
Enrico Rubaltelli, Ph. D.

Curriculum Vitae

Address

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Language

Italian: Native
English: Fluent (both spoken and written English)

Research Interests

Decision-making; altruism; risk perception; emotional intelligence; sport psychology.

Education

- ◆ Ph. D. Cognitive Sciences - University of Padova - March 31, 2006
- ◆ Visiting student - Decision Research & University of Oregon - Eugene, OR, 2004 (1 year)
- ◆ B.A. in I/O Psychology - University of Padova - June 14, 2001

Academic experience

- ◆ Assistant professor of cognitive psychology - University of Padova - May 2012 - present
- ◆ Post-doctoral student - University of Padova - November, 2006 - October 2010
- ◆ Post-doctoral student - University of Modena and Reggio Emilia - may 2005 - October 2006
- ◆ Visiting - Decision Researcher - 2005 - 2013 (one month each year)
- ◆ Graduate student - University of Padova - December 2003 - December 2005
- ◆ Internship - Alitalia Company - March 2002 - September 2002
- ◆ Internship - University of Trento - September 2001 - March 2002

Teaching

Full courses

- ◆ Psychology of Decision - Galilean School of Higher Studies;
Spring term, academic year 2016/2017 to present.
- ◆ Psychology of Judgment and Decision Making - Law School (master level);
Fall term, academic year 2016/2017 to present.
- ◆ Psychology of Economic Decisions - School of Psychology (master level);
Fall term, academic years 2014/2015 to present.
- ◆ Risk Perception and Decision Making - Sociology program (master level);
Fall term, academic year 2013/2014.
- ◆ Judgment and Decision Making - Political Sciences program (undergraduate level);
Spring term, academic year 2012/2013.
- ◆ Behavioral Economics - Economics Program (master level);
Spring term, academic years 2009/2010 and 2010/2011.
- ◆ Risk Perception and Decision Making - Sociology program (master level);
Spring term, academic year 2010/2011.

Guest Lectures

- ◆ Psychology of Social Communications class - Psychology program (master level);
- ◆ Financial Literacy class - Economics and Marketing program (master level);

- ◆ Cognitive Psychology class - Humanities program (undergraduate level);
- ◆ Cognitive psychology class - Psychology program (master level);
- ◆ Decision Making and Public Accounting class - Law School (master level);
- ◆ Judgment and decision making class - Psychology program (master level);
- ◆ Analysis and assessment of corporate risk class - Economics program (undergraduate level);
- ◆ Economics and Financial markets class - Political Sciences program (undergraduate level);
- ◆ Political economics and finance - Economics program (master level).

Other teaching activities

- ◆ Post-graduate Master in Innovation, Design, and Evaluation of Policies and Services 2018;
- ◆ Post-graduate Master in Governance of Local Public Networks 2014, 2015 & 2015;
- ◆ Post-graduate Master in Psycho-traumatology and stress management 2008 & 2009;
- ◆ Post-graduate Master in Service Management 2006 & 2008;
- ◆ A.I.Fin.C. Professional Investor Training Sessions 2006, 2007 & 2009;
- ◆ Italian Finance Bureau Management & Administration School 2008.

Seminars

- ◆ Dept. of Psychology - University "La Sapienza" of Rome, September 2017;
- ◆ Faculty of Behavioral and Social Sciences - University of Groningen, January 2017;
- ◆ Dept. of Quantitative Economic Sciences - University "G. D'Annunzio" of Chieti-Pescara, March 2015;
- ◆ Decision Making and Economic Psychology Center - Ben Gurion University of Negev, December 2014;
- ◆ School of Education - Hebrew University of Jerusalem, December 2014;
- ◆ Department of Accounting - University of Venice Cà Foscari, June 2012;
- ◆ Italian Banking Forum Conference, December 2008;
- ◆ CeFin - Banca Popolare dell'Emilia Romagna (BPER) seminar series, November 2007;
- ◆ Raiffeisen Capital Management, May 2007;
- ◆ Mediolanum Bank September, 2006;
- ◆ Graduate School in Human Sciences - University of Modena and Reggio Emilia, June 2005.

Supervising activity

- ◆ Supervisor Marta Caserotti - Graduate School of Psychological Sciences, University of Padova - 2016 - present
- ◆ Co-supervisor Natale Canale - Graduate School of Psychology, University of Padova - 2013 - 2015
- ◆ Co-supervisor Michele Alessi - Borsa di Studio e Ricerca - Fondazione Accademia d'Abruzzo - University of Chieti & Pescara.

Research funds

- ◆ Principal investigator Progetto di Ateneo prot. BIRD168200 "Effects of terrorist threat on people's cognitive, emotional, and social functioning: an interdisciplinary investigation." (2016-2018).
- ◆ Co-investigator Progetto di Ateneo port. CDPA139295 (PI: Saverio Bozzolan) "What users want. An experimental study of the relevance of corporate disclosure." (2014-2016).
- ◆ Co-investigator project U.S. National Science Foundation - grant number: SES-1227729 (PI: Paul Slovic) "Valuing the lives you can save: Understanding and combatting value collapse as numbers increase" (2013-2015).
- ◆ Receiver of the EDEN Erasmus Mundus Academic Network Fellowship 2014 to visit the Hebrew University of Jerusalem.

Affiliations to scientific societies and research centers

- ◆ CeFin (Center for the Study of Bank and Finance - Univ. of Modena) - 2006 - present
- ◆ Judgment and Decision Making Society 2004 - present

Institutional activities

- ◆ Representative of assistant professors in the DPSS scientific committee - 2017 - present
- ◆ DPSS Erasmus coordinator - 2015 - present

Ad-hoc reviewer

Journal reviews:

Asia Pacific Management Review; Clinical Transplantation (2); Experimental Brain Research; Experimental Psychology; European Journal of Social Psychology; Frontiers in Psychology; Giornale Italiano di Psicologia (2); Journal of Behavioral Decision Making; Journal of Behavioral Finance (2); Journal of Consumer Behavior; Journal of Economic Psychology (3); Judgment and Decision Making (4); Mind & Society (2); Personality & Individual Differences (2); PlosOne; Psicologia Sociale (2); PsyCh; Psychonomic Bulletin & Review; Risk Analysis; The Geneva Risk and Insurance Review; Xenotransplantation (2).

Grant proposals reviews:

- ◆ Austrian Science Fund (FWF) Doctoral Program proposal (DK) entitled “Knowing me, knowing you: self-awareness and perspective-taking”.
- ◆ German - Israeli Foundation (GIF) grant proposal entitled “A new view on other-regarding decisions: Stable preferences and situational influences”.

Conference committees

- ◆ Organizer Winter School on “The Implications of Socioeconomic Inequality for Psychological Well-being”, University of Padova, February 20-24, 2017.
- ◆ Member of the scientific committee, special session on Multi-agents Macro-economics, DCAI '14 - 11th International Symposium on Distributed Computing and Artificial Intelligence - University of Salamanca.
- ◆ Member of the scientific committee, special session on Multi-agents Macro-economics, DCAI '15 - 12th International Symposium on Distributed Computing and Artificial Intelligence - University of Salamanca.

Publications

Published papers

- Rubaltelli E.**, Scrimin S., Moscardino U., Priolo G., Buodo G. (in press). Media exposure to terrorism and people’s risk perception: The role of environmental sensitivity and psychophysiological response to stress. *British Journal of Psychology*.
- Rubaltelli E.***, Pittarello A.* (2018). Negative emotion and trait emotional intelligence in reaction to terrorist attacks. *Personality and Individual Differences*, 123, 247-252.
- Ferretti R., Pancotto, F. **Rubaltelli E.** (2017). Persuasion in financial advertising: Behavioral or rational? *Journal of Behavioral and Experimental Economics*, 26-30.
- Canale N., **Rubaltelli E.**, Vieno A., Pittarello A., Billieux J. (2017). [Impulsivity influences betting under stress in laboratory gambling](#). *Scientific Reports*, 7, 1-12.
- Pittarello A., Conte B., Caserotti M. †, Scrimin S., **Rubaltelli E.** (2017). [Emotional intelligence buffers the effect of physiological arousal on dishonesty](#). *Psychonomic Bulletin & Review*.
- Pittarello A., **Rubaltelli E.**, Motro D. (2016). Legitimate lies: The relationship between omission, commission, and cheating. *European Journal of Social Psychology*, 46, 481-491.
- Rubaltelli E.**, Agnoli S., Franchin L. (2016). Sensitivity to affective information and investors’ evaluation of past performance: An eye-tracking study. *Journal of Behavioral Decision Making*, 29, 295-306.
- Pittarello A., Motro D., **Rubaltelli E.**, Pluchino P. (2016). The relationship between attention allocation and cheating. *Psychonomic Bulletin & Review*, 23, 609-616.
- Agnoli S., Pittarello A., Hysenbelli D., **Rubaltelli E.** (2015). [“Give, but give until it hurts” The modulatory role of trait emotional intelligence on the motivation to help](#). *PLoS ONE*, 10, e0130704
- Agnoli S., Franchin L., **Rubaltelli E.**, Corazza G. E. (2015). An eye-tracking analysis of irrelevance processing as moderator of openness and creative performance. *Creative Research Journal*, 27, 125-132.

- Canale N., Vieno A., Griffiths M., **Rubaltelli E.**, Santinello M. (2015). Trait urgency and gambling problems in young people by age: The mediating role of decision-making processes. *Addictive Behaviors*, *46*, 39-44.
- Canale N., Vieno A., Griffiths M., **Rubaltelli E.**, Santinello M. (2015). How do impulsivity traits influence problem gambling through gambling motives? The role of perceived gambling risk/benefits. *Psychology of Addictive Behaviors*. (Advance online publication).
- Rubaltelli E.**, Lotto L., Ritov I., Rumiati R. (2015). [Moral investing: Psychological motivations and implications](#). *Judgment and Decision Making*, *10*, 64-75
- Hysenbelli, D. †, **Rubaltelli E.**, Rumiati R. (2013). [Others' opinion count, but not all of them: anchoring to in-group versus outgroup members' behavior in charitable giving](#). *Judgment and Decision Making*, 678-690.
- Pittarello A. †, **Rubaltelli E.**, Rumiati R. (2013). You can't be better than me: The role of social comparison and reference points in regulation moral behavior. *Journal of Economic Psychology*, *37*, 65-76.
- Rubaltelli E.***, Dickert S.*, Slovic P. (2012). [Response mode, compatibility, and dual-process in the evaluation of simple gambles: An eye-tracking investigation](#). *Judgment and Decision Making*, *7*, 427-440.
- Rubaltelli E.**, Agnoli S. (2012). The emotional cost of charitable donations. *Cognition & Emotion*, *26*, 769-785.
- Tessari T., **Rubaltelli E.**, Tomelleri S., Zorzi C., Pietroni D., Levorato C., Rumiati R. (2011). €1 ≠ €1: Coins versus bills and people's spending behavior. *European Psychologist*, *16*, 238-246.
- Rubaltelli E.** (2011). Attitudes toward xenotransplantation and stem cells: Risk perception and ethical issues. *Organs, Tissues & Cells*, *14*, 11-19.
- Baghi, I., **Rubaltelli E.**, Tedeschi, M. (2010). Mental accounting and cause related marketing strategies. *International Review on Public and Nonprofit Marketing*, *7*, 145-156.
- Rubaltelli E.**, Pasini G., Rumiati R., Olsen R.A., Slovic P. (2010). The influence of affective reactions on investment decisions. *Journal of Behavioral Finance*, *11*, 168-176.
- Rubaltelli E.**, Rumiati R., Slovic P. (2010). Do ambiguity avoidance and the comparative ignorance hypothesis depend on people's affective reactions? *Journal of Risk and Uncertainty*, *40*, 243-254.
- Rubaltelli E.**, Burra P., Canova D., Germani G., Tomat S., Ancona E., Cozzi E., Rumiati R. (2009). People's attitude toward xenotransplantation: Affective reactions and the influence of the evaluation context. *Xenotransplantation*, *16*, 129-134.
- Pietroni D., Van Kleef G.A., **Rubaltelli E.**, Rumiati, R. (2009). When happiness readily pays in negotiation. *Mind & Society*, *8*, 77-92.
- Baghi I., **Rubaltelli E.**, Tedeschi M. (2009). A strategy to communicate corporate social responsibility: Cause related marketing and its dark side. *Corporate Social Responsibility and Environmental Management*, *16*, 15-26.
- Rubaltelli E.**, Slovic P. (2008). [Affective reactions and context-dependent processing of negations](#). *Judgment and Decision Making*, *3*, 607-618.
- Rubaltelli E.**, Burra P., Sartorato V., Canova D., Germani, G., Tomat S., Ancona E., Cozzi E., Rumiati R. (2008). Strengthening acceptance for xenotransplantation: The case of attraction effect. *Xenotransplantation*, *15*, 159-163.
- Polezzi D., Daum I., **Rubaltelli E.**, Lotto L., Civai C., Sartori G, Rumiati R. (2008). Mentalizing in economic decision-making. *Behavioural Brain Research*, *190*, 218-223.
- Lotto L., **Rubaltelli E.**, Rumiati R., Savadori L. (2006). Mental representation of the concept money in experts and nonexperts Italian samples after the introduction of the Euro. *European Psychologist*, *11*, 277-288.
- Rubaltelli E.**, Rubichi S., Savadori L., Tedeschi M., Ferretti R. (2005). Numerical information format and investment decisions: Implications for the disposition effect and the status quo bias. *The Journal of Behavioral Finance*, *6*, 19-26.

* Indicates that authors contributed equally to the project

† Indicates student author

Papers in preparation

Rubaltelli E., Caserotti M. †, Slovic P. (revise and resubmit). Prosocial behavior: The balance between perceived cost for the donor and benefit for the recipients. *Judgment and Decision Making*.

Rubaltelli E., Agnoli S., Leo I. (revise and resubmit) "Everything you need is already inside": Emotional intelligence impact on half marathon finish times. *Personality and Individual Differences*.

Working papers

- Ferretti R., Pancotto, F., **Rubaltelli E.** A test of the behavioral versus the rational model of persuasion in financial advertising. *CEFIN Working Papers No 59*. Available at: http://www.cefim.unimore.it/new/wp-content/uploads/2016/05/Cefin_WP_59.pdf
- Rubaltelli E.**, Agnoli S., Rancan M., Pozzoli T. Emotional intelligence and risk taking in investment decision-making. *CEFIN Working Papers No 53*. Available at: <http://www.cefim.unimore.it/new/publications/emotional-intelligence-and-risk-taking-in-investment-decision-making/>
- Rubaltelli E.**, Slovic P. Reflection effect and the evaluation of sure versus uncertain alternatives in joint and separate evaluation.
- Rubaltelli E.**, Agnoli S. Trait emotional intelligence and consumers' preference for cause-related marketing campaigns.
- Rubaltelli E.**, Tomelleri S., Hysenbelli D., Tessari T.. Different types of cash money influence people's purchase experience.
- Paolacci G., **Rubaltelli E.**, Gavaruzzi T. Same world different perceptions: Systems of measurement affect judgments.
- Gavaruzzi T., Manfrinati A., **Rubaltelli E.**, Lotto L. Are people less willing to play with their lives than with their money? How statistical information, purpose, and decision domain influence choices.
- Manfrinati A., **Rubaltelli E.**, Mazzocco K., Lotto L., Rumiati R. In search for an "alibi". The role of justification in moral judgment. *Working Paper of the Dept. of Developmental and Socialization Psychology* (University of Padova).
- Tedeschi, M., Baghi, I., **Rubaltelli, E.** Tag effect: How previous experiences of choice and rejection influence subsequent consumer decisions.
- Rubaltelli E.**, Savadori L., Rumiati R., Peters E., Slovic P. Affect and anchoring: Asymmetric influence on heuristic reasoning.
- Rubaltelli E.**, Tedeschi M., Baghi I., Rubuchi S. Effect of context and time constraints: Does the attraction effect depend on a non-compensatory processing? *Research Report R37-05 del Dipartimento di Scienze Sociali, Cognitive e Quantitative* (Università degli Studi di Modena e Reggio Emilia).

Selected publications in Italian language

- Ferretti R., **Rubaltelli E.**, Rumaiti R. (2011). *La Mente Finanziaria* (trad. The financial mind). Bologna, Italy: Il Mulino Editore.
- Rumiati R., **Rubaltelli E.**, Mistri M. (2008). *Psicologia Economica* (trad. Economic Psychology). Roma, Italy: Carocci Editore.
- Rubaltelli E.** (2006). *Psicologia dei mercati finanziari: Distorsioni cognitive, percezioni del rischio e comportamenti collettivi* (trad. Psychology of financial markets: Cognitive distortions, risk perception and collective behaviors). *Giornale Italiano di Psicologia*, 33 (1), 57-82.

Selected works presented at international conferences

- Rubaltelli E.**, Pittarello A. Should I keep or should I give? The costs (and benefits) of prosocial behavior. *Society for Judgment and Decision Making Annual Meeting*. November 2016. Boston, MA, United States.
- Rubaltelli E.**, Agnoli S., Franchin L. Sensitivity to affective information and investors' evaluation of past performance: An eye-tracking study. *New Directions in Decision Making Research: An Italian-Israeli Workshop*. June 2016, IDC Herzliya, Tel Aviv, Israel.
- Rubaltelli E.**, Agnoli S., Franchin L. Sensitivity to affective information and investors' evaluation of past performance: An eye-tracking study. *SPUDM Conference*. August 2015, Budapest, Hungary.
- Rubaltelli E.**, Hysenbelli D., Dickert S., Slovic P. Cost for the donor and benefit for the receivers: An explanation of psychophysical numbing. *SPUDM Conference*. August 2015, Budapest, Hungary.
- Rubaltelli E.**, Agnoli S., Rancan M., Pozzoli T. Emotional intelligence and risk taking in investment decision-making. *Behavioral Finance Working Group Conference*. June 2014, Queen Mary University, London, United Kingdom.
- Pittarello A., **Rubaltelli E.** Impact of ranking and aggregate feedback on profit maximization. *ISF International Research Workshop on Behavioral Legal Studies: Cognition, Motivation and Legal Studies*. June 2014, Jerusalem and Ramat-Gan, Israel.

- Pittarello A., **Rubaltelli E.**, Motro D. Disentangling the relationship between commission, omission and responsibility: The mediating role of people's ethical behavior. *Risk and Rewards Workshop*. May 2014, Hebrew University of Jerusalem, Israel.
- Rubaltelli E.**, Slovic P. Donation decisions: A conflict between cost for the donor and benefit for the receivers. *SPUDM Conference*. August 2013, Barcelona, Spain.
- Rubaltelli E.**, Lotto L., Rumiati R., Ritov I. Moral investing: Psychological determinants and implications. *SPUDM Conference*. August 2013, Barcelona, Spain.
- Rubaltelli E.**, Slovic P. Donation decisions: A conflict between cost for the donor and benefit for the receivers. *TEAP Conference*. April 2013, Vienna, Austria.
- Rubaltelli E.**, Lotto L., Ritov I., Rumiati R. Socially responsible investing: Moral values, inaction, and disappointment. *Temptation and Moral Behavior Workshop*. December 2012, Ben Gurion University, Israel.
- Rubaltelli E.**, Agnoli S. Trait emotional intelligence and consumers' preference for cause-related marketing campaigns. *Judgment and Decision Making Annual Meeting*. November 2012, Minneapolis, MN, United States.
- Dickert S., **Rubaltelli E.**, Slovic P. Response mode, compatibility, and dual-process in the evaluation of simple gambles: An eye-tracking investigation. *Judgment and Decision Making Annual Meeting*. November 2012, Minneapolis, MN, United States.
- Rubaltelli E.**, Agnoli S., Rancan M. Investing behavior and the positive side of emotion. *TIBER Conference*. August 2012, Tilburg, Netherlands.
- Rubaltelli E.**, Agnoli S. The emotional cost of charitable donations. *TEAP Conference*. April 2012, Mannheim, Germany.
- Rubaltelli E.**, Scrimin S., Leo I. Growing up makes you evil: School-age children do not cheat. *Society for Judgment and Decision Making Annual Meeting*. November 2011, Seattle, WA, United States.
- Rubaltelli E.**, Agnoli S. The emotional cost of charitable donations. *Society for Judgment and Decision Making Annual Meeting*. November 2011, Seattle, WA, United States.
- Gavaruzzi T., Paolacci G., **Rubaltelli E.** Same world, different perceptions: Units of measurements affect judgments. *23rd SPUDM Conference*. August 2011, Kingston upon Thames, United Kingdom (Poster).
- Rubaltelli E.**, Tomelleri S., Tessari T., Hysenbelli D. Different types of cash money influence people's purchase experience. *Society for Judgment and Decision Making Annual Meeting*. November 2010, Saint Louis, MO, United States (Poster).
- Rubaltelli E.**, Rumiati R., Slovic P. Loss aversion and the comparative nature of affective reactions. *Society for Judgment and Decision Making Annual Meeting*. November 2009, Boston, MA, United States (Oral presentation).
- Rubaltelli E.**, Rumiati R., Slovic P. Loss aversion and the comparative nature of affective reactions. *22nd SPUDM Conference*. August 2009, Rovereto, Italy (Oral presentation).
- Rubaltelli E.**, Baghi I., Tedeschi M. Cause-related marketing: The role of mental accounting, price and product type. *Society for Judgment and Decision Making Annual Meeting*. November 2008, Chicago, IL, United States (Poster).
- Rubaltelli E.**, Pasini G., Rumiati R., Olsen R.A., Slovic P. The influence of affective reactions on investment decisions. *Behavioral Economics and Experimental Economics Conference*. May 2007, Lyon, France (Oral presentation).
- Rubaltelli E.**, Slovic P. Affect framing and the processing of negations. *10th BDRM Conference*. June 2006, Santa Monica, CA, United States (Poster).
- Rubaltelli E.**, Slovic P. Joint versus separate evaluation: The effect of affect framing. *20th SPUDM Conference*. August 2005, Stockholm, Sweden (Oral presentation).
- Rubaltelli E.**, Tedeschi M., Rubichi S., Savadori L., Rumiati R. Choosing and rejecting a candidate for a managerial role: The effect of enriched and impoverished alternatives. *9th BDRM Conference*. March 2004, Fuqua Business School, Duke University, Durham, NC, United States (Poster).