

Shohei Yamamoto

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Hitotsubashi University
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Education and Academic Positions

2020 -	Adjunct 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
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

Manuscripts and Manuscripts under Review

Yamamoto, S. and Navarro-Martinez, D. “The Endowment Effect in the Future: How Time Shapes Buying and Selling Prices”, *Judgement and Decision Making*
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 and Selected Work in Progress

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

- Yamamoto, S., Shiba, S. “Time Preferences are Influenced if Questions Look Like Investments or Loans”, in *Subjective Probability, Utility and Decision Making 2019 Conference, University of Warwick, Coventry, United Kingdom, 23/08/21*
- Yamamoto, S., Quoidbach, J. and Navarro-Martinez, D. “Mood, Nudge and Willingness to Work”, in *Subjective Probability, Utility and Decision Making 2019 Conference, University of Amsterdam, Amsterdam, Netherlands, 21/08/19*
- 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, 11/09/18*
- Yamamoto, S., McDonald, R. and Read, D. “Does Time Matter Less in Intertemporal Cross-modal Decisions regarding Effort?”
- Yamamoto, S., McDonald, R. and Read, D. “Do Cross-modal Intertemporal Decisions Make Delayed Payments More Attractive?”
- Yamamoto, S., Shiba, S. and Navarro-Martinez, D. “Are Future Outcomes Less Discounted in an Intertemporal Choices on Between-subjects Design?”
- Banki, D., Navarro-Martinez, D. and Yamamoto, S. “Putting Cross-national Comparisons of Trust in Context
- Yamamoto, S., Iwatani, S., Shimazu, K. and Aoyama, T. “Do People Make more Effort on Learning English Vocabulary with Peer Pressure?: A longitudinal Study with a Smartphone Learning App”

Teaching Experience

- | | |
|-------------------|---|
| 09/2015 – 12/2018 | Universitat Pompu Fabra
<i>Teaching Assistant for Prof. Le Mens and Prof. Navarro-Martinez</i>
Business Organization and Management |
| 09/2015 – 12/2016 | Universitat Pompeu Fabra
<i>Teaching Assistant for Prof. Hogarth and Prof. Le Mens</i>
Research Seminar |
| 04/2013 – 05/2014 | University of San Francisco
<i>Teaching Assistant for Prof. Hamrick</i>
Graduate Econometrics |
| 01/2013 – 04/2014 | University of San Francisco
<i>Teaching Assistant for Prof. Jonas</i>
Econometrics I |

Job Experience

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| 03/2021 – | Policy Garage
<i>Researcher</i>
Corroborated nudge projects with WHO and local governments |
| 03/2020 – 05/2020 | Hitotsubashi ICS
<i>Research Assistant</i>
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

- 2022 2022 Virtual AP-ESA Meeting, Osaka, Japan
- 2021 Subjective Probability, Utility and Decision Making 2021 Conference, 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

- 2019 University of Nottingham, Nottingham, United Kingdom
 University of Birmingham, Birmingham, United Kingdom
- 2017 Hitotsubashi ICS, Tokyo, Japan

Workshop Organization

08/2021 1st ICS Xlab Experimental Workshop
06/2019 1st Barcelona Misbehaviors Meeting, Universitat Pompeu Fabra (co-organized
with Jessica Ellis and Tingting Wu)

Support from Research Grants

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

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, oTree, z-Tree, Qualtrics, LaTeX and MathML

Languages

English and Japanese

References

Daniel Navarro-Martinez

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Rebecca McDonald

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