

## ACADEMIC POSITIONS

<b>Center for Advanced Study in the Behavioral Sciences</b> Fellow	<b>Stanford University</b> 2024-2025
<b>University of Pittsburgh</b> Professor of Economics	<b>Pittsburgh, PA</b> 2024-
Associate Professor of Economics	2015-2024
Assistant Professor of Economics	2011-2015
<b>Stanford University</b> Visiting Associate Professor of Economics	<b>Palo Alto, CA</b> 2017-2018
<b>California Institute of Technology</b> Postdoctoral Scholar in Economics	<b>Pasadena, CA</b> 2008-2011

## EDUCATION

<b>Princeton University</b> Ph.D. in <i>Economics</i>	<b>Princeton, NJ</b> 2004-2008
<b>London School of Economics and Political Science</b> M.Sc. in <i>Economics</i> (Fulbright Scholar)	<b>London, UK</b> 2003-2004
<b>Massachusetts Institute of Technology</b> S.B. in <i>Brain and Cognitive Sciences</i> S.B. in <i>Economics</i>	<b>Cambridge, MA</b> 2000-2003

## PUBLICATIONS (click for Google Scholar link)

- Looming Large or Seeming Small? Attitudes Towards Losses in a Representative Sample (with Colin F. Camerer, Jonathan Chapman, and Erik Snowberg), *Forthcoming, Review of Economic Studies*
- Self-Signaling in Voting (with Lydia Mechtenberg, Grischa Perino, Nicolas Treich, and Jean-Robert Tyran), *Journal of Public Economics*, 240, 105070 (2024).
- Sleep Norms (with Osea Giuntella and Andrea Kiss), *AEA Papers and Proceedings*, 2024.
- The Times They Are A-Changing: Experimenting with Dynamic Adverse Selection (with Felipe A. Araujo and Alistair J. Wilson), *American Economic Journal: Microeconomics*, 13(4), 1-22 (2021)
- Controversial Markets: How is Popular Repugnance Related to Legal and Regulatory Bans? (with Alvin E. Roth), *Proceedings of the National Academy of Sciences*, 117(33), 19792-19798 (2020)
- Evidence of General Economic Principles of Bargaining and Trade from 2,000 Classroom Experiments (with Lin et al.), *Nature Human Behaviour*, 4, 917-927 (2020),
- Healthy Beyond Pregnancy, a Web-Based Intervention to Improve Adherence to Postpartum Care: Randomized Controlled Feasibility Trial (with Himes et al.), *JMIR Human Factors*, 4(4), e26 (2017).

- Poverty and Economic Decision-Making: Evidence from Changes in Financial Resources at Payday (with Leandro Carvalho and Stephan Meier), *American Economic Review*, 106(2), 260-284 (2016).
- Patience Auctions: The Impact of Time vs. Money Bidding on Elicited Discount Rates (with Christopher Y. Olivola), *Experimental Economics*, 19(4), 864-885 (2016).
- The Slider Task: An Example of Restricted Inference on Incentive Effects (with Araujo et al.), *Journal of the Economic Science Association*, 2(1), 1-12 (2016).
- Imperfect Choice or Imperfect Attention? Understanding Strategic Thinking in Private Information Games (with Isabelle Brocas, Juan D. Carrillo, and Colin F. Camerer), *Review of Economic Studies*, 81(3), 944-970 (2014).
- Speculative Overpricing in Asset Markets with Information Flows (with Thomas R. Palfrey), *Econometrica*, 80(5), 1937-1976 (2012).
- Shared Visual Attention Reduces Hindsight Bias (with Daw-An Wu, Shin Shimojo, and Colin Camerer), *Psychological Science*, 23(12), 1524-1533 (2012).
- Incentive Effects: The Case of Belief Elicitation from Individuals in Groups, *Economic Letters*, 111(1), 30-33 (2011).
- Does Recession Reduce Global Health Aid? Evidence from 15 High-Income Countries, 1970-2007 (With David Stuckler, Sanjay Basu, and Martin McKee), *Bulletin of the World Health Organization*, 89, 252-257 (2011).
- Belief Updating in Sequential Games of Two-Sided Incomplete Information: An Experimental Study of a Crisis Bargaining Model (with Dustin H. Tingley), *Quarterly Journal of Political Science*, 5(3), 243-255 (2010).
- On Eliciting Beliefs in Strategic Games (with Thomas R. Palfrey), *Journal of Economic Behavior and Organization*, 71, 98-109 (2009).
- What Kind of Memory Supports Visual Marking? (with Yuhong Jiang), *Journal of Experimental Psychology: Human Perception and Performance*, 30(1), 79-91 (2004).

## WORKING PAPERS

- Projective Thinking: Model, Evidence, and Applications (with David Danz and Kristóf Madarász), *Invited for Resubmission, American Economic Review*
- Using Arguments to Persuade: Experimental Evidence (with Lydia Mechtenberg and Hendrik Hüning), *Invited for Resubmission, Review of Economic Studies*
- Allocators Are More Prosocial When Affected Agents Can Visually Eavesdrop (with Colin F. Camerer), *Revised and Resubmitted, Journal of Economic Behavior and Organization*
- Sorting Behavior in Matching Environments: An Experimental Investigation (with Bingbing Li and Xiaohan Zhong), *Invited for Resubmission, Economic Inquiry*

- A Family of Norms: Related Beliefs about Female Labor Force Participation (with Sultan AlKhuzam and Elif Incekara-Hafalir),
- Beliefs in a High Stakes Environment (with Yiming Liu)
- (Over)claiming Credit in Collaborations (with Marissa Lepper and Jonas Mueller-Gastell)
- Encouraging Engagement in Classroom Learning: A Field Experiment (with Tracy X. Liu, Ulrike Malmendier, and Shuhuai Zhang)

## WORK IN PROGRESS

- Comparing Methods for Eliciting Social Norms: Incentives, Simplicity, and Pluralism (with David Huffman, Garrett Kohno, Pauline Madies, Spencer Vogrinec, and Dhvani Yagnarman), *Manuscript in preparation*
- Moral Sentiments and Contribution to Public Goods (with Margaret A. McConnell and Beatriz Ahumada), *Revising*
- Time Preferences: Stability and Predictive Power (with Elif Incekara Hafalir and Nathan Kettlewell), *Data analysis*
- Paying It Forward: An Experiment on a College Financing Initiative (with David Danz, David Huffman, Rachel Landsman, Lisa Vesterlund, Alistair Wilson, and Pun Winichakul), *Data analysis*
- Can Changing Perceptions of Norms Change Sleep and Physical Activity? (With Osea Giuntella, Jana Abou Hjaily, and Andrea Kiss), *Data collected*

## TEACHING EXPERIENCE

<b>ECON 1200:</b> Game Theory (UG)	<i>Fall 2020</i>
<b>ECON 1250:</b> Behavioral Economics (UG)	<i>Spring 2014, Fall 2014, 2016, 2019, 2023</i>
<b>ECON 1260:</b> Experimental Economics (UG)	<i>Spring 2020, Fall 2022</i>
<b>ECON 1700:</b> Topics in Beh. Econ. (UG Capstone)	<i>Spring, Fall 2014</i>
<b>ECON 1700:</b> Economics and Cinema (UG Capstone)	<i>Fall 2022, 2023</i>
<b>ECON 1730:</b> Seminar in Exp. Econ. (UG Capstone)	<i>Fall 2012, Spring 2012, 2017, 2022, 2023, 2024</i>
<b>ECON 2220:</b> Topics in Beh./Exp. Econ. (G)	<i>Fall 2011, 2012, 2014, 2019, Spring 2017, 2021, 2023, 2024</i>
<b>ECON 2730:</b> Seminar in Exp. Econ. (G)	<i>Fall 2013, Spring 2021</i>

## GRANTS

NIH R56 (Co-Investigator with Himes et al.) Healthy Beyond Pregnancy	2018- \$236,915
IFREE (Co-investigator; with Mueller-Gastell) \$10,000	2018
Harvard University Evidence for Policy Design (Co-investigator; with Hafalir) Effect of Self-Control on Students' Investment in Human Capital Accumulation	2018-2021 \$97,200
National Institute on Aging, 1R21AG044731-01A1 (Co-investigator; with Carvalho and Meier) Financial Stress, Decision Bias, and the Well-Being of Low Income Older Households	2014-2016 \$301,822
University of Pittsburgh Central Research Development Fund (PI; \$16,000)	2012
National Natural Science Foundation of China (Co-PI; with Zhong et al.; RMB 400,000)	2011
Russell Sage Foundation Small Grant in Behavioral Economics (Co-PI; with Olivola; \$4,700)	2007

## PRESENTATIONS

**Seminars:** Loyola Marymount (2011); NYU, Max Planck Institute for Collective Goods, GMU, PSU, FSU (2012, 2022); CMU, OSU, Berlin Behavioral Economics Seminars, DIW, LMU Munich, Paris School of Economics (2013); Princeton, University of Bonn (2014); Columbia (2015); Stanford (2017); UC Berkeley, CalTech, UC Davis, UC Santa Cruz, University of Zurich, University College London, University of Oxford (2018); Purdue (2019); University of Toronto (2020, virtual); MidExLab Virtual Experimental Economics Seminar (2021, virtual); University of Hamburg (2021, virtual); University of Technology Sydney (2022, virtual), University of Queensland (2023, virtual), BU Questrom (2023), LSE Management (2023), Nanyang Technological University (2024)

**Conferences:** Tsinghua Conference on Behavioral, Experimental, and Theoretical Economics (2017 **Keynote Speaker**); Behavioral Models of Politics (2024); Conference in Honor of Roland Bénabou (2024); Spring Behavioral and Experimental Economic Research Conference (2023); ; Stanford Institute for Theoretical Economics (2009, 2011, 2013, 2014, 2022, 2023); Behavioral Economics Annual Meeting (2019); ASSA Annual Meeting (2010, 2011, 2014, 2018 Discussant); Midwest Economic Theory Meeting (2013); NA Summer Meetings of The Econometric Society (Summer 2012); Workshop in Behavioral and Decision Science (NTU, 2011); Formation and Elicitation of Beliefs in Experiments (WZB, 2011); The 10th World Congress of the Econometric Society (2010); ESA North American Meeting (2007, 2008, 2009, 2010, 2011, 2012); Society for Judgment and Decision Making (2009, 2010); Economic Science Association (ESA) World Meeting (2008, 2011, 2012, 2013); Yale Whitebox Advisors Graduate Student Conference on Behavioral Science (2008); Meteorology Meets Social Science: Risk, Forecast and Decision (2007); First World Meeting of the Public Choice Society (2007) **Visitor:** Princeton Economic Theory Center, March 10-14, 2014

## ADVISING

**Chair:** Jiachen Wang (2025), Yinxiao Wang (2025); **Co-Chair:** Beatriz Ahumada (2025)  
**Dissertation Committees:** Steven Bosworth (2013), Tekin Kose (2014), David Klinowski (2016), Evan Piermont (2016), Yiming Liu (2019), Marissa Lepper (2023)  
**Faculty Advisor:** Pitt Behavioral Economics Club (2013-2016)

## **EDITORIAL SERVICE**

Associate Editor: *European Economic Review* (2018-), Co-Editor of Special Section on Experimental Replication; *Management Science* (2018-2023); *JPE: Microeconomics* (2022-) Advisory Editor: *Games and Economic Behavior* (2022-)  
Special Issue Co-Editor, *JEBO* (Mindful Economics: A special issue in honour of Colin Camerer)

## **REFEREEING**

*American Economic Review, Econometrica, Quarterly Journal of Economics, Review of Economic Studies, American Economic Journal: Microeconomics, Experimental Economics, Games and Economic Behavior, Journal of Economic Behavior and Organization, Economic Journal, Management Science, Journal of Public Economics, Journal of Economics and Management Strategy, American Journal of Political Science, Journal of the European Economics Association, Journal of Conflict Resolution, Nature Human Behaviour, Journal of Experimental Political Science, Labour Economics, National Science Foundation, IFREE, Canada Foundation for Innovation, Israel Science Foundation, Netherlands Organisation for Scientific Research, MIT Press.*

## **SERVICE**

**Placement Director** 2023-2024

**Pitt COVID IOC Committee:** 2020-2021

**Graduate Admissions Committee:** 2012-2018, 2020-2023

**Graduate Students Committee:** 2015-2016, 2019-2020, 2021-2022

**Executive Committee:** 2019-2020

**Faculty Recruitment Committee:** 2014, 2015, 2020-

**Pittsburgh Experimental Economics Laboratory Acting Director:** 2014-2015