



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

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| 2010 – 2012 | <i>Research Master</i> Multidisciplinary Economics (cum laude), Utrecht University |
| 2007 – 2010 | <i>Bachelor</i> Economics and Business Economics, Utrecht University |

Further qualifications

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| 2018 | Certificate <i>Thesis supervision</i> , Faculty of Social and Behavioral Sciences, Utrecht University |
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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

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| 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

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| PhD | Angel Lázaro, Wageningen University (expected 2025) Noud van Wiggen, 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

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| 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

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| 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

\LaTeX , zTree, oTree, Stata, MS Office

Languages

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