

LEA CASSAR

CONTACT INFORMATION

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ACADEMIC POSITIONS

10/2019 - Professor of Empirical Economics (W3), University of Regensburg
(on maternity leave from 04.2019 till 01.2020 and from 11.2020 till 03.2021)
09/2015 - 09/2019 Assistant Professor of Behavioral Managerial Economics (W1), University of
Cologne (on maternity leave from 04.2017 till 02.2018)

RESEARCH AFFILIATIONS

05/2023 - IZA Network Member
12/2019 - CEPR Research Affiliate
09/2018 - Member of the Committee for Organizational Economics of the Verein fuer So-
cialpolitik
04/2017 - CESifo Research Network Affiliate

EDUCATION

2010 - 2015 PhD in Economics, University of Zurich
2007 - 2009 MPhil in Economics, University of Oxford
2005 - 2006 MSc in Economics and Finance, LUISS University
2001 - 2004 BA in Business Administration, LUISS University

VISITING POSITIONS

08/2016 Visiting Scholar, Center of Economic Studies (CES), Munich
Spring 2015 Visiting Scholar, Columbia Business School
11/2014 Visiting Scholar, Rady School of Management, UCSD
Fall 2003 Visiting student, School of Business and Economics, Maastricht University

FIELDS OF INTEREST

Organizational Economics, Behavioral Economics, Labor Economics, Experimental Economics

PUBLICATIONS

Armouti-Hansen, J., Cassar, L., Dereky, A. and Engl, F. (2024), "Efficiency Wages with Motivated Agents" *Games and Economic Behavior* 145, 66-83

Cotofan, M., Cassar, L., Dur, R. and Meier, S. (2023), "Macroeconomic Conditions When Young Shape Job Preferences for Life" *Review of Economics and Statistics*, 1-7

Cassar L. and Meier, S. (2021), "Doing Good Matter for Doing Well: The Negative Effects of Prosocial Incentives" *Economic Journal* 131(637), 1988-2017

Cassar L. and Armouti-Hansen, J. (2020), "Optimal Contracting with Endogenous Project Mission" *Journal of the European Economic Association* 18(5), 2647-2676

Cassar L. and Klein, A.H. (2019), "A Matter of Perspective: How Failure Shapes Distributive Preferences" *Management Science*, 65(11), 4951-5448

Cassar L. (2019), "Job Mission as a Substitute for Monetary Incentives: Benefits and Limits" *Management Science*, 65(2), 896-912

Cassar L. and Meier, S. (2018), "Nonmonetary Incentives and the Implications of Work as a Source of Meaning" *Journal of Economic Perspectives*, 32(3), 215-38

Aghion, P., Bechtold, S., Cassar L. and Herz, H. (2018), "The Causal Effects of Competition on Innovation: Experimental Evidence" *Journal of Law, Economics and Organization*, 34(2), 162-195

Cassar L. (2007), "Convergence, Inequality and Education in the Galor and Zeira Model.", *Rivista di Politica Economica*, 97(6), 229-254.

GRANTS, AWARDS, AND SCHOLARSHIPS

2024 2nd Education Research Grant by UniCredit & Universities Foundation (200.000 EUR)
2016 Nominated for the Distinguished CESifo Affiliate Award in Behavioral Economics
2014 Doc.Mobility fellowship, Swiss National Science Foundation
2014 Best Paper Award on Public Organizations sponsored by UniCredit & Universities Foundation
2014 SPI PhD Grant sponsored by University of Chicago and John Templeton Foundation
2008 Luca D'Agliano Scholarship sponsored by Fondazione Luigi Einaudi
2008 Scholarship sponsored by LUISS University
2007 Angelo Costa Economics Theses Award sponsored by Rivista di Politica Economica
2007 Scholarship sponsored by Ente Luigi Einaudi
2007 Scholarship sponsored by LUISS University

TEACHING EXPERIENCE

From 2021 The Science of Well-Being (Bachelor), University of Regensburg
From 2020 Social Entrepreneurship (Bachelor), University of Regensburg
Fall 2018 Motivation and Leadership (Master), University of Cologne
Spring 2018 Behavioral Management Science (Bachelor), University of Cologne
Fall 2016,18 Bachelor Seminar on Experimental and Personnel Economics, University of Cologne
Spring 2016 Social Entrepreneurship (Master), University of Cologne
Fall 2015,16 Strategic Human Resources Management (Master), University of Cologne
Fall 2013 TA Empirical Methods (Master), University of Zurich
Fall 2012 TA Mathematics for Economists (Master), University of Zurich
Spring 2010 TA Workshop in Law & Economics (Master), University of Zurich and ETHZ
Spring 2007 TA Macroeconomics (Master), LUISS University

PREVIOUS WORK EXPERIENCE

03/2011 - 03/2015 Research and teaching associate at the Department of Economics, UZH
01/2011 - 09/2012 Part-time Economic consultant at "Give a Future Foundation", Addis Ababa
10/2009 - 03/2011 Research and teaching associate at the Center of Law & Economics, ETH-Zurich
Fall 2009 External research collaborator, Oxford Poverty & Human Development Initiative, University of Oxford

SEMINARS, CONFERENCES & SUMMER SCHOOLS

Invited Talks (including scheduled)

2024 Universidad Loyola Andalucía, University of Hamburg
2023 Well-Being Research Center (University of Oxford), Lund University, ETHZ, Johannes Kepler University Linz, University of Wuerzburg, University of Bologna, University of Innsbruck, University of Ulm
2022 GATE Lyon, LUISS, Humboldt-University, NHH, University of Zurich

2021 Organization Research Group (LMU), TAMU, Erasmus University Rotterdam
 2019 Humboldt-University, University of Regensburg, Leibniz University Hannover
 2018 University of Bern, Politecnico di Milano, TUM, CESifo Area Conference on Behavioral Economics (LMU), Goethe University Frankfurt
 2016 Max Planck Institute (Bonn), University of Zurich
 2015 UC3M, NHH, Columbia Business School, CMU, IESE Business School, University of Cologne, University of Konstanz, Humboldt University, University of Amsterdam, CEMFI, LMU, Maastricht University
 2014 Rady School of Management (UCSD), Universitat de Barcelona, Workshop on Public Organizations (University of Vienna), N.G.O Workshop (University of Warwick), LMU, University of Oxford
 2013 Center for Law & Economics (ETH-Zurich)
 2012 N.G.O Workshop (LSE - STICERD)
 2009 OPHI Seminars (University of Oxford)

Other Conferences and Workshops

2023 CESifo Area Conference on Behavioral Economics (LMU), Annual meeting of the Committee for Organizational Economics (University of Wuerzburg)
 2022 Field Days (University of Cologne), Workshop in Economics of Teams and Organizations (LMU)
 2017-8 Workshop on Experimental Economics and Entrepreneurship (Copenhagen Business School), Annual meeting of the Committee for Organizational Economics (University of Hamburg)
 2015-6 CESifo Area Conference on Behavioral Economics (LMU), Workshop on Pro-social Motivation at Work (Erasmus school of economics), ECBE (discussant), Conference on Morality, Incentives and Unethical Behavior (poster session)
 2014 SPI Annual Conference (University of Chicago), CEPR Workshop on Incentives, Management and Organizations (Goethe University Frankfurt), ZWE (Solothurn), Zurich Workshop in Behavioral and Experimental Economic Research
 2013 Workshop in Behavioral Economics and Experimental Research (UNIL), ZWE (Schaffhausen), Workshop on the Law & Economics of Intellectual Property and Competition Law (Max Planck and ETH-Zurich), IMEBE (Madrid), EPCS (Zurich)
 2012 ZWE (Lucerne)
 2010 EPCS (Izmir), ISNIE (Stirling), CPRC (Manchester)

Summer and Spring Schools

2016 Summer Institute on Field Experiments, University of Chicago
 2014 Russell Sage Foundation Summer Institute in Behavioral Economics
 2013 Spring School in Behavioral Economics, UCSD

REFEREEING

American Economic Review, Deutsche Forschungsgemeinschaft, Economic Journal, Economica, European Economic Review, Games and Economic Behavior, German Economic Review, Journal of Economics & Management Strategy, Journal of Economic Behavior & Organizations, Journal of Human Resources, Journal of Industrial Economics, Journal of Political Economy, Journal of Public Economics, Labor Economics, Management Science, National Science Foundation, Proceedings of National Academy of Science, Social Choice and Welfare, Strategic Management Journal, The Review of Economics and Statistics

MEDIA

DIRE, ENACTUS Brazil, ENACTUS Italy, Forbes, HBR.org, Pressenza Italia, Sueddeutsche, The Guardian, The Wall Street Journal, Zeit Campus

LANGUAGES

Italian (Native), English (Fluent), French (Fluent), German (C1), Spanish (Intermediate)