

Professor, Department of Economics, University of California, Santa Barbara, July, 2008 -
Director, Experimental and Behavioral Economics Laboratory, September, 2007 -
Member, CESifo, Munich, December, 2010 -
Member, IZA, Bonn, November, 2011 -
Research Associate, Broom Center for Demography, University of California, Santa
Barbara, January, 2012 -

Associate Professor, Department of Economics, University of California, Santa Barbara,
July, 2005 – June, 2008
Assistant Professor, Department of Economics, University of California, Santa Barbara,
July, 2001 – June, 2005
Visiting Assistant Professor, Department of Economics, The Ohio State University,
April, 2001 – June, 2001
Visiting Assistant Professor, Department of Economics, University of California, Santa
Cruz, September, 2000 – March, 2001
Visiting Assistant Professor, Department of Economics, Universitat Pompeu Fabra,
Barcelona, Spain, September, 1997 – August, 2000

Ph.D., Economics, University of California, Berkeley, December, 1996

“The Hidden Advantage of Delegation: Pareto-improvements in a Gift-exchange Game”
(with Ramón Cobo-Reyes, Natalia Jiménez, Juan Lacomba, and Francisco Lagos;
Journal of Economic Theory, August, 2012, 2358-2379)
“Groups make Better Self-Interested Decisions” (with Matthias Sutter;
Journal of Economic Theory, Summer, 2012, 157-176)
“Competition and the Ratchet Effect” (with Peter Kuhn and Marie Claire Villeval;
Journal of Economic Theory, July, 2011, 513-547.
“Participation” (with Martin Dufwenberg;

- Dan Levin, , , October, 2007, 129-148)
- “Cooperation and Competition in Intergenerational Experiments in the Field and the Laboratory” (with Marie Claire Villeval; , , June, 2009, 956-978)
- “Incentives to Exercise” (with Uri Gneezy; , , May, 2009, 909- 931)
- “The Origin of the Winner’s Curse: A Laboratory Study” (with Dan Levin; , , February, 2009, 207–236)
- “Pay Inequality, Pay Secrecy, and Effort: Theory and Evidence” (with Peter Kuhn; , , October, 2007, 693-724)
- “Bargaining and Network Structure: An Experiment” (with Margarida Corominas-Bosch and Guillaume Fréchet; , , September, 2007, 28-65)
- “Group Play in Games and the Role of Consent in Network Formation” (with Matthew Jackson; , , September, 2007, 417-445)
- “Individual Behavior and Group Membership” (with Luca Rigotti and Aldo Rustichini,

, , March 2012)
Deterrence, Expected Cost, Uncertainty and Voting: Experimental Evidence” (with Greg
DeAngelo; , , February 2012, 73-100)
“Experimental Methods: Between-subject and Within-subject Design (with Uri Gneezy
and Michael Kuhn; , , January,
2012, 1-8)
“The Strategy versus the Direct-response Method: A First

- “The Origin of the Winner’s Curse: A Laboratory Study” (with Dan Levin;
 , , February, 2009, 207–236)
- “An Investment Game with Third-party Intervention” (with Ramón Cobo-Reyes and
 Natalia Jiménez; , , October,
 2008, 18-28)
- “What’s in a Name? Anonymity and Social Distance in Dictator and Ultimatum Games”
 (with Uri Gneezy; , , October,
 2008, 29-35)
- “Individual and Group Decision Making under Risk: An Experimental Study of Bayesian
 Updating and Violations of First-order Stochastic Dominance” (with Edi Karni and
 Dan Levin,

- “Truth or Consequences: An Experiment” (with Jordi Brandts; , , January, 2003, 116-130)
- “Minimum Advertised-Price Policy Rules and Retailer Behavior: An Experiment” (with Kay-Yut Chen; , , Sept.-Oct, 2002, 62-73)
- “Understanding Social Preferences with Simple Tests” (with Matthew Rabin; , , August, 2002, 817-869)
- “Altruism, Fairness, and Reciprocity in a Gift-Exchange Experiment: An Encompassing Approach” (with Ernan Haruvy; , , August, 2002, 203-231)
- “Changes in the Fair Employment Contract: Evidence from a Quasi-Experiment” (with David I. Levine; , , April, 2002, 391-405)
- “Relative Payoffs and Happiness: An Experimental Study” (with Brit Grosskopf; , , July, 2001, 301-328)
- “Self-serving Cheap Talk and Credibility: A Test of Aumann’s Conjecture,” (, , November, 2000, 177-194)
- “Self-serving Biases: Evidence from an Experimental Labor Market” (with Ernan Haruvy; , , November, 2000, 655-667)
- “Reputation, Honesty, and Efficiency with Insider Information: An Experiment,” (with Nuno Garoupa; , , Summer 2000, 425-451)
- “Responsibility and Effort in an Experimental Labor Market,” (, , June 2000, 375-384)
- “Bargaining Efficiency and Screening: An Experimental Investigation,” (, , June 2000, 285-304)
- “When are Layoffs Acceptable? Evidence from a Quasi-Experiment,” (with David I. Levine; & , , April 2000, 381-400)
- “Hot vs. Cold: Sequential Responses in Simple Experimental Games,” (with Jordi Brandts; , , March 2000, 227-238)
- “Communication in Bargaining Experiments,” (forthcoming in)
- “Lab Labor: What Can Labor Economists Learn in the Lab?,” (with Peter Kuhn; , , February, 2011, 229-330)
- (with David I Levine, Dale Belman, Erica L. Groshen, and K.C. O’Shaughnessy), Upjohn Institute for Employment Research, Kalamazoo, Michigan, 2002.
- “Alternative Dispute Resolution and the Settlement Gap,” in , D. Anderson, ed., JAI Press, 1996
- “Competitive Preferences and Status as an Incentive: Experimental Evidence” (with David Masclet and Marie Claire Villeval; requested revision submitted to)

, November, 2011-
, June, 2011 -
, October, 2009 -
, December, 2006 -
, January, 2006 -
, May, 2005 -
, August, 2010
, February, 2011 -
, Human and Social Dynamics, June, 2004
, 2012 Behavioral and Experimental Economics Conference, Santa Barbara
, 2010 Behavioral and Experimental Econ (i) 0.0 50 0 0 Tm /F2.0 1 Tf [(l) y, (nc) 0.2 (e)



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Field Days: Experiments Outside the Lab, WBZ, Berlin, June, 2012
LABEL Conference, USC, May, 2012
Rady Deception Conference, UCSD, April, 2012
2012 Royal Economic Society Meetings, Cambridge, UK, March, 2012
2012 Santa Barbara Conference on Experimental and Behavioral Economics, Santa Barbara, California, February, 2012
AWI Workshop on “Behavioral Economics and Life-span Changes in Decision Making,” Heidelberg, December, 2011 ()
EWEBE Conference, Munich, November, 2011
CESifo Behavioral and Experimental Conference, Munich, October, 2011
Stanford Institute for Theoretical Economics (Experimental Economics), Stanford, California, September, 2011
Gender and Competition Workshop, Innsbruck, May, 2011
The Determinants and Implications of Prosocial Behaviour, University of Southampton, May, 2011 ()
USC Conference on Game Theory in Law, Business and Political Economy, Los Angeles, October, 2010
Stanford Institute for Theoretical Economics (Psychology and Economics), Stanford, California, September, 2010
Behavioral and Quantitative Game Theory Conference on Future Directions, Newport Beach, California, May, 2010
Second Annual Behavioral Economics Conference, Cornell, Ithaca, New York, May, 2010
Information, Communication and Competition Conference, Amsterdam, April, 2010 ()
International Meeting on Experimental and Behavioral Economics, Bilbao, Spain, April, 2010 ()
2010 Santa Barbara Conference on Experimental and Behavioral Economics, Santa Barbara, California, February, 2010
European Science Foundation Exploratory Workshop, Barcelona, December, 2009
Handbook of Labor Economics Conference, Berkeley, California, November, 2009
Stanford Institute for Theoretical Economics (Experimental Economics), Stanford, California, August, 2009
Stanford Institute for Theoretical Economics (Psychology and Economics), Stanford, California, August, 2009
Conference on Individual Decision-making: A Behavioral Approach, Tel Aviv, Israel, June, 2009
European Science Foundation Exploratory Workshop on Individual and Team Decisions in Economics, Innsbruck, Austria, December, 2008
European Workshop on Experimental and Behavioral Economics, Innsbruck, Austria, December, 2008
European ESA Meetings, Lyon, France, September, 2008 ()
Workshop in Applied Microeconomics, St. Andrews, Scotland, September, 2008
ENABLE Conference on Economics and Psychology, Amsterdam, The Netherlands, March, 2008

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KCLU radio interview, March 10, 2011,

http://kclu.org/news/local/story.php?story_id=898

New York Times, June 15, 2010, in “Should People Be Paid to Stay Healthy?,”

<http://roomfordebate.blogs.nytimes.com/2010/06/14/should-people-be->