



Lisbon School  
of Economics  
& Management  
Universidade de Lisboa

## Experimental Economics

Second Semester 2025-2026

---

**Professor:** Sandra Maximiano (course responsible), Frieder Neunhoeffler

**E-mail:** [smaximiano@iseg.ulisboa.pt](mailto:smaximiano@iseg.ulisboa.pt), [neunhoeffler@iseg.ulisboa.pt](mailto:neunhoeffler@iseg.ulisboa.pt)

**Class meetings:** Tue 21:00-22:30 & Thu 21:30-23:00 (F1 118)

**Office hours:** by appointment

**Course website:** on Fenix

---

### Overview and course goals

This course combines lectures on experimental methodology with an introduction to major fields within Experimental and Behavioral Economics, as well as their intersections with related disciplines such as psychology and cognitive science (e.g., social preferences, moral preferences, nudging, framing, time pressure effects, selective attention). After covering core principles and tools, students will read and discuss both seminal and recent research papers from these literatures.

A central objective of the course is to train students in how to present, evaluate, and discuss scientific research. Students will learn how to disseminate and discuss a paper from the perspective of an author as well as from the perspective of a discussant or referee, in line with the standards of professional academic research.

### Web Resources

Class announcements and additional readings will be posted on *Fenix*. Please check the course website regularly for updates. On some occasions, announcements may be made in class and not posted online.

### Grading

Paper discussions

30%

Attendance, class participation, performance in class experiments	10%
Final Project incl. presentations	60%

## Course Requirements and Policies

**Final project:** The final project is a paper (8-10 pages) on an original research topic of students' choice. The paper should be structured as a standard scientific article, with an introduction, literature review, theory and hypotheses, experimental design, procedures, results, discussion and conclusion. Actual data is not required. The results section should contain a detailed plan on how such data could be analyzed.

Projects will evolve throughout the semester and are subject to continuous feedback between the student, the instructor, and the class. The goal is to brainstorm and refine ideas at multiple stages in order to guide students toward a meaningful research question and a well-designed experiment. Midway through the semester, students will present their research question in the form of an "elevator pitch" (3 minutes). This continuous engagement is intended to avoid situations in which the instructor first encounters a project only at the final submission stage.

PhD students work on an individual project. Master's students may choose to work individually or jointly with one other student.

**Paper discussions:** Throughout the semester, we will read and discuss research papers in the field of experimental and behavioral economics. A key objective of the course is to learn how to structure and engage in a constructive academic discussion of a research paper.

For each paper:

- Half of the students will be assigned the role of *authors*.
- The other half will be assigned the role of *discussants/referees*.
- One PhD student will serve as **corresponding author** and present "their" paper to the class (20 min).
- One PhD student will serve as **corresponding discussant** and prepare slides leading the discussion from the perspective of a referee, highlighting perceived shortcomings and possibly ways to address them (5-10 min).

Subsequently, the corresponding discussant is responsible for initiating and moderating the discussion, supported by the other discussants who contribute additional critiques. The

corresponding author is given the opportunity to defend their paper, supported by the remaining students in the author group.

### **Assessment of Authors**

- 50% based on the quality of the paper presentation
- 50% based on the ability to respond to critiques

### **Assessment of Discussants**

- 50% based on the correctness and completeness of the critical points raised
- 50% based on pedagogical quality, presentation skills, and the ability to lead and stimulate discussion

Students should not worry about producing a perfect discussion. Likewise, authors are not expected to have an answer to every critique; rather, they should demonstrate thoughtfulness and a willingness to engage with and understand the weaknesses of “their” paper. The overarching goal is to learn together.

For this reason, it is essential that all students—including those not presenting—come prepared and have read the paper in advance.

### **Credit from attendance to classes and experiments and class participation:**

Attendance and active participation in class are expected. More than answering to questions correctly, you are expected to participate in class discussions and be fully attentive – using a laptop or smartphone during class is detrimental to your own and your classmates’ learning progress and also disrespectful to the instructor.

If you are sick and cannot attend class you are expected to inform the instructor via email.

### **Students with disabilities**

If you have a disability that requires special accommodation, please make an appointment to speak with me in order to discuss any adjustments.

### **Academic dishonesty and the course code of honor**

The acts of cheating, lying, and deceit in any of their diverse forms (such as the use of substitutes for taking examinations, the use of illegal cribs, plagiarism, and copying during examinations) is dishonest and is not tolerated. Moreover, knowingly to aid and abet, directly or indirectly, other parties in committing dishonest acts is in itself dishonest.

To foster a climate of trust and high standards of academic achievement, the Professor is committed to cultivating academic integrity and expects students to exhibit the highest standards of honor in their scholastic endeavors. As members of the academic community, our foremost interest is toward achieving noble educational goals and our foremost responsibility is to ensure that academic honesty prevails.

### **Use of copyrighted materials**

Among the materials that may be protected by copyright law are the lectures, notes, and other material presented in class or as part of the course. The materials presented are protected by copyright. Students enrolled in this course are permitted to take notes and have access to the slides which they may use for individual/group study or for other non-commercial purposes reasonably arising from enrollment in the course or the University generally.

### **Campus Emergencies**

In the event of a major campus emergency, course requirements, deadlines and grading percentages are subject to changes that may be necessitated by a revised semester calendar or other circumstances beyond the instructor's control.