



# Marco Marini

Cognitive scientist

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## Brief Bio

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Marco Marini, Italian, 30, born in Rome on July 25, 1991, holds a master's degree in Cognitive Science from Roma Tre University (2017). His research began in January 2016 in Paris, focusing on experimental philosophy at ENS. He then delved into neuroeconomics during his master's thesis internship at ISTC CNR in Rome. Marini pursued a PhD at Sapienza University of Rome, specializing in decision-making mechanisms. Formerly a Post-doctoral Research Fellow at IMT School for Advanced Studies Lucca, where he worked on nudges and behavioral interventions, he is currently a Fixed-term Researcher at ISTC-CNR and a Contract Professor at Unimarconi University.

## Research Experience

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### Institute of cognitive sciences and technologies (ISTC - CNR)

Rome, Italy

FIXED-TERM RESEARCHER

July 2022 - Today

- Boosting Choice & Cooperation (WP1 - Boosting Human Wellbeing With Behavioural Insights)

### IMT School for Advanced Studies Lucca

Lucca, Italy

POST-DOCTORAL RESEARCH FELLOWSHIP

June 2022 - June 2024

- SpinGeVacS project: behavioural and nudge interventions to improve healthcare practices.

### Università degli Studi di Perugia - Department of Philosophy and Social Sciences

Perugia, Italy

POST-DOCTORAL RESEARCH FELLOWSHIP

April 2022 - June 2022

- Heuristic evaluation, data collection and analysis techniques for usability evaluation.

### Rome Municipality - R2 Innovation for behavioural public policy

Rome, Italy

RESEARCH CONSULTANT

May 2019 - July 2021

- Public policies intervention and field experiments with Rome Municipality

### Institute of cognitive sciences and technologies (ISTC - CNR)

Rome, Italy

RESEARCH FELLOWSHIP

January 2018 - November 2018

- Behavioural & cognitive economics. Rational theory and irrational behaviour.

### Institute of cognitive sciences and technologies (ISTC - CNR)

Rome, Italy

INTERNSHIP

March 2017 - December 2017

- Research activities in behavioural & cognitive economics. Decision making & cognitive science.

### École normale supérieure

Paris, France

RESEARCH ASSISTANT

January 2016 - April 2016

- Jean Nicod Institute: experimental philosophy & social cognition.

## Teaching Experience

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### Course in Cognitive economics and decisional processes

Rome, Italy

UNIVERSITÀ DEGLI STUDI GUGLIELMO MARCONI

September 2022 - Today

Contract Professor

## Education

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### Sapienza University of Rome

Rome, Italy

PHD IN PSYCHOLOGY AND COGNITIVE SCIENCE

November 2018 - April 2022

- PhD Thesis: "Cognitive biases in multi-alternative and multi-attribute decision making".

### Roma Tre University

Rome, Italy

M.S. IN COGNITIVE SCIENCE OF ACTION AND COMMUNICATION

January 2014 - December 2017

- MS Thesis: Cognitive biases in intertemporal and probabilistic decision making: an experimental study on the decoy effect.
- Graduated with distinction (110/110)

### Sapienza University of Rome

Rome, Italy

B.S. IN LITERATURE AND PHILOSOPHY

September 2010 - December 2013

- BS Thesis: "Mind and languages in non-human animals".

### Lake Como School of Advanced Studies

Como, Italy

S.S. IN ECONOMIC BEHAVIOURS: MODELS, MEASUREMENTS, AND POLICIES

June 2019 - July 2019

- Project name: Eye-tracking and connectionist model of decision.

### Liverpool School of English

Liverpool, UK

ENGLISH COURSE

November 2015 - December 2015

- General English intensive-plus course

## Skills

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### PROGRAMMING

- **ADVANCED:** QUALTRICS, SPSS, IMOTIONS, R, JAMOVI, G\*POWER, SURVEY MONKEY, LIMESURVEY, VASSARSTATS
- **BASIC:** AMOS, MPLUS, TOBII STUDIO, LATEX, STATISTICA, MATLAB, EPRIME, SAS, PSYCHOPY, EYELINK, BIOPACK

### INFORMATICS

- **ADVANCED:** MS WINDOWS, IOS, MICROSOFT OFFICE: WORD, EXCEL, POWERPOINT, GIMP, PHOTOSHOP, ZOTERO, MENDELEY, ENDNOTE, GITHUB, OVERLEAF, ELAN, PROLIFIC
- **BASIC:** UNIX-LINUX, JAVA, HTML

### LANGUAGES

- **ITALIAN:** MOTHER TONGUE
- **ENGLISH:** ADVANCED

## International Conferences

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### TALK

2024	<b>Tiny dictators: Understanding Altruism in Young Children.</b> XXX Congresso AIP Sezione Sperimentale	Noto, IT
2023	<b>Picking your friends is risky business: Emotional impacts of social exclusion in a Cyberball game with middle school students.</b> 19TH AISC Annual Conference	Genova, IT
2023	<b>Real is the New Sexy: The Influence of Perceived Realness on Self-Reported Arousal to Sexual Visual Stimuli.</b> XXIX Congresso AIP Sezione Sperimentale	Lucca, IT
2022	<b>Impact of irrelevant and phantom alternatives on preferences in capuchin monkeys (<i>Sapajus spp.</i>).</b> 18TH AISC Annual Conference	Rovereto, IT
2022	<b>Perceiving Masked Faces: the impact of facemasks on emotion recognition, trust attribution and re-identification.</b> AISC Midterm Conference	Parma, IT
2019	<b>Eye tracking and connectionist model of decision.</b> IMEBESS 2019. The Sixth International Meeting on Experimental and Behavioral Social Sciences	Utrecht, NL
2019	<b>Can nudge theory improve citizens responsiveness? Evidence from Rome Municipality.</b> 16TH AISC Annual Conference	Rome, IT
2019	<b>Decoy effects in intertemporal choice as a litmus test for connectionist models of decision-making.</b> AISC Midterm Conference	Lucca, IT
2018	<b>Cognitive biases in intertemporal and probabilistic decision making.</b> ESPP 2018. 26th Conference of the European Society for Philosophy and Psychology	Rijeka, HR
2018	<b>Cognitive strategies in probabilistic and intertemporal choice environment.</b> FINO Conference in Mind, Language and Science	Vercelli, IT
2018	<b>Decoy effect: the role of time pressure, immediacy and certainty.</b> AISC Midterm Conference	Genova, IT

### ORGANIZING COMMITTEE

2022	<b>THE COGNITIVE DIMENSION OF SOCIAL ARGUMENTATION.</b> 4th European Conference on Argumentation – ECA	Rome, IT
2021	<b>NATURAL AND/OR ARTIFICIAL MINDS.</b> First Graduate Conference of the Italian Association for Cognitive Science	Turin, IT
2019	<b>THE COMPLEXITY OF COGNITION: MULTIDISCIPLINARY APPROACHES TO HUMAN BEHAVIOUR.</b> XVI AISC Annual Conference 2019	Rome, IT

## Selected Publications

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**Marini, M., & Paglieri, F. (2019).** Decoy effects in intertemporal and probabilistic choices the role of time pressure, immediacy, and certainty. *Behavioural processes*, 162, 130-141.

**Marini, M., Ansani, A., & Paglieri, F. (2020).** Attraction comes from many sources: Attentional and comparative processes in decoy effects. *Judgment and decision making*, 15(5), 704-726.

Ansani, A., **Marini, M.**, D'Errico, F., & Poggi, I. (2020). How soundtracks shape what we see: Analyzing the influence of music on visual scenes through self-assessment, eye tracking, and pupillometry. *Frontiers in Psychology*, 11, 556697.

**Marini, M., Ansani, A., Paglieri, F., Caruana, F., & Viola, M. (2021).** The impact of facemasks on emotion recognition, trust attribution and re-identification. *Scientific Reports*, 11(1), 5577.

- Ansani, A., **Marini**, M., Mallia, L., & Poggi, I. (2021). Music and time perception in audiovisuals: Arousing soundtracks lead to time overestimation no matter their emotional valence. *Multimodal Technologies and Interaction*, 5(11), 68.
- Falcone, R., Ansani, A., Coli, E., **Marini**, M., Sapienza, A., Castelfranchi, C., & Paglieri, F. (2022). Trusting COVID-19 vaccines as individual and social goal. *Scientific reports*, 12(1), 9470.
- Falcone, R., Coli, E., **Marini**, M., Sapienza, A., Castelfranchi, C., & Paglieri, F. (2021). Vaccini e Fiducia: Una Ricerca Esplorativa. Technical Report-CNR-ISTC. Testo disponibile all'indirizzo web: <https://www.cnr.it/news/10239/vaccini-e-fiducia-una-ricerca-esplorativa> (18/01/2022).
- Ansani, A., **Marini**, M., Cecconi, C., Dragoni, D., Rinallo, E., Poggi, I., & Mallia, L. (2022). Analyzing the perceived utility of COVID-19 countermeasures: the role of pronominalization, moral foundations, moral disengagement, fake news embracing, and health anxiety. *Psychological Reports*, 125(5), 2591-2622.
- Ansani, A., **Marini**, M., Poggi, I., & Mallia, L. (2023). Recognition memory in movie scenes: the soundtrack induces mood-coherent bias, but not through mood induction. *Journal of Cognitive Psychology*, 35(1), 59-75.
- Marini**, M., Boschetti, C., Gastaldi, S., Addessi, E., & Paglieri, F. (2023). Context-effect bias in capuchin monkeys (*Sapajus* spp.): exploring decoy influences in a value-based food choice task. *Animal Cognition*, 26(2), 503-514.
- Marini**, M., Sapienza, A., & Paglieri, F. (2023). There is more to attraction than meets the eye: Studying decoy-induced attention allocation without eye tracking. *Journal of Behavioral Decision Making*, 36(2), e2299.
- Demichelis, A., **Marini**, M., Menicagli, D., Mancini, G., Bilancini, E., Panizza, F., ... & Demichelis, A. (2023). What leads to vaccine compliance? Evidence from healthcare workers in Italy.
- Cantucci, F., Falcone, R., & **Marini**, M. (2023). Redefining User Expectations: The Impact of Adjustable Social Autonomy in Human-Robot Interaction. *Electronics*, 13(1), 127.
- Marini**, M., Ansani, A., Demichelis, A., Mancini, G., Paglieri, F., & Viola, M. (2024). Real is the new sexy: the influence of perceived realness on self-reported arousal to sexual visual stimuli. *Cognition and Emotion*, 1-13.
- Marini**, M., Ansani, A., Cecere, D., & Paglieri, F. (2024). Attraction effect in crowded decision spaces: exploring the impact of decoys in choices among numerous options.
- Marini**, M., Paglieri, F., Ansani, A., Caruana, F., & Viola, M. (2024). Facial impression of trustworthiness biases statement credibility unless suppressed by facemask. *Current Psychology*, 43(14), 13072-13082.
- Marini**, M., Demichelis, A., Menicagli, D., Mancini, G., Panizza, F., Bilancini, E., & Cevolani, G. (2024). I want to be safe: understanding the main drivers behind vaccination choice throughout the pandemic. *BMC Public Health*, 24(1), 1111.
- Marini**, M., Colaiuda, E., Gastaldi, S., Addessi, E., & Paglieri, F. (2024). Available and unavailable decoys in capuchin monkeys (*Sapajus* spp.) decision-making. *Animal Cognition*, 27(1), 1-12.
- Arcovito, M., Ansani, A., **Marini**, M., Falzone, A., ... & Viola, M. (Submitted) Look at my mouth when I am speaking! The role of multimodal information in L2 speech comprehension
- Munini, S., Sapienza, A., Negri, M., Paglieri, F., & **Marini**, M. (Submitted). Picking Your Friends is a Risky Business: Emotional Impacts of Social Exclusion and Player Choice in a Cyberball Game with Middle School Students

## Referees

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**Prof. Gustavo Cevolani**, [gustavo.cevolani@imtlucca.it](mailto:gustavo.cevolani@imtlucca.it), IMT School. for Advanced Studies Lucca, Lucca, Italy

**Prof. Francesco Ferretti**, [francesco.ferretti@uniroma3.it](mailto:francesco.ferretti@uniroma3.it), University of Roma Tre, Rome, Italy

**Prof. Fausto Caruana**, [fausto.caruana@unipr.it](mailto:fausto.caruana@unipr.it), Institute of Neuroscience of the CNR, Parma, Italy

### DICHIARAZIONE SOSTITUTIVA DI CERTIFICAZIONE (art. 46 e 47 D.P.R. 445/2000)

Il sottoscritto Marco Marini

ai sensi e per gli effetti degli articoli 46 e 47 e consapevole delle sanzioni penali previste dall'articolo 76 del D.P.R. 28 dicembre 2000, n. 445 nelle ipotesi di falsità in atti e dichiarazioni mendaci, dichiara che le informazioni riportate nel presente curriculum vitae, redatto in formato europeo, corrispondono a verità.

Roma, 24/07/2024

