

“The strategic display of emotions”

**Prof. Astrid Hopfensitz**

(EMLyon)

## LECTURE SERIES

**Tuesday,  
9<sup>th</sup> November  
2022**

**12:15 - 13:15**

The emotion that someone expresses has consequences for how that person is treated. We study whether people display emotions strategically. In two laboratory experiments, participants play task delegation games in which managers assign a task to one of two workers. When assigning the task, managers see pictures of the workers and we vary whether getting the task is desirable or not. We find that workers strategically adapt their emotional expressions to the incentives they face, and that it indeed pays off to do so. Yet, workers do not exploit the full potential of the strategic display of emotions.

Campus Biotech  
Room H8.01.D  
9, chemin des Mines  
Geneva

Swiss Doctoral School in Affective Sciences  
**swissuniversities**