

MIGUEL A. FONSECA

PERSONAL INFORMATION

Address: U. of Exeter Business School, Streatham Court; Exeter EX4 4PU, UK
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EDUCATION

2006 Ph.D. Economics, University of London
2001 MSc Economics, University of London
2000 BSc Economics, University of London

ACADEMIC POSITIONS

2025- Professor, Department of Economics, University of Exeter
2016- Associate Researcher, NIPE, University of Minho
2019-22 Editorial Board Member, Center for Open Science, SCORE project
2018-26 Co-Editor, *Journal of Economics and Management Strategy*
2013-25 Associate Professor, Department of Economics, University of Exeter
2010-13 Senior Lecturer, Department of Economics, University of Exeter
2007-10 Lecturer, Department of Economics, University of Exeter
2005-07 Post-Doctoral Researcher, CRED, Columbia University
2004-05 Lecturer, Department of Economics, Royal Holloway University of London

RESEARCH INTERESTS

Behavioral Economics, Institutions and Cooperation, Behavior in Organizations

PUBLICATIONS

Peters, K.O., and Fonseca, M.A. (In press). "Gossip and Reputation." *Advances in Experimental Social Psychology*.

Tyner, A. H., (...), Fonseca, M.A., (...), Nosek, B. A., and Errington, T. M. (2026). "Investigating the replicability of the social and behavioral sciences." *Nature*, 652(8108), 143-150.

Chen, J., D'Attoma, J., Fonseca, M.A., and Malézieux, A. 2025. "Promoting Cooperation in an Unequal World: Experimental Evidence on the Role of Transparency and Punishment." *Journal of Business Ethics*, forthcoming.

MIGUEL A. FONSECA

- Fonseca, M.A., McCrea, A. 2025. "The Role of Experience in Shifting Gender Beliefs on Performance: Experimental Evidence." *Journal of Economic Behavior and Organization*, 237, 107115.
- Peters, K., Fonseca, M.A., Hauser, O.P., and Steffens, N. 2024. "Do Followers Mind the Pay Gap? An Experimental Test of the Impact of the Vertical Pay Gap on Leader Effectiveness." *Leadership Quarterly* 35(6), 101811.
- Flores, L.Q. and Fonseca, M.A. 2024. "Do in-group biases lead to overconfidence in performance? Experimental evidence" *Journal of Behavioral and Experimental Economics* 111, 102217.
- Mulder, L.B., Kurz, T., Prosser, A.M.B. and Fonseca, M.A. 2024. "The presence of laws and mandates is associated with increased social norm enforcement." *Journal of Economic Psychology* 101, 102703.
- Chen, J., Fonseca, M.A., Heyes, A., Yang, J. and Zhang, X. 2023. "How Much will Climate Change Reduce Productivity in a High-Technology Supply Chain? Evidence from Silicon Wafer Manufacturing." *Environmental and Resource Economics* 86, 533-563.
- Fonseca, M.A., Gonçalves, R., Pinho, J. and Tabacco, G. 2022. "How do antitrust regimes impact on cartel formation and managers' labor market: an experiment," *Journal of Economic Behavior and Organization* 204, 643-662.
- Fonseca, M.A. and Rahimi, L. 2022. "The effects of income windfalls on labour supply and tax compliance: experimental evidence." *Review of Behavioral Economics* 9(3), 185-221.
- Fonseca, M.A. and Peters, K. 2021. "Detecting Deception: When are Gossipers' Lies Detected and Punished?" *Philosophical Transactions of the Royal Society B* 376(1838), 20200304.
- Chakravarty, S., Choo, L., Fonseca, M.A. and Kaplan, T.R. 2021. "Should regulators always be transparent? A bank run experiment." *European Economic Review* 136, 103764.
- Chen, J., Fonseca, M.A. and Grimshaw, S.B. 2021. "When a Nudge Is (Not) Enough: Experiments on Social Information and Incentives." *European Economic Review* 134, 103711.
- Fonseca, M.A., Giovannoni, F. and Makris, M. 2020. "Auctions with External Incentives: Experimental Evidence." *International Journal of Game Theory*, 49 1003–1043.
- Auerbach, J., Fonseca, M.A. 2020. "Preordered Service in Contract Enforcement." *Games and Economic Behavior* 122, 130-149.
- Peters, K., Fonseca, M.A. 2020. "Truth, Lies and Gossip." *Psychological Science* 31(6), 702-714.
- Peters, K., Fonseca, M. A., Haslam, S. A., Steffens, N. K., Quiggin, J. 2019. Fat Cats and Thin Followers: Excessive CEO Pay May Reduce Ability to Lead. In *The Social Psychology of Inequality* (pp. 21-34). Springer, Cham.
- Fonseca, M.A. 2019. "Endogenous Price Leadership with Asymmetric Costs: Experimental Evidence." *Studies in Microeconomics* 7(1), 59-74.
- Chakravarty, S., Fonseca, M.A., Ghosh, S., Kumar, P., Marjit, S. 2019. "Religious Fragmentation, Social Identity and Other-Regarding Preferences: Evidence From an Artefactual Field Experiment in India." *Journal of Behavioral and Experimental Economics* 82, 101451.

MIGUEL A. FONSECA

- Fonseca, M.A., Li, Y., Normann, H-T. 2018. "Why Factors Facilitating Collusion May Not Predict Cartel Occurrence." *Southern Economic Journal* 85(1), 255-275.
- Steffens, N. K., Fonseca, M. A., Ryan, M. K., Rink, F. A., Stoker, J. I., Pieterse, A. N. 2018. How feedback about leadership potential impacts ambition, organizational commitment, and performance. *The Leadership Quarterly* 29(6), 637-647.
- Fonseca, M.A., Peters, K. 2018. "Will Any Gossip Do? Gossip Does Not Need To Be Perfectly Accurate To Promote Trust." *Games and Economic Behavior* 107, 253-281.
- Fonseca, M.A., Grimshaw, S. 2017. "Does Using Behavioural Nudges in Pre-Populated Tax Forms Affect Compliance? Experimental Evidence With Real Taxpayers." *Journal of Public Policy & Marketing* 36(2), 213-226.
- Chakravarty, S. and Fonseca, M.A. 2017. "Discrimination via Exclusion: An Experiment on Group Identity and Club Goods." *Journal of Public Economic Theory* 19(1), 244-267.
- Chakravarty, S., Fonseca, M.A., Ghosh, S. and Marjit, S. 2016. "Religious Fragmentation, Social Identity and Cooperation: Evidence from an Artefactual Field Experiment in India." *European Economic Review* 90, 265-279.
- Gonçalves, R. and Fonseca, M.A. 2016. "Learning From Simultaneous Play: Evidence From Penny Auctions." *Journal of Economics and Management Strategy* 25(4), 1040-1059.
- Chakravarty, S., Fonseca, M.A., Ghosh, S. and Marjit, S. 2016. "Religious fragmentation, social identity and conflict: Evidence from an artefactual field experiment in India." *PLOS: One*, 11(10): e0164708. doi: 10.1371/journal.pone.0164708.
- Choo, L., Fonseca, M.A. and Myles, G. 2016. "Do Students Behave Like Real Taxpayers? Experimental Evidence on Taxpayer Compliance From the Lab and From the Field." *Journal of Economic Behavior and Organization* 124, 102-114.
- Chakravarty, S., Fonseca, M.A. and Kaplan T.R. 2014. "An Experiment on the Causes of Bank Run Contagions." *European Economic Review* 72, 39-51.
- Fonseca, M.A. and Normann, H.T. 2014. "Endogenous Cartel Formation: Experimental Evidence." *Economics Letters* 125(2), 223-225.
- Chakravarty, S. and Fonseca, M.A. 2014. "The Effect of Social Fragmentation on Public Good Provision: An Experimental Study." *Journal of Behavioral and Experimental Economics* 53, 1-9.
- Kurz, T., Thomas, W. and Fonseca, M.A. 2014. "A Fine is a More Effective Financial Deterrent when Framed Retributively and Extracted Publicly." *Journal of Experimental Social Psychology* 54, 170-177.
- Hueffer, K., Fonseca, M.A., Leiserowitz, A., and Taylor, K.M. 2013. "The Wisdom of Crowds: Predicting a Weather and Climate-Related Event." *Judgment and Decision Making* 8(2), 91-105.
- Fonseca, M.A. and Normann, H.T. 2013. "Excess Capacity and Competition in Bertrand-Edgeworth Markets: Experimental Evidence." *Journal of Institutional and Theoretical Economics* 169(2), 199-228.
- Peters, K., Haslam, S.A., Ryan, M., and Fonseca, M.A. 2012. "Working with Subgroup Identities to Build Organizational Identification and Support for Organizational Strategy: A Test of the ASPIRe Model." *Group and Organisation Management* 38(1) 128-144.

MIGUEL A. FONSECA

- Fonseca, M.A. and Normann, H.T. 2012. "Explicit vs. Tacit Collusion – The Impact of Communication in Oligopoly Experiments." *European Economic Review* 56, 1759-1772.
- Fonseca, M.A., Pfaff, A., and Osgood, D. 2012. "An Advantage of Resource Queues over Spot Markets: Decision Coordination in Experiments with Resource Uncertainty." *American Journal of Agricultural Economics* 94(5), 1136-1153.
- Fonseca, M.A. 2009. "An Experimental Investigation of Asymmetric Contests." *International Journal of Industrial Organization* 27, 582-591.
- Fonseca, M.A. and Normann, H.T. 2008. "Mergers, Asymmetries and Collusion: Experimental Evidence." *Economic Journal* 118, 387- 400.
- Fonseca, M.A., Müller, W. and Normann, H.T. 2006. "Endogenous Timing with Observable Delay: Experimental Evidence." *International Journal of Game Theory* 34(3), 443-456.
- Fonseca, M.A., Huck, S. and Normann, H.T. 2005. "Playing Cournot Although They Shouldn't: Endogenous Timing in Experimental Duopolies with Asymmetric Cost." *Economic Theory* 25(3), 669-677.

GOVERNMENT REPORTS

- Gonçalves, R., Fonseca, M.A., Pinho, J. and Tabacco, G. 2019. "Cartel deterrence and the labour market for managers." In: *Delivering Better Policies Through Behavioural Insights: New Approaches*, OECD Publishing, Paris, <https://doi.org/10.1787/6c9291e2-en>.
- Choo, L., Fonseca, M.A. and Myles, G. 2014. "Lab Experiment to Investigate Tax Compliance: Audit Strategies and Messaging." *HMRC Research Report Series*, Research Report 308.
- Fonseca, M.A. and Myles, G. 2012. "Experimental Evidence on Taxpayer Compliance: Evidence from Students and Taxpayers." *HMRC Research Report Series*, Research Report 198.

WORKING PAPERS

- Eisenbarth, S., Fonseca, M.A., Pfaff, A. 2025. "Local Institutions Shift Impacts Of Global Incentives"

RESEARCH GRANTS, RESEARCH CONTRACTS, AND SCHOLARSHIPS

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| 2022-27 | ESRC Tax Administration Research Centre £100,000 (Co-Investigator) |
| 2021 | Duke-Exeter Collaboration Fund £12,000 (Principal Investigator) |
| 2021-22 | Center for Open Science \$11,853.12 (Principal Investigator) |
| 2020 | Center for Open Science \$7,700.58 (Principal Investigator) |
| 2018-21 | ESRC Tax Administration Research Centre £500,000 (Co-Investigator) |
| 2015-18 | ESRC £104,910 (Co-Investigator) |
| 2015 | HMRC Research Contract, £43,430 (Principal Investigator) |

MIGUEL A. FONSECA

2013-14	HMRC Research Contract, £84,000 (Co-Investigator)
2013-18	ESRC/HMRC Tax Administration Research Centre £1.58 million (Co-Investigator)
2012-14	ESRC/DfID £92,731 (Principal Investigator)
2012	HMRC Research Contract, £79,836 (Co-Investigator)
2010-11	British Academy, £5,880 (Principal Investigator)
2010-12	ESRC, £25,396 (Principal Investigator)
2009-10	Nuffield Foundation, £2,888 (Principal Investigator)
2006-07	Tinker Foundation, \$140,000 (Co-Investigator)
2005	Royal Holloway University of London, Economics Department £2,000 (Co-Investigator)
2001-04	Royal Holloway University of London, Thomas Holloway Studentship
2001	Royal Holloway University of London, MSc Studentship

ADMINISTRATIVE ROLES

2023-	Subject Lead (Behavioural and Experimental Economics), Economics Dept.
2017-	Co-Director, Finance and Economics Experiments Lab at Exeter (FEELE)
2014-2019	Post-Graduate Taught Programmes Director.
2011-2013	BA Economics Programme Director

TEACHING

Undergraduate Courses

Advanced Mathematics for Economists; Behaviour, Decisions and Markets; Economics of Management Strategy; Financial Markets and Decisions II; Industrial Organisation.

Postgraduate Courses

Economics of Corporate Finance; Experimental Economics and Finance, Experimental and Behavioural Economics.

Awards

2018	University of Exeter Award for Research Inspired Teaching
2017	University of Exeter Award for Research Inspired Teaching
2017	Business School Teaching Award for Research Inspired Teaching
2015	Business School Student-Staff Liaison Committee Award for Research Inspired Teaching

MIGUEL A. FONSECA

2014 Business School Student-Staff Liaison Committee Award for Research Inspired Teaching

PHD SUPERVISION

Currently Supervising

Guyllaine Tchakounte (2nd Supervisor).

Graduated

Ashley McCrea (Main Supervisor, 2024); Lia Flores (2nd Supervisor, 2023); Lutfi Rahimi (Main Supervisor, 2020; 1st position: Assistant Professor, American University Kabul, Afghanistan); Lorenz Adams (2nd Supervisor, 2018; 1st position: Analyst, Oxera Consulting, UK); Shaun Grimshaw (Main Supervisor, 2017; 1st position: Post-doc, TARC, U. Exeter, UK); Joanne Laban (2nd Supervisor, 2015; 1st position: Assistant Professor, RMIT, Australia); Lawrence Choo (2nd Supervisor, 2014; 1st position: Post-doc, University of Erlangen-Nuremberg, Germany); Pricilla Marimo (2nd Supervisor, 2013; 1st position: Research manager, Northwestern University, US).

PHD EXAMINER

Burak Demirtas (U. Southampton, 2018); Joseph Vecci (Monash U., 2015).

ACADEMIC VISITS

2025 Economics Department, U. of Melbourne
2022 Economics Department, U. of Queensland; GIWL, Australian National University; Economics Department, U. of Melbourne; Economics Department, Auckland University
2015 Economics Department, U. of Queensland
2013 Economics Department, U. of Queensland
2011 Department of Humanities, Social and Political Sciences, ETH Zurich
2004 Global Visiting Scholar, Economics Department, NYU

CONFERENCE/WORKSHOP PRESENTATIONS

2025 Advances with Field Experiments, Chicago
2024 Lisbon Game Theory Meetings, MBEES, PEJ Meeting, Faro.
2023 Cardiff Workshop in Economic Theory and Experimental Economics, Cardiff University; European ESA Meeting, Exeter.
2022 Conference on Mechanism and Institution Design, National University of Singapore; ANZWEE, University of Sydney.

MIGUEL A. FONSECA

- 2019 PEJ Meeting, Évora; European Economic Association (EEA) Meeting, Manchester; Lorentz Center Workshop “The Language of Cooperation: Reputation and Honest Signaling”
- 2018 PEJ Meeting, Lisbon.
- 2017 ESA Meeting, San Diego; PEJ Meeting, Vila Real.
- 2016 ESA Meeting, Jerusalem.
- 2015 ESA Meeting, Sydney.
- 2014 SEEL Workshop on Experimental Economics, U. of Aberdeen (invited); London Experimental Workshop, Middlesex U. (invited); them, U. of Konstanz; PEJ Meeting, Minho, Identity, Public Goods and Development, CSSS Kolkata.
- 2013 Association for Public Economics Theory (APET) Meeting, Lisbon; ESA Meeting, Zurich;
- 2012 PEJ Meeting, Porto; Royal Economic Society (RES) Meeting, Cambridge; ESA Meeting, Tucson.
- 2011 PEJ Meeting, Aveiro.
- 2010 ESA Meeting, Copenhagen; PEJ Meeting, Faro.
- 2009 ESA Meeting, Innsbruck; Portuguese Economic Journal (PEJ) Meeting, Funchal.
- 2003 Economic Science Association (ESA) Meeting, Erfurt.

INVITED SEMINAR PRESENTATIONS

- 2025 University of Pittsburgh; George Mason University.
- 2024 University of Gothenburg.
- 2023 DICE, University of Düsseldorf; University of Gothenburg; Burgundy School of Business.
- 2022 University of Lancaster, University of Melbourne, Auckland University
- 2021 University of Verona.
- 2020 Reading University.
- 2018 Renmin University; Shanghai University of Finance and Economics; Free University of Amsterdam (Psychology); University of Groningen (Psychology).
- 2017 U. Católica, Porto; University of East Anglia; University of Vienna; IQTE, Chinese Academy of Social Sciences, Tsinghua U.
- 2016 U. Queensland
- 2015 Middlesex U.; Durham U.; Monash U.; UK Government Statistical Service, GSR Innovative Methods Seminar Series; Swansea U.; Porto U.; Minho U.
- 2014 HEC Lausanne; U. Paderborn.
- 2013 U. Nottingham; U. Melbourne (Psych Dept.); U. Queensland; HMRC.

MIGUEL A. FONSECA

2012	U. of Düsseldorf (DICE); HMRC.
2011	ETH Zurich.
2010	ETH Zurich; U. East Anglia.
2009	U. Minho.
2006	Columbia U. (CRED).

SERVICE

Ad Hoc Editorial Work

Guest Editor, *Proceedings of the National Academy of Sciences (PNAS)*

Refereeing

Economics Journals: *American Economic Journal: Micro, Experimental Economics, Economic Inquiry, Economic Journal, Economic Theory, European Economic Review, Experimental Economics, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, Journal of Economic Behavior and Organization, Journal of Economic Theory, Journal of the European Economic Association, Journal of Public Economics, Public Choice, Scandinavian Journal of Economics, Southern Economic Journal.*

Non-Economics Journals: *Journal of Finance; Management Science, Leadership Quarterly, Journal of Economics and Management Strategy, Group Organization and Management, Business Administration Review; British Journal of Social Psychology, Journal of Economic Psychology; Evolution and Human Behavior, PLOS One, Philosophical Transactions of the Royal Society B.*

Funding Bodies: *UK: Economic and Social Research Council (ESRC), Leverhulme Trust; USA: National Science Foundation (NSF); Switzerland: Swiss National Science Foundation; Israel: Israeli Science Foundation (ISF).*

Professional membership:

American Economic Association, Economic Science Association, European Economic Association, Royal Economic Society.