

## Curriculum Vitae

# VALERIA FARALLA

**Current Address** Department of Law and Political, Economic, and Social Sciences  
University of Piemonte Orientale “Amedeo Avogadro”  
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**Main Research Interests:** Intertemporal Choice, Decision-making Under Risk and Uncertainty, Risk Perception, Social Decision-Making, Cognitive Science, Behavioural/Experimental Economics, Neuroeconomics, Decision Neuroscience, Neuroimaging, Qualitative/Quantitative Research, Statistics and Data Analysis.

## EDUCATION

- 2010** University of Siena, Italy.  
Ph.D., Cognitive Sciences.  
Thesis title: “The Neuroeconomics of Intertemporal Gains and Losses”.  
Keywords: intertemporal preference, gains, losses, certainty, sign effect, hyperbolic discounting, matching analysis, functional magnetic resonance imaging, limbic system, cognitive structures, multiple-system, neuroeconomics, cognitive sciences.
- 2006** University of Siena, Faculty of Economics, Italy.  
Laurea Magistralis (equivalent to a Master’s Degree) in Economics, Environment and Health.  
Thesis title: “The Hyperbolic Discounting in Intertemporal Choices”.  
Keywords: intertemporal choices, exponential discounting, hyperbolic discounting, coherence, multiple-motive approach, collaboration interdisciplinary, private/social welfare, long-lived environmental problems, self-control, obesity.

## RESEARCH EXPERIENCE

- 2014-present** Department of Law and Political, Economic, and Social Sciences, University of Piemonte Orientale, Italy (*Research Associate, Professor Marco Novarese’s Lab*).  
Areas of research: Cognitive science, behavioural/experimental economics, intertemporal choice, decision-making under risk and uncertainty, social decision-making, team decision-making processes.
- 2011-2014** Department of Social, Political and Cognitive Sciences, University of Siena, Italy (*Research Associate, Professor Alessandro Innocenti’s Lab*).  
Areas of research: Cognitive science, behavioural/experimental economics, risk perception, decision-making under risk and uncertainty, social decision-making.
- January – April 2013** Centre de Neuroscience Cognitive UMR 5229, Institut des Sciences Cognitives, CNRS, Bron, France (*Director Angela Sirigu’s group*).  
Areas of research: Decision-making under risk and uncertainty, loss aversion, social decision-making, neuroeconomics, decision neuroscience.

- January – May 2012** Department of Economics, University of Minnesota, USA (*Professor Aldo Rustichini's group*).  
Areas of research: Behavioural/experimental economics, decision-making under risk and uncertainty, risk perception, framing effects, neuroeconomics.
- March - August 2009** Centre de Neurosciences Cognitives UMR 5229, Institut des Sciences Cognitives, CNRS, Bron, France (*Director Angela Sirigu's group*).  
Areas of research: Decision-making under risk and uncertainty, risk perception, loss aversion, social decision-making, intertemporal preference, neuroeconomics, decision neuroscience, computational modeling, neuroscientific techniques (iEEG, skin conductance, eye-tracking).
- 2008-2011** Department of Neuroscience, University of Modena and Reggio Emilia, Italy (*Professor Paolo Nichelli's group*).  
Areas of research: Intertemporal preference, neuroeconomics, decision neuroscience, computational modeling, neuroimaging techniques (fMRI).

**TEACHING EXPERIENCE** (**keywords:** Cognitive Sciences, Behavioural/Experimental Economics, Game Theory, Neuroeconomics, Decision Neuroscience, Data Management/Collection/Analysis, Statistical/Econometric Analysis)

- 2012-present** Department of Department of Social, Political and Cognitive Sciences, University of Siena, Italy.
- Subject Expert in Applied Economics
  - Classes of Applied Economics (Political Sciences), Political Economics (Anthropology and Visual Studies), and Cognitive and Behavioural Economics (Strategies and Techniques of Communication) for students of the Department of Social, Political and Cognitive Sciences (First and Second Cycle Degree)
  - Supervision of students' thesis and projects
- January-April 2013** Centre de Neurosciences Cognitives UMR 5229, Institut des Sciences Cognitives, CNRS, Bron, France
- Classes of Neuroeconomics for neuroscience students at the Neuropsychological Group, Centre de Neurosciences Cognitives UMR 5229, CNRS, Bron
- 2011-2012** Department of Economic Policy, Finance and Development, University of Siena, Italy
- Classes of Economics for students at the 3rd year of the Department of Economic Policy, Finance and Development
  - Classes of Surveys Research and Data Collection, Management, and Analysis for students at the 3rd year of the Department of Economic Policy, Finance and Development
  - Supervision of students' thesis and projects
- 2010-2011** Doctoral School in Cognitive Sciences, University of Siena, Italy
- Classes of Economics for PhD students at the Doctoral School of Cognitive Sciences
  - Supervision of students' thesis and projects

## **PUBLICATIONS**

Faralla, V., Benuzzi, F., Lui, F., Baraldi, P., Dimitri, N., and Nichelli, P. (2015). Neural correlates in intertemporal choice of gains and losses. *Journal of Neuroscience, Psychology, and Economics*, 8, 27–47.

Mengarelli, F., Moretti, L., Faralla, V., Vindras, P., and Sirigu, A. (2014). Economic decisions for others: An exception to loss aversion low. *PLoS One*, 9(1), e85042.

Faralla, V., Innocenti, A., and Venturini, E. (2013). *Risk taking and social exposure*. LabSi Working Papers n. 46, University of Siena, Italy.

Faralla, V., Benuzzi, F., Nichelli, P., and Dimitri, N. (2011). Gains and losses in intertemporal preferences: A behavioural study. In A. Innocenti and A. Sirigu (Eds.), *Neuroscience and the Economics of Decision Making*. London: Routledge.

Faralla, V., Benuzzi, F., Nichelli, P., and Dimitri, N. (2010). *Gains and losses: A common neural network for economic behaviour*. LabSi Working Papers n. 33, University of Siena, Italy.

Faralla, V., Benuzzi, F., Nichelli, P., and Dimitri, N. (2010). *Gains and losses in intertemporal preferences: A behavioural study*. LabSi Working Papers n. 29, University of Siena, Italy.

Benuzzi, F., Faralla, V., Lui, F., Baraldi, P., Dimitri, N., and Nichelli, P. (2009, July). *Gain and loss: A common neural network for economic behaviour*. Poster presented at the 15<sup>th</sup> Annual Meeting of the Organization for Human Brain Mapping, San Francisco, CA, USA.

## **ADDITIONAL PUBLICATIONS**

Bimonte, S., and Faralla, V. (2016). Does residents' perceived life satisfaction vary with tourist season? A two-step survey in a Mediterranean destination. *Tourism Management*, 55(August), 199–208.

Bimonte, S., and Faralla, V. (2014). Happiness and Outdoor Vacations Appreciative versus Consumptive Tourists. *Journal of Travel Research*, 54(2), 179–192.

Bimonte, S., and Faralla, V. (2014). Happiness and nature-based vacations. *Annals of Tourism Research*, 46, 176–178.

Bimonte, S., and Faralla, V. (2012). Tourist types and happiness: A comparative study in Maremma, Italy. *Annals of Tourism Research*, 39(4), 1929–1950.

Faralla, V., Innocenti, A., Taddei, S., and Venturini, E. (2013). *Physiological responses to stressful work situations in low-immersive virtual environments*. LabSi Working Papers n. 47, University of Siena, Italy.

Venturini, E., Innocenti, A., and Faralla, V. (2013). The ALBO project- virtual working environments for the detection of organizational well-being. In P. Jerry, N. Tavares-Jones, and S. Gregory (Eds.), *Riding the Hype Cycle: The Resurgence of Virtual Worlds*. Available at Inter-Disciplinary Press: <https://www.interdisciplinarypress.net/online-store/ebooks/digital-humanities/riding-the-hype-cycle-the-resurgence-of-virtual-worlds>.

## **CONFERENCE AND WORKSHOP PRESENTATIONS**

Fourth International Workshop: Behavioral Economics Nudges and Heuristics for Public Policies, Herbert Simon Society, Torino (Italy), October 14-15, 2016

2016 LabSi Lab2 Workshop on Game Theory and Experimental Methods, Capua (Italy), June 6-7, 2016.

IV Joint Workshop Rutgers-Siena on Cognitive Sciences Workshop, New Brunswick (US), May 21, 2013.

X National Congress S.I.P.S.A. (Italian Health Psychology Society), Orvieto (Italy), May 10-12, 2013.

Alhambra Experimental Workshop, Granada (Spain), April 18-19, 2012.

III Joint Workshop Rutgers-Siena on Cognitive Sciences, Siena (Italy), June 13-15, 2011.

2011 Florence Workshop on Behavioural and Experimental Economics, Firenze (Italy), April 19-30, 2011.

Mind Force 2010, Siena (Italy), October 7-8, 2010.

LabSi Conference on Neuroscience and Decision Making, Siena (Italy), September 20-21, 2010.

### **CONFERENCE AND WORKSHOP ORGANIZING**

2016 LabSi Lab2 Workshop on Game Theory and Experimental Methods, Capua (Italy), June 6-7, 2016.

LabSi Workshop on Behavioral and Experimental Finance, Siena (Italy), September 12-13, 2014.

MAGIS Finance Workshops, Certosa di Pontignano, Siena (Italy), April 4-6 | May 2-4 | June 6-8, 2014.

Open Day University of Siena, Department of Social, Political and Cognitive Sciences, University of Siena (Italy), February 19-20, 2014.

ALBO Project Workshop, Siena (Italy), June 25, 2013.

III Joint Workshop Rutgers-Siena on Cognitive Sciences, Siena (Italy), June 13-15, 2011.

LabSi Conference on Neuroscience and Decision Making, Siena (Italy), September 20-21, 2010.

### **LANGUAGES AND COMPUTER SKILLS**

Italian mother tongue. Fluent in English and French (reading, listening, speaking, writing). Basic in German (reading, listening, speaking, writing).

Operating Systems: Windows, Mac OS.

#### Applications

*Office suite*: Microsoft Office, Apple iWork, Apache OpenOffice, LibreOffice.

*Reference manager*: EndNote, Mendeley, BibTex.

*Document preparation system*: LaTeX.

*Image and video processing*: Adobe Photoshop, Pinnacle Studio.

*Code web editor*: Adobe Brackets.

*Statistical and econometric analysis*: R, SPSS, Statistica, Matlab, STATA.

*Programming languages*: R.

*Integrated Development Environment*: RStudio.

*Database management system*: R, Microsoft Office Access.

*Stimuli presentation*: Z-tree, Superlab, E-prime. Exposure to Presentation and PsychoPy.

*Neuroimaging data*: SPM, MRICro.

*Organizing and Sharing tools*. Tools and utilities for reproducible research, data collection, management, backup, and analysis (on-offline). Social media.

*Revised April 2017*