

SANDRA MAXIMIANO

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FIELDS OF INTEREST

Behavioral Economics
Behavioral Game Theory
Experimental Economics
Organizational and Personal Economics

CURRENT POSITION

Assistant Professor of Economics Department of Economics Krannert School of Management Purdue University	Sept 2009 - Present
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PREVIOUS POSITIONS

Post-Doctoral Scholar Department of Economics University of Chicago	Sept 2007 - Aug 2009
Visiting Researcher Department of Economics SCHOLAR University of Amsterdam	Feb 2007 - Aug 2007
Teaching Assistant School of Business & Economics Catholic University of Portugal	Sept 1999 - Aug 2002
Economist/Researcher Center for Social Intervention (CESIS), Lisbon	Sept 1998 - Aug 2000

EDUCATION

Ph.D. in Economics University of Amsterdam Dissertation: "Essays in Organizational Economics" Advisors: Professor Hessel Oosterbeek and Professor Randolph Sloof	Feb 2007
M.Phil. in Economics Tinbergen Institute, the Netherlands	2003
MSc in Economics and Management of Science and Technology ISEG - Lisbon School of Economics & Management, Technical University of Lisbon	1999
Licenciatura in Economics (4 year Degree) ISEG - Lisbon School of Economics & Management, Technical University of Lisbon Exchange student, Erasmus University of Rotterdam, 1997-1998	1998

PUBLICATIONS

- Digital Piracy, Teens, and the Source of Advice: An Experimental Study 2014
(with Matthew Hashim, Karthik Kannan, and Jackie Rees Ulmer)
Journal of Management and Information Systems, 31(2): 215-248.
- Gender, Competitiveness and Socialization at a Young Age: 2013
Evidence from a Matrilineal and a Patriarchal Society
(with Steffen Andersen, Seda Ertaç, Uri Gneezy, John A. List)
The Review of Economics and Statistics, 95(4): 1438-1443.
- Gift-exchange and the separation of ownership and control 2013
(with Randolph Sloof and Joep Sonnemans)
Games and Economic Behavior, 77: 41-60.
- Gift-exchange in a multi-worker firm 2007
(with Randolph Sloof and Joep Sonnemans)
Economic Journal, 117: 1025-1050.
- Information Targeting and Coordination: An Experimental Study 2015
(with Matthew Hashim and Karthik Kannan)
Information Systems Research, forthcoming

MANUSCRIPTS UNDER REVIEW

- Gender, negotiation, and culture
(with Steffen Andersen, Seda Ertaç, Uri Gneezy, John A. List)
Revise & Submit to *Experimental Economics*

MANUSCRIPTS

- Deception, social preferences, and friendship
(with Sugato Chakravarty)
- Measuring reciprocity: Do survey and experimental data correlate?
- On the determinants of workers' and firms' willingness to train.
- Does replacing a manager improve performance?
- The effects of responsibility and intentional trust on performance an experimental study.
(with Seda Ertaç and Ayse Damla Üzrek)
- The effect of range of outcomes and magnitude of rewards on lying behavior in anonymous dice-under-cup trials
(with Carlos Lourenço and Camilla Zallot)

WORK IN PROGRESS

- Losses vs. Gains: Do managers reward good decisions or good outcomes?
(with Andrew Meisner)
- Selection into competition: Gender differences and the effect of experience, incentives, and feedback
(with Seda Ertaç)
- Game Form Representation and Knowledge Spillovers
(with Karthik Kannan and Kory Garner)
- Does it take a crisis to get women in power? The glass cliff in the lab
(with Fatemeh Momeni and Seda Ertaç)
- Immediate and delayed reciprocity
- Unexpected gift and pain perception
- Menstruation, access to sanitary products, and girl's education outcomes in Zimbabwe
(with Anna Josephson)

OTHER PUBLICATIONS

- Experimental Economics 2010
(with Seda Ertaç)
in Free, R. (Ed.) 21st Century Economics: A Reference Handbook
SAGE Publishers, Thousand Oaks, California
- Essays in Organizational Economics 2007
Vol. 400 of Tinbergen Institute Research Series. ISBN: 905170800

CONFERENCE PRESENTATIONS AND SEMINARS

- Economics Science Association World meetings, Israel 2016
- Nova School of Business and Economics, Lisbon 2015
Experimental Methods in Policy, Cancun
- School of Economics and Management, University of Minho 2014
Nova School of Business and Economics, Lisbon
Molecular Medicine Institute, Lisbon
Economics Science Association North American meeting, Fort Lauderdale
- Nova School of Business and Economics, Lisbon 2013
Economics Science Association North American meeting, Santa Cruz
14th International meeting of the Association for Public Economic Theory, Lisbon
Economics Science Association World meetings, Zurich
- Economics department, Erasmus University of Rotterdam 2012
School of Business & Economics, Catholic University of Lisbon
Deception, Incentives and Behavior Symposium. University of California, San Diego
- School of Business & Economics, Catholic University of Lisbon 2011
Department of Economics, DePaul University, Chicago
Department of Economics, Erasmus University of Rotterdam
Amsterdam School of Economics, University of Amsterdam
7th International Meeting on Experimental and Behavioral Economics, Barcelona
Conference of the Society for the Advancement of Economic Theory, Algarve
Economics Science Association World meetings, Chicago
Economics Science Association North American meeting, Tucson
- Economics Science Association World meetings, Copenhagen 2010
Department of Economics, Erasmus University of Rotterdam
Tinbergen Institute, University of Amsterdam
- Economics Science Association World meetings, Washington 2009
Department of Economics, University of London - Royal Holloway
GSB, Booth School of Business, University of Chicago
Harris School, University of Chicago
Department of Economics, University of Massachusetts
Department of Resource Economics, University of Massachusetts
Department of Economics, Purdue University
Department of Economics, University of Sydney
Department of Economics and Business Economics, Aarhus University
Department of Economics, University of Denver

Economics Science Association North American meeting, Tucson ASSA meetings, New Orleans GSB, Booth School of Business, University of Chicago	2008
SCHOLAR, Labor Economics seminar, Amsterdam Tinbergen Institute, Amsterdam	2007
21 COE-GLOPE conference, Amsterdam European Association of Labour Economists conference, Prague Economics Science Association European meeting, Nottingham Economics Science Association World meeting, Atlanta 10th Biennial Behavioral Decision Research in Management Conference, Santa Monica	2006
Economics Science Association World meeting, Montreal Society of Labor Economists conference, San Francisco	2005
Economics Science Association World meeting, Amsterdam International Meeting on Experimental and Behavioral Economics, Cordoba (Spain)	2004
National Congress of Sociology, Coimbra Seminar on “Studies on Gender and Equal Opportunities”, Lisbon	2000 1999

SUMMER SCHOOLS & WORKSHOPS

Workshop on Organizational Incentives and Experimental Economics, University of Melbourne	2006
Summer School on “Organizational Economics”, Steyr (Austria)	2004
Antitrust and Regulation Summer School, Lisbon	2002
Endear Summer School in Experimental Economics “Beauty 2001” (CREED), Amsterdam	2001
Summer School on Equilibrium selection in Games: An Evolutionary Viewpoint, Lisbon	2001

HONORS AND AWARDS & FELLOWSHIPS

Honorable Statement, Royal Netherlands Economic Association Award	2008
Joop Hartog bi-annual best dissertation prize, University of Amsterdam	2007
Foundation for Science and Technology (Portugal), Postdoctoral research grant	2007-2009
Foundation for Science and Technology (Portugal), Ph.D. Fellowship	2003-2006
CISEP (Research Center on the Portuguese Economy), scholarship	2000
Erasmus scholarship	1998
Prize for best undergraduate student in economics, awarded by Bank of Portugal	1998
ICEP Prize best undergraduate student in International Economics	1997

REFEREEING

American Economic Review, Economic Journal, European Economic Review, Games and Economic Behavior, Experimental Economics, Journal of Behavioral Economics & Organization, Management Science, Journal of European Economic Association, Journal of Public Economics, Journal of Environmental Economics and Management, Journal of Economics and Management Strategy, Economic Inquiry, Economic Letters, International Game Theory Review, Applied Economics, Economica, Labor Economics, Oxford Economic Papers, Scottish Journal of Political Economy, Portuguese Economic Journal, Economics and Philosophy, Journal of Economic Psychology

ACADEMIC MEMBERSHIPS

American Economic Association, Economic Science Association, The Econometric Society, The Royal Economic Society

TEACHING

PhD courses:

Experimental Economics, Purdue University	2009-2016
Game theory, Purdue University	2009-2011

Undergraduate courses:

Behavioral Economics, Purdue university	2009-2016
Game Theory, Purdue university	2016
Microeconomics, University of Chicago	2009
Economics of Organization, University of Amsterdam	2003-2006
Economics of Regulation and Competition, Catholic University of Lisbon	2000-2002
Microeconomics, Microeconomics I, Microeconomics II, Catholic University of Lisbon	1999-2002
Industrial Economics, Industrial Organization	

DISSERTATION COMMITTEES

Anne Johnson. Department of Agricultural Economics, Purdue University (in progress)
James Blande. Department of Economics, Purdue University (in progress)
Fateme Momeni (Placement: Post-doctoral fellow at University of Chicago)
Brittany Teahan (Placement: Assistant Professor at Linfield College)
Justin Krieg (Placement: Economic Consultant at Robin Kaplan)
Yongjin Ma (Placement: Statistician, SAS Institute, INC)
Anya Samek (Placement: Assistant Professor at University of Southern California)
Matthew Hashim (Placement: Assistant Professor at University of Arizona)

RECOGNITION FOR TEACHING

Krannert Distinguished Teacher for the undergraduate course "Behavioral Economics" (combined score of 9.2 or higher)	2014
Krannert Outstanding Teacher for the undergraduate course "Behavioral Economics" (combined score of 8.0 or higher)	2013
Krannert Outstanding Teacher for the undergraduate course "Behavioral Economics", sec1 (combined score of 9.1)	2012
Krannert Distinguished Teacher for the undergraduate course "Behavioral Economics", sec2 (combined score of 9.5)	2012

TEACHING EFFECTIVENESS WORKSHOPS

(Inclusion of material under this heading is optional.)

Mentoring Institute at Advance, Center for faculty Success, Purdue University	2010
Teaching workshop at Center of Instructional Excellence, Purdue University	2009
Teaching workshop for PhD students at the University of Amsterdam	2003

PERSONAL INFORMATION

Media: Opinion-maker, Economic and political commentator/writer (Portuguese media/newspapers): Expresso (2015-current); Jornal de Negócios (2008-2013); Diário de Notícias (2006-2007)

Languages: Portuguese (Native), English (Fluent), French (Conversational), Spanish (Conversational)

Citizenship: Portuguese, U.S. Resident (Green Card)