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Date of Birth: Jan 17, 1973 (California, USA)

Citizenship: U.S.A.

FIELDS OF INTEREST

Experimental Economics
Behavioral and Neuroeconomics

Microeconomic Theory
Health Decisions and Policy

EDUCATION

<i>Social Sciences Division, California Institute of Technology (Pasadena, CA)</i> Postdoctoral Scholar in Economics	1998-99
<i>Massachusetts Institute of Technology (Cambridge, MA)</i> Ph.D., Economics Advisors: Lones Smith and Peter Diamond Fields: Microeconomics, Political Economy, Econometrics, Economic History Thesis: "Bringing Game Theory Back to Earth: Thinking, Feeling, and Talking"	1994-98
<i>California Institute of Technology (Pasadena, CA)</i> M.S., Mathematics B.S. (with Honors), Mathematics	1990-94

POSITIONS HELD

<i>Brain and Creativity Institute, University of Southern California (Los Angeles, CA)</i> Research Assistant Professor of Psychology	2006-
<i>Haas School of Business, University of California (Berkeley, CA)</i> Research Director, Experimental Social Science Laboratory	2005-08
<i>University of California (Berkeley, CA and San Francisco, CA)</i> Fellow, Robert Wood Johnson Health & Society Scholars Program	2004-06
<i>MEDS Dept, Kellogg School of Management, Northwestern University (Evanston, IL)</i> Assistant Professor of Managerial Economics and Decision Science	1999- 2004

VISITING POSITIONS

<i>Economics Department, Yale University (New Haven, CT)</i>	2008-09
<i>Kennedy School of Government, Harvard University (Cambridge, MA)</i>	2008
<i>Intelligent Systems Division, Ames Research Center, NASA (Mountain View, CA)</i>	2008
<i>Finance and Economics, HEC School of Management (Jouy-en-Josas, France)</i>	2007
<i>Social Sciences Division, California Institute of Technology (Pasadena, CA)</i>	2006-07

JOURNAL ARTICLES

- “Costly Offers and the Equilibration Properties of the Multiple Unit Double Auction Under Conditions of Unpredictable Shifts of Demand and Supply” (with Charles R. Plott), *Journal of Economic Behavior and Organization*, **32** (April 1997), pp. 591-612.
Reprinted in *Market Institutions and Price Discovery: Collected Papers on the Experimental Foundations of Economics and Political Science (Vol II)*, Edward Elgar Publishers, Cheltenham UK (2001).
- “Lithium Revisited: Savings Brought About by the Use of Lithium, 1970-1991” (with Richard J. Wyatt and Ioline Henter), *Psychiatric Quarterly*, **72:2** (Summer 2001), pp. 149-166.
- “The Le Chatelier Principle in Lattices,” *Economics Bulletin*, **3:2** (2006), pp. 1-9.
- “What’s in the Dictionary (or Is It?)” (with Johannes Hörner), *J of Quantitative Linguistics*, **14:2** (2007), pp. 215-21.
- “Collusion with (Almost) No Information” (with Johannes Hörner), *RAND J of Economics*, **38:3** (2007), pp. 804-22.
- “Sequential Common-Value Auctions with Asymmetrically Informed Bidders” (with Johannes Hörner), *Review of Economic Studies*, **75** (2008), pp. 475-98.
- “Well-Being and Neuroeconomics,” *Economics and Philosophy*, in press.
- “When Curiosity Kills the Profits: An Experimental Examination” (with Dean Karlan), *Games & Economic Behavior*, accepted.
- “To Deceive or Not to Deceive: Second-guessing the Experimenter in Experimental Economics” (with Dean Karlan and Laura Schechter), *J of Econ Behav and Org*, accepted.

BOOK CHAPTERS

- “Do Only Women Clean in a ‘Perfect’ World?” (with Johannes Hörner), *Proceedings of the International Conference of Mathematicians 2002: Game Theory and Applications*, Qingdao Publishing House (2002).
- “Incorporating Deaths Near the Time of Birth into Estimates of the Global Burden of Disease” (with Dean T. Jamison, Sonbol Shahid-Salles, Joy Lawn, and Jelka Zupan), in *The Global Burden of Disease and Risk Factors*, Alan Lopez et al (eds.), Oxford (2006).
- “Toward a Theory of Syntax and Persuasive Communication”, in *Exact Methods in the Study of Language and Text*, Grzybek and Köhler (eds.), de Gruyter, Berlin (2007).

OTHER PUBLICATIONS

- “Designing Markets for the Common Good”, *Kellogg World*, **3** (Winter 2002).
- “Discounting” (with Dean Jamison), *Disease Control Priorities Project*, Working Paper #4, (March 2003).
- “Optimal Strategy for a Number-Guessing Game” (with Kenneth Schilling, Christian Blatter, et al), *Amer Math Monthly*, **113:1** (2006), pp. 81-82.
- “Live to Regret Those Calories...”, Letter to the Editor, *The New York Times* (Nov 6, 2006).

SUBMITTED PAPERS

- “The Effect of Circadian Cycle Disruptions on Risk Attitudes and Decision-making in Emergency Medicine Residents” (with Karen Shih and Stuart Swadron)
- “The Amount and Speed of Discounting” (with Dean T. Jamison)
- “Valuable Cheap-Talk and Equilibrium Selection”
- “Parieto-temporal Activation Modulates Pure Time Preference” (with Jon Wegener, Kristoffer Madsen, and Mark Christensen)
- “Non-Rationality in Non-Repeated Games” (with David H. Wolpert, David Newth, and Michael Harre)

WORKING PAPERS

- “Hotelling’s Spatial Model with Finitely Many Consumers” (with Johannes Hörner)
- “Correlations Between Economic Preferences and Health Behaviors”
- “The Role of Autonomic Reactivity in Decision-making” (with Sara Johnson and Constance Wang)
- “Games with Synergistic Utilities”
- “Product Preferences: From Early Visual Processing to Preference-based Choice” (with Daniel Krawczyk)
- “On the Prediction of Subjective Well-being for Future Health States” (with Jodi Halpern)
- “Social Learning: Imitation, Information, and Externalities” (with David Owens and Glenn Woroch)
- “Persona Games” (with David Wolpert)
- “Methodological Challenges in Psychiatric Treatment Adherence Research” (with William Riley *et al*)

GRANTS

- “Le Chatelier’s Principle Generalized,” Richter Memorial Fund, 1992
- “When Curiosity Kills the Profits” (with Dean Karlan), Russell Sage Foundation, 2000
- “The Value of Information,” Kellogg Dispute Resolution Center; 2000
- “Overcoming Barriers in the Adoption of Communications Technologies” (with Karlene Roberts and Glenn Woroch), France Télécom Research & Development; 2005
- “Measuring Economic Parameters in Adolescents,” Behavioral Economic Epidemiology Center, 2005-06
- “Neuroeconomics and Health,” Robert Wood Johnson and NIH, 2005-07
- “Empirical Elucidation of Subjective Well-being” (with Jodi Halpern), Robert Wood Johnson, 2006-07
- “Personas and Optimal Management” (with David Wolpert), Kauffman Foundation, 2007-08
- “Complexity and Information” (with Lior Pachter), Kauffman Foundation, 2007-08

CONSULTING

- Innovations for Poverty Action (New Haven, CT)
- National Institute of Mental Health (Washington, DC)
- Jet Propulsion Laboratory (Pasadena, CA)
- World Bank Group (Washington, DC)
- Lockheed-Martin Corporation (Rockville, MD)
- Bates White, LLC (Washington, DC)

HONORS/AWARDS

- Robert A. Millikan Scholarship and Carnation Fellowship (Caltech)
- Honorable Mention (top 100 internationally) on Putnam Mathematics Examination
- Elected to *Tau Beta Pi* Engineering Honor Society
- E.T. Bell Prize for Outstanding Undergraduate Mathematics Research
- MIT Graduate Fellowship
- ‘Dean’s List’ for Exceptional Teaching (Kellogg)
- Selected for *Cutting Edge: Highlights of Emergency Medicine Research* (ACEP 2006)
- Invited Speaker at Plenary Debate on Neuroeconomics, ESA World Congress (Rome)

INVITED TALKS

Valuable Cheap-Talk: Caltech, Middlebury, University of Rochester – Simon School, National Security Agency, Penn State University, Summer in Tel Aviv 1999
Renegotiation Perfection: MIT, Caltech, Texas – Austin, University of British Columbia, Northwestern – Kellogg School, UCSB, UCLA, University of Rochester, USC
Assigning and Trading Tasks: Institute for Economics (Copenhagen)
When Curiosity Kills the Profits: Wesleyan, Northwestern, Washington & Lee University
Experimental Economics: Northwestern – Kellogg School, UCSF Summer Internship Program
Sequential Auctions: London School of Economics, Royal Holloway College (London), IESE Business School (Barcelona), Univ of Bonn, HEC Paris, University of Copenhagen
Discounting: Resources for the Future (Washington DC), Illinois State, Int'l Health Economics 2005 (Barcelona), Washington & Lee University, Law/Econ/Neuro Conference (USC)
Collusion without Info: Universidad Carlos III (Madrid), Universitat Pompeu Fabra (Barcelona), Melbourne Business School
Hotelling: UC-Berkeley, Univ of Copenhagen, USC, Joint Game Theory Seminar (IHP, Paris)
Neuroeconomics: RWJ Scholars Workshop (Madison), Danish Research Centre for MR (Copenhagen), Gallo Institute (Emeryville), Johns Hopkins Medical Institute, Society for Advancement of Econ Theory 2007 (Kos), Economic Science Assoc 2007 (Rome), York
Experimental Economics and Health: Behavioral Economic Epidemiology Exploratory Center, Princeton – Wilson School, American Society of Health Economists (Madison), McGill, University of Otago, Berkeley International Group
SES and Health in Mexico: International Health Economics Assoc 2005 (Barcelona)
To Deceive or Not: UC-Berkeley, USC Psychology

OTHER PRESENTATIONS

Valuable Cheap-Talk: Arne Ryde Symposium 1997 (Lund), MIT
The Le Chatelier Principle: MIT, Caltech
Assigning and Trading Tasks: Games 2000 (Bilbao), MIT, Mars Society 1999 (Boulder)
Do Only Women Clean: Northwestern, Econometric Society Australasian 2002 (Brisbane), International Conference of Mathematicians 2002 (Qingdao)
Sequential Auctions: Canadian Econ Theory 2003 (Vancouver), NASMES 2003 (Evanston), ESEM 2003 (Stockholm), Games 2004 (Marseille), Northwestern University
Discounting: European Econ Association 2003 (Stockholm); Neuroeconomics 2005 (Kiawah)
Collusion without Info: Society for Economic Design 2004 (Mallorca)
Hotelling's Spatial Model: Econometric Society World Congress 2005 (London)
Experiments and Health: RWJ HSS Meeting (Santa Fe), Economic Science Assoc 2006 (Tucson)
Social Learning: French Econ Association 2007 (Lyon)
Preferences in Rats: Econ Sci Association 2008 (Pasadena)
Persona Games: Games 2008 (Evanston)

PROFESSIONAL SERVICE

Classes Taught: “Microeconomic Analysis” (MBA); “Managerial Economics: Game Theory” (PhD); “Experimental Economics” (undergrad); “Economics of Information”
Working groups: Behavioral Economic Epidemiology (UC-Berkeley and UCSF); Berkeley Research Consortium on Population Health; Constitutional Analysis and Set Theory (Kellogg); Mental Health Treatment Adherence (NIMH)
Refereeing: *Econometrica*, *The Econ J*, *Int'l J of Game Theory*, *J of Econ Theory*, *J of Polit Econ*, *Management Science*, *BEP Theory J*, *RAND J of Econ*, *BEP Analysis & Policy J*, *J of Finance*, *Clinical Therapeutics*, McGraw-Hill Publishers
Membership: Econometric Society, International Health Economics Association, American Mathematical Society, Mathematical Association of America, Society for Neuroeconomics, Economic Science Association, Tau Beta Pi