

# LEA CASSAR

## CONTACT INFORMATION

Universität Regensburg,  
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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" accepted in *Games and Economic Behavior*

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**

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)