

Alessandro Sontuoso

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Academic Positions & Affiliations

Associate Professor (SL), Department of Economics, *City University London*
(*City St George's, University of London*) 08/2025–present

Assistant Professor (L), Dept. of Economics, *City Univ Lond* 11/2023–07/2025

Affiliate Researcher, Smith Institute for Political Economy and Philosophy,
Chapman University (Orange, CA) 08/2022–present

Research Associate, Smith Institute for Political Economy and Philosophy,
Chapman University (Orange, CA) 08/2019–07/2022

BeLab Affiliate, Center for Social Norms & Behavioral Dynamics, *UPenn*
(Philadelphia, PA) 08/2019–present

Education

PPE Fellowship, Philosophy Politics & Economics, *University of Pennsylvania*
(Philadelphia, PA), academic years 2013-14 to 2018-19

PhD in Economics, *Royal Holloway, University of London* (Egham, UK)

MSc in Experimental Economics, *University of East Anglia* (Norwich, UK)

Laurea (integrated honors degree) in Economics & Finance, *Bocconi University*
(Milan, Italy)

Research Areas

Game Theory; Behavioral Economics; Philosophy & Economics

Methods & Tools

Theoretical modeling; Experimentation; Network analysis; Statistical tools
(Stata, R, SQL, Python)

Publications

“Mathematical Approaches to the Analysis of Norms”, *Current Opinion in Psychology*, 2024: 101930.

“The Doors of Perception: Theory and Evidence of Frame-Dependent Rationalizability” (with Gary Charness), *American Economic Journal: Microeconomics*, 2023: 15 (2), 309–344.

“A Notion of Prominence for Games with Natural-Language Labels” (with Sudeep Bhatia), *Quantitative Economics*, 2021: 12 (1), 283–312.

“Game-Theoretic Accounts of Social Norms” (with Cristina Bicchieri) in *Handbook of Experimental Game Theory*, ed. C. Monica Capra, Rachel Croson, Mary Rigdon, and Tanya Rosenblat. Edward Elgar Publishing, 2020: 241–255.

“Opportunistic Conformism” (with Gary Charness and Michael Naef), *Journal of Economic Theory*, 2019: 180 (C), 100–134.

“I Cannot Cheat on You After We Talk” (with Cristina Bicchieri) in *The Prisoner’s Dilemma*, ed. Martin Peterson. Cambridge University Press, 2015: 101–114.

“Social Norms” (with Cristina Bicchieri and Ryan Muldoon) in *The Stanford Encyclopedia of Philosophy*, ed. Edward N. Zalta, 2011 [revised 2018, 2023].

Works in Progress

Strategic Problems with Risky Prospects: Best-Response Deviations under Feedback in Theory and Experiment (with Cristina Bicchieri, Alexander Funcke, and Einav Hart)

Rules & Categories: Theory and Experiment (with Bart Wilson)

Labeling Effects in Coordination Games: Salience- and Awareness-Based Explanations (with Gary Charness)

Richer Models of Choice: Preference, Epistemic, and Institutional Extensions (with Cristina Bicchieri)

Wishful Thinking vs. Self-Deception (with Cristina Bicchieri, Paul Deutchman, Jinyi Kuang, and Marta Maras)

Campaign Developments & Electoral Sentiment: The Impact of Daily Events and Candidate Messaging on Voter Favorability

Science vs. Norms: Identifying Effective Strategies for Environmental Awareness (with Neil Maiden, Lauren Tuckerman, and Carlo Cordasco)

Multiagent Competition over Work Assignments

Commitment under Evaluative Uncertainty (with Carlo Cordasco)

Recent Presentations 2026: University of Birmingham. 2025: NoBeC - Norms and Behavioral Change Talks, University of Pennsylvania; ESA North American Meetings. 2024: Lancaster Game Theory Conference; IEA - Institute of Economic Affairs. 2023: City Univ Lond. 2022: University of Queensland; Newcastle University; Birkbeck College, University of London. 2021: LACEA Meeting of the Econometric Society (scheduled). 2020: Economic Sciences Department, Claremont Graduate University. 2019: Department of Economics and Finance, Università Cattolica Milano; ESA North American Meetings. 2018: Workshop on Cooperation and Norms, Yale University; North American Summer Meeting of the Econometric Society. 2017: Annual Conference of the Western Economic Association. 2016: Public Choice Society Meetings; Penn Laboratory for Experimental Evolutionary Psychology, University of Pennsylvania. 2015: Behavioral Ethics Lab, University of Pennsylvania. 2014: Economic Science Institute, Chapman University; ESA World Meetings.

Research Stays Smith Institute, Chapman University (Jun–Aug 2024, '25)
Behavioral Ethics Lab, University of Pennsylvania (Dec 2019)
Economics Department, University of California, Santa Cruz (Jun 2016)
Economics Department, University of California, Santa Barbara (Jun–Jul 2015)

PhD Supervision PhD Economics, *City Univ Lond*: Larry Chatzilazarou (from 2024)

Master's Supervision MSc Behavioural Economics, *City Univ Lond*: Keith Bartie, Daniel Cartland, Purva Dwivedi, Alexandra Iliopoulou, Fernanda Jullian (2024)

UG Honors Supervision BA PPE, *UPenn*: Rebecca Richardson (2018); Mitchell McVeigh, Young Cho (2017); Shashank Sirivolu (2016)
BA PPE & Finance, Wharton School, *UPenn*: Kai-Syuen Loh (2015)

Teaching Experience 2025-2026: Advanced Topics in Microeconomics (BSc Econ), *City Univ Lond*
2025-2026: Environmental Economics (BSc Econ), *City Univ Lond*
2024: Intermediate Econometrics (BSc Econ), *City Univ Lond*
2020-2022: Intermediate Microeconomic Theory (BA Econ), *Chapman Univ*
2014-2019: Network Analysis (BA PPE), *UPenn*
2018-2019: Research in PPE (BA PPE), *UPenn*
2013-2017: Public Choice and Public Policy (BA PPE), *UPenn*
2013: Industrial Organization (BSc Econ & Finance), *LMBS*

TA & Tutorial Work	<p>2012: Multinationals and Global Business (Int'l Mgmt & Finance), <i>Queen Mary Univ Lond</i></p> <p>2012: Economics for Business (BSc Business Mgmt), <i>Queen Mary Univ Lond</i></p>
Editorial Work	<p>Guest Editor, <i>PNAS Nexus</i> (2026)</p>
Refereeing	<p>American Political Science Review; Behavioural Public Policy; Cognition; Economic Journal; European Economic Review; Games and Economic Behavior; Journal of Economic Behavior & Organization; Journal of Economic Psychology; Journal of Experimental Social Psychology; Judgment and Decision Making; Philosophical Studies; Quantitative Economics; Theory and Decision; World Development</p>
Grant Reviewing	<p><i>Israel Science Foundation</i> (2025)</p>
Conference Service	<ul style="list-style-type: none"> • Program Committee Member, 4th International Workshop on Logic and Philosophy (Social Norms: Logical Structures and Philosophical Foundations), University of Amsterdam & Tsinghua University, 2025; • Co-organizer, 1st City Theory & Experiments Workshop, City Univ Lond, 2025; • Co-organizer, Behavioral Insights for Policy Workshop, City Univ Lond, 2025; • Visiting Faculty, Summer Scholars Program in Political Economy and Philosophy, Chapman University, 2024; • Assistant, Penn-UNICEF Summer Program on Advances in Social Norms and Social Change, University of Pennsylvania, 2015; • Assistant, Royal Economic Society Annual Conference, 2011.
University Service	<p>Service at <i>City Univ Lond</i>: • Research Communications and Media Lead, since Oct 2025; • Internal reviewer of research outputs for the UK REF, since 2024; • Member of the IPES (International Politics, Economics, and Sociology) Research Ethics Committee, since 2024; • Member of the Psychology Research Ethics Committee, 2024; • Member of the Teaching Allocation Working Group, 2024; • Member of the Department Outreach Team, 2024.</p> <p>Service at <i>UPenn</i>: • Organizer of the weekly PPE speaker seminar series, 2015-2019; • Support for PPE Open Day events, 2015-2019; • Member of the PPE Capstones Evaluation Committee, 2015-2019; • Maintainer of the PPE RePEc (IDEAS) archive, 2014-2019.</p>
Certifications	<ul style="list-style-type: none"> • Research Supervision module (EDM119), 2025, City Univ Lond; • Advance HE Fellowship (FHEA), 2025; • Human Subjects IRB training, 2015, Collaborative Institutional Training Initiative (CITI Program) & UPenn; • HEA Associate Fellowship, 2010; • Postgraduate Certificate in teaching theory and practice (inSTIL), 2010, Educational Development Centre, Royal Holloway College.

Seed Grants

2025: City Univ Lond School of Policy & Global Affairs HEIF Knowledge Exchange (KE) Fund; City Univ Lond Enhancing Research Culture (ERC) Fund.
2013-2016: Goldstone Research Fund.