

# Parvaneh Pasandi

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PhD in Behavioral & Experimental Economics, Royal Holloway, Univ. of London

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## Academic Profile

Behavioral and experimental economist specialising in decision-making under cognitive bias and strategic environments. My research combines laboratory experiments and behavioural theory to study how biases influence bargaining, competition, and economic outcomes. My future research focuses on how behavioural biases shape collective outcomes. I have teaching experience across undergraduate and postgraduate economics programmes, including microeconomics, mathematics for economics, and data skills. My work contributes to behavioural microeconomics and experimental design.

## Working Papers

- Strategic Use of Decoy Effect in Bargaining (under review)  
With F. Feri, and A. Gantner  
This paper studies whether individuals strategically exploit cognitive biases (decoy effect) in bargaining. Experimental results show that participants use decoys to shift outcomes in their favour in strategic interactions.
- Pushing the Limit: The Different Effects of Threshold Proximity and Competitiveness (work in progress)  
With A. Chevalier, F. Feri, and E. Turrini  
This paper examines how performance thresholds and competition affect effort and goal achievement. Results show heterogeneous responses to incentives, with systematic differences across gender and competitiveness.
- Local Winner's Curse  
With F. Feri and M. Melendez  
This paper investigates whether local ranking information distorts investment decisions when objective probabilities are unchanged. Results show that ranking cues affect behaviour for some individuals, even without belief updating.

## Education

- Ph.D. in Economics, Royal Holloway University of London, Egham, United Kingdom (Passed viva in March 2026 with no corrections)
- M.Sc. in Economics, University of Siena, Italy (2017-2021)
- M.Sc. in Entrepreneurship, Shahid Beheshti University, Iran (2014-2017)
- B.S. in Economics of Agricultural Engineering, University of Tehran, Iran (2009-2014)

## Conferences & Presentations

- BEE-UK, Sheffield (2024).
- BEE-UK, Leicester (2023) – Poster presentation
- Royal Holloway internal seminars (2023-2025)
  - PhD Seminar, October 2025.
  - PhD Annual Conference, May 2025.
  - PhD Seminar, February 2025.
  - ECHO Meeting, May 2024.
  - Doctoral School Conference, September 2023.
  - PhD Annual Conference, May 2023

## Teaching Experience

- Royal Holloway University of London (2022-2026):
  - Microeconomics (BSc, Year 2)
  - Data Skills for Economics (BSc, Year 1)
  - Mathematics for Economics (BSc, Year 1)
- Imperial College Business School (2024) :
  - Economics for International Management (MSc)

## Awards & Recognition

- Nomination: Education Excellence Award 2025, Royal Holloway.
- Associate Fellow (AFHEA), Advance HE.

## Related Experience

Erasmus+ Research Intern — Digital Society School, Amsterdam (2020): Applied behavioural project on sustainable waste management at HVA & UVA Universities. Researched Circular Economy interventions and behavioural nudges. Worked in an interdisciplinary team

## **Professional Service**

Ad-hoc Reviewer, Journal of Economic Behavior & Organization, 2023

Ad-hoc Reviewer, European Economic Review, 2026

## **Technical Skills and Languages**

Programming/Statistical Software: R, Stata, oTree, Z-Tree

Experimental Methods: Extensive experience designing and implementing laboratory experiments using oTree

Languages: English (Fluent), Persian (Native), Italian (Reading Proficiency)

## **References**

Prof. Francesco Feri – Supervisor, Department of Economics, Royal Holloway. Email: [Francesco.feri@rhul.ac.uk](mailto:Francesco.feri@rhul.ac.uk)

Prof. David K. Levine - Department of Economics, Royal Holloway. Email: [David@dklevine.com](mailto:David@dklevine.com)