

# 2022

## ANNUAL REPORT



**BEST CENTRE**  
Behavioural Economics . Society . Technology



Centre for Behavioural  
Economics, Society  
and Technology

## OUR MISSION

To understand how human behaviour and public policy can be influenced by behavioural economics and social marketing to benefit the health of our society, sustain our environment for future generations and safeguard our economy in the digital age.

## OUR VISION

To use evidence-based behavioural research to transform society and the economy.

## ABOUT BEST

The Centre for Behavioural Economics, Society and Technology (BEST) is a national and international leader in applied behavioural insights and research. The Centre draws on QUT's expertise in Behavioural Insights, as applied in economics and social marketing, while leveraging and amplifying QUT's expertise in health, science, technology and creative industries.

The BEST Centre brings together researchers interested in applying Behavioural Insights to address real world problems in close collaboration with government, industry and the not-for-profit sector.

Challenges facing society are increasing in complexity, with expertise from diverse fields required to develop robust solutions. Any solution to the big problems that human-kind face requires scientific and technological solutions as well as knowledge about how and whether people will actually embrace that change.

Working together, this team of experts is applying behavioural insight informed strategies and behavioural change interventions to tackle wicked problems and stubborn challenges in society and support the adoption of new technologies and innovation. The six research programs of the Centre reflect its disciplinary expertise. A strength of BEST is our agility in being able to quickly assemble this expertise to respond to real-world problems.

The Centre aims to further develop an interdisciplinary research program and impact agenda that contributes to the frontiers of knowledge in the program areas while improving the health, wealth, and happiness of Australians and society globally.

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# Directors' Message

We are delighted to present the BEST Centre 2022 Annual Report. We trust you will enjoy seeing the insights and progress shared within these pages.

The 2022 calendar year was one of consolidation and preparation for BEST.

One of the most significant outcomes for the Centre over the past financial year was the recognition of the performance of BEST in achieving Tier 1 status university-wide centre. Achieving this status reflects the dedication, performance, and research outcomes achieved by the broader BEST Centre program leads and researchers; without which we would not be in a position to operate. On behalf of the BEST Executive, we would like to extend our deepest thanks and recognition to everyone who researches under the BEST umbrella; your contributions are what have built our Centre and continue to see it forge important impacts across our research and broader communities. Thank you. With this recognition also comes a more strategic focus on the future of the Centre; and we have undertaken significant consultation to develop our 2023-2025 strategy, which we will share in the near future.

Another major milestone for the Centre over the past financial year is the participation of the BEST executive with the Faculty of Business and Law in the introduction and welcome of the first cohort of Behavioural Economics undergraduate students. Commencing in 2023, 2022 has seen our team support our curriculum and course teams at QUT putting in the finishing touches on what is gearing up to be a cutting edge and innovative addition to QUT's real-world undergraduate offering. We are excited to see a new generation of behavioural economics students and researchers come into the university.

Further to this, 2022 saw significant preparation take place for the launch of the ARC ITTC for Behavioural Insights for Technology Adoption (BITA) Centre. We reported on the purpose and success of this centre in earlier annual reports (and we encourage you to read them [here](#)), and there has been significant effort of the team to work in close partnership with our industry partners and internal QUT teams to establish and commence work on each of the projects within BITA. We look forward to providing more in-depth reporting on this Centre in its own report.

2022 has also seen meaningful and fantastic engagement through our comprehensive events

program. Our 2022 BEST Conference was hosted in February and saw over 60 presentations delivered to nearly 140 delegates. With financial support from our sponsor Accenture, this event brought a significant contribution to the multidisciplinary research being undertaken within BE. We would like to extend our thanks to Dr Stephen Whyte, who has built this conference from the ground up and seen it grow year-on-year.

In addition to this event, we hosted several other small and large scale events including our 2022 Nudgeathon in partnership with ANU in Canberra, as well as our first ever Behavioural Economics Information Night. These events seek to provide opportunities for our communities to learn more about Behavioural Economics as a discipline, and employ its principles to solve wicked problems. We encourage you all to participate in our event program – no doubt it will create intrigue and spark ideas on future research projects to collaborate on.

As is custom in annual reports, we would also like to extend our thanks and appreciation to the BEST team. Patricia Galliford, who has been instrumental in facilitating the Centre's events and operations over the past year as our Centre Coordinator, will depart the Centre in early 2023 to pursue her own research; and be replaced by Katie Baker, who will preside over the Centre as Manager for the next few years. We would also like to thank Sam Ong, a long standing member of the BEST team who departed in November 2022 to pursue a position with one of BEST's industry partners; WorkCover Queensland. We have no doubt he will excel in his new position. We welcome Zoe Engeman as our new Communication's Officer. Furthermore, we bid farewell to Dr. Ozan Isler and extend a warm welcome to Dr. Di Wang, who is now a part of the BEST team in a new capacity as a BEST member. In addition, we are pleased to announce the addition of two new members to the team: Professor Arthur ter Hofstede and Dr. Kenan Degirmenci.

It has been a fantastic year for BEST. We invite you to connect with our Centre and engage with the innovative research being undertaken by our team. We are excited by the opportunities and potential within our research priorities, and believe that the coming financial years are going to see our team produce some insightful research impact. We invite you to join us on this journey.



**Prof Rebekah Russell-Bennett**

A handwritten signature in black ink, appearing to read 'Rebecca'.



**Prof Uwe Dulleck**

A handwritten signature in black ink, appearing to read 'Uwe Dulleck'.





# Our Programs





# 2022 IN A SNAPSHOT



## Awarded Research Funding

Target: \$1M

Actual: \$11.51M



## HDR Students

Target: 30

Actual: 132



## Research Outputs

Target: 176

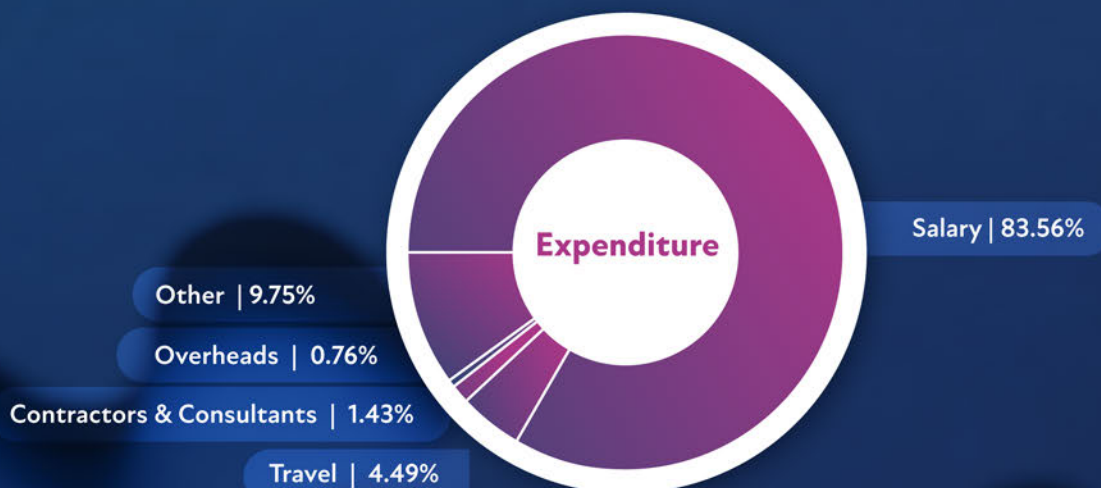
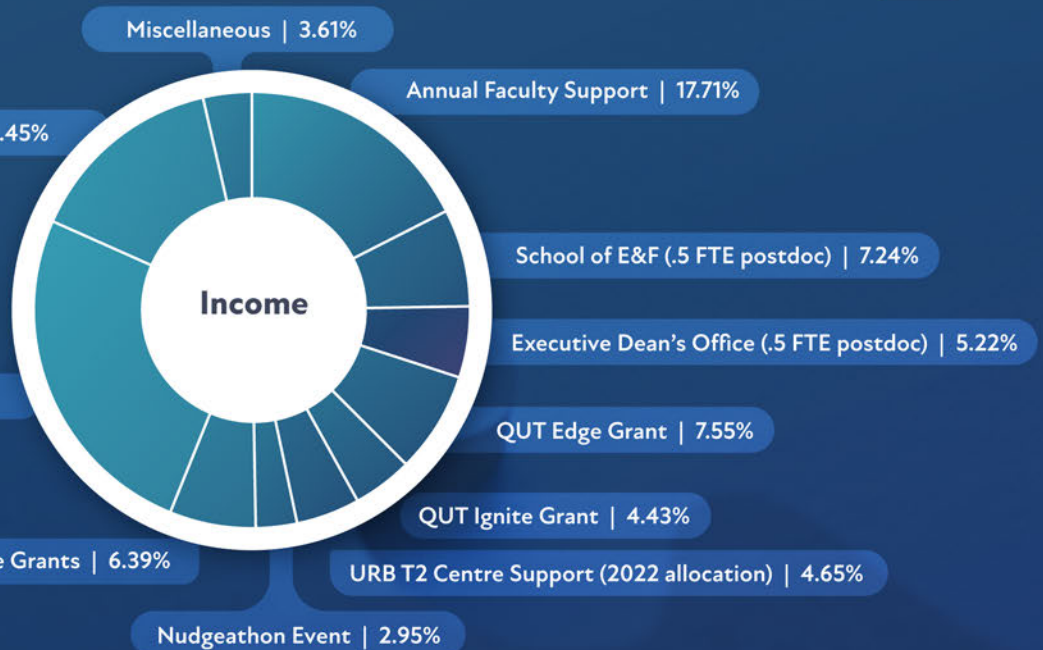
Actual: 182



## BEST Members

Target: 30

Actual: 44



A blue-tinted photograph of a library. On the right, there are tall bookshelves filled with books. On the left, a large window looks out onto a blurred outdoor scene with trees. A dark, curved object, possibly a chair, is visible in the bottom left corner.

# **BEST Research, Output & Impact**







# Behavioural Economics and Public Policy

Public policy requires evidence of how humans behave and respond to policy change. Our program applies methods from behavioural economics and social marketing to design effective public policy, co-develop policy interventions and evaluate effectiveness.

- Which policy problems can benefit from Behavioural Economic interventions?
- How do we assist policymakers to understand how humans respond to policy challenges and programs?
- How effective are “Nudges” embedded in current regulations and policies?
- How do biases affect responses to policies and regulations?
- How can behavioural economics, as an evaluation tool, improve governance in organisations and government?

[Learn more about this program HERE.](#)

2022 saw research priorities within this program focus on projects on behavioural, economic and technical barriers to innovation.

In line with the Centre Research Groups, BEST members within this program studied these barriers in the context of engaging with new therapies in health and agriculture. Furthermore, research under this pillar centred on engaging with government partners to investigate the role Behavioural Economics plays for regulation and studied disclosure in patents.

The work on innovation in the agriculture and healthcare space seeks to unearth biases that may impact decision making and the role that regulation plays in these sectors. Through creating awareness of these biases in these industries, we are providing subject matter expertise that ultimately creates impact for end users (and their fortunes!), and over time, supports positive change to take place.

Moving forward, 2023 will bring a focus on the combination of the research work undertaken by the pillar, particularly in the space of First Nations research. This pillar will see continued focus on the work around the patent system, as research within this area is important for the effectiveness of the examination process of patents, but also around discussions for the legal framework and regulation in this sector.





# Behavioural Change for Social Good

Behavioural change for social good requires goods and services to support the choices customers need to enact for long-term benefit. Our program applies methods from behavioural economics, social marketing, justice, design and informatics to achieve healthier, happier humans and planet.

- How might we harness the power of AI and robots with human interaction for social good?
- How might we use a strengths-based approach to design inclusive services for customers experiencing vulnerability?
- How might we support cohorts of needs, such as teens, to thrive?
- How might we interact in more sustainable ways with the planet?

[Learn more about this program HERE.](#)

Research priorities within this program across 2022 aimed to synthesise projects undertaken in the past and consolidate as a group.

The goal of research within this program, and in coming together as a cohesive group, was to find key areas where researchers within the group crossed over and to make that a priority; with positive results being experienced in the past year with grant approvals and further results being experienced.

Much of the research being undertaken by this pillar is through productive partnerships with industry and government. Research is industry driven, by industry problems, by organisational government problems, and by societal problems.

Researchers within our program seek to continue to work with different research partners to make sure that we have the voice of the partners involved in everything we do. Then that research is disseminated across those partners and integrated into what they do. From running strategy days with disability employment in Australia to, vulnerability workshop down in Melbourne, there are several bodies of work that our team are tackling across the social good space.

Our key focus is to make sure that our research is relevant, that it is undertaken with the consumer in mind, and also in chorus with the organisations so that the results are realised, disseminated and applied to their systems.

The Behaviour Change for Social Good research pillar exists to take on the voice of the partner organisation, their stakeholders, and their clients. Making sure that we integrate all of this knowledge, apply the research rigor that we have within the Centre, so that it is applied.

The Behaviour Change for Social Good pillar over the coming years will continue to drive a cohesive research agenda with a group of researchers and student seeking to drive positive change through a cooperative and collaborative approach with industry and government.





# Behavioural Economics of Co-operation and Social Interaction

Humans do not always behave the way we would expect, making decisions based on emotions, beliefs, biases, feelings, or habits. Our program applies behavioural economics to understand how humans cooperate, interact and comply.

- How do individuals behave in groups, social institutions and complex systems?
- What are the factors that affect compliance and cooperation in society?
- How does a better understanding of human cognitive architectures incentivise innovation and creativity?
- How does an empirical understanding of history create effective formal and informal institutions?

[Learn more about this program HERE.](#)

This pillar seeks to consider, research and progress innovation into the next stage and frontier of behavioural economics; and in understanding the integration and interaction between policy, knowledge advancement and scientific advancement. Across the history of this well-established pillar, researchers have generated significant understanding of how policy emerges and evolves.

Over the past 12 months, this research pillar has placed emphasis on the Scientometrics side of behavioural economics. For example, here and now researchers within this pillar are looking to combine more and more Scientometrics within AI mechanisms. This research pillar seeks to challenge behavioural economics in terms of working with more sophisticated cognitive architectures; and, researchers within this pillar are starting to conceptually design and run experiments around more multi-dimensional models, an area that will continue to be progressed into the future.

This pillar seeks to understand strategy, reading potential issues and problems, and understanding resilience.

Researchers within this pillar are trying to understand how systems work under pressure, and impacts of this pressure affects network structures; and this research has been undertaken in arenas such as sports to tax compliance to COVID-19.

The coming year and indeed years for this program will include seeking to explore the tools available to social scientists. From exploring descriptive tools, narrative analysis and narrative science and linguistic tools; tools that may provide insights in the fields of political economy, public choice and more. These tools are very underexplored and offer opportunities to expand thinking and research approaches. In addition, this research pillar has, and will continue to, understand the interdisciplinary opportunities that research in social science offers; from anthropology, sociology and more; it is through understanding the intersection of disciplines, particularly in new and emerging fields such as AI, that provides significant opportunity for innovative research into the coming years.







# Behavioural Data Governance

Data governance is essential for any company that depends on data for decision-making and ensuring behavioural adoption and adherence of policies is crucial. This program is concerned with the practical implementation of abstract high-level data governance concepts. Our program uses a wide range of methods ranging from machine learning, process mining, and data modelling, mixed-method and gamification to qualitative and quantitative methods.

- What are practical initiatives for policy-makers, business and the community to improve behavioural data governance and trust?
- How can we make data fit for purpose for strategic decision making?
- How can the ramifications of data quality problems be understood and quantified?
- How can data quality problems be identified and resolved?

[Learn more about this program HERE.](#)

2022 saw the development of the new program “Behavioural Data Governance”; an area of increasing focus and relevance in the Behavioural Economics discipline.

The past calendar year saw researchers within the pillar focus on establishing a framework to build research relationships and topics to progress innovative and cutting edge insights; including some preliminary work in the area of identifying and processing corruption patterns. Asking the question “How can you detect corrupt process behaviour from an event log?”

People do things and leave a footprint behind in their logs. At the base of this footprint, you can decide and determine whether the behaviour is corrupt or not. While this is still a work in progress, it provides an interesting platform to understand the relationship between data and behaviour.

Within this research program, there has also been research undertaken to detect “weasels at work”. A weasel is a term for people exhibiting not necessarily corrupt behaviour, but perhaps less than desirable behaviour, for example, taking credit for other people’s work or acting as if they’re more

competent than they actually are. Through what has been conducted to date, we have identified the effort among 13 patterns that can be classified and described weasel behaviour, and, describe how you may be in a position to detect this behaviour within a particular context.

It is these examples that highlight the innovation and value within the Behavioural Data Governance program. Through identifying and clarifying patterns that exist, they are valuable in their own right. It is through encountering something (like a new pattern) you have not seen before, it provides a framework that then allows researchers and practitioners to extend, because the patterns have structure and that structure help define new patterns.

This work, and additional work across each of the streams within this pillar that will continue to be the focus of the researchers over the coming years; particularly as research focus and team cohesion continues to develop.





# Behaviours and Decisions in Agriculture and Natural Resources

Effective and appropriate use of agricultural and natural resource is the foundation for a healthy economy and society. Our program employs interdisciplinary research methods to protect our environment, natural resources and agricultural sectors for future generations.

- How do we develop green business models that facilitate behavioural adoption by agricultural producers?
- How do international and domestic regulatory environments drive sustainable behaviour change?
- What are the barriers and motivators for consumers to adopt 'socially-unacceptable' eco-friendly food products?
- How can economic and social benefit for all users be maximised through shared natural resources?

[Learn more about this program HERE.](#)

The research undertaken by this research pillar was innovative and important to the broader agricultural context. Over the course of 2022, the research pillar was heavily invested in undertaking research into Carbon Pooling. This research road tested behavioural economic theories and methods in the agricultural sector and led to several new connections and networks being forged.

The research pillar will continue to ideate and discover new projects and research opportunities, particularly an FRDC grant that was awarded in 2022, to ensure that researchers within this pillar consider and utilise behavioural economic experimental methods in the space of agriculture and natural resources.

Further to this work, the pillar will continue to explore ways to grow and further embed the pillar with additional resources and collaborations to support the research priorities of the Centre.







# Healthcare Innovation and Changing Behaviours

Adoption of new healthcare procedures, and novel medical tools, techniques and treatments has the potential to improve the health of our society. Our program uses research methods of econometric program evaluation, experimental design, social media analysis and the analysis of incentives to encourage adoption of innovative medical technologies and healthcare protocols.

- How do patients and expert medical professionals engage in shared decision-making?
- How can healthcare innovation ensure patient safety and effective health outcomes?
- How can preventative health services be designed to overcome behavioural barriers to change?
- What are the behavioural barriers to better practice to health technology adoption?

[Learn more about this program HERE.](#)



# Our BEST Students







# The value of our BEST Students

We asked our Program Leads-

**“What is your perspective on the value of early career and high degree of research folk within the Centre and within your program?”**

*“The higher degree research students (HDR) and early career researchers (ECR) within the Centre are active contributors to the pillar. They contribute knowledge as well and ideas and different perspectives. Having several students involved within the Centre provide perspective, are a source of knowledge, ideas, and questions. They are an enriching part of our Centre’s success.”*

Professor Uwe Dulleck, Centre Director and Program Lead



*“We have this discussion a lot in our area, and it’s around this idea that we have of mentoring HDRs and early careers so that whilst you mentor and grow them up, they then develop as independent researchers and then they come out. They seed those ideas as they grow. Where you start off with this small approach, every student that’s mentored, that grows, and that continues on with that journey then becomes a potential collaborator as they then grow up and see their own students off. The role of ECRs and HDRs is such a strong focus that we have in terms of creating these independent researchers that if you support them, then they will then become the collaborators of the future, and then they grow up and grow out themselves. You’re then creating this network; you’re creating this interest that builds this ground swell of change.”*

Associate Professor Amanda Beatson



*“ECR’s and HDR’s are quite essential to the program and it’s good to reflect on this. For me, and it’s also to do a little bit with where I am, and this stage of my career, and what I think is important. To me, helping the next generation come along is very important. Building capacity, helping people with their career. Mentoring is a part of that. But you also must actively work with people to develop them is what I think.”*

Professor Arthur ter Hofstede



*“ECR’s and HDR’s are an important resource to the research process. Through being involved in research, early career researchers and higher degree research students provide an invaluable contribution in helping bring research to life”*

Professor Louisa Cogan



*“I think that the Behavioural Economics of Co-operation and Social Interaction program is highly dedicated to interacting with HDR’s, with our program offering all the opportunities for a strong collaborative opportunities within the network. I think our program has been dedicated to finding resources for early career researchers and higher degree research students to continue their research journey.”*

Professor Benno Torgler





# Our BEST Students Highlights



## Thilini Nisansala Egoda Kapuralalage

Thilini Nisansala is a PhD student in Behavioural Economics at the School of Economics and Finance, QUT. Thilini was successful in securing two externally funded grants from PA Research Foundation and Far North Queensland Hospital Foundation in the first year of her PhD. Her research focuses on the decision-making process of experts (clinicians) and customers (patients) in the context of different healthcare settings, namely primary healthcare, emergency department, and tertiary (hospitals) healthcare. Her work takes a multidisciplinary approach in studying factors that influence the decision mechanism in different health service markets, with work that bridges the fields of applied microeconomics, behavioural economics, and health. Her research further provides important insights into topics such as treatment-seeking behaviour, price discrimination, trust, allocation of authority, market performance, behavioural biases, patient choices, and empowering choices.



## Ryan Payne

Ryan is a specialist in online personalizations, particularly utilizing biometric artificial intelligence to capture consumer intentions through techniques like eye tracking and facial recognition. His research focuses on addressing the privacy implications resulting from surveillance capitalism and developing public policies to protect vulnerable populations, as well as correcting any bias training datasets underlying AI systems. With a background in running fashion and technology companies, Ryan is currently the unit coordinator for several classes in entrepreneurship and marketing. Recently, Ryan was awarded an Internet Society fellowship sponsored by Google, and has also been featured on numerous podcasts due to his expertise in the field. He was also recognized with an AFHEA designation for his work in post-secondary education with indigenous pedagogy.



# Our BEST Students Highlights



## Steve Bickley

Steve's research delves into how a deeper comprehension of the (economic) agent and their environment can advance the field of behavioural economics by leveraging complexity science. Essentially, his work applies insights from the complex systems literature to behavioural economics to offer fresh perspectives and approaches, enriching the field. He aims for more robust and effective social science research that better captures the intricacy of human behavior and decision-making in the wild (a.k.a. the real world). Steve's work demonstrates the versatility and flexibility of a complexity approach in various economic and non-economic settings (e.g., public health, infectious diseases, human mobility, urban design/planning, sports, stock market, government policies/regulations, artificial intelligence and algorithmic systems, sociotechnical systems, online networks/behaviour, science of science, big data and smart technologies, ethics of new/emerging technologies), aiding in the connection and integration of diverse fields of study. His interdisciplinary approach provides a holistic understanding of complex human behaviours, decision-making, and systems in the real world. Growing up, inspired by the movie "Meet the Robinsons" (aged 11 at the time), Steve strongly aspired to study and build/apply robotics and advanced AI. In 2019, Steve fulfilled this aspiration (in some sense) by graduating with a double degree in Electrical Engineering and Economics, where his Engineering Honours thesis project explored AI-based gesture recognition systems for advanced human-machine interaction. To this day, a significant portion of Steve's research is dedicated to investigating AI, cognitive architectures, smart/digital technologies, and their interaction with the human mind and society (nowadays, through a complexity analytical lens).

## Alek Van Hummel

The literature suggests that organisations need trust if they want their customers to listen and understand them as well as be willing to collaborate and adopt their products. This makes consumer trust essential to the energy transition as the future of energy relies heavily on the uptake of new technology and processes by consumers and their understanding of how their behaviour impacts the stability and supply of their electricity. Recent consumer surveys have shown that trust in the energy sector is low and that people view the sector as more of an impediment than a driver of the transition. Considering these low levels of trust, it is uncertain whether consumers will have the motivation needed to successfully engage with and adopt the technology and processes needed to ensure a smooth energy transition.

The government and energy regulators have therefore called for the creation of customer-centric strategies to increase trust levels in the sector. However, it is hard to optimise what you do not measure, and current trust measures lack a multidimensional approach, only measure the energy sector as a whole, and fail to account for the importance of distrust as well as trust. The aim of this project is to address this gap through the creation of the first holistic multi-data sourced trust and distrust indices for the energy sector. Being able to measure trust and distrust can benefit the sector both proactively, for informing strategic decisions and priorities, and retrospectively, in helping understand how prior decisions have impacted relevant stakeholders.









# BEST Project Highlights







# Agrifutures

This project was funded by AgriFutures Australia (PRO-015031), with additional funding provided by QUT. This project aimed to identify the most optimal cooperative model for agricultural producers for the pooling of carbon credits in Australia through the lens of behavioural economics. To our knowledge, this is the first study to examine behavioural biases of Australian farmers in the context of collaborative carbon trading.

## The project sought to:

- identify an optimal collaborative model for farmers to undertake carbon trading
- understand producers' current behaviours and attitudes towards carbon credit forms of cooperation
- identify behavioural biases relevant to the potential cooperative strategies
- design solutions (behavioural interventions) which have the potential to increase participation in collaborative carbon farming

The initial phase of the study included a review of the literature to identify the types of collaboration used in agriculture. The literature review identified five main reasons for why agricultural producers/farmers joined or continued to stay in collaborative groups. These were: economic/financial reasons; gaining technical knowledge/skills; attitudes towards the collaboration; social norms and characteristics of the individual and the farm.

The second component of this study involved the identification of behavioural biases which could impact the decision to enter into a carbon farming agreement either as an individual farm or collaboratively. Whilst a range of behavioural biases were found to influence the decision of engaging in carbon farming and joining a collaborative carbon trading group, seven biases were chosen to be tested in the survey: present bias, anchoring bias, status quo bias, herding bias, illusion of control, confirmation bias and framing bias.

The results of the literature review, behavioural maps and thematic analysis were used to design a behavioural economics survey that examined the economic and behavioural motivators and barriers to engage in carbon farming and collaborative strategies for the pooling of carbon credits. The results of the survey indicate that the use of social nudge and message framing may influence the decision to engage in carbon trading. For example, under the social nudge intervention, it was found that informing farmers about the uptake of carbon farming by surrounding farm businesses may be effective to increase engagement in carbon farming. Under the scenario where respondents were asked to choose the type of carbon trading contract they would prefer, there appeared to be a stronger preference for the safer or guaranteed option when the contract was framed as a negative (specified in terms of costs instead of payouts).

Whilst these results indicate that some respondents may exhibit behavioural biases which might affect the decision to engage in carbon trading and that nudges and framing may assist with the uptake of collaborative carbon trading, a larger sample size would be required to draw definitive conclusions about these decisions. This study is intended to provide insight on an under explored area of collaborative carbon trading, and not intended to generalise to other populations.





# IP Australia

IP Australia commissioned BEST to conduct an economic analysis on:

- the technology transfer of AI into Australia and its adoption across different industries and
- on the role of intellectual property (IP) in promoting innovation in AI and advanced analytics among Australian firms.

The approach to this research project was twofold. First, an overview of the current AI adoption process among Australian firms was provided. Researchers on the project sampled firms that are hiring in Australia using LinkedIn and collected detailed firm data including their existing skill base, firm demographics, and job posting activity. The sample of firms was split into two groups by whether or not it hires staff for an AI-related position (versus general capacity building). AI capacity building and rate of adoption in the commercial sector correlate with different characteristics of the firm (e.g., size, locations, and company age) and industry was examined using multivariate analyses. Researchers then drew on patent records from the Lens international patent database to explore whether past innovation activities (patent counts) and diversity (patent classes) are associated with AI capacity building.

This study's key policy implications concern the growth in AI outside the patent regime (which highlights the need for alternative methods to track the adoption and innovation of AI) and in providing a framework for identifying industry stakeholders for consultation concerning the appropriate policy settings for AI and IP.

Moreover, in identifying key players in AI adoption (from a skills/job posting perspective), such as AI-related SMEs and younger companies, and understanding their engagement with AI and the IP system to ensure the IP system remains relevant and fit-for-purpose in encouraging the growth of AI and AI-enabled industry in Australia.



# Money Magazine

The BEST Centre collaborated with Money Magazine to release an article titled “The new mindset for success.” An excerpt from the article is provided below.

## The new mindset for success

*Phil Slade*

The path to becoming financially successful in the digital age is fraught with missteps. But the emerging importance of emotional intelligence could provide the X factor to help keep you on track.

The concept of emotional intelligence (EI) – the ability to understand and manage emotions effectively – is spruiked as the winning ingredient in everything from corporate leadership to skincare. Increasingly, and perhaps somewhat surprisingly, it’s also gaining traction when it comes to successful investing, particularly in the volatile business of stocks and shares. But what exactly is it? Can we improve it? And how can it help us make our money work harder?

It isn’t a new notion. Various research studies have highlighted the connection between EI and success. New Zealand’s Dunedin experiment, for example, has been tracking and studying more than 950 people, from all walks of life and socio-economic backgrounds, for more than 50 years.

The resulting data shows that people who are able to delay gratification, and who can control their emotional reactions in the moment for the benefit of their future selves, are significantly more likely to achieve financial success throughout their lives.

And in 2021, a study by Carrie Anderson, of Lewis University in the US, examined the financial lives of university students. The research highlighted that students who possessed greater emotional regulation were less likely to misuse financial aid, become overwhelmed with student debt or experience unwanted pregnancy, and were more likely to achieve higher academic results, invest, repay debt, and be more financially astute generally. But back in the late ’90s, the notion of EI as a game-changer was quite sensational. Emotion was a “soft skill” —

a poor cousin to the “hard” skills necessary for the hard numbers game of financial markets and investing. Psychologists such as Daniel Goleman predicted that EI would become even more important in the future, with technological advances meaning information would become more democratised and accessible. Most of the business elite of the day minimised the findings as interesting but irrelevant, just another pop fad to help sell a few books and make a few careers.



## Altered perceptions

It could be argued that a new wealth of financial information, the great democratisation of data and analytics, may actually make us worse decision makers. Conversely, EI is enabling us to flex the emotional muscles we now need to engage more with data threatening to lead us toward poor, ill-informed decisions.

“Sure, there are advances in data science visualisation and prediction, but does that mean that people will interpret that data correctly? Of course not,” says Uwe Dulleck, one of the titans of modern behavioural economics. “More information often leads to confirmation and information bias, creating an increased surety in the rightness of your decision rather than helping you make better decisions.”

Dulleck is one of those unique individuals who sits on the cusp of research and practical application. He is a founding member of QuBE (Queensland Behavioural Economics), a co-director of the Centre for Behavioural Economics, Society and Technology (BEST) and a tenured professor in the faculty of Business and Law, School of Economics and Finance at Queensland University of Technology (QUT).

Dulleck references the work of Robert Lucas in the late '70s and '80s, and his famous “Lucas Critique”.

“In the '80s, the econometrics got better and better, so we attempted to model inflation and monetary policy based on these insights. But Lucas argued that you cannot beat the market by using advanced econometrics because the markets react very quickly to this new input, which quickly undermines any advantage these econometrics may have provided.”

This can be seen in recent times. Economics and big data have been around for a long time now, but 10 years ago were they able to predict today's house prices? Petrol prices? Inflation? Or any number of other commodities?

Even when we were in the middle of the pandemic, we couldn't predict what different elements of the economy were going to do with any degree of certainty.

“The real insight here is that the market changes and adapts quickly to emerging technology and trends, and your ability to shift your mindset and strategy as the market shifts is essential,” says Dulleck. “The difference today is that technological advances have dramatically sped up the rate of change.

“One of the big challenges I see is that people try hard to pick winners, when what they should be doing is sharing the risk across many businesses in your field of expertise.”

It's a strategy many angel investors use when selecting investment targets. Some investors try to look for the billion-dollar “unicorn” and get sucked into the hype of a new company. But many angels (highnet-worth individuals who provide financial backing for small start-ups or entrepreneurs) understand that it is almost impossible to know in three to five years which company will be the true unicorn, so they forgo the higher-priced and much lauded investments to invest in more lesser-known companies. They realise that for all their domain knowledge, luck still plays a huge role.

Dulleck has observed that people are often motivated to pick winners, not because they necessarily want to get a bigger windfall, but because they want to be better than their neighbours.

“There was an agricultural innovation project where [an industry colleague] had to convince farmers to adopt a new technology, and he found that the best way to get farmers to adopt innovation was to give them a boat,” says Dulleck. “Because the boat was a signal to their neighbours that they must be doing well, and the appearance of doing better than their neighbour was a huge driver of behaviour.

“This is what often happens when we try to benchmark our success against what we perceive others' success to be. We see other people's ‘boats’ and automatically assume a level of success, and take all sorts of risks in order to make up for an imaginary gap that never existed in the first place.”

At the heart of this perception trap are two emotional drivers: fear (of being left out, insignificant, unintelligent, ostracised, a loser) and laziness (or more appropriately the drive to avoid the pain of having to learn something new).

The problem with relying too much on data is that statistics can be managed by people in ways that trigger these fears, which means you become the prey for those interested in profiting from your poor decisions. If you see the emotion that is provoking you, when presented with this data, it stands to reason you'll be less susceptible to these type of mind games.

[Read more here](#) ▶



# Events

## BEST Conference on Human Behaviour & Decision Making



Queensland University of  
Technology  
Economics, Society  
and Technology





Behavioural  
Economics

Transforming Society and the Economy



Transforming Society and the Economy



Research

Policy

Behavioural Economics

Transforming Society and the Economy

<https://research.qut.edu.au/beh/>

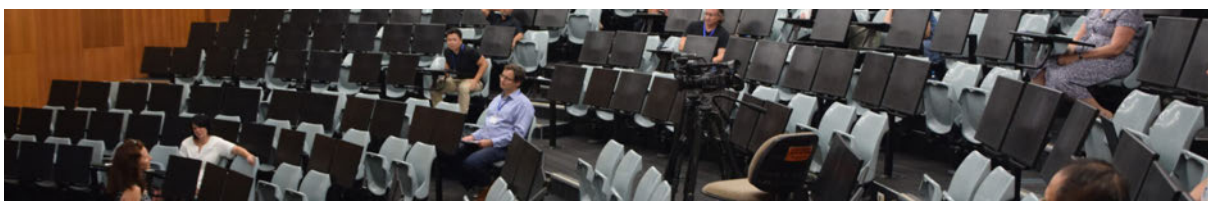




## BEST Major Events

The BEST Centre is dedicated to hosting a range of events that celebrate, showcase, and intrigue. Our events display and share the latest in research across the many disciplines that contribute to the progress and innovation within behavioural economics.

10-11  
FEB  
2022



### BEST Conference

In 2022, the BEST Centre will host the 4th annual “BEST Conference on Human Behaviour and Decision Making” on Thursday 10th & Friday 11th February at the Queensland University of Technology, Gardens Point Campus, Brisbane Australia.

[Learn more about BEST Conference HERE](#)

18-20  
JUL  
2022



### ESA Winter School

The 2022 ESA Winter School event, held at the Mercure on the Gold Coast, saw attendees participate in a two-day workshop on ‘Neuro and Behavioural Finance’ facilitated by Prof. Bossaerts. This workshop provided attendees with an exclusive opportunity to traverse the latest theory and practice in neuro and behavioural finance and was a must-attend for researchers and practitioners in the field.

[Learn more about ESA Winter School HERE](#)



22  
JUL  
2022

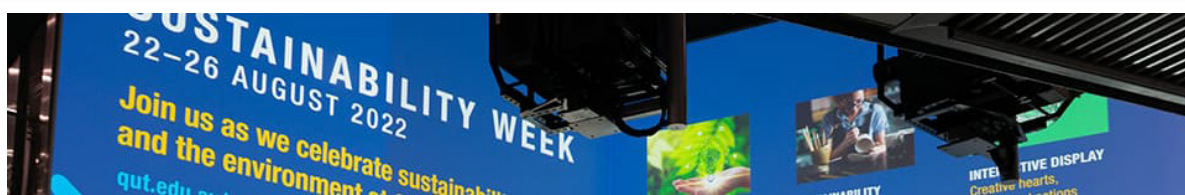


### Queensland Economics Teachers' Association (QETA) Day

Presented by QUT and UQ, the 2022 QETA Day encompass current economic data, information relevant to topics being studied and future career information. Content shared over the course of the 2022 program included the market for Australian health care technology: When markets fail, Competition policy in the age of 'big tech'; Compare and contrast intergeneration of housing affordability: Income and wealth inequality issues; and a panel of three economics students.

[Learn more about QETA Day HERE](#)

22-26  
AUG  
2022



### QUT Sustainability Week

The BEST Centre was delighted to participate in QUT's 2022 Sustainability Week event. Throughout the course of the week, BEST showcased some of our leading research in the sustainability space.

[Learn more about QUT Sustainability Week HERE](#)

12-16  
SEP  
2022



### Nudgeathon

Nudgeathon is the BEST Centre's annual behavioural change competition, in which teams develop solutions to real-life social issues. This year, our topic sponsor was Wine Australia and we received additional sponsorship support from the Department of Prime Minister and Cabinet (BETA) and the Department of Agriculture, Fisheries and Forestry.

[Learn more about Nudgeathon HERE](#)



5-11  
SEP  
2022



## 2022 Social Sciences Week

From 5-11 September, the BEST Centre participated in the Academy of Social Science's annual Social Sciences Week program. With over 80 events hosted across Australia celebrating the social sciences and everything these sciences make possible about living well together and understanding the natural and human systems that affect our lives; BEST was delighted to take part for the first time in 2022.

[Learn more about Social Sciences Week HERE](#)

12  
OCT  
2022



## Behavioural Economics Information Night

On the 12th October, BEST welcomed potential 2023 students and their guardians to attend a "Behavioural Economics Information night" held at QUT's Gardens Point Campus.

Attendees had the opportunity to meet and chat with QUT Behavioural Economics researchers, lecturers and current students and learn more about human behaviour and social science.

[Learn more about Behavioural Economics Information Night HERE](#)

21  
OCT  
2022



## CAB/BEST Workshop

This workshop saw researchers across both the Centre for Agriculture and the Bioeconomy (CAB) and BEST come together to share research priorities, and discuss research opportunities for the future.

[Learn more about CAB/BEST Workshop HERE](#)









# Governance

Behavioural Economics · Society · Technology

-based research that  
forms the economy

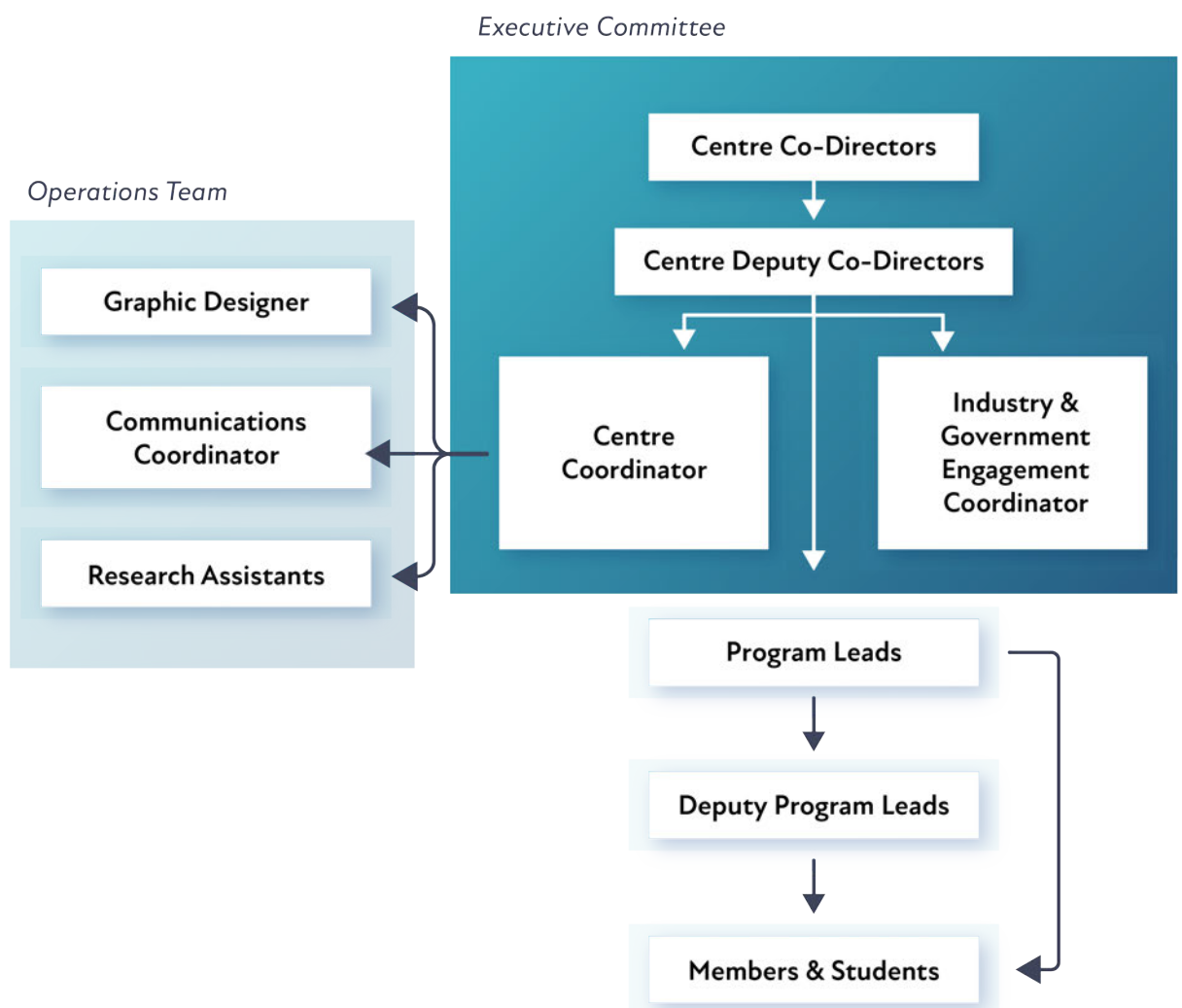


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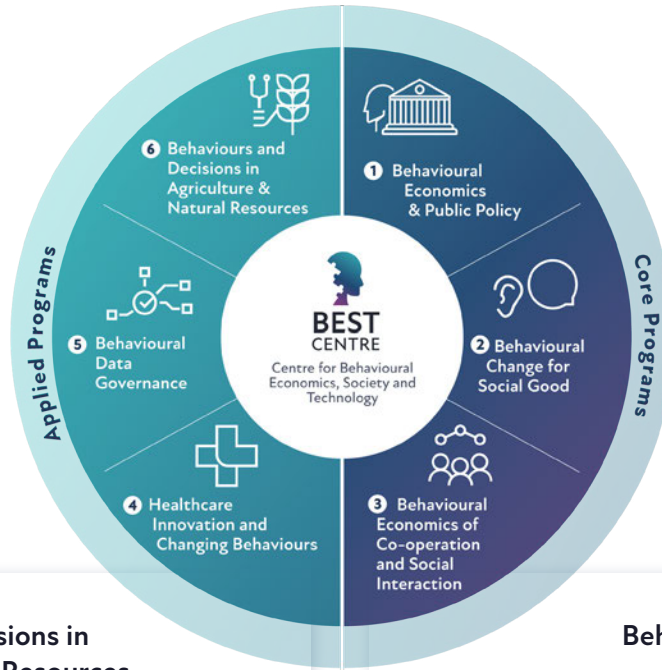


# Executive Committee

The BEST Executive Committee is the Centre's leadership team. This group is comprised of the Co-Directors, Deputy Co-Directors, and the Coordinator – Interfaculty Collaboration. The Committee is responsible for guiding research direction and industry engagement, interdisciplinary collaboration and the development of the Centre's students and early career researchers. The Executive Committee are supported by the Centre Coordinator, and the Centre Operations teams. As we approach a new year, the BEST Centre is seeking to introduce an Advisory Board to oversee and provide feedback to the BEST Centre's operations and strategy.



# BEST Structure



## Applied Programs

## Core Programs

### Behaviours and Decisions in Agriculture and Natural Resources



A/Prof L Cogan

### Behavioural Data Governance



Dr O Isler

### Behavioural Economics and Public Policy



Prof U Dulleck



Dr S Whyte

### Behavioural Change for Social Good



A/Prof A Beatson



Dr K Letheren

### Behaviours and Decisions in Agriculture and Natural Resources



Prof B Torgler



Dr B Chan

## BEST Operations Staff

\*as of 31 Dec 2022

Centre Coordinator  
P Galliford

Acting Communication and  
Marketing Officer  
N Bowring

Graphic Designer  
N Sketcher

Research Assistant  
Y Wan



# KPIs

Scholarly research outputs		2022
Number of books		2
Number of book chapters		21
Number of journal articles		152
% Q1 journal articles and/or ABCD ranked 'A' or 'A*'		78.3% (119)
Number of non-traditional research outputs/other		87
Total Outputs		262
Research training and HDR student engagement		
Number of current HDRs		116
Number of PhD completions		15
Number of MPhil completions		9
Number of HDR workshops or training events hosted by Centre		11
International and national links and networks		
Number of papers/reports published with international co-authors		101
Number of international visitors hosted by Centre		8
Number of international fellowships and/or international visiting positions		4
Number of memberships of national or international academic or professional committees or organisations		41
End-user engagement		
Number of media citations, appearances and authored pieces		66
Number of industry keynotes, public lectures or invited seminars		39
Number of professional education workshops or training events hosted		13
Number of symposium/conference/public events hosted by Centre		15
Number of published reports for industry, gov, non-profit organisations or submissions to inquiries		26

# Financial Statement

BEST Centre Research Income	
CAT 1	\$7,255,590.00
CAT 2	\$2,399,350.00
CAT 3	\$1,229,035.00
CAT 4	\$626,211.00
<b>Total</b>	<b>\$11,510,186.00</b>
Income	
University	
Annual Faculty Support	\$200,000
School of E&F (.5 FTE postdoc)*	\$81,723
Executive Dean's Office (.5 FTE postdoc)*	\$58,935
QUT Edge Grant	\$85,202
QUT Ignite Grant	\$ 50,000
URB T2 Centre Support (2022 allocation)**	\$ 52,554
External	
Nudgeathon Event	\$33,293
Competitive grants	\$72,115
Other Australian Government Grant	\$291,307
Contract research	\$163,207
Miscellaneous	\$ 40,754
<b>Total Income *</b>	<b>\$1,129,090</b>
Expenditure	
Salary*	\$795,452
Travel	\$42,787
Contractors & Consultants	\$13,635
Overheads	\$ 7,207
Other	\$92,832
<b>Total Expenditure</b>	<b>\$951,913</b>
PostDoc Salaries for Ignite Grant & Edge Grant	\$83,181
Marketing Communication & Visual Designer Salaries	\$71,262
Grant commitments	\$ 77,252
2023 Commitments	\$ 231,695
<b>Balance (after deducting 2023 commitments) ***</b>	<b>(\$54,518) loss</b>

\* \$141k provided by E&F and Faculty for BEST salary support was paid direct and not actually transferred into BEST operating account

\*\* URB Funding was fully expended in 2022

\*\*\* Balance excludes \$330k retained funds carried forward from prior year, which resulted from delayed spending against external funds, e.g. commercial projects, strategic initiatives and events accounts.



# BEST Partners

## Current Partners

Agrifutures CRDC  
 AIST  
 AMPC  
 ATO  
 Australian Mungbean Association Breast Cancer Network Australia  
 Centre for Tropical Crops and Biocommodities Clear Grain Exchange  
 CSIRO  
 Dairy Australia  
 DECIDA Digital  
 Deloitte Access Economics  
 Department of Agriculture, Water and the Environment  
 Department of Industry, Science, Energy and Resources  
 Department of Natural Resources, Mines and Energy  
 Department of Transport and Main Roads  
 Disability Employment Australia  
 E 3 Advisory  
 Energex  
 Energy Consumers Australia  
 Ergon Energy Retail  
 Essential Energy  
 EVIDN  
 Fisheries Research and Development Corporation  
 Fisheries Research, NSW Department of Primary Industries

Food Agility  
 GEER Australia Giga Pty Ltd  
 Griffith University  
 Grower Group Alliance IP Australia  
 IP Australia  
 KIAH Consulting  
 Livestock Pricing  
 Maastricht University  
 Meat and Livestock Australia  
 Moreton Bay Council  
 PA Hospital  
 QATSILS  
 QCOSS  
 Queensland Health  
 Smartpaddock  
 Stryker  
 Sunsuper Suncorp  
 The Behavioural Insights Team  
 Tax and Transfer Policy Institute, Australian National University  
 University of Queensland  
 School of Psychology, University of Queensland  
 USC  
 University of Western Australia  
 Way We Do



# Publications





# Research Outputs

Publication Details	Type
Abbas M, [2022] Civil society's meaningful engagement in the patent system for a more profound real-world impact, Australian Intellectual Property Journal, 32 (3), p189-199	Refereed Journal Articles
Abbas M, [2022] COVID-19 and the Issue of Affordable Access to Innovative Health Technologies: An Analysis of Compulsory Licensing of Patents as a Policy Option. In K Mathis & A Tor, Law and Economics of the Coronavirus Crisis, Springer, p265-294	Book Chapters
Abbas M, [2022] Patent Law and 3D Printing Applications in Response to COVID-19: Exceptions to Inventor Rights, Journal of World Intellectual Property, 25 (2), p317-334	Refereed Journal Articles
Abbas M, [2022] Revisiting Canada's Access to Medicines Regime in Response to COVID-19: A Review of the Legislation and its Underlying Objectives, Intellectual Property Journal, 34 (2), p147-180	Refereed Journal Articles
Abbas M, [2022] Strategic use of patent opposition safeguard to improve equitable access to innovative health technologies: A case study of CAR T-cell therapy Kymriah, Global Public Health, 17 (12), p3255-3265	Refereed Journal Articles
Abbas M, [2022] The Potential Role of 3D Printing Technology in Enabling Local Entrepreneurship: To What Extent Patent Law Poses a Barrier, The Journal of Intellectual Property Studies, 5 (2), p67-82	Refereed Journal Articles
Abbas M, [2022] The Push for the TRIPS Waiver Proposal to Expedite Equitable Access: An Analysis of Arguments, Presented at: Fourth IP and Innovation Researchers of Asia Conference	Others - Print Outputs
Abbas M, [2022] Twenty Years After Doha: An Analysis of the Use of the TRIPS Agreement's Public Health Flexibilities in India	Others - Print Outputs
Abid A, Harrigan P, Wang S, Roy S, Harper T, [2022] Social media in politics: how to drive engagement and strengthen relationships, Journal of Marketing Management	Refereed Journal Articles
Alkire L, Russell-Bennett R, Previte J, Fisk R, [2022] Enabling a service thinking mindset: practices for the global service ecosystem, Journal of Service Management	Refereed Journal Articles
Altman H, Altman M, Torgler B, Whyte S, [2022] Beauty, preferences and choice exemplified in the sports market. In HJR Altman, M Altman & B Torgler, Behavioural Sports Economics: A Research Companion, Routledge, p201-221	Book Chapters
Ambe A, Soro A, Johnson D, Brereton M, [2022] From Collaborative Habituation to Everyday Togetherness: A Long-Term Study of Use of the Messaging Kettle, ACM Transactions on Computer-Human Interaction, 29 (1)	Refereed Journal Articles
Andrews R, Bevrani B, Colin B, Wynn M, ter Hofstede A, Ring J, [2022] Three novel bird strike likelihood modelling techniques: The case of Brisbane Airport, Australia, PLoS ONE, 17 (12)	Refereed Journal Articles
Andrews R, Emamjome F, ter Hofstede A, Reijers H, [2022] Root-cause analysis of process-data quality problems, Journal of Business Analytics, 5 (1), p51-75	Refereed Journal Articles

Publication Details	Type
Ardianti R, Obschonka M, Davidsson P, [2022] Psychological well-being of hybrid entrepreneurs, <i>Journal of Business Venturing Insights</i> , 17	Refereed Journal Articles
Bagaric M, Svilar J, Bull M, Hunter D, Stobbs N, [2022] The Solution to the Pervasive Bias and Discrimination in the Criminal Justice System: Transparent and Fair Artificial Intelligence, <i>American Criminal Law Review</i> , 59 (1), p95-148	Refereed Journal Articles
Bago B, Kovacs M, Protzko J, Nagy T, Kekecs Z, Palfi B, Adamkovic M, Adamus S, Albalooshi S, Albayrak-Aydemir N, Alfian I, Alper S, Alvarez-Solas S, Alves S, Amaya S, Andresen P, Anjum G, Ansari D, Arriaga P, Aruta J, Arvanitis A, Babincak P, Barzykowski K, Bashour B, Baskin E, Batalha L, Batres C, Bavolar J, Bayrak F, Becker B, Becker M, Belaus A, Bialek M, Bilancini E, Boller D, Boncinelli L, Boudesseul J, Brown B, Buchanan E, Butt M, Calvillo D, Carnes N, Celniker J, Chartier C, Chopik W, Chotikavan P, Chuan-Peng H, Clancy R, Çoker O, Correia R, Adoric V, Cubillas C, Czoschke S, Daryani Y, de Grefte J, de Vries W, Burak E, Dias C, Dixon B, Du X, Dumancic F, Dumbrava A, Dutra N, Enachescu J, Esteban-Serna C, Eudave L, Evans T, Feldman G, Felisberti F, Fiedler S, Findor A, Fleischmann A, Foroni F, Francová R, Frank D, Fu C, Gao S, Ghasemi O, Ghazi-Noori A, Ghossainy M, Giammusso I, Gill T, Gjoneska B, Gollwitzer M, Graton A, Grinberg M, Groyecka-Bernard A, Hartanto A, Hassan W, Hatami J, Heimark K, Hidding J, Hristova E, Hruška M, Hudson C, Huskey R, Ikeda A, Inbar Y, Ingram G, Isler O, Isloi C, Iyer A, Jaeger B, Janssen S, Jiménez-Leal W, Jokic B, Kacmár P, Kadreva V, Kaminski G, Karimi-Malekabadi F, Kasper A, Kendrick K, Kennedy B, Kocalar H, Kodapanakkal R, Kowal M, Kruse E, Kucerová L, Kühberger A, Kuzminska A, Lalot F, Lamm C, Lammers J, Lange E, Lantian A, Lau I, Lazarevic L, Leliveld M, Lenz J, Levitan C, Lewis S, Li M, Li Y, Li H, Lima T, Lins S, Liuzza M, Lopes P, Lu J, Lynds T, Mácel M, Mackinnon S, Maganti M, Magraw-Mickelson Z, Magson L, Manley H, Marcu G, Seršic D, Matibag C, Mattiassi A, Mazidi M, McFall J, McLatchie N, Mensink M, Miketta L, Milfont T, Mirisola A, Misiak M, Mitkidis P, Moeini-Jazani M, Monajem A, Moreau D, Musser E, Narhetali E, Ochoa D, Olsen J, Owsley N, Özdögrü A, Panning M, Papadatou-Pastou M, Parashar N, Pärnamets P, Paruzel-Czachura M, Parzuchowski M, Paterlini J, Pavlacic J, Peker M, Peters K, Piatnitckaia L, Pinto I, Policarpio M, Pop-Jordanova N, Pratama A, Primbs M, Pronizius E, Puric D, Puvia E, Qamari V, Qian K, Quiamzade A, Ráczová B, Reinero D, Reips U, Reyna C, Reynolds K, Ribeiro M, Röer J, Ross R, Roussos P, Ruiz-Dodoba F, Ruiz-Fernandez S, Rutjens B, Rybus K, Samekin A, Santos A, Say N, Schild C, Schmidt K, Scigala K, Sharifian M, Shi J, Shi Y, Sievers E, Sirota M, Slipenkyj M, Solak Ç, Sorokowska A, Sorokowski P, Söylemez S, Steffens N, Stephen I, Sternisko A, Stevens-Wilson L, Stewart S, Stieger S, Storage D, Strube J, Susa K, Szekely-Copîndeian R, Szostak N, Takwin B, Tatachari S, Thomas A, Tiede K, Tiong L, Tonkovic M, Trémolière B, Tunstead L, Türkan B, Twardawski M, Vadillo M, Vally Z, Vaughn L, Verschuere B, Vlašiček D, Voracek M, Vranka M, Wang S, West S, Whyte S, Wilton L, Włodarczyk A, Wu X, Xin F, Yadanar S, Yama H, Yamada Y, Yilmaz O, Yoon S, Young D, Zakharov I, Zein R, Zettler I, Žeželj I, Zhang D, Zhang J, Zheng X, Hoekstra R, Aczel B, [2022] Situational factors shape moral judgements in the trolley dilemma in Eastern, Southern and Western countries in a culturally diverse sample, <i>Nature Human Behaviour</i> , 6 (6), p880-895	Refereed Journal Articles
Bedford L, Mann M, Foth M, Walters R, [2022] A post-capitalocentric critique of digital technology and environmental harm: new directions at the intersection of digital and green criminology, <i>International Journal for Crime, Justice and Social Democracy</i> , 11 (1), p167-181	Refereed Journal Articles
Bhowmik T, Yasmin S, Eluru N, [2022] Accommodating for systematic and unobserved heterogeneity in panel data: application to macro-level crash modeling, <i>Analytic Methods in Accident Research</i> , 33	Refereed Journal Articles
Bianchi C, Tuzovic S, Kuppelwieser V, [2022] Investigating the drivers of wearable technology adoption for healthcare in South America, <i>Information Technology and People</i>	Refereed Journal Articles
Bickley S, Chan H, Torgler B, [2022] Artificial intelligence in the field of economics, <i>Scientometrics</i> , 127 (4), p2055-2084	Refereed Journal Articles



Publication Details	Type
Bickley S, Torgler B, [2022] Cognitive architectures for artificial intelligence ethics, AI and Society	Refereed Journal Articles
Bocking H, Russell-Bennett R, Letheren K, [2022] I'm no expert, but ... ? Consumer use of supportive digital tools in health services, Journal of Service Theory and Practice, 32 (2), p105-131	Refereed Journal Articles
Bottero M, Caprioli C, Foth M, Mitchell P, Rittenbruch M, Santangelo M, [2022] Urban parks, value uplift and green gentrification: an application of the Spatial Hedonic Model in the city of Brisbane, Urban Forestry and Urban Greening, 74	Refereed Journal Articles
Bünning F, Chan H, Schmidt S, Schreyer D, Torgler B, [2022] Awards are career catalysts for young talents in association football, European Sport Management Quarterly	Refereed Journal Articles
Burke A, Leemans S, Wynn M, van der Aalst W, ter Hofstede A, [2022] Stochastic Process Model-Log Quality Dimensions: An Experimental Study, Proceedings of the 2022 4th International Conference on Process Mining (ICPM), p80-87	Refereed Conference Papers
Cao S, Foth M, Powell W, Miller T, Li M, [2022] A Blockchain-based Multisignature Approach for Supply Chain Governance: A Use Case from the Australian Beef Industry, Blockchain: Research and Applications, 3 (4)	Refereed Journal Articles
Cao S, Powell W, Foth M, Natanelov V, Miller T, Dulleck U, [2021] Strengthening consumer trust in beef supply chain traceability with a blockchain-based human-machine reconcile mechanism, Computers and Electronics in Agriculture, 180	Refereed Journal Articles
Chadwick K, Russell-Bennett R, Biddle N, [2022] The role of human influences on adoption and rejection of energy technology: A systematised critical review of the literature on household energy transitions, Energy Research and Social Science, 89	Refereed Journal Articles
Chamorro-Koc M, Caldwell G, Villaneda A, Franco I, Ramirez C, [2022] Wearables of the past and the future: An immersive and cross-cultural learning experience of undergraduate students in an international design collaboration, Creative Industries Journal, 15 (3), p293-316	Refereed Journal Articles
Chamorro-Koc M, Wannenburg E, Gomez R, [2022] Personal Protective Equipment (PPE): Design for Comfort, 23 pages	Research Reports
Chan H, Dulleck U, Fookien J, Moy N, Torgler B, [2022] Cash and the Hidden Economy: Experimental Evidence on Fighting Tax Evasion in Small Business Transactions, Journal of Business Ethics	Refereed Journal Articles
Chan H, Mixon F, Sarkar J, Torgler B, [2022] Recognition and longevity: an examination of award timing and lifespan in Nobel laureates, Scientometrics, 127 (6), p3629-3659	Refereed Journal Articles
Chan H, Savage D, Torgler B, [2022] Sport as a behavioural economics lab. In HJR Altman, M Altman & B Torgler, Behavioural Sports Economics: A Research Companion, Routledge, p11-51	Book Chapters
Chan H, Ulrich F, Altman H, Schmidt S, Schreyer D, Torgler B, [2022] Beyond performance? The importance of subjective and objective physical appearance in award nominations and receptions in football, Journal of Economic Behavior and Organization, 204, p271-289	Refereed Journal Articles
Chang F, Haque S, Yasmin S, Huang H, [2022] Crash Injury Severity Analysis of E-Bike Riders: A Random Parameters Generalized Ordered Probit Model with Heterogeneity in Means, Safety Science, 146	Refereed Journal Articles

Publication Details	Type
Chang F, Yasmin S, Huang H, H.S. Chan A, Haque S, [2022] Modeling endogeneity between motorcyclist injury severity and at-fault status by applying a Bayesian simultaneous random-parameters model with a recursive structure, <i>Analytic Methods in Accident Research</i> , 36	Refereed Journal Articles
Childs A, Bull M, Coomber R, [2022] Beyond the dark web: navigating the risks of cannabis supply over the surface web, <i>Drugs: Education, Prevention and Policy</i> , 29 (4), p403-414	Refereed Journal Articles
Christian J, Wang D, [2022] Bias behind closed doors: Chinese consumers' perception of foreign wines, <i>Journal of Consumer Behaviour</i> , 21 (6), p1318-1333	Refereed Journal Articles
Cooke A, Russell-Bennett R, Wang D, Whyte S, [2022] Branding beyond the gender binary, <i>Psychology and Marketing</i> , 39 (8), p1621-1632	Refereed Journal Articles
Cross C, Basu A, Carey L, [2022] The role of financial literacy and fraud awareness in strengthening self-managed superannuation funds (SMSFs), 32 pages	Research Reports
Davidsson P, [2022] McBride and Wuebker's Socially Objective Opportunities: Do they move the field forward?, <i>Journal of Business Venturing Insights</i> , 18	Refereed Journal Articles
Davidsson P, Gruenhagen J, [2022] Two types of entrepreneurship process research revisited: Solidifying the evidence and moving forward, <i>Journal of Business Venturing Insights</i> , 18	Refereed Journal Articles
Dean A, Ross H, Roiko A, Fielding K, Saeck E, Johnston K, Beatson A, Udy J, Maxwell P, [2022] Beyond proximity: How subjective perceptions of enablers and constraints influence patterns of blue space recreation, <i>Landscape and Urban Planning</i> , 228	Refereed Journal Articles
Dobele A, Ferguson S, Hartman A, Schuster L, [2022] Gender Equity in the Marketing Academy: From Performative to Institutional Allyship, <i>Australasian Marketing Journal</i> , 30 (3), p185-194	Refereed Journal Articles
Dodds S, Russell-Bennett R, Chen T, Oertzen A, Salvador-Carulla L, Hung Y, [2022] Blended human-technology service realities in healthcare, <i>Journal of Service Theory and Practice</i> , 32 (1), p75-99	Refereed Journal Articles
Doherty N, Kilroy G, Russell-Bennett R, McGraw J, [2022] Bowel Cancer Screening Attitude/Behaviour Segments	Others - Print Outputs
Dootson P, Greer D, Letheren K, Daunt K, [2022] Reducing deviant consumer behaviour with service robot guardians, <i>Journal of Services Marketing</i>	Refereed Journal Articles
Dulleck U, Löffler A, [2021] $\mu$ - $\sigma$ Games, <i>Games</i> , 12 (1)	Refereed Journal Articles
Fieuw W, Foth M, Caldwell G, [2022] Towards a more-than-human approach to smart and sustainable urban development: Designing for multispecies justice, <i>Sustainability</i> , 14 (2)	Refereed Journal Articles
Fisher C, Flew T, Park S, Lee J, Dulleck U, [2021] Improving trust in news: Audience solutions, <i>Journalism Practice</i> , 15 (10), p1497-1515	Refereed Journal Articles
Fisk R, Gallan A, Joubert A, Beekhuyzen J, Cheung L, Russell-Bennett R, [2022] Healing the Digital Divide With Digital Inclusion: Enabling Human Capabilities, <i>Journal of Service Research</i>	Refereed Journal Articles



Publication Details	Type
Formosa J, Johnson D, Turkay S, Mandryk R, [2022] Need Satisfaction, Passion and Wellbeing Effects of Videogame Play prior to and during the COVID-19 Pandemic, Computers in Human Behavior, 131	Refereed Journal Articles
Foth M, Emamjome F, Mitchell P, Rittenbruch M, [2022] Spatial Data in Urban Informatics: Contentions of the Software-Sorted City. In S Carta, Machine Learning and the City: Applications in Architecture and Urban Design, Wiley-Blackwell, p367-378	Book Chapters
Foth M, Kamols N, Turner T, Kovachevich A, Hearn G, [2022] Brisbane 2032: The promise of the first climate-positive Olympics for regenerative cities. In R Roggema, Design for Regenerative Cities and Landscapes: Rebalancing Human Impact and Natural Environment, Springer, p227-248	Book Chapters
Frank M, Stadelmann D, Torgler B, [2022] Higher turnout increases incumbency advantages: Evidence from mayoral elections, Economics and Politics	Refereed Journal Articles
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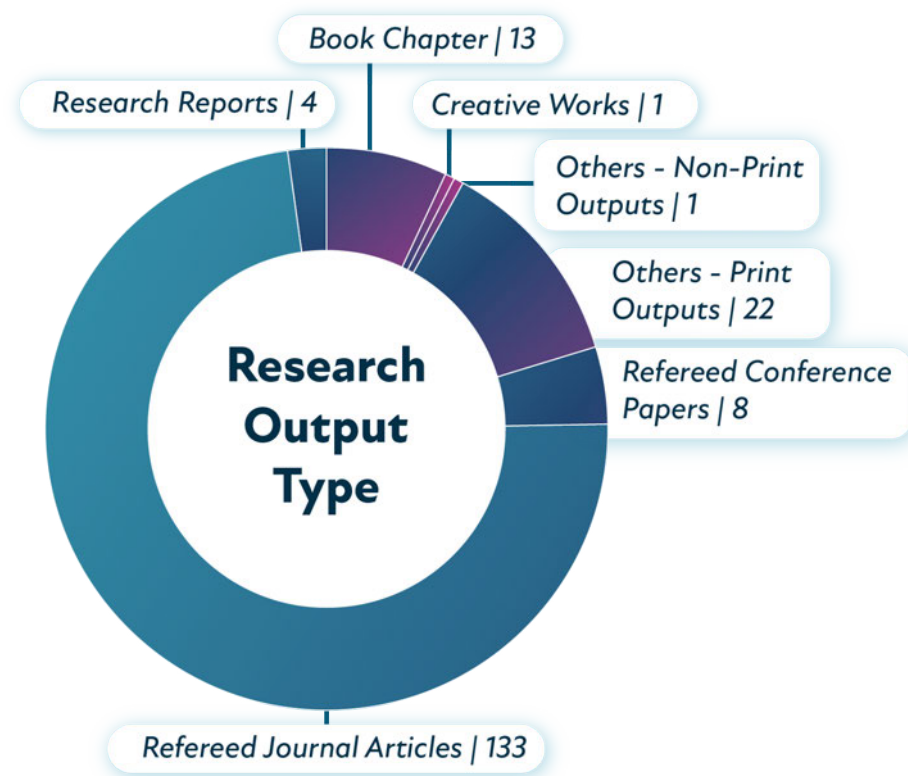
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