

LANA FRIESEN

School of Economics

University of Queensland

St Lucia, QLD 4072, Australia

Phone: +61 7 3365 6564

Email: l.friesen@uq.edu.au

Academic Positions

Associate Professor, School of Economics, University of Queensland (2014-)

Senior Lecturer, School of Economics, University of Queensland (2008-2013)

Lecturer, School of Economics, University of Queensland (2007–2008)

Lecturer & Senior Lecturer, Commerce Division, Lincoln University, New Zealand (2000-2007)

Education

Ph.D. Economics, Simon Fraser University, Canada, 2000

M.A. Economics, Simon Fraser University, Canada, 1992

B.Com. Economics, University of Canterbury, New Zealand, 1990

Research Interests

Experimental Economics, Environmental Economics, Behavioural Economics

Publications: Refereed Journal Articles

1. Earnhart, Dietrich and Lana Friesen (in press), “Use of Competitive Endogenous Audit Mechanisms by Federal and State Inspectors within Environmental Protection Agencies”, *Journal of Environmental Economics and Management*, forthcoming.
2. Bougherara, Douadia, Lana Friesen and Céline Nauges (2021), “Risk Taking with Left- and Right-Skewed Lotteries”, *Journal of Risk and Uncertainty*, Available at <https://doi.org/10.1007/s11166-021-09345-w>.
3. Earnhart, Dietrich and Lana Friesen (2021), “Enforcement Federalism: Comparing the Effectiveness of Federal Punishment versus State Punishment”, *Environmental and Resource Economics*, 78, 227-255.
4. Cason, Timothy N., Lana Friesen and Lata Gangadharan (2020), “Inter-Firm Social Dilemmas with Agency Risk,” *European Economic Review*, 129, 103570.
5. Friesen, Lana and Peter E. Earl (2019), “An Experimental Analysis of Regulatory Interventions for Complex Pricing”, *Southern Economic Journal*, 86, 1241-1266.

6. Earl, Peter E., Lana Friesen and Christopher Shadforth (2019), “Elusive Optima: A Process Tracing Analysis of Procedural Rationality in Mobile Phone Connection Plan Choices”, *Journal of Economic Behavior and Organization*, 161,303-322.
7. Leng, Ailin, Lana Friesen, Kenan Kalayci, and Priscilla Man (2018), “A Minimum Effort Coordination Game Experiment in Continuous Time”, *Experimental Economics*, 21(3), 1-24.
8. Yong Soo Keong, Lana Friesen and Stuart McDonald (2018), “Emission Taxes, Clean Technology Cooperation, and Tacit Collusion: Experimental Evidence”, *Economic Inquiry*, 56(4), 1950-1979.
9. Earl, Peter E., Lana Friesen and Christopher Shadforth (2017), “The Efficiency of Market-Assisted Choice: An Experimental Analysis of Mobile Phone Connection Service Recommendations”, *Journal of Institutional Economics*, 13(4), 849-873.
10. Earnhart, Dietrich and Lana Friesen (2017), “The Effects of Regulated Facilities’ Perceptions about the Effectiveness of Government Interventions on Environmental Compliance”, *Ecological Economics*, 142, 282-294.
11. Brent, Daniel A., Lana Friesen, Lata Gangadharan, and Andreas Leibbrandt (2017), “Behavioral Insights from Field Experiments in Environmental Economics”, *International Review of Environmental and Resource Economics*, 10(2), 95-143.
12. Cason, Timothy N., Lana Friesen and Lata Gangadharan (2016), “Regulatory Performance of Audit Tournaments and Compliance Observability”, *European Economic Review*, 85, 288-306.
13. Tse, Alan, Lana Friesen and Kenan Kalayci (2016), “Complexity and Asset Legitimacy in Retirement Investment”, *Journal of Behavioral and Experimental Economics*, 60, 35-48.
14. Friesen, Lana and Peter E. Earl (2015), “Multipart Tariffs and Bounded Rationality: An Experimental Analysis of Mobile Phone Plan Choices”, *Journal of Economic Behavior and Organization*, 116, 239-253.
15. Faravelli, Marco, Lana Friesen and Lata Gangadharan (2014), “Selection, Tournaments, and Dishonesty”, *Journal of Economic Behavior and Organization*, 110, 160-175.
16. Friesen, Lana and Lata Gangadharan (2013), “Designing Self-Reporting Regimes to Encourage Truth Telling: An Experimental Study”, *Journal of Economic Behavior and Organization*, 94, 90-102.
17. Friesen, Lana and Dietrich Earnhart (2013), “Can Punishment Generate Specific Deterrence without Updating? Analysis of a Stated Choice Scenario”, *Environmental and Resource Economics*, 56, 379-397.
18. Friesen, Lana and Lata Gangadharan (2013), “Environmental Markets: What Do We Learn from the Lab?” *Journal of Economic Surveys*, 27(3), 515-535.
19. Friesen, Lana (2012), “Certainty of Punishment versus Severity of Punishment: An Experimental Investigation”, *Southern Economic Journal*, 79(2), 399-421.

20. Friesen, Lana and Lata Gangadharan (2012), “Individual Level Evidence of Dishonesty and the Gender Effect”, *Economics Letters*, 117, 624-626.
21. Clark, Jeremy and Lana Friesen (2009), “Overconfidence in Forecasts of Own Performance: An Experimental Study”, *The Economic Journal*, 119, 229-251.
22. Clark, Jeremy and Lana Friesen (2008), “The Causes of Order Effects in Contingent Valuation Surveys: An Experimental Investigation”, *Journal of Environmental Economics and Management*, 56, 195-206.
23. Friesen, Lana (2006), “The Social Welfare Implications of Industry Self-Auditing”, *Journal of Environmental Economics and Management*, 51, 280-294.
24. Tait, Peter, Lana Friesen and Ross Cullen (2005), “Will Unit Pricing Reduce Domestic Waste? Lessons from a Contingent Valuation Study”, *New Zealand Economic Papers*, 39, 83-103.
25. Clark, Jeremy, Lana Friesen and Andrew Muller (2004), “The Good, the Bad, and the Regulator: An Experimental Test of Two Conditional Audit Schemes”, *Economic Inquiry*, 42, 69-87.
26. Friesen, Lana (2003), “Targeting Enforcement to Improve Compliance with Environmental Regulations”, *Journal of Environmental Economics and Management*, 46, 72-85.

Publications: Book Chapters

1. Cason, Timothy N., Lana Friesen and Lata Gangadharan (2021), “Complying with Environmental Regulations: Experimental Evidence” in *A Research Agenda in Experimental Economics*, Chaudhuri, A (Ed.) Elgar Research Agenda Series, Cheltenham, UK: Edward Elgar.

Working Papers

Friesen, Lana, Lata Gangadharan, Peyman Kher, and Ian MacKenzie, “Mind your Ps and Qs: An experimental investigation of variable permit supply in the US Regional Greenhouse Gas Initiative”, UQ School of Economics Discussion Paper No. 618.

Earnhart, Dietrich and Lana Friesen, “Certainty of Punishment versus Severity of Punishment: Enforcement of Environmental Protection Laws”.

Earnhart, Dietrich and Lana Friesen, “The Effect of Professional Social Norms on Corporate Environmental Compliance.”

Work in Progress

Friesen, Lana, Lata Gangadharan, Peyman Kher, and Ian MacKenzie, “The Effects of Supply Adjustment on the Uniform-Price Auction: An Experimental Investigation”.

Bougherara, Douadia, Lana Friesen and Céline Nauges, “Risk Taking with Skewed Lotteries in a Demographically Diverse Population”.

Friesen, Lana, Ian MacKenzie and Mai Phuong Nguyen, “Coasean Bargaining in the Presence of Ex Ante and Ex Post Transaction Costs”.

Auer, Josephine, Lana Friesen, and Ian MacKenzie, “A Secret Worth Keeping? An Analysis of Disclosed versus Undisclosed Bid Caps in Multi-Unit Reserve Auctions.”

Gunawardena, Bhagya, Lana Friesen and Rigissa Megalokonomou, “Learning from Peers - An Experimental Study on Effects of Incentives and Peer Ability on Cooperative Learning”

Friesen, Lana, Heyes, Anthony, and Ian MacKenzie, “Aggregators in Conservation Auctions: An Experimental Analysis”.

McCarthy, William, Lana Friesen and Vera te Velde, “Exogenous and Endogenous Reference Points in Repeated Gambles”.

Research Grants

2021, BEL Faculty Connect Grant, *OPTI-Choice: A digital platform to support decision making for older people under consumer directed care* (with Zachary Breig, Tracy Comans, and Kim-Huong Nguyen) \$19,712

2019-2020, Rural Economies Centre of Excellence, *Examining Innovative Policies to Enhance and Sustain Environmental Offsets in Rural Communities: A Granite Belt Pilot Study* (with Ian MacKenzie, Richard Brown, and Sally Driml) \$100,000.

2016, UQ Sustainable Minerals Institute Collaborative Grant Scheme, *Exploiting Mining Waste Development – Creating New Economic Value, Targeting Zero Footprint, and Severely Diminishing Liability* (with Corder, Edraki, Manlapig, Noller, Kemp, McIntyre, Golev, Unger, Friesen, Fulcher, MacKenzie, Peng, Williams, and Kelm) \$36,300

2010-2013, Australian Research Council Discovery Grant, *A Study of Consumers’ Competence When Choosing Between Complex Mobile Phone Contracts and the Regulatory Implications of Their Coping Strategies* (with Peter Earl) \$349,000

2009, UQ Major Equipment and Infrastructure Grant, *Experiments in Economic Decision Making*, \$80,000

2008, UQ Early Career Researcher Grant, *Probability of Punishment versus Severity of Punishment: An Experimental Investigation*, \$13,924

2008, UQ New Staff Research Start-Up Fund, *Self-Reporting and Environmental Protection: An Experimental Investigation*, \$11,974

Refereeing

Journal Articles: American Economic Review, B.E. Journal of Theoretical Economics, Decision Analysis, Economic Inquiry, Economic Journal, Economics Letters, Environmental and Resource Economics, European Economic Review, Experimental Economics, Games and Economic Behavior, International Economic Review, International Review of Law and Economics, Journal of Behavioural and Experimental Economics, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of Environmental Economics and Management, Journal of

Environmental Management, Journal of Public Economics, Journal of Public Economic Theory, Journal of Regulatory Economics, Resource and Energy Economics, Review of Economic Studies, Southern Economic Journal, Water Resources and Economics.

Grants and Scientific Reviews: Australian Research Council Grants (Discovery, Linkage, DECRA, Future Fellowship), American University of Sharjah Internal Grants, Centre of Excellence for Biosecurity Risk Analysis at the University of Melbourne, Israel Science Foundation, Research Foundation Flanders, Swiss National Science Foundation, University of Leuven (Belgium) Research Grants

Invited and Keynote Presentations

2020, Invited Speaker at Changing Behaviour for Health and Health Care, CBEH, Brisbane, November.

2019, Invited Speaker at the CPMD Workshop on Behavioural and Experimental Economics, UTS, Sydney, June.

2018, Keynote Speaker at the Australia and New Zealand Workshop on Experimental Economics (ANZWEE), Auckland, NZ, November.

2018, Invited Speaker at Nudging Our Way to More Efficient Health Care: What does Behavioural Economics Offer? CBEH, Brisbane, August.

2017, Invited Speaker at the Centre of Excellence for Environmental Decisions (CEED) Behavioural Economics – Insights for Environmental Policy Workshop, UQ, February.

2014, Keynote Presenter at the Australian Tax Office's Behavioural Insights Practitioners' Workshop, Canberra, November.

2011, Invited Speaker, Regulation of the Not-for-Profit Sector in the 21st Century, Research and Policy Conference, Sydney, July.

Professional Service (Selected Key Roles)

Member of School of Economics Executive Committee (Level D Staff Representative), 2021 – ongoing, 2019, 2015 – 2016.

Member of School of Economics PhD Admissions and Scholarships Committee, 2021 -

Chair of BEL Faculty Low and Negligible Risk (LNR) Ethics Sub-Committee, 2017 - 2020

Acting Coordinator of Economics Higher Degrees by Research, October-December 2020

Acting Deputy Head of School, School of Economics, University of Queensland, July-December 2018

BEL Faculty Local Confirmation and Promotion Committee Representative, 2018-2019

Scientific Committee, Economic Science Association, Asia-Pacific Meeting, QUT, February 2018.

Principal organizer of the 11th Annual Australia New Zealand Workshop on Experimental Economics, held at the University of Queensland, September 2016

Steering Committee and Program Committee, Australian Conference of Economists, held at QUT, July 2015

School of Economics Experimental Lab Manager, 2012 - 2016

Chair of School of Economics Ethics Subcommittee, 2009 – 2016

Member of School of Economics Research and Research Higher Degrees Committee, 2009 – 2016

Supervision (Completion Date)

PhD (Principal): Bhagya Gunawardena (current), Ailin Leng (2018), Soo Keong Yong (2014)

PhD (Associate): Christopher Shadforth (current), Pimwilai Kijjanapanich (current), Jorge Pereira (2017), Adeline Ofori-Bah (2012)

Honours Thesis: William McCarthy (current), Sally Rafter (2020), Josephine Auer (2019), Steve Charlton-Henderson (2019), Mai Phuong Nguyen (2015), Kimberley Francis (2011), Nathan Viles (2011), Alan Tse (2011), Siew Lin (Rachel) Lee (2009)

Masters Thesis: Han Zhou (current), Simone Bush (2019), Morgan Spearritt (2011), Alex Maskiell (2010), Peter Tait (2004)

Teaching Awards

2018, School of Economics Certificate of Distinguished Teaching for Medium Undergraduate Classes for ECON 3700 (Environmental Economics)

2017, School of Economics Certificate of Distinguished Teaching for Small Undergraduate Classes for ECON 3060 (Experimental Economics)

2016, School of Economics Teaching Excellence Award for Small Undergraduate Classes for ECON3060 (Experimental Economics) and ECON3700 (Environmental Economics)

2014, School of Economics Certificate of Distinguished Teaching, for Small Undergraduate Classes for ECON 3060 (Experimental Economics) and ECON 3700 (Environmental Economics)

2010, School of Economics Award for Excellence in Teaching, for Large Undergraduate Classes for ECON 2030 (Microeconomic Policy)