



Joyce Delnoij

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📧 joycedelnoij • February 7, 1989 • Dutch

Profile

I am a game theorist and experimental economist interested in the behavioral factors explaining human decision making. In my research I combine economics with insights from the social sciences in theory and experiments. In my PhD dissertation I studied competing auctions and the behavioral traits underpinning competitive behavior in auctions. I am currently working on issues of cooperation and trust in the sharing economy, and on identifying behavioral tools that will encourage consumers to make healthy and sustainable food choices.

Education

2012-2016 *PhD* in Economics, Utrecht University

Dissertation: "Auctions with competing sellers and behavioral bidders"

Promotor: Prof. Stephanie Rosenkranz

Co-promotor: Dr. Kris De Jaegher

2010-2012 *Research Master* Multidisciplinary Economics, Utrecht University

Cum laude

Thesis: "To bid or to buy? Consumers' preferences over selling mechanisms: an exploratory experiment"

Electives: Behavioral Economics, Game Theory, Mathematical Economics, Advances in Research in Behavioral Regulation I: Interpersonal Behavior (Research Master Social and Health Psychology at Utrecht University), Theory Construction and Model Building (Research Master Sociology and Social Research at Utrecht University)

2007-2010 *Bachelor* Economics and Business Economics, Utrecht University

GPA: 4.0

2001-2007 *VWO* Economics and Society, Sophianum Gulpen

Further qualifications

2018 Certificate *Thesis supervision*, Faculty of Social and Behavioral Sciences, Utrecht University

Employment

- 2020- *Postdoctoral researcher* at the Section Economics, Wageningen University
Research group: Environmental Economics and Natural Resources Group
Project: "Understanding consumer food preferences and their consequences for the design of policies to improve health (internalities) and reduce negative environmental impacts (externalities)"
- 2017-2019 *Postdoctoral researcher* at the Department of Sociology /ICS, Utrecht University
Research group: Computational Sociology
Project: "Origins and consequences of trust in the sharing economy"
- 2016 *Senior editor* at ESB (Economisch Statistische Berichten)
- 2012-2016 *PhD candidate* at the School of Economics, Utrecht University
Research group: Theoretical Microeconomics
Project: "Heterogeneous bidders and auction versioning: theory and experiments"
- 2011-2012 *Research assistant* at the School of Economics, Utrecht University
Research group: Theoretical Microeconomics
Project: Literature study on auction theory commissioned by EMESA BV Nederland

Publications

Delnoij, J., & De Jaegher, K. (2020). Competing first-price and second-price auctions. *Economic Theory*, 69, 183-216.

Pascual-Ezama, D., Fosgaard, T.R., Cardenas, J.C., ... Delnoij, J. (11/16), ... Brañas-Garza, P. (2015). Context-dependent cheating: Experimental evidence from 16 countries. *Journal of Economic Behavior and Organization*, 116, 379-386. [I was in charge of conducting the experiment in the Netherlands.]

Working papers

Understanding preferences for bidding or buying, with Kris De Jaegher and Stephanie Rosenkranz (R&R at *Economic Inquiry*)

We study consumers' preferences over three selling mechanisms which are frequently used in online marketplaces: posted prices, ascending auctions and Buy-It-Now auctions. In an exploratory experiment, where subjects choose between entering one mechanism over an alternative mechanism, we find that subjects use a cut-off strategy based on values and prices when making entry decisions. We also find strong evidence for the existence of gender differences in entry decisions.

Social comparison concerns in auctions

This paper investigates how bidders who are concerned with social comparisons bid in first-price and second-price auctions. We adopt a model of interdependent preferences, where bidders derive utility (experience pride) from being better off than others and derive disutility (experience envy) from being worse off than others. We find that social comparison concerns generate overbidding in both auctions, and that this effect is driven by the anticipation of envy.

The impact of sharing on trust: an online field experiment among Airbnb users, with Rense Corten and Paolo Parigi

We examine whether and under what circumstances interactions in the sharing economy lead to an increase in the general perceived trustworthiness of others. In an online field experiment among

users of the home sharing platform Airbnb we measure participants' trusting behavior at two points in time. Between these two phases of the experiment, a proportion of our participants had a sharing interaction facilitated by Airbnb. We find that sharing has a positive impact on trust, but only when participants have sufficiently many sharing interactions. Moreover, the positive effect only exists for hosts; we do not find a significant effect for guests.

Work in progress

Sharing with strangers: an online experiment on selection and impact of the sharing economy, with Rense Corten, Mario Maggioni and Domenico Rossignoli

International perspectives on trust and the sharing economy, with Paolo Parigi, Karen Cook, Rense Corten, Judith Kas, Will Qiu, Jacob Reidheid, Tianyi Huang and Judd Antin

Jump bidding and social influence in online auctions, with Sarah Rezaei and Arnout van de Rijt

An experimental study of the common enemy effect, with Kris De Jaegher and Britta Hoyer

Research interests

Experimental economics, behavioral economics, game theory, auction theory, trust and cooperation, online marketplaces

Teaching

Courses at the School of Economics, Utrecht University

- *Doing Multidisciplinary Research in the Social Sciences*. Lectures and paper supervision, Bachelor 3.
- *Game Theory*. Tutorials, Bachelor 3.
- *Intermediate Microeconomics, Games and Behavior*. Tutorials, Bachelor 2.
- *Microeconomics, Institutions and Welfare*. Tutorials, Bachelor 1.
- *Econometrics*. Teaching assistant, Bachelor 2.
- Bachelor thesis supervision.

Courses at the Department of Sociology, Utrecht University

- *SaSR-10: Research Seminar 1: Building a Theory*. Course coordinator and lectures. Research Master 2.
- Master thesis supervision.
- Bachelor thesis supervision.

Presentations at conferences & seminars

- International Conference on Computational Social Sciences 2019, Amsterdam, July 2019
- Informal Platform Economy Workshop, Utrecht, Oct. 2018
- International Conference on Computational Social Sciences 2018, Chicago, July 2018
- 5th International Workshop on the Sharing Economy 2018, Mannheim, June 2018
- Symposium "Connecting Mathematical Methods across Utrecht University", Utrecht, Jan. 2018
- Games 2016, Maastricht, July 2016
- Seminar Goethe University, Frankfurt, June 2016
- Research Seminar in Economics and Management, Paderborn, Nov. 2015

- International Conference on Game Theory, Stony Brook, July 2015
- Conference on Economic Design, Istanbul, June 2015
- Maastricht Lecture Series in Economics, Maastricht, Mar. 2015
- EEA-ESEM, Toulouse, Aug. 2014
- International Workshop on Game Theory and Economic Applications of the Game Theory Society, São Paulo, July 2014
- U.S.E. Seminar Series, Utrecht, June 2014
- Workshop on Behavioral and Experimental Economics, Florence, May 2013
- IMEBE, Madrid, Apr. 2013
- U.S.E. Seminar Series, Utrecht, Feb. 2013

Summer schools & workshops

- Doctoral School in Experimental Economics, Istanbul, June 2015
Lectures by Prof. Gary Bolton, Prof. Jordi Brandts, Dr. Seda Ertaç, Dr. Ayça Ebru, Giritligil, and Dr. Emin Karagözoğlu
- International Workshop on Game Theory and Economic Applications of the Game Theory Society, São Paulo, July 2014
Introduction to Auction Theory by Prof. Vijay Krishna, Market Design by Prof. Alvin Roth, and Information Theory by Prof. David Pérez-Castrillo
- LERU Doctoral Summer School "Doing the right things right"—Research integrity in a complex society, Helsinki, July 2014

Editorial & refereeing activities

- Editor of *TPEdigitaal* (2017-present)
- Reviewer at *Journal of Economic Behavior and Organization*, *Journal of Institutional and Theoretical Economics*

Other academic activities

- Organizing committee of the 6th International Workshop on the Sharing Economy (2018-2019)
- Program committee of the International Conference on Computational Social Sciences 2019 (2018-2019)
- Organizing committee of the Experiment Design Seminar (interdisciplinary seminar series), Utrecht University (2017-2019)
- Organizing committee of the Symposium "Advancing Research into the Sharing Economy" (2017)
- Organizer of the Seminar on Academic Integrity at the School of Economics, Utrecht University (2014)
- Council member and organizing committee of the PhD Day 2014, PhD council of the Law, Economics and Governance faculty, Utrecht University (2013-2015)
- Organizing committee of USE your Peers (PhD discussion group) at the School of Economics, Utrecht University (2012-2015)

Grants

- Partial funding of PhD project by EMESA BV Nederland (one-third of PhD costs)
- Travel grant EEA Toulouse (€400), 2014
- Travel grant IWGTS São Paulo, (R\$1500), 2014
- Travel grant LERU Helsinki (all expenses), 2014

Software expertise

LaTeX, zTree, oTree, Stata, MS Office

Languages

English (fluent), Dutch (native), German (intermediate)

References

Prof. Stephanie Rosenkranz

Promotor

Utrecht University

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Prof. Arnout van de Rijt

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Dr. Kris De Jaegher

Co-promotor

Utrecht University

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