

LANA FRIESEN

School of Economics
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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, NZ (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

Editorial Activities

Associate Editor, *Journal of Economic Behavior and Organization*, 2023 -
Coordinating Editor, *Theory and Decision*, 2022 -
Associate Editor, *Oxford Open Economics*, 2022 -
Co-Editor (Special Issue), *Economic Record*, 2023

Publications – Refereed Journal Articles

1. Kenny, Danelle, Kim-Huong Nguyen, Lana Friesen, Zachary Breig, and Tracy Comans (2023), “Heuristics, Biases, and Decisions in Resource Allocation for Home Care Packages Under Consumer Directed Care: A Systematic Review and Thematic Synthesis”, *Health & Social Care in the Community*.
2. Friesen, Lana, Ian MacKenzie, and Mai Phuong Nguyen (2023), “Initially Contestable Property Rights and Coase: Evidence from the Lab”, *Journal of Environmental Economics and Management*, 120, 102842.
3. Earnhart, Dietrich and Lana Friesen (2023), “Certainty of Punishment versus Severity of Punishment: Enforcement of Environmental Protection Laws”, *Land Economics*, 99(2), 245-264.
4. Bougherara, Douadia, Lana Friesen and Céline Nauges (2022), “Risk-Taking and Skewness-Seeking Behavior in a Demographically Diverse Population”, *Journal of Economic Behavior and Organization*, 201, 83-104.

5. Friesen, Lana, Lata Gangadharan, Peyman Kher, and Ian MacKenzie (2022), “Mind your Ps and Qs: An Experimental Investigation of Variable Permit Supply in the US Regional Greenhouse Gas Initiative”, *Journal of Environmental Economics and Management*, 112, 10220.
6. Earnhart, Dietrich and Lana Friesen (2021), “Use of Competitive Endogenous Audit Mechanisms by Federal and State Inspectors within Environmental Protection Agencies”, *Journal of Environmental Economics and Management*, 109, 102476.
7. Bougerara, Douadia, Lana Friesen and Céline Nauges (2021), “Risk Taking with Left- and Right-Skewed Lotteries”, *Journal of Risk and Uncertainty*, 62(1), 1-24.
8. Earnhart, Dietrich and Lana Friesen (2021), “Enforcement Federalism: Comparing the Effectiveness of Federal Punishment versus State Punishment”, *Environmental and Resource Economics*, 78, 227-255.
9. Cason, Timothy N., Lana Friesen and Lata Gangadharan (2020), “Inter-Firm Social Dilemmas with Agency Risk,” *European Economic Review*, 129, 103570.
10. Friesen, Lana and Peter E. Earl (2019), “An Experimental Analysis of Regulatory Interventions for Complex Pricing”, *Southern Economic Journal*, 86, 1241-1266.
11. 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.
12. 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.
13. 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.
14. 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.
15. 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.
16. 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.

17. Cason, Timothy N., Lana Friesen and Lata Gangadharan (2016), “Regulatory Performance of Audit Tournaments and Compliance Observability”, *European Economic Review*, 85, 288-306.
18. Tse, Alan, Lana Friesen and Kenan Kalayci (2016), “Complexity and Asset Legitimacy in Retirement Investment”, *Journal of Behavioral and Experimental Economics*, 60, 35-48.
19. 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.
20. Faravelli, Marco, Lana Friesen and Lata Gangadharan (2014), “Selection, Tournaments, and Dishonesty”, *Journal of Economic Behavior and Organization*, 110, 160-175.
21. 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.
22. Friesen, Lana and Dietrich Earnings (2013), “Can Punishment Generate Specific Deterrence without Updating? Analysis of a Stated Choice Scenario”, *Environmental and Resource Economics*, 56, 379-397.
23. Friesen, Lana and Lata Gangadharan (2013), “Environmental Markets: What Do We Learn from the Lab?” *Journal of Economic Surveys*, 27(3), 515-535.
24. Friesen, Lana (2012), “Certainty of Punishment versus Severity of Punishment: An Experimental Investigation”, *Southern Economic Journal*, 79(2), 399-421.
25. Friesen, Lana and Lata Gangadharan (2012), “Individual Level Evidence of Dishonesty and the Gender Effect”, *Economics Letters*, 117, 624-626.
26. Clark, Jeremy and Lana Friesen (2009), “Overconfidence in Forecasts of Own Performance: An Experimental Study”, *The Economic Journal*, 119, 229-251.
27. 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.
28. Friesen, Lana (2006), “The Social Welfare Implications of Industry Self-Auditing”, *Journal of Environmental Economics and Management*, 51, 280-294.
29. 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.

30. 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.
31. Friesen, Lana (2003), “Targeting Enforcement to Improve Compliance with Environmental Regulations”, *Journal of Environmental Economics and Management*, 46, 72-85.

Publications – Book Chapters

Cason, Timothy N., Lana Friesen, and Lata Gangadharan (2024), “Environmental Regulations and Compliance”, forthcoming in *Elgar Encyclopedia of Behavioural and Experimental Economics*.

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.

Publications - Research Reports

“Carbon Farming Perceptions Among Landholders and Local Governments of Southern Queensland”, Report prepared for *Agrifutures Australia* (PRO-013298), July 2022 (with Ian MacKenzie and Southern Queensland Landscapes).

“Behavioural Economic Insights into Budget Allocation in Home Care”, Report prepared for *BlueCare*, June 2022 (with Danelle Kenny, Kim-Huong Nguyen, Zachary Breig, and Tracy Comans).

“Examining Innovative Policies to Sustain Environmental Offsets in Rural Communities”, *Rural Economics Centre of Excellence*, November 2021 (with Ian MacKenzie).

Work in Progress

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

Cason, Timothy N., Lana Friesen, and Lata Gangadharan, “Communication and Contracts”.

Gunawardena, Bhagya, Lana Friesen, and Rigissa Megalokonomou, “Learning from Peers: An Experimental Study on the Effects of Incentives and Ability on Learning from Peers”.

Gunawardena, Bhagya, Lana Friesen, and Kenan Kalayci, “Experience and Peer Information: An Online Experiment on the Effects of Experience and Different Peer Information on Skill Accumulation”.

Kenny, Danelle, Tracy Comans, Kim-Huong Nguyen, Lana Friesen, and Zachary Breig, “Behavioural Economic Insights into Budget Allocation in Home Care Packages: An Ethnographic Approach”.

Kijjanapanich, Pimwilai, Lana Friesen, Alexandros Karakostas, and Priscilla Man, “Second Opinions under Diagnostic Uncertainty in a Credence Goods Market”.

Shadforth, Christopher, Lana Friesen, and Daniel Zizzo, “Complexity Aversion over Information Methods: An Economic Experiment”.

Research Grants

2023, Energy Consumers Australia Influence Grant, *Evaluating the Benefits of Price Incentives for Electric Vehicle Charging: Evidence from a Field Experiment with Telematics Data* (with Andrea La Nauze, Jake Whitehead, Flavio Menezes, Lionel Page and Kai Lim), \$132,773.

2022, UQ Business School Winter Research Grant, *Understanding Consumer Perceptions of Financial Information to Enhance Group Decision Making When Accessing Aged Care Services in Times of Crisis* (with Robyn King, Kath Herbohn, Jo Previte, Tracy Comans, Kim-Huong Nguyen, and Zachary Breig), \$8,559.

2022-2024, Australian Research Council Discovery Grant, *Managing Carbon Offsets to Improve Australian Climate Policy Effectiveness* (with Ian MacKenzie) \$237,757.

2022, UQ BEL Faculty Connect Grant, *Identifying a Path to a Socially Just and Efficient Electric Vehicle Future in Australia* (with Andrea La Nauze, Kristen Lyons, and Peter Walters), \$19,910.

2021-2022, AgriFutures Grant, *Evaluation of Cooperative Models Under a Carbon Market as a Method of Increased Engagement and Uptake by Producers, Including Exploring New or Augmented Approaches* (led by Southern Queensland Landscapes, with Ian MacKenzie), \$150,000.

2021, UQ 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, McIntrye, 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

Invited and Keynote Presentations

- 2021, Keynote speaker at Monash Environmental Economics Workshop, November.
- 2021, Invited Speaker at Queensland Economics Winter School, Brisbane, July.
- 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.

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

Key Service Roles

- HDR Director, School of Economics, March 2023-ongoing.
- Member of School of Economics Executive Committee (Level D Staff Representative), 2021 – 2022, 2019, 2015 – 2016.
- Member of School of Economics PhD Admissions and Scholarships Committee, 2021 – 2022.
- BEL Faculty Library Representative 2021-2022.
- 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.
- Scientific Committee, Economic Science Association, Asia-Pacific Meeting, QUT, February 2018.
- BEL Faculty Local Confirmation and Promotion Committee Representative, 2018-2019.
- Principal organizer of the 11th Annual Australia New Zealand Workshop on Experimental Economics, held at the University of Queensland, September 2016.
- School of Economics Experimental Lab Manager, 2012 – 2016.
- Chair of School of Economics Ethics Subcommittee, 2009 – 2016.
- Steering Committee and Program Committee, Australian Conference of Economists, held at QUT, July 2015.
- Chair of Liaising Committee for AEA Recruitment, February 2015.
- External Member of Recruitment Panel, Griffiths University, Level B/C Position, October 2014.
- Presenter at Young Scholars Camp 2012 & 2013.
- Member of School of Economics Research and Research Higher Degrees Committee, 2009 – 2016.

Supervision (Completion Date)

PhD (Principal): Songnan Wang (current), Bhagya Gunawardena (2023), Ailin Leng (2018), Soo Keong Yong (2014)

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

Honours Thesis: Gabriel Beaumont (current), Guan-Jia Huang (current), William McCarthy (2021), 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: Rhiain Powell (2022), Han Zhou (2021), 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)