DISSERTATION: Information and the Quality of Decision Making  
COMMITTEE: Muriel Niederle, B. Douglas Bernheim, Alvin E. Roth
- B.S. in Mathematics, University of Zurich, 2010
- Licentiate in Economics, University of Zurich, 2009

## **RESEARCH AND TEACHING FIELDS**

Primary fields: Behavioral and Experimental Economics, Behavioral and Experimental Finance  
Secondary fields: Microeconomic Theory

## **PUBLICATIONS**

More Money, More Problems? Can High Pay Be Coercive and Repugnant? *(with Muriel Niederle and Alvin E. Roth)* **American Economic Review: Papers & Proceedings**, 2015, 105(5): 357-360

The Ethics of Incentivizing the Uninformed. A Vignette Study. *(with Axel Ockenfels)* **American Economic Review: Papers & Proceedings**, 2017, 107(5): 91-95.

Belief Updating and the Demand for Information *(with Shengwu Li)* **Games and Economic Behavior**, 2018, 109: 21-39.

Unraveling Over Time (with Vivienne Groves) **Games and Economic Behavior**, 2020, 121: 252-264.

Payment in Challenge Studies from an Economics Perspective (with Axel Ockenfels and Alvin E. Roth), **Journal of Medical Ethics**, 2020, 46(12).

What Motivates Paternalism? An Experimental Study (with B. Douglas Bernheim and Axel Ockenfels) **American Economic Review**, 2021, 111(3)

Evaluating Deliberative Competence: A Simple Method with an Application to Financial Choice (with B. Douglas Bernheim and Annamaria Lusardi) **American Economic Review**, 2022, 112(11)

Who Opt In? Selection and Disappointment through Participation Payments (with Axel Ockenfels and Colin Stewart) **Review of Economics and Statistics** (forthcoming)

Peer Advice on Financial Decisions: A case of the blind leading the blind? (with B. Douglas Bernheim, Fulya Ersoy, and Donna Harris) **R&R Review of Economics and Statistics** (forthcoming)

### **WORKING PAPERS WITH REVISE AND RESUBMIT DECISION**

Interpreting The Will of the People: A Positive Analysis of Ordinal Preference Aggregation (with B. Douglas Bernheim). **R&R American Economic Review**

### **GRANTS, AWARDS, AND SCHOLARSHIPS**

2022	SNSF Starting Grant <i>Positive Welfare Economics</i> (SFr. 1,348,454) Exeter Prize for <i>What Motivates Paternalism?</i> with B.D. Bernheim and A. Ockenfels. For the best paper published in the previous calendar year in a peer-reviewed journal in the fields of Experimental Economics, Decision Theory and Behavioural Economics. NHH FAIR Project grant “Which narrative to believe? Testing narrative choice and equilibria” with Heidi C. Thysen (EUR 31,000)
2021	Best paper award (runner-up) for <i>Who Opt In?</i> with A. Ockenfels and C. Stewart, Association for NeuroPsychoEconomics
2018	Team member, ERC advanced grant <i>Economic Engineering of Cooperation in Modern Markets</i> (team leader: Axel Ockenfels)
2017	Connaught New Researcher Award, University of Toronto (CA\$35,000) Alfred P. Sloan Foundation Grant <i>Using Behavioral Welfare Economics to Improve Financial Decision Making</i> (with B.D. Bernheim, US\$474,606)
2016	Wynne and Beryl Plumptre Fellowship, University of Toronto Scarborough (CA\$ 9,000) Summer Institute on Field Experiments (University of Chicago) Nomination for CESifo distinguished affiliate award
2014	TIAA-CREF grant <i>Financial Education, Financial Competence and Consumer Welfare</i> with B. D Bernheim and A. Lusardi (US\$107,567)
2013	Jerusalem Summer School in Economic Theory
2012	Russell Sage Foundation Summer Institute in Behavioral Economics

2011 Yale Summer School in Behavioral Finance  
2010 - 2011 Grant from the Barbara Finberg Fellowship Fund, Stanford University  
2010 Fulbright grant (declined for administrative reasons)

**CONFERENCE AND SEMINAR PRESENTATIONS (including planned)**

2023 *Seminars*  
Montpellier Business School  
Université Catholique de Louvain

*Conferences*  
Keynote, 3rd Wittenberg Business Ethics Conference

2022 *Seminars*  
Exeter Prize talk  
Harvard University  
Universitat Pompeu Fabra  
Erasmus University Rotterdam  
Virtual East Asia Experimental and Behavioral Economics Seminar Series  
Karlsruhe Institute of Technology  
Swiss Virtual Behavioral and Experimental Economics Research Seminar

*Conferences*  
ASSA meetings, online  
Workshop on Freedom of Choice, GATE laboratory, Lyon  
Workshop Paternalism: Origins and Consequences at the Max Planck Institute, Berlin  
Workshop on Morals and Repugnance in Markets, Amsterdam  
Workshop on Decision Making for Others, Portsmouth  
BRIC conference, CERGE-EI, Prague  
ECBE conference, Bonn  
French Experimental Talks: Incentives and Morally Controversial Behaviors

2021 *Seminars*  
University of Cologne  
University of Essex (online)  
George Mason University (online)  
Computation and Economics Research Group, UZH (online)  
Keynote, Graduate School on Behavioral and Experimental Economics, Conférence Universitaire de Suisse Occidentale

*Conferences*  
European Winter Meetings of the Econometric Society  
Workshop on Beliefs, Narratives, and Memory, Munich  
CESifo area conference on Behavioral Economics, Munich  
NeuroPsychoEconomics Conference (online)

D-TEA (online)  
Maastricht Behavioral and Experimental Economics Symposium (online)

2020

*Seminars*

University of Basel  
University of Mannheim (online)  
University of Nottingham (CeDEx)  
VIBES Virtual Behavioral Economics Seminar (online)

*Conferences*

ASSA meetings, San Diego  
CESifo Area Conference on Behavioral Economics (online)  
Meetings of the Economic Science Association (online)  
FAIR workshop on paternalism (online)  
FAIR workshop on fairness and the moral mind (online)

2019

*Seminars*

Stanford University  
University of Zurich  
University of Heidelberg  
Max Planck Institute for Research on Collective Goods, Bonn  
State University of New York at Buffalo

*Conferences*

Behavioral Economics Annual Meetings (BEAM), Cornell University  
Swiss Economists Abroad, University of Geneva  
CESifo Area Conference on Behavioural Economics  
Early-Career Behavioral Economics Conference, UCSD  
Workshop on Belief-Dependent Preferences, University of Copenhagen  
Experimental Finance Conference, Copenhagen  
3<sup>rd</sup> Behavioral and Experimental Public Choice Workshop, Cork, Ireland  
Innsbruck Winter Summit - (Un)Ethical Behavior in Markets  
ASSA meetings Atlanta (discussion of Caplin, Dean, Leahy, "Rationally Inattentive Behavior: Characterizing and Generalizing Shannon Entropy", and Trautman, Koenig, Kling, "Investing for Others: Principals' vs. Agents' Preferences")  
NYU-CESS Experimental Political Science conference

2018

*Seminars*

University of California, Berkeley  
University of California, Davis  
Cornell University  
University of California, Santa Barbara  
Tilburg University  
Maastricht University  
The Choice Lab, NHH Norwegian School of Economics

*Conferences*

CESifo & CRC Area Conference on Behavioural Economics  
CRC Workshop on Individual Heterogeneity, University of Bonn  
CEAR-RSI Household Finance Workshop Montreal

Stanford Institute for Theoretical Econ., Session Experimental Economics  
Sloan Nomis Workshop on the Cognitive Foundations of Economic Behavior  
Thurgau Experimental Economics Meeting  
Early-Career Behavioral Economics Conference, NHH  
6<sup>th</sup> Annual Bounded Rationality in Choice Conference, Columbia University  
Workshop on Decision Making for Others, Radboud University Nijmegen  
Congress of the EEA-ESEM (2 *paper presentations, panel discussion*)  
Academy of Behavioral Economics, Gottlieb Duttweiler Institute  
Conference of Swiss Economists Abroad, Zurich

2017

Wynne and Beryl Plumptre Lecture, University of Toronto Scarborough  
(*award ceremony*)

*Seminars*

Purdue University  
University of Ottawa  
Federal Trade Commission  
University of Bonn  
briq institute Bonn (*short lecture series*)  
University of Frankfurt  
Netherlands Authority for the Financial Markets  
Centre for Ethics, University of Toronto  
University of Groningen  
WZB Berlin  
University of Amsterdam (CREED)  
University of Pittsburgh

*Conferences*

RAND behavioral finance forum  
CESifo annual conference on behavioral economics  
Experimental Finance Conference, Richmond  
Stanford Institute for Theoretical Economics, Session Psychology  
and Economics 15.0  
Workshop in Behavioral Public Economics, University of Vienna  
Conference of Swiss Economists Abroad, Lugano  
Cherry Blossom Financial Education Institute, Washington D.C.  
Workshop on Moral Reasoning in Economics, briq Institute Bonn  
ASSA meetings Chicago (*invited session, submitted session, discussion*)

2016

*Seminars*

Wharton Operations, Information, and Decisions  
Wharton Business Economics and Public Policy  
University of Melbourne  
University of Toronto  
University of California, Los Angeles, Luskin School of Public Affairs  
Carnegie Mellon, Social and Decision Sciences  
University of Munich  
University of Cologne

*Conferences*

Behavioral Economics Annual Meeting, Cornell University (BEAM)

CESifo Area Conference in Behavioral Economics  
Conference of Swiss Economists Abroad, Berne  
Economic Science Association, Tucson  
Conference of the European Economic Association  
Swiss Society for Economics and Statistics, Lugano  
Maastricht Behavioral and Experimental Economics Symposium  
UBS center Behavioral Finance Conference, Zurich  
Conference on Rational Inattention, CERGE-EI, Prague  
Conference on Complexity in Decision Making at USC Dornsife  
Cherry Blossom Financial Education Institute, Washington D.C.

2015

*Conferences*

Stanford Institute for Theoretical Economics, Session Experimental Economics  
ASSA meetings Boston  
Bay Area Behavioral and Experimental Workshop (UC Santa Cruz)  
External presenter in PhD class on market design (Stanford)  
External presenter in PhD class on experimental economics (Stanford)  
Economic Science Association (Dallas)

2014

*Seminar*

Brown Bag Seminar, University of St. Gallen

*Conferences*

Murphy Institute's "Expanding the frontiers of behavioral public economics" conference (Tulane University)  
Stanford Institute for Theoretical Economics, Session Psychology and Economics 12.0  
Stanford Institute for Theoretical Economics, Session Experimental Economics  
Bay Area Behavioral and Experimental Workshop (Stanford)  
Swiss Economists Abroad Conference (Zurich)

2013

*Conferences*

Experimental Game Theory Workshop at Stony Brook  
24th Jerusalem Summer School in Economic Theory (poster)  
Economic Science Association (Santa Cruz)  
Swiss Economists Abroad Conference (St. Gallen)

2012

Swiss Economists Abroad Conference (Lucerne)

**SHORTER RESEARCH VISITS**

University of Groningen, Feb 24 – March 1, 2017  
briq Institute Bonn, November and December 2017

**PROFESSIONAL ACTIVITIES**

*Associate editor:* Journal of Political Economy: Microeconomics

Program committee member, Conference of the European Economic Association (2021)  
Organizer, Stanford Institute for Theoretical Economics, Section Experimental Economics (2016)  
Organizer, Stanford Experimental and Behavioral Economics Seminar (2014 - 2015)  
Lab Manager, Stanford Economics Research Laboratory SERL (2012-2014)  
Board Member / Conference organizer, Network of Swiss Economists Abroad (2012-2015, 2017-2019)

*Referee for:* American Economic Review, Econometrica, Quarterly Journal of Economics, Journal of Political Economy, Review of Economic Studies, Review of Financial Studies, Review of Economics and Statistics, Journal of the European Economic Association, AER: Insights, AEJ: Micro, Proceedings of the National Academy of Science, The Economic Journal, Management Science, Experimental Economics, Journal of Economic Theory, AEJ:Microeconomics, Journal of Public Economics, Journal of Labor Economics, Games and Economic Behavior, Journal of Economic Behavior and Organization, Journal of Behavioral and Experimental Economics, Journal of Economic Psychology, European Economic Review, Economics and Philosophy, Economic Development and Cultural Change, Economica, Metroeconomica, Osgoode Hall Law Journal

*External grant reviews for:* European Research Council, National Science Foundation (USA), Swiss National Science Foundation, Alfred P. Sloan Foundation, Time-sharing Experiments for the Social Sciences

*Professional organizations:* CESifo, American Economic Association, Econometric Society, Economic Science Association, Society of Judgment and Decision Making

Member of junior faculty recruiting committee, University of Toronto, Department of Management, UTSC and Rotman School of Management, 2018

### **TEACHING EXPERIENCE (including scheduled)**

*As main instructor*

*University of Zurich*

Behavioral Finance (2020- )

Behavioral Public Economics (2021- )

*University of Toronto*

Behavioral Economics (2018, 2019)

Topics in Price Theory (2016, 2017, 2018)

*As teaching assistant*

Experimental Economics (2013, Prof. Muriel Niederle, Stanford University)

Advanced Microeconomics (2010, Prof. Maria Saez-Marti, UZH)

Public Economics (2008 - 2009, Prof. Josef Falkinger, UZH)

Intermediate Microeconomics (2006 - 2008, Prof. Armin Schmutzler, UZH)

Macroeconomics (2006 - 2008, Prof. Josef Zweimueller, UZH)

### **COMPUTER SKILLS**

Stata, Matlab, R, zTree, LaTeX, Javascript, jQuery

**STATUS**

Swiss citizen, Canada permanent resident, married, three children (2014, 2017, 2020)

**REFERENCES**

Prof. B. Douglas Bernheim  
Chair, Department of Economics,  
Stanford University  
(650) 725-8732  
[bernheim@stanford.edu](mailto:bernheim@stanford.edu)

Prof. Muriel Niederle  
Department of Economics,  
Stanford University  
(650) 723-7359  
[niederle@stanford.edu](mailto:niederle@stanford.edu)

Prof. Alvin E. Roth  
Department of Economics,  
Stanford University  
(650) 725-9147  
[alroth@stanford.edu](mailto:alroth@stanford.edu)

Prof. Annamaria Lusardi  
GW School of Business  
The George Washington University  
(202) 994-8410  
[alusardi@gwu.edu](mailto:alusardi@gwu.edu)