

Alexis GARAPIN
Professor of Economics
Faculty of Economics, University of Grenoble Alpes
UMR GAEL, University of Grenoble Alpes, INRAE, CNRS, INP
1241 rue des résidences, 38400 Saint Martin d'Hères, France

alexis.garapin@univ-grenoble-alpes.fr

March 2024

Research fields: Experimental economics, experimental game theory

EDUCATION

May 2011 **Agreement for Directing Doctoral Research (HDR)**, University of Lyon, "Coordination and Cooperation: Theory and Experiments"

Supervisor: Marie-Claire Villeval, Research Professor, CNRS

November 1999 **Ph. D in Economics**, University of Grenoble, "Economics of Coordination in Complex Problem Solving: Theory and Experiments"

Supervisor: Michel Hollard, Professor, University of Grenoble Alpes

September 1994 **M.A. in Applied Economics**, speciality Industrial Organization, University of Grenoble

ACADEMIC POSITIONS

2016 - **Full Professor**, University of Grenoble Alpes
2011 - 2016 **Associate Professor**, University of Grenoble Alpes
2000 -2011 **Assistant Professor**, University Pierre Mendès France, Grenoble
1999-2000 **Lecturer (ATER)**, University Pierre Mendès France, Grenoble

PUBLICATIONS IN REFEREED ACADEMIC JOURNALS

- [1] "Risk aversion and equilibrium selection in a vertical contracting setting: an experiment" (with O. Bonroy and N. Pasquier), 2022, *Theory and Decision*, 93(4): 585-614
- [2] "How institutions shape individual motives for efficiency and equity: Evidence from distribution experiments" (with S. Ambec, L. Muller and B. Rahali), 2019, *Journal of Behavioral and Experimental Economics*, 81: 128-138
- [3] "Detering free-riding on product quality in cooperatives: Lessons from an experiment" (with O. Bonroy, S.H. Hamilton and D.M. de Souza Monteiro), 2019, *American Journal of Agricultural Economics*, 101(1): 89-108
- [4] "Changing partner in a cheap talk game: experimental evidence" (with O. Bonroy and D. Llerena), 2017, *International Journal of Economic Theory*, 13(2):197-216
- [5] "Does trust mean giving or risking: Experimental evidence from the trust game" (with L. Muller and B. Rahali), *Revue d'Economie Politique*, 2015, 125 (5), 701-717
- [6] "Comparing regulations to protect the commons: An experimental investigation" (with S. Ambec, L. Muller, A. Reynaud and C. Sebi), 2014, *Environmental and Resource Economics*, vol. 58, n°2, pp. 219-244
- [7] "When a precedent of donation favors defection in the prisoner's dilemma" (with D. Llerena and M. Hollard), *German Economic Review*, 2011, vol. 12, n°4, pp. 409-421

- [8] "Information driven coordination: Experimental results with heterogeneous agents" (with V. Semeshenko, B. Ruffieux and M.B Gordon). *Theory and Decision*, 2010, 69, 1, 119-142
- [9] "Bridging the gap between Homo Oeconomicus and Homo sapiens. Towards a realistic and predictive game theory of human behaviour" (with B. Ruffieux), *Revue d'Economie Politique*, 2009, vol. 119, n°1, 1-40 (in French)
- [10] "Acceptable regulation of the commons: an experimental analysis" (with S. Ambec, L. Muller and C. Sebi), *Economie et Prévision*, 2009, n°190-191, 107-122 (in French)
- [9] "Bargaining to coordinate" (with J. Duvallet and D. Llerena), *Négociations*, 2007, vol. 1, 53-73 (in French)
- [11] "A simulation model of the price bargaining rules in vertical relationships" (avec J. Duvallet, M. Hollard and D. Llerena), *Computational Economics*, 2004, 23, 121-145
- [12] "A game theoretic approach of price negotiation and coordination in an innovative firm-supplier context: an experimental analysis" (with J. Duvallet, D. Llerena and S. Robin), *International Negotiation*, 2004, vol.9, n°3, 245-269
- [13] "A contribution to the theories of the firm: routines and incentives", *Critique Economique*, n°6, 2001, 77-98 (in French)
- [14] "The inefficiency of the chain of monopolies: an experimental study in repeated negotiations" (with M. Hollard, S. Robin and B. Ruffieux), *Economie et Prévision*, 2000, 4, n°145, pp. 1-18 (in French)
- [15] "Routines and incentives in group tasks" (with M. Hollard), *Journal of Evolutionary Economics*, 1999, vol. 9, n°4, 465-486

SUBMITTED PAPERS

- [16] "Non-equilibrium focal point vs compromise equilibrium: Which coordination device is better in a BOS game?" (with O. Bonroy and B. Ouvrard)
- [17] "Two-part tariff, demand uncertainty and risk aversion: An experiment" (with O. Bonroy and N. Pasquier)

WORKING PAPERS

- [18] "Mislabelling in Collective Labels: an experimental analysis" (with O. Bonroy, D. de Souza Monteiro et S. Hamilton), 2015, Selected Paper prepared for presentation at the 2015 Agricultural & Applied Economics Association and Western Agricultural Economics Association Annual Meeting, San Francisco, CA, July 26-27
- [19] "Changing partner in a cheap talk game: experimental evidence" (with O. Bonroy et D.Llerena), working paper GAEL 2104-05, 22 p.
- [20] "Does trust mean giving or risking: Experimental evidence from the trust game" (with L. Muller et B. Rahali), 2013, Working Paper GAEL 2013-13, 9 pages.
- [21] "Motivations for efficiency and equity in the investment game" (with S. Ambec et L. Muller), 2013, Working Paper GAEL 2013-03, 32 pages.
- [22] "Repeated cheap talk, imperfect monitoring and punishment behaviour: an experimental analysis" (with O. Bonroy et D. Llerena), Working Paper GAEL 2011-02, 22 pages

BOOK CHAPTERS

- [23] "Putting theories of the firm into the lab" (with D. Llerena), in El Aoufi N., Bensaïd M., Hollard M. (eds) *Economie des organisations. Tendances actuelles*, La Librairie des Humanités, L'Harmattan, 2007 (in French)
- [24] "Analysis of strategic behaviors within supply chain: complementarity between modelling and experimentation methodologies" (avec X. Boucher, P. Burlat, D. Llerena et N. Taratynava), in V. Botta-Genoulaz et al. (eds), *Collaboration, Alignment and Coordination for Supply Chain Performance*, Wiley, 2010

COMMUNICATIONS (*: presentation by a co-author)

[c1] “Non-equilibrium focal point vs compromise equilibrium: Which coordination device is better in a BOS game?”, *ESA world meeting*, Lyon, 26-28 June 2023

[c2] “Social exchange vs private preferences: An experiment in a new Battle-Of-the-Sexes game”, *ASFEE annual conference*, Montpellier, 25-26 May 2023

[c3] “Two-part tariff, demand uncertainty and risk aversion: From theory to experimental evidence”

ASSET Conference, Heraklion, October 27-29, 2022*

ASFEE Conference, Lyon, June 30-July 1st, 2022

[c4] “Secret contracts, beliefs and risk aversion: experimental evidence”*

ASSET Conference, Florence, November 8-10, 2018

EARIE Conference, Athens, August 31-September 2, 2018

EARIE Conference, Maastricht, August 31-September 2, 2017

[c5] « Efficiency and equity trade-off in multi-players ultimatum game: Impact of group incentives and outside-options »*

ASFEE conference, Rennes, 8-9 juin 2017

[c6] “Coordination for collective rents: An experimental study”

ASSET Conference, Thessaloniki, 10-12 November 2016

Journées de Micro-Economie Appliquée, Besançon, 2-3 juin 2016

[c7] “Mislabelling in Collective Labels: an experimental analysis”*, *Agricultural & Applied Economics Association and Western Agricultural Economics Association Annual Meeting*, San Francisco, July 26-28, 2015

[c8] « Motivations for efficiency and equity in the investment game »*

Conférence annuelle de l'Association Française d'Economie Expérimentale, Paris, June 15-16, 2015

Second International Meeting on Experimental and Behavioral Social Sciences (IMEBESS), Toulouse, 17-17 April 2015

[c9] « Does trust mean giving and not risking? », *63ème Congrès Annuel de l'AFSE*, Lyon, June 16-18, 2014

[c10] “Trust is giving and not risking: Experimental evidence from the investment game”*, *Conférence annuelle de l'Association Française d'Economie Expérimentale*, Lyon, 20-21 juin 2013

[c11] "Intrinsic motivation and extrinsic incentives to cooperate in a sequential resource sharing problem", *Conférence annuelle de l'Association Française d'Economie Expérimentale*, Montpellier, 31 Mai - 2 juin 2012

[c12] “Repeated Cheap Talk, Imperfect Monitoring and Punishment Behaviors: An experimental investigation ”, *Economic Science Association Annual Meeting*, Chicago, July 7-10, 2011

[c13] “Forecast information sharing in vertical relations: experimental evidence”

Conférence annuelle de l'Association Française d'Economie Expérimentale, Grenoble, 23-24 septembre 2010

44th Annual Conference of the Canadian Economics Association, Québec, May 28-30, 2010.

[c14] “Cheap talk and strategic uncertainty in vertical relations: experimental evidence”, *Economic Science Association Asia-Pacific Meeting*, Melbourne, Feb. 8-21, 2010

[c15] “Are fruits and vegetables too expensive for me? An experimental analysis”, *Economic Science Association European Meeting*, Innsbrück, 17-21 sept. 2009

[c16] “Cooperation in a prisoner’s dilemma game with a precedent of collective action”

IVth International Meeting of Experimental and Behavioral Economics, Alicante, March 27-29, 2008

- Journées de l'AFSE - Journées d'économie expérimentale*, Lyon, 23-25 mai 2007
- [c17] "Regulatory instruments to protect the commons: an experimental investigation"*
16th Annual Conference of the European Association of Environmental and Resource Economists, Gothenburg, 25-28 June 2008
- Journées de l'AFSE*, Toulouse, 9-11 Juin 2008
- Labsi International Conference on Political Economy and Public Choice: Theory and Experiments*; Siena, 27-29 septembre 2007
- Journées d'Economie Publique Louis-André Gérard-Varet*, Marseille, 14-15 juin 2007
- Journées de l'AFSE - Journées d'économie expérimentale*, Lyon, 23-25 mai 2007
- [c18] "From Dying to Rising Seminars: Designing Efficient Coordination in the Schelling Critical Mass Game"*
IAREP-SABE Conference on behavioural economics, Paris, 6-7-8 juin 2006
- [c19] « Coordination efficace en présence de choix sous - optimaux de précaution », *8^{èmes} Journées d'Économie Expérimentale*, BETA, Strasbourg, 1-2 juin 2006
- [c20] « Pour une théorie comportementale de l'apprentissage : les apports récents de l'approche expérimentale »*, *GDR Economie cognitive*, Atelier « Apprentissage », Paris, 9-10 décembre 2002
- [c21] « Bargaining and coordination in a supplier-firm context », *5th CEEL Workshop on Experimental Economics*, Siena, May 2-3, 2002
- [c22] "Fair coordination or efficient coordination: An experimental study", *Economic Science Association regional meetings*, Strasbourg, September 27-28, 2002
- [c23] "Négociation et coordination dans une relation donneur d'ordres/fournisseur : une analyse expérimentale", *Colloque de l'Institut de Production et des Organisations Industrielles*, Autrans, 28-31 janvier 2002
- [c23] « The dynamics of price bargaining rules in bilateral monopolies: experimentation and simulation », *Economic Science Association European Meetings*, Amsterdam, October 18-21, 2000
- [c24] "Experimentation and simulation in a duopoly of chains", *5th Workshop of Economics and Interacting Heterogeneous Agents*, Marseille, June 15-17, 2000
- [c25] "Learning to coordinate in competitive contexts", *Economic Science Association European Meetings*, Mannheim, June 11-12-13, 1998
- [c26] "The emergence of routines in competitive contexts", *Fifth Italian Meeting of Experimental Economics*, Trento, June 7-8, 1997
- [c27] "Apprentissage de la coordination bilatérale : une étude expérimentale des routines relationnelles dans des contextes de concurrence », *XLVIème Congrès AFSE*, Paris, 18 et 19 Septembre 1997
- [c28] « Apprentissage de la coordination bilatérale dans des contextes incitatifs différents », *Troisièmes journées d'économie expérimentale*, Montpellier, 8-9 octobre 1997.
- [c29] « The emergence of routines in competitive contexts », *Vth Italian Meeting of Experimental Economics*, Trento, June 6-7, 1996.
- [c30] « Price formation on a chain of monopolies: an experimental analysis of vertical externalities », *4th Italian Meeting of Experimental Economics*, Naples, March 15-16, 1996

SEMINARS (INVITED SPEAKER)

- [s1] "Non-equilibrium focal point vs compromise equilibrium: Which coordination device is better in a BOS game?", University of Newcastle, Department of Economics, 11 January 2024
- [s2] "Attraction vs private preferences: Revisiting coordination in a Battle-of-the-Sexes game", LUISS University, Roma, 20 April 2023
- [s3] "Two-part tariff, demand uncertainty and risk sharing: From theory to experimental evidence", CREM, University of Rennes, 9 March 2023

- [s4] “Motivations for efficiency and equity in the investment game”, IRSTEA, Montpellier, 27 May 2015
- [s5] “Collective labels as collective action games: An experimental study”, CATT, Pau, 19 February 2015
- [s6] “Motivations for efficiency and equity in the investment game”, Department of Economics, University of Kent, 8 May 2013
- [s7] "Coordination games and experimental economics", *ELICCIR* seminar, laboratory Leibniz, IMAG, Grenoble, 13-14 September 2004
- [s8] "Coordination and bargaining in a vertical relation: Experimental evidence", *GAEL seminar*, INRA-UPMF, Grenoble, 28 April 2004.
- [s9] "Routines and incentives", seminar in the "Ecole thématique Economie des Organisations et Développement, U.P.M.F. of Grenoble and Université Mohammed V-Agdal de Rabat (Program TEMPRA Southern Méditerranée), 7 - 11 May 2001, Rabat, Maroc.
- [s10] "Theory of games and experimental economics", conference cycles *Midisciences*, University Joseph Fourier of Grenoble, 29 May 2001.

PH. D SUPERVISION

- Adil BOUFARSI, “Theoretical and experimental analysis of vertical relationships in a circular economy”, Financial support by the French Ministry of Research. Co-supervised with Olivier Bonroy (INRAE, GAEL). Start: September 2022
 - Nicolas PASQUIER, “Beliefs and vertical contracting: Theory and experiment”. Financial support by the French Ministry of Research. Co-supervised with Olivier Bonroy (INRAE, GAEL). Defended on September 24, 2019.
- Current position: post doctoral research fellow, University of Bordeaux

OTHER RESEARCH ACTIVITIES

Deputy Director of GAEL (2012-2015)

Co-organizer of the external seminars of GAEL (2010-2012)

Elected member of the Economics Commission, University Pierre Mendès France, 2004-2008

Organization, *4th CEEL workshop on Experimental Economics*, 13-14 September 2001

Co-organization, *1^{ère} conférence de l'ASFEE*, Grenoble, 2010

Co-organization, *Economic Science Association* Regional Meetings Grenoble, 1999.

Referee for: Revue Economique, Revue d'Economie Politique, Economie et Prévision, Computational Economics, Contemporary Economics, European Review of Agricultural Economics, American Journal of Agricultural Economics, Journal of Evolutionary Economics

ADMINISTRATIVE ACTIVITIES

2021 - ...	Head of the Master Degree Business and Data Analyst , University of Grenoble Alpes
2017 - 2020	Dean of the Faculty of Economics , University of Grenoble Alpes
2011 - 2017	Co-Director of the Bachelor Degree MIASHS , University of Grenoble Alpes
2008 – 2016	Elected member of the administrative board of the Department of Economics, University of Grenoble Alpes
2020 - ...	

CURRENT TEACHING

Economics and Management Bachelor Degree, UGA, Faculty of Economics

Industrial Organization, Undergraduate 3, CM, 30h

Managerial Economics for International Markets Bachelor Degree, UGA, Faculty of Economics-IUT 2

Behavioral and Experimental Economics, Undergraduate 3, CM, 20h (in English)

Applied Mathematics and Social Sciences Bachelor Degree (MIASHS), UGA, Department of Social Sciences and Department of Economics

Advanced Microeconomics, Undergraduate 2, CM, 24h

Economics of vertical relations, Undergraduate 3, CM, 18h

Master Advanced Degree, Business and Data Analyst, UGA, Faculty of Economics

Mergers and market power, Graduate 2, CM & TD, 12h

Vertical restraints, Graduate 2, CM & TD, 12h