

Davide Marchiori, Ph.D.

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RESEARCH INTERESTS

Behavioral and experimental economics · Strategic sophistication and bounded rationality · Human-AI interaction in strategic settings · Learning and decisions from experience · Process-tracing and eye-tracking methods · Computational models of cognition · Behavioral public policy

RESEARCH PROFILE

I am a behavioral and experimental economist studying how individuals learn, adapt, and develop strategic reasoning through experience. My research is interdisciplinary, combining laboratory experiments, process-tracing and eye-tracking, and computational modeling to investigate decision-making in interactive and changing environments. My work has appeared in *Science*, *Nature Communications*, *Journal of Economic Theory*, and *Journal of Economic Psychology*.

I previously served as Associate Professor at the University of Southern Denmark, where I led a research program on learning and adaptation funded by the Independent Research Fund Denmark and supervised doctoral and postdoctoral researchers. I am currently Senior Research Scientist at NYU Abu Dhabi, with an active research agenda organized in two connected streams: the dynamics and transfer of strategic sophistication, and strategic decision-making with artificial agents. Across these roles, I have helped build research and teaching capacity: securing external funding, setting up experimental research infrastructure, contributing to the development of a new Master's program in behavioral science and designing an executive education program, and establishing partnerships with government and international organizations.

ACADEMIC AND PROFESSIONAL APPOINTMENTS

Senior Research Scientist

May 2025 – present

Center for Behavioral Institutional Design (C-BID), New York University Abu Dhabi, UAE

- Applied behavioral research: co-author of a large-scale study of excessive and conspicuous consumption in the UAE (revise and resubmit, *Behavioural Public Policy*); co-leading a research project with the International Fund for Animal Welfare (IFAW) on the social drivers of keeping big cats as pets.
- Economic policy analysis for the UAE General Civil Aviation Authority (GCAA), 2025–2026: impact analysis of Air Service Agreement liberalization and mechanism design for flight frequency allocation (see Policy and Applied Research).
- Academic program development: project manager for the executive education program *Behavioral Science for Government Leaders*; support to the organization of the *Behavioral Horizons* lecture series and to the development of a new M.Sc. in Behavioral Science, including the program pre-proposal, market research and benchmarking (see Academic Program Development and Management).
- Institutional liaison with the Behavioral Science Group (BSG) at the UAE Office of Development Affairs.

Laboratory Technologist (Tecnologo), Behavioral Research Support

Jan 2024 – May 2025

IMT School for Advanced Studies Lucca, Italy

- Built research data infrastructure, experimental software, statistical programming, and analytics workflows for experimental research teams.

Associate Professor

Mar 2017 – Dec 2023

Strategic Organization Design Unit, University of Southern Denmark (SDU), Odense

- Principal Investigator of the four-year project *Learning in Dynamic Environments: How We Adapt to Change (LEADER)*, funded by the Independent Research Fund Denmark (DKK 3.3 million).
- Supervised one PhD student, one postdoctoral researcher, and more than 20 Master's theses; taught experimental methods, research methods, and negotiation.

Assistant Professor <i>Strategic Organization Design Unit, University of Southern Denmark (SDU), Odense</i>	Jul 2014 – Mar 2017
Postdoctoral Researcher <i>Strategic Organization Design Unit, University of Southern Denmark (SDU), Odense</i>	Jul 2013 – Jul 2014
Research Fellow <i>Department of Management, Ca' Foscari University of Venice, Italy</i>	Jul 2012 – Jul 2013
Assistant Professor <i>Department of Economics, National Chengchi University, Taipei, Taiwan</i>	Oct 2011 – Jul 2012
Lady Davis Postdoctoral Fellow <i>Faculty of Industrial Engineering and Management, Technion – Israel Institute of Technology, Haifa (supervisor: Prof. Ido Erev)</i>	Oct 2010 – Oct 2011

EDUCATION

Ph.D. in Economics and Management <i>CIFREM, University of Trento, Italy — Best PhD Graduates' Award, AY 2009/2010</i> Dissertation: <i>Interactive Learning and Conditional Behavior in Repeated Games: Theories, Models, and Experiments</i> . Supervisor: Prof. Massimo Warglien. Committee: Prof. Maria Giovanna Devetag, Prof. Ido Erev.	2010
M.Sc. (Laurea Magistrale) in Economics and Management of Complex Systems <i>Ca' Foscari University of Venice, Italy — 110/110 cum laude</i>	2006
B.Sc. (Laurea Triennale) in Economics and Management of Complex Systems <i>Ca' Foscari University of Venice, Italy — 110/110 cum laude</i>	2004

PUBLICATIONS

Google Scholar (November 2026): 862 citations · h-index 10 · i10-index 10

Peer-reviewed journal articles

1. Anvari, F., Billinger, S., Analytis, P. P., Franco, V. R., & **Marchiori, D.** (2024). Testing the convergent validity, domain generality, and temporal stability of selected measures of people's tendency to explore. *Nature Communications*, 15, 7721.
2. Marzi, G., Balzano, M., & **Marchiori, D.** (2024). K-Alpha Calculator – Krippendorff's Alpha Calculator: A user-friendly tool for computing Krippendorff's alpha inter-rater reliability coefficient. *MethodsX*, 102545.
3. Anvari, F., Verdeş, D. D., & **Marchiori, D.** (2022). Percent framing attenuates the magnitude effect in a preference-matching task of intertemporal choice. *PLoS ONE*, 17(1).
4. Anvari, F., & **Marchiori, D.** (2021). Priming exploration across domains: Does search in a spatial environment influence search in a cognitive environment? *Royal Society Open Science*, 8, 201944.
5. **Marchiori, D.**, Di Guida, S., & Polonio, L. (2021). Plasticity of strategic sophistication in interactive decision-making. *Journal of Economic Theory*, 196, 105291.
6. Knudsen, T., **Marchiori, D.**, & Warglien, M. (2018). Hierarchical decision-making produces persistent differences in learning performance. *Scientific Reports*, 8, 15782.
7. Di Guida, S., Erev, I., & **Marchiori, D.** (2015). Cross-cultural differences in decisions from experience: Evidence from Denmark, Israel, and Taiwan. *Journal of Economic Psychology*, 49, 47–58.
8. **Marchiori, D.**, & Aharon, I. (2015). Toward a general theoretical framework for judgment and decision-making. *Frontiers in Psychology*, 6, 159.
9. **Marchiori, D.**, Di Guida, S., & Erev, I. (2015). Noisy retrieval models of over- and undersensitivity to rare events. *Decision*, 2, 82–106.
10. Erev, I., Gilat-Yihyie, S., **Marchiori, D.**, & Sonsino, D. (2015). On loss aversion, level-1 reasoning, and betting. *International Journal of Game Theory*, 44, 113–133.
11. Di Guida, S., **Marchiori, D.**, & Erev, I. (2012). Decisions among defaults and the effect of the option to do nothing. *Economics Letters*, 117, 790–793.

12. **Marchiori, D.**, & Elqayam, S. (2012). Physiological plausibility and boundary conditions of theories of risk sensitivity. *Frontiers in Psychology*, 3, 33.
13. **Marchiori, D.**, & Warglien, M. (2011). Neural network models of learning and categorization in multigame experiments. *Frontiers in Neuroscience*, 5, 139.
14. **Marchiori, D.**, & Warglien, M. (2008). Predicting human interactive learning by regret-driven neural networks. *Science*, 319, 1111–1113.

Book chapters

1. LiCalzi, M., & **Marchiori, D.** (2014). Pack light if on the move: Exploitation and exploration in a dynamic environment. In S. Leitner & F. Wall (Eds.), *Artificial Economics and Self Organization* (pp. 205–216). Springer.
2. **Marchiori, D.**, & Warglien, M. (2005). Constructing shared interpretations in a team of intelligent agents: The effects of communication intensity and structure. In T. Terano et al. (Eds.), *Agent-Based Simulation: From Modeling Methodologies to Real-World Applications* (pp. 58–71). Springer Tokyo.

Papers under review

- Nikiforakis, N., Bernardini, F., Cappellini, C., Janas, M., **Marchiori, D.**, Lozano, L., Siegenthaler, S., & Attar, R. Excessive and conspicuous consumption: Evidence from the United Arab Emirates. **Revise and resubmit**, *Behavioural Public Policy*.
- Di Guida, S., **Marchiori, D.**, Mayaux, D., & Polonio, L. Heuristic play through equilibrium-consistent feedback. **Under review**, *Theory and Decision*.

Work in progress

- **Marchiori, D.**, Di Guida, S., & Polonio, L. Learning, persistence, and transfer of strategic sophistication. Presented at IMESS 2026, NYU Paris.
- Strategic sophistication in human–AI interaction. Multi-study project (see Research Agenda).

RESEARCH AGENDA

My research agenda is organized in two connected streams, both grounded in the economics of bounded rationality and strategic interaction.

1. Dynamics and transfer of strategic sophistication. Building on my eye-tracking work on the plasticity of strategic sophistication (*Journal of Economic Theory*, 2021), this stream studies how strategic reasoning is learned, how persistent it is, and whether it transfers across games and environments. Current work: *Learning, Persistence, and Transfer of Strategic Sophistication* (presented at IMESS 2026) and *Heuristic Play Through Equilibrium-Consistent Feedback* (under review, *Theory and Decision*).

2. Strategic decision-making with artificial agents. A natural extension of the first stream to settings where the counterpart is an algorithm. Planned projects:

- **Beliefs about AI reasoning.** How people attribute depth of reasoning to AI counterparts in normal-form games, using process-tracing to separate beliefs about the opponent from one's own reasoning depth.
- **Learning from AI counterparts.** Whether repeated interaction with AI agents of controlled sophistication changes human strategic reasoning, and whether those changes transfer to games against humans.
- **Negotiation and delegation.** Bargaining with large-language-model agents and the decision to delegate strategic choices to AI, with implications for institutional and market design.

CONFERENCE PRESENTATIONS AND WORKSHOPS

Recent

- Oct 2026** *Behavioural Policy for Family* workshop, The Policy Institute, King's College London, UK (1–2 October). Participant.
- Aug 2026** 4th International Meeting in Experimental Social Science (IMESS), joint workshop with NYU Abu Dhabi C-BID and NYU CESS, NYU Paris, France (24–25 August). Presentation: *Learning, Persistence, and Transfer of Strategic Sophistication*.

Selected earlier presentations and invited workshops

Jun 2019	NeuroPsychoEconomics Conference, LUISS University, Rome. <i>Plasticity of human strategic sophistication in interactive decision-making.</i>
Apr 2019	Invited participant, Frontiers of Organization Studies workshop, Center for Advanced Study in the Behavioral Sciences (CASBS), Stanford University.
Jan 2019	Invited participant, workshop on Reciprocal Bounded Rationality and the Complexity Foundations of Strategy Science, Max Planck Institute for Mathematics in the Sciences, Leipzig.
May 2018	NeuroPsychoEconomics Conference, University of Zürich. <i>Distributed hierarchical decision processes produce persistent differences in learning performance.</i>
Jun 2017	Invited participant, Learning by Stealing Workshop, MIT Sloan School of Management. <i>Thou shalt not steal!</i>
Jan 2017	Invited participant, workshop on Microfoundations of Expectations, Max Planck Institute for Mathematics in the Sciences, Leipzig.
Sep 2015	Invited speaker, Experimental Organization Science (EOS) Workshop, Frankfurt School of Finance & Management. <i>Attention allocation and learning in hierarchical organizations.</i>
May 2015	Invited speaker, TOM Conference, Ca' Foscari University of Venice. <i>Multi-level learning in hierarchical organizations.</i>
Nov 2014	Invited speaker, COPE Workshop on Change, Organizational Plasticity, and Evolution, Universitat Pompeu Fabra, Barcelona. <i>Multi-level learning in hierarchical organizations.</i>
Jan 2012	Invited speaker, Erasmus–Technion Workshop on Decisions and Predictions, Ein Bokek, Israel; invited seminar, Academia Sinica, Taipei. <i>Over- and under-sensitivity to rare events: Distinct processes or noisy retrievers?</i>

GRANTS, FELLOWSHIPS AND AWARDS

2017	Independent Research Fund Denmark, project <i>LEADER – Learning in Dynamic Environments</i> (Principal Investigator), DKK 3,330,327 (approx. EUR 447,000).
2016	Brødrene Hartmanns Fond, project on reducing underweighting of rare events, with Daniel Newark, DKK 30,000.
2012	Academic Research Award for outstanding research achievement, College of Social Sciences, National Chengchi University.
2012	National Science Council of Taiwan, one-year research grant (Principal Investigator), NTD 555,000.
2010	Best PhD Graduates' Award, AY 2009/2010, University of Trento.
2010	Lady Davis Postdoctoral Fellowship, Technion – Israel Institute of Technology.

TEACHING

Courses taught (University of Southern Denmark, graduate level)

- Experimental Methods for Management Decisions
- Research Methods in Strategy and Organization
- Advanced Management Principles – Negotiation
- Advanced Strategy and Organization Theory
- Business Analytics
- Personnel Economics

Courses taught (National Chengchi University, Taiwan)

- Computational Economics

Supervision

More than 20 Master's theses; one PhD student; one postdoctoral researcher (SDU).

Teaching training

Lecturer Training Programme, University of Southern Denmark (10 ECTS, 2016), including a project on student response systems for teaching decision-making.

Courses I can teach

Undergraduate: Microeconomics · Game theory · Behavioral economics · Quantitative methods · Personnel and organizational economics · Negotiation

Graduate: Experimental economics and research design · Behavioral and experimental economics · Statistical methods for experimental research · Computational economics and modeling · Game theory and strategic decision-making · Judgment and decision-making

POLICY AND APPLIED RESEARCH

UAE General Civil Aviation Authority (GCAA)

2025 – Oct 2026

- Co-author of a policy report on the economic impact of liberalizing Air Service Agreements, covering effects on competition and connectivity.
- Co-author of a technical report on mechanism design for non-market allocation of flight frequencies (sequential allotment rules), evaluating efficiency and incentive properties of policy alternatives.
- Designed and built the Aviation Economic Impact Calculator, a web-based decision-support tool for scenario analysis.

International Fund for Animal Welfare (IFAW)

Ongoing

- Co-leading an applied behavioral research project with IFAW to understand the phenomenon of keeping big cats as pets and its social drivers.

Excessive and Conspicuous Consumption in the UAE

- Large-scale survey study for policy stakeholders (paper at revise-and-resubmit, *Behavioural Public Policy*).

ACADEMIC PROGRAM DEVELOPMENT AND MANAGEMENT

NYU Abu Dhabi, C-BID, 2025 – present

- **Behavioral Science for Government Leaders** (executive education) — project manager for the inaugural 2026 edition, attended by 35 senior policymakers from 24 UAE institutions, and designer of the 2027 edition. For the 2026 edition, co-designed the academic program, managed logistics and liaison with speakers, and served on the final panel of experts evaluating participants' behavioral intervention proposals; also oversaw participant feedback and the alumni network.
- **Behavioral Horizons lecture series** — support to the organization of the series: speaker coordination, event communications, and audience surveys with reporting of feedback.
- **M.Sc. in Behavioral Science** — supported the faculty-led program development team: coordinated development activities, drafted the program pre-proposal, and conducted market research and benchmarking against comparable programs.
- **Program materials** — developed survey instruments, feedback and evaluation reports, data visualizations, communication templates and video scripts across these initiatives.

PROFESSIONAL SERVICE

Refereeing: *Journal of Economic Behavior & Organization*, *Journal of Economic Psychology*, *Organization Science*, *Strategy Science*, *Decision*, *PLoS ONE*, *Physica A*, *Games*, *Journal of Economic Interaction and Coordination*, *Frontiers in Neuroscience*, *Frontiers in Cognitive Science*, *Frontiers in Mathematical Psychology*, *Rivista Italiana di Psicologia*.

Conference organization: organizing and scientific committee, 13th Nordic Conference on Behavioral and Experimental Economics, University of Southern Denmark, September 2018.

Media coverage: research featured in *The Telegraph*, *The Financial Express*, *Berlingske*, *Corriere della Sera*, *Focus*, *Galileo* and *Corriere del Trentino*.

ADDITIONAL TRAINING

2017	CASBS Summer Institute, Center for Advanced Study in the Behavioral Sciences, Stanford University (organized by R. Gibbons and W. Powell).
2014–2016	Grant-writing training: ERC Master Class (2015), Marie Skłodowska-Curie proposal workshop (2014), research grant project management (2016).
2009	Santa Fe Institute Graduate Workshop in Computational Social Science Modeling and Complexity, Santa Fe, NM.
2008	Summer Institute on Bounded Rationality, ABC Research Group, Max Planck Institute for Human Development, Berlin.

RESEARCH SOFTWARE

- **K-Alpha Calculator** — web application for computing Krippendorff's alpha, widely used across disciplines (accompanies the *MethodsX* 2024 article).

SKILLS AND LANGUAGES

Statistics and programming: R, Stata, Python, MATLAB, SAS, LaTeX; oTree; web development (React, TypeScript, Next.js), SQL/PostgreSQL, Docker

Methods: laboratory and online experiments, eye-tracking and process-tracing, computational modeling, causal inference

Languages: Italian (native), English (fluent), Spanish (basic)

REFERENCES

Prof. Ido Erev — Professor of Data and Decision Science, Technion – Israel Institute of Technology, Haifa, Israel; Professor of Psychology and Economics, The Ohio State University, USA

Dr. Farid Anvari — Social Cognition Center Cologne, Faculty of Human Sciences, University of Cologne, Germany
Further references available upon request.