

# CV - Leif Helland

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## Contact

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<http://www.bi.edu/research/centre-for-experimental-studies-and-research/>

## Education

- Dr.polit., University of Oslo, 2001
- Cand.polit., University of Oslo, 1992
- M.Sc. (ECON), London School of Economics, 1991

## Academic positions

- Professor, BI Norwegian Business School, 2006 -
- Director, CESAR (center for experimental studies and research), Department of Economics, BI Norwegian Business School, 2015 -
- Coordinating the BI Research lab, 2011 -
- Associate professor, BI Norwegian Business School, 2003 - 06
- Adjunct Associate Professor, Department of Sociology and Political Science, Norwegian University of Science and Technology (NTNU), 2002-03

- Post.doc., Centre for International Climate and Environmental Research Oslo (CI-CERO), 2001-02
- Research fellow, Department of Political Science, University of Oslo, 1995-2001
- Visiting Scholar, Political Science Department, University of California at Berkeley, 1996-97
- Research assistant, Department of Public Law, University of Oslo, 1988

## Other positions

- Member, White paper commission on subventions of culture, Royal Norwegian Ministry of Culture and Church, 2007-08
- Head of secretariat, White paper commission on financing of democracy, Royal Norwegian Ministry of Administration, 2003-04 (on leave from BI)
- Senior executive officer, Finance department, Royal Norwegian Ministry of Finance, 1992-95
- Member of secretariat, White paper commission on entitlement transfers (Kleppe II), Royal Norwegian Ministry of Finance, 1992-93
- National representative; Task force on entitlement transfers, OECD/PUMA, 1993-94
- Infantry Officer (summer replacement), His Majesty the Kings Guard, 1985-89
- Infantry NCO, Russian-Norwegian Border, 1983-84

## Honours and grants

- Causes of bargaining failure, Norwegian Research Council grant (TOPPFORSK), 2016-20 (22 mill. NOK)
- Experimental markets with network externalities and search costs, Norwegian Research Council grant (FRISAM), 2012-15 (8 mill. NOK)
- The Norwegian Non-fiction Writers And Translators Association, Book-grant, 2012 (150K NOK)
- P.M. Røwdes legat til fremme av forskning om norsk økonomi, 2000-01 (100K NOK)
- Fulbright Fellowship, 1996-97
- British Council Fellowship, 1990-91

## Teaching

Master of Science (Currently: Game Theory; Behavioral Economics).

PhD (Voting theory; Experimental Economics).

Executive MBA (Negotiations; Lobbying).

## PhD supervision

- *Magnus Våge Knutsen*, BI/Economics Department: Dissertation on bargaining and efficiency [Enrolled in the PhD program 2016]
- *Ragnar Enger Julsrud*, BI/Economics Department: Dissertation on quality of information [Enrolled in the PhD program 2014]
- *Knut-Eric Joslin*, BI/Economics Department: Dissertation on experimental markets with costly search [Defended successfully 2017].
- *Anne Therese Gullberg*, CICERO: Dissertation on lobbying and climate policy [Defended successfully 2009]
- *Steffen Kallbekken*, CICERO: Dissertation on climate policy [Defended successfully 2008]
- *Lars Monkerud*, BI/Department of Public Governance: Dissertaion on the political economy of local governance [Defended successfully 2007]

## Reviewer for

*Econometrica; Electoral Studies; Environmental and Resource Economics; European Economic Review; European Journal of Political Economy; European Journal of Political Research; Games and Economic Behavior; International Public Management Journal; Journal of the European Economic Association; Journal of Conflict Resolution; Journal of Economic Psychology; Journal of Peace Research; Journal of Theoretical Politics; Nordic Journal of Political Economy; Public Choice; Resource and Energy Economics; Scandinavian Journal of Economics; Scandinavian Political Studies; Social Choice and Welfare.*

## Conference presentation

*ESA Conference, Vienna 2017; 12th NCBEE, Gothenburg, 2017; 11th NCBEE, Oslo 2016 (Organizer); Dale T Mortensen Center Conference on Search and Frictions, 2015 Sandbjerg Slott; 10th NCBEE, Tampere 2015; 9th NCBEE, Aarhus 2014; ESA Conference, Prague 2014; 8th NCBEE, Stockholm 2013; ESA Conference, New York 2013; EEA Conference, Oslo 2011; 3rd NCBEE, Copenhagen 2009; ECPR General Conference, Potsdam 2009; 2nd NCBEE, Gothenburg 2008; Silvaplana WPE, Silvaplana 2007; EPCS, Turku 2006; IMA Conference on Analyzing Conflict and its Resolution, Oxford 2004; IPSA, Durban 2003.*

## Publications

### Peer reviewed journals, English

1. Climate leadership by conditional commitments. *Oxford Economic Papers* (forthcoming) (with J. Hovi & H. Sælen).
2. Information and coordination frictions in experimental posted offer markets. *Journal of Economic Theory* 167 (2017):53-74 (with E. Moen & E. Preugschat)
3. When does informal enforcement work? *Journal of Conflict Resolution* 60(7) (2016):1312-40 (with S. Aakre & J. Hovi)
4. Partisan bias, electoral volatility, and government efficiency. *Electoral Studies* 39 (2015):117-28 (with R. Sørensen)
5. Platform selection in the lab. *Journal of Economic Behavior & Organization* 99 (2014):168-77 (with T.-R. Heggedal)
6. Electoral agency in the lab: Learning to throw out the rascals. *Journal of Theoretical Politics* 25(2) (2013):214-33 (with L. Monkerud)
7. Can exit prizes induce lame ducks to shirk less? Experimental evidence. *European Journal of Government and Economics* 1(2) (2012):106-25 (with J. Hovi & L. Monkerud)
8. Persistent rent extraction. *Public Choice* 153 (2012):205-13 (with R. Sørensen)
9. Are nurses more altruistic than real estate brokers? *Journal of Economic Psychology* 32 (2011):818-31 (with K. Jacobsen, K. Eika, J. T. Lind & K. Nyborg)
10. Partisan conflicts and parliamentary dominance: The Norwegian political business cycle. *Public Choice* 147 (2011):139-54
11. Non-instrumental behavior in an environmental public goods game. *Homo Oeconomicus* 27(3) (2010):1-22 (with J. Hovi)

12. ...so that you never need to ask your question again. *Homo Oeconomicus* 27(3) (2010):350-54
13. Geographical redistribution with disproportional representation: A politico-economic model of Norwegian road projects. *Public Choice* 139 (2009):5-19 (with R. Sørensen)
14. Renegotiation-proofness and climate agreements: Some experimental evidence. *Nordic Journal of Political Economy* 34 (2008):1-26 (with J. Hovi)
15. Lobbying with conflicting interests: Norwegian local - central relations. *European Journal of Political Research* 47(2) (2008): 184-205
16. Minority-rule budgeting under a de facto constructive vote of no confidence. *Scandinavian Political Studies* 27 (2004): 391-401
17. Candidate competition and strategic coordination. Evidence from four early Norwegian elections. *Electoral Studies* 22 (2003): 586-602 (with J. Saglie)

### **Book chapters, English**

18. The median voter theorem. Why parties and decisions converge towards the center. In: S. Ugelvik Larsen (ed.) *Theory and Methods in Political Science*. New York: Columbia University Press, 2005
19. Fiscal Constitutions, Fiscal Preferences, Information and Deficits. In: J. von Hagen & R. Strauch (eds.) *Institutions, Politics and Fiscal Policy*. London: Kluwer Academic Press, 2001

### **Working papers & reports, English**

20. *Climate leadership by conditional commitment* (L. Helland, J. Hovi & H. Sælen). CESAR Working paper 1/15
21. *Information and coordination frictions in experimental posted offer markets* (L. Helland, E. Moen & E. Preugschat). CESAR Working paper 2/15
22. *Reference points in sequential bargaining: Theory and experiment* (K.A. Brekke, A. Ciccone, T.-R. Heggedal & L. Helland). CESAR Working paper 3/15
23. *Should I stay or should I go? Bandwagons in the lab* (T.-R. Heggedal, L. Helland & K.-E. Joslin). CESAR Working paper 3/16
24. *Students outperform seasoned parliamentarians in a lobbying experiment*. (with G. Løyning & L. Monkerud)

25. *Ongoing Quest for QWERTY*. CREAM/BI Working Paper No.1/2012 (with T.-R. Heggedal)
26. *Are nurses more altruistic than real estate brokers?* Institute for the Study of Labor (IZA) Discussion Paper 5721/2011 (with K. Jacobsen, K. Eika, J. T. Lind & K. Nyborg)
27. *Self-serving dictators*. Scandinavian Working Papers in Economics, Memorandum No.2/2008 (with G. Asheim, J. Hovi & B. Høyland)
28. *The Theory of Full International Cooperation: An Experimental Evaluation*. CICERO Working Paper No.6/2004. (with J. Hovi)
29. *Group size effects in two repeated game models of a global climate agreement*. CICERO Working Paper No.5/2002

### Peer reviewed journals, Norwegian

30. Forsvaret 1986-2005. Hvorfor partiene favoriserer de overrepresenterte valgdistriktene [The armed forces 1986-2005. Why parties favor over-represented electoral districts]. *Tidsskrift for Samfunnsforskning* 51(4) (2010): 526-50 (with R. Sørensen & Å Thorkildsen).
31. Hvorfor overlever politisk korrupsjon i representative demokratier? [Why does political corruption survive in representative democracies?] *Norsk Statsvitenskapelig Tidsskrift* 3 (2009):221-37 (with R. Sørensen)
32. Bare psykologi likevel? Et eksperiment i sekvensielle forhandlinger [Just psychology after all? An experiment in sequential bargaining]. *Tidsskrift for Samfunnsforskning* 49(2) (2008):229-27 (with L. Monkerud).
33. Om full pensjonsreform tjener flertallet vil den da bli vedtatt? [If full pension reform benefits the majority, is it then approved?] *Norsk Statsvitenskapelig Tidsskrift* 2 (2006):142-61
34. Begrenset Rasjonalitet: Hva er det, og hva leder det til? [Limited Rationality: What is it, and what does it lead to?] *Norsk Statsvitenskapelig Tidsskrift* 1 (2002): 29-55
35. Mindretallsparlamentarisme og budsjettpolitisk handlingslammelse: En undersøkelse av 13 vesteuropeiske land 1978-95 [Minority rule and fiscal deadlock. An investigation of 13 West European countries 1978-95]. *Tidsskrift for Samfunnsforskning* 2 (2001):223-52.
36. Anthony Downs og tilbakekallingsretten [Antony Downs and the right to recall]. *Norsk Statsvitenskapelig Tidsskrift* 4 (1998): 331-51

37. Stortingets fagkomiteer: Forholdet mellom popularitet, arbeidsmengde og komitestørrelse [Standing committees of the Storting: The relationship between popularity, workload and committee size]. *Norsk Statsvitenskapelig Tidsskrift* 3 (1998):219-52. (with B.E. Rasch)
38. Kandidatkonkurranse og strategisk koordinering i fire Stortingsvalg: 1909-18 [Candidate Competition and Strategic Coordination in four elections to the Storting: 1909-18]. *Norsk Statsvitenskapelig Tidsskrift* 4 (1998):155-83 (with J. Saglie)

### Books and book-chapters, Norwegian

39. *Årsak og tilfeldighet. Modeller, eksperimenter og adferd i samfunnsvitenskapene* [Causality and randomness. Models, experiments and behavior in the social sciences]. Oslo: Cappelen Damm, 2016
40. *Demokrati og Effektivitet* [Democracy and efficiency]. Oslo: Universitetsforlaget, 2008 (with R. Sørensen)
41. Medianvelgerteoremet [The Median Voter Theorem]. In: S.Ugelvik Larsen (ed.) *Lov og Struktur*. Bergen: Fagbokforlaget, 2003
42. Del II: Et ideal for positiv samfunnsvitenskap [Part II: An ideal for positive social science]. In: L. Helland og P. Nafstad (eds.) *Samfunnsvitenskapene - paradigmer og modeller*. Oslo: Cappelen Akademisk Forlag, 2002 (15 chapters)
43. Spillet om næringsoverføringene. Avgjør ressurser når stemmer bare teller? [Gaming for industry subventions. Do resources decide when votes only count?] In: H. Rommetvedt (ed.) *Matmakt. Politikk, forhandling, marked*. Bergen: Fagbokforlaget, 2002
44. Etterspørselsdrevet eller tilbuds drevet lobbyaktivitet? Ja takk, begge deler! [Demand-or supply driven lobbying? Yes, please, both!] In: H. Baldersheim, B. Hagtvedt og K. Heidar (eds.) *Politikk i det 20. århundre: Refleksjoner og resonnement*. Kristiansand: Høyskoleforlaget, 2000

### Book reviews & comments, Norwegian

45. Politisk korrupsjon - også i representative demokratier? Svar til Jan-Erik Lanes kommentar [Political corruption - even in representative democracies? Reply to Jan-Erik Lanes comment]. *Norsk Statsvitenskapelig Tidsskrift* 1 (2010):60-5 (with R. Sørensen)
46. Bokessay: Valgdeltakelse og lokaldemokrati, Bernt Aardal (red.) [Book essay: Turnout and local democracy, Bernt Aardal (ed.)]. *Tidsskrift for Samfunnsforskning* 43(1) 2002: 57-65

47. Espelis kommentar til min anmeldelse [Espeli's comment to my review]. *Sosiologi i dag* 1 (2000) 84-93
48. Anmeldelse av Harald Esepelis bok: Lobbyvirksomhet på Stortinget (Oslo: Tano-Aschehoug, 1999) [Review of Harald Espeli's book: Lobbyactivity at the Storting (Oslo: Tano-Aschehoug)]. *Sosiologi i dag* 3 (1999): 89-97

## Reports, Norwegian

49. *Profesjonell lobbyisme. Norske elitors bruk og holdninger* [Professional lobbyism. Use and attitudes among Norwegian elites]. Rapportserien Nr. 70/2003, Oslo: Makt- og Demokratiutredningen. (with A.T. Gullberg)
50. *Grenser for segmentering. Modellresonnementer og empiri* [Constraints on special interest politics. Models and empirics]. Rapportserien Nr. 14/2002, Oslo: Makt- og Demokratiutredningen
51. *Preferanser, prosedyrer og informasjon: Betingelser for budsjett disiplin.* [Preferences, procedures and information. Conditions for fiscal discipline]. Dr.polit. dissertation. Oslo: Institutt for statsvitenskap, 2010
52. *Logitanalyse med dikotom avhengig variabel: en innføring* [Logistical regression analysis with dicotomous dependent variable: an introduction]. Forskningsnotat Nr. 01/1999, Oslo: Institutt for statsvitenskap
53. *Profesjonell lobbyisme. Bør den reguleres?* [Professional lobbyism. Should we regulate it?]. Forskningsnotat Nr. 04/1999, Oslo: Institutt for statsvitenskap
54. *Bayesiansk oppdatering og bayesisk perfekt likevekt* [Bayesian updating and Perfect Bayesian Equilibrium]. Forskningsnotat Nr. 08/1999, Oslo: Institutt for statsvitenskap (with J. Hovi)
55. *Sentralbankautonomi og inflasjon* [Central bank autonomy and inflation]. In: L. Helland & J. Hovi (eds.) *Bayesisk oppdatering og spill med ufullstendig informasjon: noen eksempler.* Forskningsnotat Nr. 01/1996, Oslo: Institutt for statsvitenskap
56. *Voteringer og forsamlingsstørrelse* [Voting and assembly size]. In: L. Helland & J. Hovi (eds.) *Bayesisk oppdatering og spill med ufullstendig informasjon: noen eksempler.* Forskningsnotat Nr. 01/1996, Oslo: Institutt for statsvitenskap
57. *Bayesisk perfekt likevekt* [Perfect Bayesian Equilibrium]. In: L. Helland & J. Hovi (eds.) *Bayesisk oppdatering og spill med ufullstendig informasjon: noen eksempler.* Forskningsnotat Nr. 01/1996, Oslo: Institutt for statsvitenskap
58. *Stortingsbehandlingen av statsbudsjettet og utgiftssidens størrelse* [The budgeting procedure of the Storting and the level of expenditures]. Forskningsnotat Nr. 04/1995. Oslo: Institutt for statsvitenskap