

Ismaël RAFAÏ

PhD, Behavioral Economics

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Date of birth: December 8, 1990

Citizenship: French

version: July 5, 2022



Current position

07/2022 - **Postdoctoral research fellow**, Aix-Marseille School of Economics, France.

12/2023 Project “LEMEREND” (PI: Bruno VENTELOU).

- Measuring the public acceptance and value of early detection algorithms for the risk to develop neuro-degenerative diseases.

Since 2014 **Teaching Assistant**, Université Côte d’Azur, EUR ELMI, France.

- Lectures in Statistics, Behavioral Economics and Experimental Economics
- Tutorials in Microeconomics, Statistics and Industrial Organization

Research Overview

Interest Behavioral Economics, Public Policy, Decision Theory, Cognitive Science

Methods Experimental methodology (Lab, Online & Field), Theoretical analysis, Statistics

Scientific production 10 Accepted Publications, 1 Job Market Paper, 7 Working papers (1 R&R, 2 Under Review, 3 to be submitted soon, 1 in rest)

Former positions

01/2022 - **Postdoctoral research fellow**, Université Côte d’Azur, CNRS, GREDEG, France.

06/2022 Project “TINCORIJ” (PI: Guilhem LECOUTEUX).

- Acceptability and effectiveness of digital nudges (on a smartphone game) to prevent risky behaviors.

12/2020 - **Postdoctoral research fellow**, CEE-M, Université de Montpellier, France.

09/2021 Project “CONFINOBS” (PI: Marc WILLINGER).

- Investigating behavioral determinants of compliance with COVID-19 prophylactic measures.
- Enhancing lockdown compliance with social comparison nudge.

11/2018 - **Postdoctoral research fellow**, Université Côte d’Azur, CNRS, GREDEG, France.

10/2020 Project “MAD” (PI: Zakaria BABUTSIDZE, industry partner: Amadeus).

- Investigating behavioral biases in travel booking with laboratory and field experiments on an online flight aggregator.

10/2014 - **Doctoral research fellow**, Université Côte d’Azur, CNRS, GREDEG, France.

09/2017 ◦ Doctoral thesis on the integration of limited attention in economic theory.

- Side projects on behavioral public policy & quantum cognition.

Education

2014 - 2019 **PhD in Economics**, Université Côte d’Azur, Nice, France.

Title: “Integration of Limited Attention in Economic Theory”

Supervisors: Pierre GARROUSTE (2014-2016), Nobuyuki HANAKI and Agnès FESTRÉ (2016-2019)

Jury: Andreas HEFTI (President), Thibault GAJDOS (Reviewer), Marie Claire VILLEVAL (Reviewer), Guilhem LECOUTEUX, Patricia REYNAUD-BOURET

2016 **Visiting PhD Student**, Queensland University of Technology, Brisbane, Australia.

Five months visiting invited by Sébastien MASSONI

2015 **IMPRS Uncertainty Summer School**, Max Plank Institute, Iena, Germany.

Four weeks PhD level courses in Behavioral Economics, Psychology and Decision Making.

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- 2013-2014 **Master 2 (M.Phil) in Behavioral Economics**, *Université de Nice-Sophia Antipolis*.
Dissertation: “Attention and Rationality”
- 2012-2013 **Master 2 (M.Sc) in Industrial Organization**, *Toulouse School of Economics and Ecole des Hautes Etude en Sciences Sociales*.
Dissertation: “Efficiency, Economic Stability and Economies of scale of the French Electricity Distribution Network Operator”
- 2013 **Visiting Student**, *Paris School of Economics*, Paris, France.
One semester of courses (master APE)
- 2011-2012 **Master 1 (M.Sc) in Economics and Statistics**, *Toulouse School of Economics*.
- 2008-2011 **Licence (B.Sc) in Mathematics and Economics**, *Université Toulouse I Capitole*.

Research

Job Market Paper

- o **Revealed Preferences under Stochastic Attention: Characterization, Statistical Tests, and Experimental Implementation**, Available here: osf.io/n3jav/.

In this paper, I test the Random Conditional Choice Set Rule (RCCSR) proposed by Brady and Rehbeck (2016, *Econometrica*). A RCCSR models a decision maker maximizing deterministic preferences over a stochastic consideration set. My contribution is threefold: theoretical, statistical, and empirical. (1) I show that only a weaker version of the RCCSR can be tested empirically and provide new characterization and revealed preference theorems. (2) I develop statistical procedures to test the RCCSR and to reveal preferences and investigate the asymptotic properties of the tests with numerical simulations. (3) I confront the model with data collected from a laboratory experiment where preferences are induced and attention is limited, and show that participants behave in consistence with the RCCSR and that induced preferences can be identified.

Published or accepted

- [10] **Rafai, I.**, Ribailier, A., Jullien, D. (2022), “The impact on acceptability judgments about nudges of framing and consultation with the targeted population” - *Behavioural Public Policy, First view*, 1-16, doi:10.1017/bpp.2022.13
- [9] Wen, X., **Rafai, I.**, Duchêne, S., Willinger, M. (2022), “Did Mindful People Do Better during the COVID-19 Pandemic? Mindfulness Is Associated with Well-Being and Compliance with Prophylactic Measures.” – *International Journal of Environmental Research and Public Health*, 19(9), 5051, doi:10.3390/ijerph19095051
- [8] Blayac, T., Dubois, D., Duchêne, S., Nguyen-Van, P., **Rafai, I.**, Ventelou, B., Willinger, M. (2022), “Nudging for lockdown: Behavioural insights from an online experiment” - *Social Psychology*, doi:10.1027/1864-9335/a000483
- [7] Priolo, D., Milhabet, I., Bertolino, M., Juille T., Jullien, D., Lecouteux, G., **Rafai, I.**, Therouanne, P. (Forthcoming), “Would you accept some coffee with your sugar? A natural field experiment on the efficiency and acceptability of setting zero sugar by default in coffee vending machines”, *Accepted in Comprehensive Results in Social Psychology*
- [6] **Rafai, I.**, Babutsidze, Z., Delahaye, T., Hanaki, N., & Acuna-Agost, R. (2022), “No evidence of attraction effect among recommended options: A large-scale field experiment on an online flight aggregator.” *Decision Support Systems*, 153, 113672. doi:10.1016/j.dss.2021.113672
- [5] **Rafai, I.**, Duchêne, S., Guerci, E., Basieva, I., & Khrennikov, A. (2022), “The triple-store experiment: a first simultaneous test of classical and quantum probabilities in choice over menus.” *Theory and Decision*, 92, 387-406, doi:10.1007/s11238-021-09823-2
- [4] Blayac, T., Dubois, D., Duchene, S., Nguyen-Van, P., **Rafai, I.**, Ventelou, B., & Willinger, M. (2022). “Les attendus d’une approche d’économie comportementale pour les décisions individuelles face à la pandémie de COVID-19: succès et déceptions.” *Médecine/sciences*, 38(6-7), 594-599., doi:10.1051/medsci/2022077

- [3] **Rafai, I.**, Duchêne, S., Guerci, E., Lambert-Mogiliansky, A., Mathy, F. (2019), “A dual-process memory account of how to make an evaluation from complex and complete information”, *Revue Économique*, 70, (6), 1079-1093, doi:10.3917/reco.706.1079
- [2] **Rafai, I.**, Toumi, M., (2018), “Willingness to pay attention for others: Do social preferences predict attentional contribution?”, *Revue d'Économie Politique*, 128 (5), 849-881, doi:10.3917/redp.285.0849
- [1] Garrouste, P., Borie, D., **Rafai, I.** (2017), “Définition théorique d'une mesure expérimentale de l'attention effective”, *Revue Économique*, 68 (5), 731-745, doi:10.3917/reco.pr3.0093

Working papers

- [7] Babutsidze, Z., Rand, W., Mirzayev, E., **Rafai, I.**, Hanaki, N., Delahaye, T., Acuna-Agost, R. (2022), “Choice modeling with context effects: Generalization to multi-option and multi-attribute settings” - *R & R in Journal of Marketing Research*. Available on request.
- [6] **Rafai, I.**, Blayac, T., Dubois, D., Duchêne, S., Nguyen-Van, P., Ventelou, B., Willinger, M. (2022), “Stated preferences outperform elicited preferences for predicting compliance with COVID-19 prophylactic measures”. Available here: <https://ssrn.com/abstract=4031918>
- [5] Wang, Z., **Rafai, I.**, Willinger, M. (2021), “How does age affect risk and time preferences: Evidence from a representative sample?”. Available here: <https://ssrn.com/abstract=4031930>
- [4] **Rafai, I.**, Babutsidze, Z., Delahaye, T., Hanaki, N., & Acuna-Agost, R. (2022), “Investigating route choice and travel booking through incentive compatible experiments.” *Draft available on request*
- [3] **Rafai, I.**, Babutsidze, Z., Delahaye, T., Hanaki, N., & Acuna-Agost, R. (2022), “A test of the Attraction Effect in delayed time-money trade-offs: A laboratory experiment.” *Draft available on request*
- [2] Guillon, M., Wen, X., **Rafai, I.**, Duchêne, S., Willinger, M. (2022), “Association between mindfulness and risk and time preferences. ” – *Draft available on request*
- [1] Garcia, T., **Rafai, I.**, Massoni, S. (2017), “Information Order Shifts Criterion Placement in Perceptual Decisions” - *In rest*, available here: <https://halshs.archives-ouvertes.fr/halshs-01663578>

Work in progress

- o Measuring the public acceptance and value of early detection algorithms for the risk to develop neuro-degenerative diseases.
- o Preventing risky and unhealthy behaviors using hidden messages within a smartphone game: A field experiment.
- o Has the COVID-19 crisis impacted economic preferences? Evidence from a longitudinal study on a French representative sample.
- o Comparison of the internal, and external validity of ambiguity aversion measures

Talks

Invited speaker

- 2022 CEMOI Seminar (Saint-Denis, La Réunion, France), FETS Seminar (Online)
- 2021 CREM Seminar (Rennes, France), LEEN Seminar (Nice, France)
- 2020 CEE-M Seminar (Montpellier, France)
- 2019 CEE-M Seminar (Montpellier, France)
- 2018 École Thématique sur l'Évaluation des Politiques Publiques (ETEPP) (Aussois, France)
- 2016 QUT “Brown Bag” seminar (Brisbane, Australia)

Conferences

- 2021 **11th ASFEE annual conference** (Dijon, France)
- 2019 **Conference on Digital Experimentation (Code@MIT)** (Boston, USA)
 - o **10th Association Française d'Économie Expérimentale (ASFEE) annual conference** (Toulouse, France)
- 2018 **9th ASFEE annual conference** (Nice, France)
- 2017 **8th ASFEE annual conference** (Rennes, France)
 - o **66th annual conference of Association Française de Sciences Économiques (AFSE)** (Nice, France)
- 2016 **11th annual Australia New Zealand Workshop in Experimental Economics (ANZWEE)** (Brisbane, Australia)
 - o **Workshop on Economic Science with Heterogeneous Interacting Agent (WEHIA)** (Castello de la Plana, Spain)
 - o **7th ASFEE annual conference** (Cergy, France)
 - o **Workshop on Quantum Cognition** (Nice, France)
 - o **Workshop on Theoretical and Computational Modeling in Cog. Science** (Nice, France)
- 2015 **9th IMPRS Uncertainty Summer School** (Iena, Germany)
 - o **KID Summer School** (Nice, France)

Teaching and Supervision

Student supervision

- 2020-2021 (8) Gaucher, T. (2021), “How to characterize addiction? A sociological and economic approach”, Master Thesis, Université Côte d’Azur
- (7) Taupin, V. (2021), “Using gamification to prevent risky behaviors”, Master Thesis, Université Côte d’Azur
- (6) Wang, Z. (2021), “How does age affect risk and time preferences: Evidence from a representative sample”, Master Thesis, Université de Montpellier
- (5) Wen, X. (2021), “Mindfulness and COVID-19”, Master Thesis, Toulouse School of Management
- 2019-2020 (4) Amir, S. (2020), “How nudges and augmented reality can reduce youth smoking behavior”, Master Thesis, Université Côte d’Azur
- (3) Lambert, Y. (2020), “The role of user experience in Digital Strategy”, Master Thesis, Université Côte d’Azur
- (2) Ribaillier, A. (2020), “The impact on acceptability judgments about nudges of framing and consultation with the targeted population”, Master Thesis, Université Côte d’Azur
- (1) Sbei, M. (2020), “Online controlled experiments and in firms’ digital strategy”, Master Thesis, Université Côte d’Azur

Lectures

- 2020-2021 **Statistics**, *Université Côte d’Azur and SKEMA Business School*, Graduate (M2).
- 2019-2020 **Behavioral and Experimental Economics**, *Université Côte d’Azur*, Graduate (M1).
- 2016-2019 **Introduction to Behavioral and Experimental Economics**, *Université Côte d’Azur and Lycée Stanislas*, Undergraduate (L3).
- 2016-2017 **Inferential Statistics**, *Université Côte d’Azur*, Undergraduate (L2).
- 2014-2015 **Experimental Economics**, *Université Côte d’Azur*, Graduate (M2).

Tutorials

- 2021-2022 **Microeconomics**, *Université Côte d’Azur*, Undergraduate (L1).

- 2016-2017 **Inferential Statistics**, *Université Côte d'Azur*, Undergraduate (L2).
 2015-2016 **Industrial Organisation**, *Université Côte d'Azur*, Undergraduate (L3).
 2012-2013 **Microeconomics**, *Toulouse School of Economics*, Undergraduate (L1).

Responsibilities

Administrative responsibilities

- Since 2014 **Member of the Experimental Economics Laboratory**, *Laboratoire d'Économie Expérimentale de Nice (LEEN)*, *Université Côte d'Azur*, Nice, France.
 Responsible of communication; recruitment of participants; logistic and technical support; organization of research initiation sessions for high-school students; students guidance.
- 2016-2017 **Responsible of tutorials' allocation**, *Université Côte d'Azur*, *Economic Department*, Nice, France.

Member of conferences' organization committees

- 2021 Head of organization of internal Workshop for master students statistical studies
- 2020 Head of organization of an interdisciplinary (economics and psychology) workshop on Nudge's efficiency and acceptability (Nice, France)
- 2018 **9th Association Française d'Économie Expérimentale (ASFEE) annual conference** (Nice, France)
- o **11th international conference on Quantum Interaction (QI 2018)** (Nice, France)
- 2017 **66th annual conference of Association Française de Sciences Économiques (AFSE)** (Nice, France)
- 2015 **20th Workshop on Economic Science with Heterogeneous Interacting Agent (WEHIA)** (Nice, France)
- o Head of the organizing committee of the Doctoral Summer School associated to the WEHIA. (USD 4000 granted by the Institute of New Economic Thinking, Young Scholar Initiative)
 - o **32nd International annual Symposium of the European Research Group (GdRE) on Money, Banking and Finance** (Nice, France)

References

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