

# Shohei Yamamoto

## Curriculum Vitae

Rikkyo University, College of Economics  
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### Education and Academic Positions

- 2025–Present **Assistant Professor**, *Rikkyo University*, Japan  
2025–Present **Associate Researcher**, *Waseda University*, Japan  
2020–2025 **Specially-Appointed Assistant Professor**, *Hitotsubashi ICS*, Japan  
2015–2020 **Ph.D. in Economics, Finance and Management**, *Universitat Pompeu Fabra*, Spain  
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, reference-dependent preferences, nudge theory

### Publications

- 2022 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.  
2022 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

- In Revision Yamamoto, S., Shiba, S. and Hanaki, N. "Outcome- and sign-dependent time preferences: An incentivized intertemporal choice experiment involving effort and money", *Experimental Economics*.  
Available at: <https://www.iser.osaka-u.ac.jp/library/dp/2024/DP1230.pdf>  
In Revision Yamamoto, S. and Shiba, S. "Framing Effects on Time Preferences: The Impact of Investment and Loan Contexts in Intertemporal Choices", *Judgment and Decision Making*.  
Available at: <https://www.iser.osaka-u.ac.jp/library/dp/2024/DP1237.pdf>

- 2025 Yamamoto, S., McDonald, R. and Read, D. "Does cross-modal discounting generalize to non-WEIRD cultures? A comparison of the USA and Japan", *arXiv Working Paper No. 2511.23126*.  
Available at: <https://arxiv.org/abs/2511.23126>
- 2024 Yamamoto, S. and Iwatani, S. "When Learning Together Goes Wrong: Negative Peer Effects in Online Learning", *ISER Discussion Papers No.E1242*.  
Available at: <https://www.iser.osaka-u.ac.jp/library/dp/2024/DP1242R.pdf>
- 2020 Yamamoto, S., Shiba, S. and Hanaki, N. "Time Preferences in the Gain and Loss Domains: An Incentivized Experiment", *WINPEC Working Paper Series No.E2012*.  
Available at: [https://www.waseda.jp/fpse/winpec/assets/uploads/2020/09/E2012\\_version.pdf](https://www.waseda.jp/fpse/winpec/assets/uploads/2020/09/E2012_version.pdf)

## Awards and Honors

- 2024 **Best Paper Award**, The 18th Association of Behavioral Economics and Finance.  
Paper: "Cross-modal Time Discounting across Cultures: A Comparison between Japan and the US".

## Teaching Experience

- 04/2025–  
Present **Lecturer**, *Rikkyo University, Introduction to Data Analysis 1 & 2 (Spring & Fall)*
- 02/2025–  
05/2025 **Lecturer**, *Hitotsubashi ICS, Experimental Approach*
- 01/2023–  
12/2024 **Lecturer**, *Hitotsubashi ICS, Research Method*
- 11/2024 **Lecturer**, *Hitotsubashi ICS, Leveraging Nudge Theory for Business Excellence*
- 09/2017–  
12/2018 **Lecturer**, *Universitat Pompeu Fabra, International Strategic Management*
- 09/2015–  
12/2018 **Lecturer**, *Universitat Pompeu Fabra, Business Organization and Management*
- 04/2013–  
05/2014 **Teaching Assistant**, *University of San Francisco, Graduate Econometrics (Prof. Hamrick)*
- 01/2013–  
04/2014 **Teaching Assistant**, *University of San Francisco, Econometrics I (Prof. Jonas)*
- 10/2008–  
02/2012 **Instructor**, *Eikoh-seminar, Tokyo, Math, English, and Japanese*

## Job Experience

- 09/2022–  
03/2023 **Advisor**, *Mie Prefectural Research Center for Local Autonomy*, Provided seminars about nudges
- 03/2020–  
05/2020 **Research Assistant**, *Hitotsubashi ICS*, Managed the experimental lab (ICS Xlab)

- 06/2016–12/2017 **Research Assistant**, *Universitat Pompeu Fabra*, Analyzed profile data of more than 500 companies with Python (Prof. Epure and Prof. Sohl)
- 02/2016–07/2017 **Research Assistant**, *Universitat Pompeu Fabra*, Created an online experiment with JavaScript and analyzed the data (Prof. Le Mens)
- 06/2014–08/2014 **Research Assistant**, *Aoyama Gakuin University*, Helped make a mathematics website with MathML (Prof. Terao)

## Support from Research Grants

- 2024–2025 **"The Versatile Potential of Attentional Dilution Theory in Multi-Dimensional Choices in Behavioral Economics"**. Funding: Joint Usage and Research Center, Research Institute for Socionetwork Strategies, Kansai University. Amount: 500,000 YEN. Role: Principal Investigator
- 2024 **"Enhancing Environmental Behaviors Across Cultures: Integrating Information Provision with Knowledge Collection"**. Funding: Kozminski University. Amount: 9,000 PLN. Role: Project Member
- 2023 **"Concepts and Categories for Decision Making across Social, Cultural and National Contexts"**. Funding: Spanish Ministry of Science and Innovation. Amount: 188,000 EUR. Role: Project Member
- 2023 **"Examining the Extent of Present Bias and Hypothetical Bias in Intertemporal Choices through a Two-Stage Experimental Design"**. Funding: Behavioral Economics Research Center, Osaka University. Amount: 550,000 YEN. Role: Principal Investigator
- 2022 **"Promoting Learning Time and Retention through Peer Exchange in Large-Scale Field Experiments on Free Learning Sites"** (Translated). Funding: Sasakawa Scientific Research Grant. Amount: 550,000 YEN. Role: Principal Investigator
- 2022 **"Time Preferences in the Gain and Loss Domains: An Incentivized Experiment"**. Funding: Behavioral Economics Research Center, Osaka University. Amount: 250,000 YEN. Role: Principal Investigator
- 2021–2025 **"When People Become Patient: Cross-modal Intertemporal Decisions in Multiple Domains"**. Funding: JSPS Grant-in-Aid for Young Scientists. Amount: 3,600,000 YEN. Role: Principal Investigator
- 2021 **"How Gain, Loss, Investment and Loan Domains Affect Individual Time Preferences"**. Funding: Behavioral Economics Research Center, Osaka University. Amount: 300,000 YEN. Role: Principal Investigator

## Conference Presentations

- 2025 Subjective Probability, Utility & Decision Making 2025 (Lucca); Asia-Pacific Meeting of the ESA (Osaka); East Asia Experimental and Behavioral Economic Workshop (Seoul); Virtual Asian Meeting of Behavioral and Experimental Research (Online)
- 2024 European Meeting of the Economic Science Association (Helsinki)

- 2023 Subjective Probability, Utility and Decision Making 2023 (Vienna); International workshop on Experimental Macroeconomics and Finance (Osaka); ESA World Meeting (Lyon)
- 2022 Society for Judgment and Decision Making Annual Conference (San Diego)
- 2021 Subjective Probability, Utility and Decision Making 2021 (Coventry)
- 2019 Subjective Probability, Utility and Decision Making 2019 (Amsterdam); European ESA Meeting (Dijon); Warwick Economics PhD Conference (Coventry)
- 2018 Japanese Economic Association (Tokyo); ESA World Meeting (Berlin); Society for the advancement of Judgment and Decision Making Studies (Barcelona)
- 2017 Japanese Economic Association (Tokyo); Society for Judgment and Decision Making (Vancouver)
- 2015 Kyoto University and Kansai University Joint Workshop (Kyoto)
- 2014 Research in Behavioural Finance Conference (Rotterdam)
- 2013 9th Nordic Conference on Behavioral and Experimental Economics (Aarhus); SABE/IAREP/ICABEEP Conference (Atlanta)

## --- Seminar Talks

- 2026 (Sched.) Kanazawa University, Kanazawa, Japan; Kochi University of Technology, Kochi, Japan; Waseda University, Tokyo, Japan
- 2025 KAIST, Seoul, South Korea
- 2023 Universitat Pompeu Fabra, Barcelona, Spain
- 2022 Universitat Pompeu Fabra, Barcelona, Spain
- 2019 University of Nottingham, UK; University of Birmingham, UK
- 2017 Hitotsubashi ICS, Tokyo, Japan

## --- Other Scientific Communications

- 2024 Yamamoto, S. "The Power of Nudges: Guiding Our Decisions for the Better". Invited talk at Nihon University, Tokyo, Japan
- 2023 Yamamoto, S. & Asakura, T. "Practical Nudge Introduction Usable From Today". Invited talk at Nagano City General Affairs Department
- 2023 Yamamoto, S. & Konno, R. "Introduction to Nudges Usable From Today". Invited talk at Matsusaka City Hall, Mie
- 2022 Yamamoto, S. "Study Group on Utilizing Nudges in Local Government Work". Invited talk at Mie Prefectural Research Center for Local Autonomy

## --- Workshop Organization

- 2025–Present Co-organizer, Behavioral and Experimental Economics Seminar (BEES)
- 06/2024 3rd ICS Xlab Experimental Workshop, Hitotsubashi University
- 06/2023 2nd ICS Xlab Experimental Workshop, Hitotsubashi University
- 08/2021 1st ICS Xlab Experimental Workshop, Hitotsubashi University

06/2019 1st Barcelona Misbehaviors Meeting, Universitat Pompeu Fabra (co-organized with Jessica Ellis and Tingting Wu)

## ■ Scholarships

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

## ■ Additional Information

Programming Python, Javascript, HTML, CSS, Stata, R, z-Tree, Qualtrics,  $\LaTeX$  and MathML  
Languages English and Japanese  
Nationality Japanese