

VERA L. TE VELDE

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I am a behavioral economist interested primarily in social preferences, such as how reciprocal or altruistic actions are triggered or the psychological mechanisms through which social norms influence behavior in general or in specific settings such as the workplace. These questions lie at the intersection of economics and psychology and I seek to draw on work and methodology from both fields in order to maximize the effectiveness and impact of my research.

POSITIONS:

Lecturer at University of Queensland School of Economics

October 2014 - current

EDUCATION:

Ph.D., Economics, University of California at Berkeley

May 2014

B.S. with honors, Mathematics, California Institute of Technology

June 2007

B.S. with honors, Economics, California Institute of Technology

June 2007

PUBLICATIONS

“Conformity to descriptive norms” (with Winnifred Louis). Forthcoming at *Journal of Economic Behavior and Organization*.

- Related data publication: "Replication data for: Conformity to descriptive norms", 2022, Harvard Dataverse.

“Heterogeneous norms: Social image and social pressure when people disagree” *Journal of Economic Behavior and Organization* Vol. 194, January 2022.

“Beliefs-based altruism as an alternative explanation for social signaling behavior” *Journal of Economic Behavior and Organization* Vol. 152, August 2018.

- Related data publication: “Individual altruistic choice and attitude data from Amazon's Mechanical Turk” *Data In Brief*, 2018.

“You’ve earned it: Estimating the impact of human capital on social preferences” *Experimental Economics*, Vol. 18, Number 2, 2015 (with Pamela Jakiela and Edward Miguel).

- Related data publication: "Replication data for: You've Earned It: Estimating the Impact of Human Capital on Social Preferences", 2015, Harvard Dataverse.

“Rethinking Reciprocity”, *Annual Review of Economics*, Vol. 6, 2014 (with Ulrike Malmendier and Roberto Weber).

“Dynamic pricing with constant demand elasticity”, *Production and Operations Management, Special Issue on Revenue Management and Dynamic Pricing*, Vol. 17, Number 4, July-August 2008 (with R. Preston McAfee).

“Dynamic pricing in the airline industry”, *Handbook on Economics and Information Systems*, Ed: T.J. Hendershott, Elsevier Handbooks in Information Systems, Volume 1; ISBN 0444517715, 2007 (with R. Preston McAfee).

WORKING PAPERS

“On the power of surprising vs. anticipated gifts” (with Rosario Macera)

“Pay that pays: Social relations in the workplace” (with Rosario Macera)

“Guile” (with Lionel Page and Kieran Gibson)

WORK IN PROGRESS

- “Image effects in dictator games” (with Daniele Nosenzo)
- “Threshold effects and diffusion of responsibility in elections” (with Andrea Robbett)
- “Punishment in coordination games” (with Zachary Breig and Kate Green)
- “Probability biases and social preferences in elections” (with Marco Faravelli and Ben Gordon)
- “Endogenous and exogenous reference points in repeated gambles” (with Lana Friesen and William McCarthy)
- “Personal versus social injunctive norms when norms are ambiguous”
- “Measuring heterogeneous personal norms”
- “Gender and draw offers in chess” (with David Smerdon and Jordan von Hippel)

SELECTED GRANTS AND AWARDS:

- 2022 Australia Research Council Discovery Grant, “Voter behavior and polarization: The role of social preferences”, with Marco Faravelli. ARC funding \$221,910.
- 2021 Advance Queensland Women’s Research Assistance Program grant.
- 2019 Distinguished teaching award for large post-graduate courses.
- 2018 University of Queensland Early Career Researcher grant
- 2018 Teaching excellence award for large post-graduate courses.
- 2017 Distinguished teaching award for medium post-graduate courses.
- 2016 PUC Chile “Concurso Profesores Visitantes Extranjeros Convocatoria”, with Rosario Macera
- 2016 New Staff Research Startup Funds grant, UQ Faculty of Business, Economics and Law
- 2015 Best poster prize, ETH Zürich Social Norms and Institutions Conference
- 2012 IBER Dissertation Research Award, UC Berkeley
- 2008-11 National Science Foundation Graduate Research Fellowship
- 2011 Dean’s Normative Time Fellowship, UC Berkeley
- 2010 U.C. Berkeley Center for the Economics of Demography and Aging prize for best research proposal in psychology and economics.
- 2003-07 Axline Merit Award for full tuition, room, and board at the California Institute of Technology

INVITED SEMINARS / WORKSHOPS

- 2021:** University of Melbourne, RExCon21 Conference on Social Preferences and Social Norms
- 2019:** Asia-Pacific Economic Science Association Annual Meetings, Society for Australasian Social Psychologists Annual Meetings, Econometric Society Australasia Meetings, University of Technology Sydney Centre for Policy and Market Design Workshop on Behavioural and Experimental Economics, Monash University Experimental Economics Workshop on Social Influence, Economic Science Association North American Meetings, University of Pennsylvania Norms and Behavioral Change Workshop.
- 2018:** Asia-Pacific Economic Science Association Annual Meetings, Australian National University, University of Sydney workshop on Behavioural and Experimental Economics and Finance, Queensland University of Technology, International Network for Economics Research Annual Conference, Australia New Zealand Workshop for Experimental Economics.
- 2017:** Technische Universität Berlin, WZB Berlin Workshop on Status and Social Image, University of Sydney, Universidad de los Andes, University of Queensland School of Psychology, International Association of Research in Economic Psychology Annual Conference, Australia New Zealand Workshop for Experimental Economics, University of Sydney Behavioral Economics Foundations conference
- 2016:** Australian Economic Theory Workshop, Center for Experimental Social Sciences Santiago, University of Melbourne, University of Technology Sydney, Monash University, University of New South Wales, Western Economic Association International Annual Conference
- 2015:** Australian Economic Theory Workshop, Australian Libertarian Society Friedman Conference, ESA World Meetings, Queensland University of Technology, ETH Zürich Social Norms and Institutions Conference, Australia New Zealand Workshop on Experimental Economics

2014: Durham Business School, Universität Konstanz, Pontificia Universidad Católica de Chile, Universidad de Chile, Harvard Business School, Franklin and Marshall College, Texas A&M, University of California at Santa Cruz, University of California at Merced, University of Manchester, University of Queensland, Monash University, Hiroshima University, Lund University Conference on Games, Interaction, Reasoning, Learning, and Semantics

Earlier:

London Business School Trans-Atlantic Doctoral Conference (2013), San Francisco State University (2013), Chicago Booth Price Theory Summer Camp (2013), Duke Center for the History of Political Economy Summer Institute (2012), Pacific Conference for Development Economics (2010), University of California, Berkeley (2009, 2011, 2013), Trinity College (Hartford, CT, 2013)

TEACHING:

Behavioural and Evolutionary Economics (U. of Queensland)
Advanced Studies in Economics 2 (Behavioral Economics module) (U. of Queensland)
Mathematical Techniques in Economics (U. of Queensland)
Principles of Microeconomics (U. of Queensland)
Tools of Economic Analysis (U. of Queensland)
Research Methods in Economics (U. of Queensland)
Psychology and Economics (UC Berkeley)
Game Theory (UC Berkeley)