



Joyce Delnoij

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Current positions

2022 – Present *Assistant professor* in Microeconomics, Utrecht University School of Economics, Utrecht University

Previous positions

2020 – 2024 *Postdoctoral researcher* at the Environmental Economics and Natural Resources Group & Urban Economics Group, Section Economics, Wageningen University

2017 – 2019 *Postdoctoral researcher* at Computational Sociology, Department of Sociology /ICS, Utrecht University

2016 *Senior editor* at ESB (Economisch Statistische Berichten)

2012 – 2016 *PhD candidate* at the Chair of Theoretical Microeconomics, Utrecht University School of Economics, Utrecht University

2011 – 2012 *Research assistant* at the Chair of Theoretical Microeconomics, Utrecht University School of Economics, Utrecht University

Research interests

Experimental economics, behavioral economics, game theory, environmental economics

Education

2012 – 2016 *PhD* Economics, Utrecht University
Dissertation: “Auctions with competing sellers and behavioral bidders”
Promotor: Prof. dr. Stephanie Rosenkranz
Co-promotor: Dr. Kris De Jaegher

2010 – 2012 *Research Master Multidisciplinary Economics (cum laude), Utrecht University*

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

Further qualifications

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

Publications

7. Siegerink, V.E., **Delnoij, J.** & Alpizar, F. (2024). Public preferences for meat tax attributes in the Netherlands: A discrete choice experiment. *Food Policy*, 128, 102675.
6. Huber, C., Dreber, A., Huber, J., ... **Delnoij, J.** (20/95), ..., & Holzmeister, F. (2023). Competition and moral behavior: A meta-analysis of forty-five crowd-sourced experimental designs. *Proceedings of the National Academy of Sciences*, 120(23): 2215572120.
5. **Delnoij, J.**, Rezaei, S. & van de Rijt, A. (2023) Jump bidding does not reduce prices: Field-experimental evidence from online auctions. *Journal of Economic Behavior & Organization*, 209, 308-325.
4. Raghoobar, S., **Delnoij, J.**, Kamphorst, B.A., & Broekhuizen, H. (2022). Exposure to images showing (non)adherence to physical distancing rules: Effect on adherence behavior and perceived social norms. *PLoS ONE*, 17(11), e0276936.
3. Kas, J., **Delnoij, J.**, Corten, R., & Parigi, P. (2022). Trust spillovers in the sharing economy: Does international Airbnb experience foster cross-national trust? *Journal of Consumer Behaviour*, 21(3), 509-522.
2. **Delnoij, J.**, & De Jaegher, K. (2020). Competing first-price and second-price auctions. *Economic Theory*, 69, 183-216.
1. 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 & Organization*, 116, 379-386.

Working papers

Understanding preferences for bidding or buying (with De Jaegher, K. & Rosenkranz, S.)

Social comparison concerns in auctions (with De Jaegher, K.; In preparation for resubmission)

Selected work in progress

An experimental study of the common enemy effect (with De Jaegher, K. & Hoyer, B.)

A framework for identifying and exploiting policy entry points for sustainable transformation of food systems (with Lázaro, A. & Alpizar, F.)

Choosing wisely: The effect of information on consumer sustainable food choices (with Abatayo, A.L.)

When all is said and sun: Assessing Dutch consumers' willingness to pay for circular disposal of solar panels (with Priem, L. & Abatayo, A.L.)

Teaching

Courses

24/25 – Present	ECRMEEB: Experiments in Economics and Business (Research Master 1), Utrecht University School of Economics, Utrecht University. Course coordination, lectures and tutorials
24/25 – Present	ECB1MI: Microeconomics, Institutions and Welfare (Bachelor 1), Utrecht University School of Economics, Utrecht University. Course coordination and lectures
22/23 – Present 16/17 – 18/19	ECB3DMRSS: Doing Multidisciplinary Research in the Social Sciences (Bachelor 3), Utrecht University School of Economics, Utrecht University. Course coordination and lectures
23/24	ECRMT: Thesis Research Master (Research Master 2), Utrecht University School of Economics, Utrecht University. Course coordination and seminars
23/24	ECRMRS3: Research skills 3: Research proposal and presentation skills (Research Master 2), Utrecht University School of Economics, Utrecht University. Course coordination and seminars
23/24	USG6210: Regulating markets (Master), Utrecht University School of Economics, Utrecht University. Lectures and paper supervision
22/23 – 23/24	USEMER: Economics of Regulation: Policy and firm perspectives (Master), Utrecht University School of Economics, Utrecht University. Course coordination, lectures and tutorials
22/23	ECHCECH: Current Economic Challenges (Honors), Utrecht University School of Economics, Utrecht University. Course coordination and lectures
20/21 – 22/23	ENR21306: Environmental Economics for Environmental Sciences (Intermediate), Wageningen University. Course coordination and lectures
20/21	ENP81603: BSc Thesis Environmental Policy and Economics Part 1 (Bachelor 3), Wageningen University. Lectures and paper supervision
19/20	SaSR10: Research Seminar 1: Building a Theory (Research Master 2), Department of Sociology, Utrecht University. Course coordination and lectures
14/15	ECB3GT: Game Theory (Bachelor 3), Utrecht University School of Economics, Utrecht University. Tutorials
13/14	ECB2VMIE: Intermediate Microeconomics, Games and Behavior (Bachelor 2), Utrecht University School of Economics, Utrecht University. Tutorials
12/13 – 14/15	ECB1MI: Microeconomics, Institutions and Welfare (Bachelor 1), Utrecht University School of Economics, Utrecht University. Tutorials
11/12	ECB2METRIE: Econometrics (Bachelor 2), Utrecht University School of Economics, Utrecht University. Teaching assistant

Supervision

PhD	Angel Lázaro, Wageningen University (expected 2025) Noud van Wiggan, Utrecht University (expected 2028)
Master	Multidisciplinary Economics (Research Master), Utrecht University [1 student]; Strategy, Competition and Regulation, Utrecht University [6 students]; European Governance, Utrecht University [4 students]; Environmental Sciences, Wageningen University [3 students]; Biobased Sciences, Wageningen University [1 student]; Sociology: Contemporary Social Problems, Utrecht University [8 students]
Bachelor	Economics and Governance, Wageningen University [5 students]; Environmental Sciences, Wageningen University [1 student]; Economics and Business Economics, Utrecht University [45 students]; Sociologie, Utrecht University [9 students]
Internship	Management, Economics and Consumer Studies, Wageningen University [2 students]

Presentations at conferences and seminars

2024	2024 European Meeting of the Economic Science Association (ESA), Helsinki
2023	8th Maastricht Behavioral Economic Policy Symposium (M-BEPS), Maastricht
2022	WZB Berlin Virtual Workshop: Behavioral and Experimental Insights on COVID-19, Berlin; U.S.E. Seminar Series, Utrecht; EconMonday, Wageningen; 7th Maastricht Behavioral Economic Policy Symposium (M-BEPS), Maastricht
2021	International Conference on Computational Social Sciences 2021, Zurich; 7th International Workshop on the Sharing Economy, Barcelona; Seminar in Economics and Management (SEAM), Paderborn; ENR Seminar Series [2], Wageningen
2019	International Conference on Computational Social Sciences 2019, Amsterdam; 6th International Workshop on the Sharing Economy, Utrecht; IMEBESS 2019, Utrecht
2018	Informal Platform Economy Workshop, Utrecht; International Conference on Computational Social Sciences 2018, Chicago; 5th International Workshop on the Sharing Economy, Mannheim; Symposium “Connecting Mathematical Methods across Utrecht University”, Utrecht
2017	4th International Workshop on the Sharing Economy, Lund
2016	Games 2016, Maastricht; Seminar Goethe University, Frankfurt
2015	Seminar in Economics and Management (SEAM), Paderborn; International Conference on Game Theory, Stony Brook; Conference on Economic Design, Istanbul; Maastricht Lecture Series in Economics, Maastricht
2014	EEA-ESEM, Toulouse; International Workshop on Game Theory and Economic Applications of the Game Theory Society, São Paulo; U.S.E. Seminar Series, Utrecht
2013	Workshop on Behavioral and Experimental Economics, Florence; IMEBE, Madrid; U.S.E. Seminar Series, Utrecht
2012	Games 2012, Istanbul

Summer schools

June 2015	Doctoral School in Experimental Economics, Istanbul
July 2014	International Workshop on Game Theory and Economic Applications of the Game Theory Society, São Paulo
July 2014	LERU Doctoral Summer School "Doing the right things right" — Research integrity in a complex society, Helsinki

Grants and prizes

Jan. 2024	U.S.E. Research Prize 2023 (€1,000)
Oct. 2022	Pathways to Sustainability Incubator Grant (€8,000)
June 2021	#ManyDesigns (renumeration for 400 experimental subjects)
Mar. 2021	WASS Postdoc Grant 21-046 (€5,000)
Mar. 2021	WASS Postdoc Grant 21-042 (€3,200)
Dec. 2020	WASS PhD Scholarship Grant for Angel Lázaro (fully funded PhD position)
July 2020	WASS Strategic Funds (€7,983)
Aug. 2014	Travel grant EEA Toulouse (€400)
July 2014	Travel grant IWGTS São Paulo (R\$1500)
July 2014	Travel grant LERU Helsinki (all expenses)
June 2011	Full funding for PhD position (70% funded by Utrecht School of Economics Open Call for PhD funding; 30% funded by EMESA BV Nederland)

Journals refereed

Journal of Economic Behavior and Organization; Journal of Institutional and Theoretical Economics

Other academic activities

2023-2024	Organizing committee of the third Dutch Environmental and Resource Economics (DEARE) Day Workshop
2021	Committee of Professional Research Infrastructure for Decision making and Experiments (PRIDE) at Wageningen University
2021	Co-author of the SSG Vision Document on Circular Food Systems, Wageningen University & Research
2017 – 2020	Editor of TPedigitaal
2018 – 2019	Organizing committee of the 6th International Workshop on the Sharing Economy
2018 – 2019	Program committee of the International Conference on Computational Social Sciences 2019
2017 – 2019	Organizing committee of the Experiment Design Seminar (interdisciplinary seminar series), Utrecht University

2017	Organizing committee of the Symposium “Advancing Research into the Sharing Economy”
2015 – 2013	Council member and organizing committee of the PhD Day 2014, PhD council of the Law, Economics and Governance faculty, Utrecht University
2015 – 2012	Organizing committee of USE your Peers (PhD discussion group) at the Utrecht School of Economics, Utrecht University
2014	Organizer of the Seminar on Academic Integrity at the Utrecht School of Economics, Utrecht University

Publications in Dutch and popular press

Kas, J., **Delnoij, J.**, Corten, R. & Parigi, P. (2022, June 9). Airbnb maakt grote woorden niet waar. *Sociale Vraagstukken*.

Delnoij, J. & Gersdorf, F. (2016, July 29). De politieke winnaar is niet altijd de favoriet van de kiezer. *Het Financieele Dagblad*.

Delnoij, J. (2016). “Als het op presidentsverkiezingen aankomt, doet geen enkel land het goed”. *ESB*, 101 (4740), 575-577.

ESB Redactie (2016). Ceteris Paribus: “Een opmerkelijk coherent verhaal”. *ESB*, 101 (4743), 734.

Software expertise

L^AT_EX, zTree, oTree, Stata, MS Office

Languages

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