

Shohei Yamamoto

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Hitotsubashi University
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Education and Academic Positions

2020 -	Specially-Appointed Assistant Professor	Hitotsubashi ICS, Japan
2015 - 2020	Ph.D. in Economics, Finance and Management	Universitat Pompeu Fabra, Spain
2019 - 2019	visiting Ph.D. student	University of Birmingham, UK
2014 - 2015	Advanced Studies in Economics	Aix-Marseille School of Economics, France
2012 - 2014	M.A. in Economics	University of San Francisco, US
2008 - 2012	B.A. in Social Informatics	Aoyama Gakuin University, Japan

Research Fields

Primary fields: Behavioral economics, judgement and decision making, experimental economics
Topics: Time preferences, procrastination, reference-dependent preferences, nudge theory

Publications

- Yamamoto, S. and Navarro-Martinez, D. (2022) "The Endowment Effect in the Future: How Time Shapes Buying and Selling Prices", *Judgment and Decision Making*, 17, 988-1014.
- Akutsu, S., Katsumura, F. and Yamamoto, S. (2022) "The Antecedents and Consequences of Workaholism: Findings From the Modern Japanese Labor Market", *Frontiers in Psychology*, 13:812821

Working Papers

- Yamamoto, S., Shiba, S. and Hanaki, N. “Outcome- and sign-dependent time preferences: An incentivized intertemporal choice experiment involving effort and money”, *ISER Discussion Papers No.1230*. Available at: <https://www.iser.osaka-u.ac.jp/library/dp/2024/DP1230.pdf>
- Yamamoto, S. and Iwatani, S. “When Learning Together Goes Wrong: Negative Peer Effects in Online Learning”, *WINPEC Working Paper Series No.E1242*. Available at: <https://www.iser.osaka-u.ac.jp/library/dp/2024/DP1242R.pdf>
- Yamamoto, S. and Shiba, S. “Framing Effects on Time Preferences: The Impact of Investment and Loan Contexts in Intertemporal Choices”, *ISER Discussion Papers No.1237*. Available at: <https://www.iser.osaka-u.ac.jp/library/dp/2024/DP1237.pdf>
- Yamamoto, S., Shiba, S. and Hanaki, N. “Eliciting Time Preferences in Gain and Loss Domains by an Incentivized Experiment”, *WINPEC Working Paper Series No.E2012*. Available at: https://www.waseda.jp/fpse/winpec/assets/uploads/2020/09/E2012_version.pdf

Conference Papers

- Yamamoto, S., McDonald, R. and Read, D. “The cross-modal discounting effect in Japan and the US”, in *Subjective Probability, Utility and Decision Making 2023 Conference, Vienna University of Economics and Business, Vienna, Austria, 21 August, 2023*
- Banki, D., Navarro-Martinez, D. and Yamamoto, S. “Trust across Contexts: The US vs Japan, in 2023 Economic Science Association World Meeting, University of Lyon, France, 26 June, 2023
- Yamamoto, S., Quoidbach, J. and Navarro-Martinez, D. Akutsu, S. “Mood, Nudge and Willingness to Work”, in *Subjective Probability, Utility and Decision Making 2019 Conference, University of Amsterdam, Amsterdam, Netherlands, 21 August, 2019*
- Lluís, M., Yamamoto, S., Navarro-Martinez, D. and Costa, A. “Money is Dinero but Health is not Salud: The foreign Language Effect on Intertemporal Choices”, in *Society for the advancement of Judgment and Decision Making Studies, Pompeu Fabra University, Barcelona, Spain, 11 September, 2018*

Teaching Experience

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| 03/2025 (expected) | Hitotsubashi ICS
<i>Lecturer</i>
Experimental Approach |
| 11/2024 (expected) | Hitotsubashi ICS
<i>Lecturer</i>
Leveraging Nudge Theory for Business Excellence |
| 01/2023 – | Hitotsubashi ICS
<i>Lecturer</i>
Research Method |
| 09/2017 – 12/2018 | Universitat Pompu Fabra
<i>Lecturer</i>
International Strategic Management |

09/2015 – 12/2018 Universitat Pompeu Fabra
Lecturer
 Business Organization and Management

04/2013 – 05/2014 University of San Francisco
Teaching Assistant for Prof. Hamrick
 Graduate Econometrics

01/2013 – 04/2014 University of San Francisco
Teaching Assistant for Prof. Jonas
 Econometrics I

Job Experience

09/2022 – 03/2023 Mie Prefectural Research Center for Local Autonomy
Advisor
 Provided seminars about nudges

03/2020 – 05/2020 Hitotsubashi ICS
Research Assistant
 Managed the experimental lab (ICS Xlab)

06/2016 – 12/2017 Universitat Pompeu Fabra
Research Assistant for Prof. Epure and Prof. Sohl
 Analyzed profile data of more than 500 companies with Python

02/2016 – 07/2017 Universitat Pompeu Fabra
Research Assistant for Prof. Le Mens
 Created an online experiment with JavaScript and analyzed the data

06/2014 – 08/2014 Aoyama Gakuin University
Research Assistant for Prof. Terao
 Helped make a mathematics website with MathML

10/2008 – 02/2012 Eikoh-seminar, Tokyo, Japan
Math, English, and Japanese Instructor
 Taught from high school to elementary school students

Conference/Workshop Presentations

- 2023 Subjective Probability, Utility and Decision Making 2023 Conference, Vienna, Austria
International workshop on Experimental Macroeconomics and Finance, Osaka University, Osaka, Japan
- 2022 Society for Judgment and Decision Making Annual Conference 2022, UCSD Rady School of Management, San Diego, US
- 2021 Subjective Probability, Utility and Decision Making 2021 Conference, University of Warwick, Coventry, United Kingdom
- 2019 Subjective Probability, Utility and Decision Making 2019 Conference, Amsterdam, Netherlands
2019 European Economic Science Association Meeting, Dijon, France
Warwick Economics PhD Conference 2019, Coventry, United Kingdom
- 2018 Japanese Economic Association 2018 Meeting, Tokyo, Japan
Economic Science Association World Meeting, Berlin, Germany
- 2017 Japanese Economic Association 2017 Meeting, Tokyo, Japan
Society for Judgment and Decision Making 2017 38th Annual Conference, Vancouver, Canada
- 2015 Kyoto University and Kansai University Joint Workshop on Experimental Economics, Kyoto, Japan
- 2014 Research in Behavioural Finance Conference 2014, Rotterdam, Netherlands
9th Nordic Conference on Behavioral and Experimental Economics, Aarhus, Denmark
- 2013 SABE/IAREP/ICABEEP 2013 Conference, Atlanta, GA

Seminar Talks

- 2023 Universitat Pompeu Fabra, Barcelona, Spain
- 2022 Universitat Pompeu Fabra, Barcelona, Spain
- 2019 University of Nottingham, Nottingham, United Kingdom
University of Birmingham, Birmingham, United Kingdom
- 2017 Hitotsubashi ICS, Tokyo, Japan

Other Scientific Communications

- Yamamoto, S. (2024). The Power of Nudges: Guiding Our Decisions for the Better. Invited talk at Nihon University, Tokyo, Japan
- Yamamoto, S. & Asakura, T. (2023). Kyoukara Tsukaeru Jissenteki Nudge Nyumon: Ipposakiwo Iku Seisakue (Practical Introduction to Nudges You Can Use Starting Today: Towards Advanced Policies). Invited talk at Nagano City General Affairs Department, Nagano, Japan
- Yamamoto, S. & Konno, R. (2023). Kyoukara Tsukaeru Nudge Nyumon (Introduction to Nudges You Can Use Starting Today). Invited talk at Matsusaka City Hall, Mie, Japan
- Yamamoto, S. (2022). Nudge wo Katsuyoushita Jichikai Gyomu Kenkyuu kai (Municipal Administration Study Group Utilizing Nudges). Invited talk at Mie Prefectural Research Center for Local Autonomy, Mie, Japan

Support from Research Grants

Small Grant, Kozminski University, 2024
Joint Usage and Research Center, Research Institute for Socionetwork Strategies, Kansai University, 2024
Spanish Ministry of Science and Innovation, 2023
Behavioral Economics Research Center at the Institute of Social and Economic Research of Osaka University, 2023
Support for Young Researchers Reporting at International Conferences, 2022
Sasakawa Scientific Research Grant from the Japan Science Society, 2022
Behavioral Economics Research Center at the Institute of Social and Economic Research of Osaka University, 2022
Behavioral Economics Research Center at the Institute of Social and Economic Research of Osaka University, 2021
Research Grant from Japan Society for the Promotion of Science, Grant-in-Aid for Young Scientists, 2021-2025

Workshop Organization

06/2024	3 rd ICS Xlab Experimental Workshop, Hitotsubashi University
06/2023	2 nd ICS Xlab Experimental Workshop, Hitotsubashi University
08/2021	1 st ICS Xlab Experimental Workshop, Hitotsubashi University
06/2019	1 st Barcelona Misbehaviors Meeting, Universitat Pompeu Fabra (co-organized with Jessica Ellis and Tingting Wu)

Scholarships

Warwick Economics PhD Conference Scholarship, Warwick University, 2019
Predoctoral Fellowship, Spanish Ministry of Education, 2018-2020
MonLEE Mini-Course Scholarship, Monash University, 2017
The Future of Ownership Research Workshop Scholarship, Vienna University, 2017
M.A., Economics Scholarship, University of San Francisco, 2013-2014

Programming Skills

Python, Javascript, HTML, CSS, Stata, R, z-Tree, Qualtrics, LaTeX and MathML

Languages

English and Japanese