

## Curriculum Vitae

**BARRY SOPHER**

### Office

Department of Economics  
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Website for Center for Economic Behavior, Institutions and Design:  
<http://cebid.rutgers.edu/>

### Department of Economics Administration, Rutgers University

Graduate Program Director for Economics, 1995-2001  
Department Chair for Economics, 2003-2009  
Undergraduate Program Director for Economics, 2015-present

### Education

B.A., 1977, University of Iowa (English)  
M.A., 1986, University of Iowa (Economics)  
Ph.D., 1988, University of Iowa (Economics)

### Refereed Publications

- [1] "Bargaining and the Joint Cost Theory of Strikes: An Experimental Study." *Journal of Labor Economics*, January 1990, Vol. 8, #1, Part 1, 48-74.
- [2] "Dividing a Shrinking Pie: An Experimental Study of Strikes in Bargaining Games with Complete Information," (with Robert Forsythe and John Kennan), pp. 223-268 in *Research in Experimental Economics*, Vol. 4, Mark Isaac, ed., Greenwich, Conn: JAI Press, 1991.
- [3] "An Experimental Analysis of Strikes in Bargaining Games with One-Sided Private Information," with Robert Forsythe and John Kennan. *American Economic Review*, March 1991, Vol. 81, pp. 253-278.
- [4] "Testing Alternative Representations of Behavior under Uncertainty," (with Gary Gigliotti), pp. 125-132 in *Decision Making Under Risk and Uncertainty: New Models and Empirical Findings*, John Geweke, editor. Dordrecht, the Netherlands: Kluwer Academic Publishers, 1992.
- [5] "A Laboratory Analysis of Bargaining Power in a Random Ultimatum Game." *Journal of Economic Behavior and Organization*, Vol. 21, pp. 69-90, 1993.
- [6] "A Test of Generalized Expected Utility Theory." (with Gary Gigliotti) *Theory and Decision*, Vol. 35, pp. 75-106, 1993.

- [7] "Intransitive Cycles: Rational Choice or Random Error? An Answer Based on Estimation of Error Rates with Experimental Data," (with Gary Gigliotti) *Theory and Decision*, Vol. 35, pp. 311-336, 1993.
- [8] "Concession Behavior in a Bargaining Game: A Laboratory Analysis of the Principle of Risk Dominance," *Journal of Conflict Resolution*, Vol. 38, #1, pp 117-137, 1994.
- [9] "Learning Behavior in an Experimental Matching Pennies Game." (with Dilip Mookherjee), *Games and Economic Behavior*, 1994, Vol. 7, pp. 62-91.
- [10] "The Testing Principle: Inductive Reasoning and the Ellsberg Paradox," December 1995, (with Gary Gigliotti), *Thinking and Reasoning*, 1996, Vol. 2(1), pp. 33-49.
- [11] "Learning and Decision Costs in Experimental Constant-Sum Games," (with Dilip Mookherjee) *Games and Economic Behavior*, 1997, Vol. 19, pp. 97-132.
- [12] "Violations of Present-Value Maximization in Income Choice," (with Gary Gigliotti), *Theory and Decision*, 1997, Vol. 43(1), pp. 45-69.
- [13] "Learning and Decision Costs in One-Person Games," with Charles Romeo, *Journal of Applied Econometrics*, Vol. 14(4), pp. 335-357, July-August 1999.
- [14] "The Intertemporal Choice Triangle," (with Gary Gigliotti), pp. 253-264 in *Beliefs, Interactions and Preferences in Decision Making*, Mark Machina and Bertrand Munier, eds., Kluwer Academic Publishers: Dordrecht, 1999.
- [15] "Stochastic Choice in Decision Making under Risk," (with Mattison Narramore), *Theory and Decision*, Vol. 48, pp.323-350, 2000.
- [16] "Cooperation in Social Dilemmas, Trust and Reciprocity," (with Ananish Chaudhuri and Paul Strand), *Journal of Economic Psychology*, Vol. 23(2) pp. 231-249, 2002.
- [17] "Social Learning and Coordination Conventions in Intergenerational Games: An Experimental Study," (with Andrew Schotter), *Journal of Political Economy*, Vol. 111(3), pp. 498-529, June 2003.
- [18] "An Experiment on Learning with Limited Information: Nonconvergence, Experimentation Cascades, and the Advantage of Being Slow," (with Eric Friedman, Scott Shenker and Mikhael Shor), *Games and Economic Behavior*, Vol. 47(2), pp. 325-352, 2004.
- [19] "Analysis of Intertemporal Choice: A New Framework and Experimental Results", (with Gary Gigliotti), *Theory and Decision*, Vol. 55, pp 209-233, 2004.
- [20] "Advice, Trust and Trustworthiness in an Experimental Intergenerational Game," June 2004 (with Andrew Schotter), *Experimental Economics*, Vol. 9, pp. 123-145, 2006.

[21] “A Deeper Look at Hyperbolic Discounting,” (with Arnav Sheth), *Theory and Decision*, 60(2-3), 219-255, May 2006. Reprinted in Abdellaoui, Luce, Machina and Munier, eds., *Uncertainty and Risk: Mental, Formal, Experimental Representations*, 125-153, 2007, Theory and Decision Library C, Springer.

[22] “On the Informational Content of Advice: A Theoretical and Experimental Study,” (with Yaw Nyarko and Andy Schotter), *Economic Theory*, 29(2), 433-452, October 2006.

[23] “Advice and Behavior in Intergenerational Ultimatum Games: An Experimental Approach,” (with Andrew Schotter), *Games and Economic Behavior*, Vol. 58, pp. 365-393, 2007.

[24] “Individual Sense of Justice: An Experimental Analysis,” (with Edi Karni and Tim Salmon), *Experimental Economics*, 2008, 11(2), 174-189.

[25] Learning in Tournaments with Intergenerational Advice, (with Ananish Chaudhuri and Andrew Schotter), *Economics Bulletin*, 2006 (3).

[26] “Talking Ourselves to Efficiency: Coordination in Intergenerational Minimum Effort Games with Private, Almost Common, and Common Knowledge of Advice,” (with Ananish Chaudhuri and Andrew Schotter), *Economic Journal*, 2009, 119 (534) 91-122.

[27] “Information Transparency, Fairness and Labor Market Efficiency,” (with Ebru Isgin), *Journal of Behavioral and Experimental Economics*, forthcoming, 2015.

[28] “Common Knowledge Promotes Risk Pooling in an Experimental Economic Game,” (with Lee Cronk, Athena Aktipis, Steven Gazzillo, Dave White and Amber Wutich). *PLOS ONE*, August 15, 2019, <https://doi.org/10.1371/journal.pone.0220682>.

## **Commentaries and Reviews**

“A Unified Theory of Cultural Evolution Should Incorporate Choice.” *Behavioral and Brain Sciences*, Vol. 29, pp. 362-363, 2006.

## **Other Research Papers**

(1) Testing for Stability of the Transformation Function in Rank-Dependent Expected Utility Theory, June 1, 2002 (with Roger Klein and Gary Gigliotti).

(2) Order-Dependent Present Value: Theory and an Experimental Test, May 1, 2002 (with Roger Klein and Gary Gigliotti).

(3) Consistency and Aggregation in Individual Choice Under Uncertainty (with Jeff Birchby and Gary Gigliotti), Rutgers Working Paper #2013-01.

(4) The Origins of Risk Sharing: An Experimental Approach, Rutgers Working Paper #2013-02, (with Steven Gazzillo, Athena Aktipis, and Lee Cronk).

(5) An Experiment on Partnership Protocols for Bilateral Trade with Incomplete Information, Rutgers Working Paper #2013-04, (with Revan Sopher).

(6) Intertemporal Planning with Temptation (Kalyan Chatterjee and R. Vijay Krishna).

(7) Information Aggregation in Group Decision Making Under Uncertainty (with Dave Andersen, Jeff Birchby and Richard Lau).

(8) Asymmetric Coordination Games with Communication over Networks (with Jeff Birchby).

(9) Endogenous Risk and Distributive Justice in Threshold Public Goods and Common Pool Resource Games (with George Joseph, Ilhom Abdulloev, Jeff Birchby and Quentin Wodon).

(10) Asymmetric Dominance Eliminates Stationarity Violations in Intertemporal Choice (with Aparna Anand).

(11) Equilibrium Selection in Two-Sided Markets (with Nicholas Galunic).

(12) Bargaining Power with Endogenous Surplus (with Geoff Clarke)

(13) Intertemporal Planning: Uncertainty and Opportunity Cost vs. Pure Time Preference (with Kalyan Chatterjee).

### **Other Research projects**

Cumulative Prospect Theory is an Artifact of Truncated Sampling under Decision Error (with Jeff Birchby).

Identifying the Sources of Bargaining Outcome Variation in Mixed-Gender Bargaining Pairs: An Application of an Implicit Attitude Assessment Tool (with Jorge Bravo and Vincent Greco).

Physical Fitness and Economic Decision Making: High Intensity Interval Training vs. Long, Slow and Steady, with Shawn Arent and Jeanne Ferrante.

### **Honors and Awards**

Fulbright Fellowship (India), 1994-1995 (awarded but declined)

**Dissertation:** "Essays on Bargaining, Strikes and Labor Contracting"

### **Teaching**

Undergraduate: Microeconomics (principles and intermediate); Labor Economics; Economics of Uncertainty; Game Theory; Behavioral and Experimental Economics; Advanced Econometrics.

Graduate: Labor Economics; Experimental Economics; Uncertainty and Imperfect Information; Applied Econometrics for Microeconomics; Networks and Complexity

### **Teaching Grants**

1989-1990: "Participatory Methods of Instruction in Economics," Council for the Improvement of Teaching, Rutgers University.

1993-1994: "Computerized Laboratory Instruction for Economics," Teaching Excellence Center Grant, Rutgers University.

1994-1995: "Interactive Computerized Instruction in Economics," Teaching Excellence Center Grant, Rutgers University (with Eugene White).

1995-1996: "Trading Property Rights: An Active Learning Program for Public and Environmental Economics," Teaching Excellence Center Grant, Rutgers University.

### **Other Teaching Activities**

1994-1995: Faculty Fellow at Teaching Excellence Center (mentor for Lilly Endowment Inc. Teaching Fellows)

### **Professional Appointments**

July 1987-June 1994: Assistant Professor (Economics), Rutgers University

January 1988-June 1994: Associate Member, Graduate Faculty in Economics, Rutgers University

January 1991-June 1991: Visiting Assistant Professor, Indian Statistical Institute, New Delhi, India.

January 1992-June 1992: Visiting Assistant Professor (Economics), New York University.

July 1994-June 2003: Associate Professor (Economics), Rutgers University

July 1994-present: Member, Graduate Faculty in Economics, Rutgers University

July 1995-December 1995: Visiting Associate Professor (Economics), New York University.

January 1996 – June 2002: Graduate Program Director (Economics), Rutgers University.

July 2002-June 2003: Visiting Scholar, Center for Experimental Social Science, New York University.

July 2003-present: Professor, Department of Economics, Rutgers University.

July 2003-June 2009: Department Chair (Economics), Rutgers University.

March 2004-present: Research Affiliate, Center for Experimental Social Science, New York University.

July 1, 2004-June 30, 2005: Faculty Fellow, Center for the Critical Analysis of Contemporary Culture, Rutgers University.

November 2004-2010: Research Fellow, Institute for the Study of Labor (IZA), University of Bonn.

January 2005-present: Director, Center for Economic Behavior, Institutions and Design, Rutgers University.

July 2006-present: Research Affiliate, Center for Philosophy and the Sciences, Rutgers University.

May 2007-December 2009: Advisory Board, Rutgers Energy Institute, Rutgers University.

January 2013-June-2013: Visiting Professor, New York University.

July 2015-present: Undergraduate Program Director, Department of Economics, Rutgers University.

November 2018- present: Faculty Affiliate, Rutgers Center for Cognitive Science, Rutgers University.

November 2018-present: Graduate Faculty, Professional Science Masters program, Rutgers University.

**Research Grants**

"An Experimental Study of Private Information Theories of Strikes," NSF Project #SES-8607771, with John Kennan and Robert Forsythe, June 1986-May 1988.

"An Experimental Analysis of Disagreement in Bargaining," Rutgers Research Council Grant, July 1988-May 1989.

"Theoretical and Empirical Analysis of Efficient Labor Contracting," Rutgers Research Council Grant, July 1989-May 1990.

"Analysis of Bilateral Negotiations with Incomplete Information," Rutgers Research Council Grant, July 1990-May 1991.

"Experimental Analysis of Decision-Making Under Uncertainty," Rutgers Research Council Grant, July 1991-May 1992 (with Gary Gigliotti).

"Experimental Analysis of Dynamic Decision-Making," Rutgers Research Council Grant, July 1992-May 1993 (with Gary Gigliotti).

"Experimental Analysis of Procedural Rationality in Decision-making," Rutgers Research Council Grant, July 1993-May 1994.

"Efficient Allocation of Production with Externalities Under Uncertainty," Rutgers Research Council Grant, July 1995-May 1996.

"Individual Choice and Social Justice: Experimental Analysis," Rutgers Research Council, July 1997-May 1998.

"The Evolution of Conventions in Intergenerational Games," NSF Project #SBR-9709079, with Andrew Schotter, July 1997-June 1999.

"Expected Utility Theory and Mean-Variance Analysis," Rutgers Research Council, July 1998-May 1999.

"Trust and Reciprocity in Games," Rutgers Research Council, July 2000-May 2001.

“Advice and Beliefs in Experimental Games, “ NSF Project #SES-0111640, August 15, 2001-July 31, 2002, with Andrew Schotter and Yaw Nyarko.

“The Informational Value of Advice: An Experimental Study, “Rutgers Research Council, July 2001-May 2002.

“Experimental Analysis of Information Cascades in a Sequential Bidding Mechanism, “Simon Research Grant, October 2001.

“Experimental Analysis of Information Transfer in Social Situations,” Rutgers Research Council, July 2002-May 2003.

“Experimental Analysis of Learning Transfer in Games with Advice,” Simon Research Grant, October 2002.

“Experimental Analysis of Forecasting by Belief Elicitation,” Rutgers Research Council, July 2003-May 2004.

“Parallel Human and Animal Experiments on Probability Representation,” Rutgers Research Council, July 2004-May 2005.

"The Impact of Advice on Decision Making," NSF Project #SES-0424568, with Andrew Schotter, July 2004-June 2007, \$85,459.

“The Role of Communication in the Dynamics of Effective Decision Making,” NSF Project #HSD-0624191, with Michael Littman, Richard Lau, and Matthew Stone, March 1, 2007-February 28, 2010, \$684,995.

"Emergence of Risk Sharing in a Stochastic Environment," Rutgers Research Council Grant, July 2010-May 2011 (\$1500).

“Efficiency-Enhancing Partnership Protocols for Two-Person Games,” Rutgers Research Council Grant, July 2011-May 2012 (\$1,000).

### **Seminar Presentations and Conference Activities**

Econometric Society (contributed paper), December 1985, New York. "Dividing a Shrinking Pie: An Experimental Study of Strikes" in Session: "Experimental Results in Market Dynamics".

Economists of New Jersey (invited lecture), March 1988, Madison, New Jersey. "Experimental Methods in the Analysis of Bargaining: Some Recent Results."

Economic Science Association Conference (contributed paper), October 1988, Tucson. "A Laboratory Analysis of Bargaining Power in a Random Ultimatum Game," in Session: "Experiments on Bargaining and Incentive Pay Schemes"

Econometric Society (contributed paper), December 1988, New York. "A Laboratory Analysis of Bargaining Power in a Random Ultimatum Game" in Session: "Bargaining II".

Virginia Commonwealth University (invited seminar), March 2, 1989, Richmond. "Concession Behavior in a Bargaining Game: A Laboratory Analysis of the Risk Dominance Principle."

Public Choice Society (contributed paper), March 1989, Orlando, FL. "Concession Behavior in a Bargaining Game: A Laboratory Analysis of the Risk Dominance Principle," in Session: "Bargaining and Collective Behavior."

Fifth International Conference on the Foundations and Applications of Utility, Risk, and Decision Theories (contributed paper), June 1990, Durham NC. "Testing Alternative Representations of Behavior under Uncertainty," in session "Experimental Tests of Alternatives to Subjective Expected Utility Theory I."

Industrial Relations Section, Princeton University, (invited seminar), September 26, 1990, Princeton. "A Laboratory Analysis of Bargaining Power in a Random Ultimatum Game."

First Annual Wharton-Rutgers Conference on Choice Theory and Applications (contributed paper), September 28, 1990, Wharton School, University of Pennsylvania, Philadelphia. "The Testing Principle: A Resolution of the Ellsberg Paradox."

Economic Science Association (contributed paper), October 1990, Tucson, AZ. "The Testing Principle: A Resolution of the Ellsberg Paradox."

Sixth Annual Conference on Economic Theory and Related Mathematical Methods (invited paper), January 31 - February 2, 1991, Indian Statistical Institute, New Delhi. "The Testing Principle: A Resolution of the Ellsberg Paradox."

Third Far-Eastern Meeting of the Econometric Society (contributed paper), June 30, 1991, Seoul National University, Seoul, South Korea. "The Testing Principle: A Resolution of the Ellsberg Paradox," in session: "Choice Under Uncertainty."



Economics Department, New York University, October 4, 1991. "Learning Behavior in an Experimental Matching Pennies Game."

Economic Science Association (contributed paper), October 1991, Tucson, AZ. "Learning Behavior in an Experimental Matching Pennies Game."

Economic Science Association (contributed paper), October 1991, Tucson AZ. "Preference Reversals, Pricing and Decision Costs" (presented by Gary Gigliotti).

Economic Science Association (contributed paper), October 1991, Tucson, AZ. "Cooperation in the Repeated Prisoner's Dilemma with Uncertainty: Some Experimental Results," October 1991 (presented by John Logan).

Sixth International Conference on the Foundations and Applications of Utility, Risk, and Decision Theories (contributed paper), June 1992, Cachan, France. "Intransitive Cycles: Rational Choice or Random Error?"

European Meeting of the Econometric Society (contributed paper), July 28, 1992, Brussels, Belgium. "Intransitive Cycles: Rational Choice or Random Error?"

IAREP/GEW Joint Conference on Economic Psychology and Experimental Economics (contributed paper), August 27-30, 1992, Frankfurt am Main, Germany. "Intransitive Cycles: Rational Choice or Random Error?"

Economic Science Association (contributed paper), October 1992, Tucson, AZ. "Communication and Coordination in Signaling Games: An Experimental Study."

Economic Science Association (contributed paper), October 1992, Tucson, AZ. "Intransitive Cycles: Rational Choice or Random Error?" (presented by Gary Gigliotti).

1992 India and South-east Asia Meeting of the Econometric Society (contributed paper), December 19-21, 1992, Bombay, India. "Communication and Coordination in Signaling Games: An Experimental Study."

Fourth Stony Brook Summer Institute in Game Theory: Experimental Games Workshop (contributed paper), July 6-9, 1993, Institute for Decision Sciences, SUNY at Stony Brook. "An Experimental Study of Learning and Decision Costs in Constant-Sum Games."

Economic Science Association (contributed paper), October 21-23, 1993, Tucson, AZ. "An Experimental Study of Learning and Decision Costs in Constant-Sum Games."

Economic Science Association (contributed paper), October 21-23, 1993, Tucson, AZ. "Violations of Present-Value Maximization in Income Choice: The Paradox of Self-Management," (presented by Gary Gigliotti).

Econometric Society (Allied Social Sciences Meeting), (contributed paper), January 3-5, 1994, Boston, MA. "An Experimental Study of Learning and Decision Costs in Constant-Sum Games."

Economic Science Association (Allied Social Sciences Meetings), (contributed paper), January 3-5, 1994, Boston, MA. "Learning and Decision Costs in One-Person Games."

Public Choice Society, (contributed paper), April 8-10, 1994, Austin, TX. "Learning and Decision Costs in One-Person Games."

International Conference on Game Theory in Honor of Robert Aumann, (contributed paper), June 25-29, 1995, Hebrew University of Jerusalem, Israel. "Communication and Coordination in Signaling Games: An Experimental Study."

Fourth International Conference on the Cognitive Foundations of Economics and Management Science (contributed paper), September 6-8, 1995, Cachan, France. "Analysis of Intertemporal Choice: A New Framework and Experimental Results."

Economic Science Association (contributed paper), October 13-15, 1995, Tucson, AZ. "Analysis of Intertemporal Choice: A New Framework and Experimental Results."

"Stochastic Choice in Individual Decision Making" at the Seminaire Interuniversitaire sur le Sciences de la decision, May 23, 1996, at the Ecole Nationale des Ponts et Chaussées in Paris, France.

North American Summer Meeting of the Econometric Society, (contributed paper), June 21-24, 1996, Iowa City, IA. "Learning and Decision Costs in Experimental Constant-Sum Games."

Economic Science Association (contributed paper), October 17-20, 1996, Tucson, AZ. "Stochastic Choice in Decision Making under Uncertainty."

North American Winter Meeting of the Econometric Society, (contributed paper), January, 1997, New Orleans, LA. "Learning and Decision Costs in Experimental Constant-Sum Games."

Third Annual Rutgers Research Conference: Experimental Economics, April 1997, Rutgers University, New Brunswick, NJ. "Analysis of Intertemporal Choice: A New Framework and Experimental Results."

Eighth International Conference on the Foundations and Applications of Utility, Risk, and Decision Theories (contributed paper), July 1997, Mons, Belgium. "Analysis of Intertemporal Choice: A New Framework and Experimental Results."

Economic Science Association (contributed paper), September 1997, Tucson, AZ. "Order Dependent Present Value: Theory and an Experimental Test."

Johns Hopkins University, Department of Economics (invited seminar), October 3, 1997, Baltimore, MD. "Order Dependent Present Value: Theory and an Experimental Test."

Rutgers Center for Cognitive Science (lecture in pro-seminar series), "Experimental Analysis of Intertemporal Choice," December 1997.

Economic Science Association (contributed paper), June 1998, Mannheim, Germany. "An Experimental Test for Stability of the Transformation Function in Rank-Dependent Expected Utility and Order Dependent Present Value Theory."

Economic Science Association (contributed paper), January 1999, New York, NY. "The Evolution of Conventions in Intergenerational Games."

University of Pittsburgh, Department of Economics (invited seminar), April 13, 1999, Pittsburgh, PA.. "Coordination Conventions in Intergenerational Games: An Experiment in Lamarckian Evolutionary Dynamics."

City University of New York Graduate Center, Department of Economics (invited seminar), April 20, 1999, New York, NY. "Coordination Conventions in Intergenerational Games: An Experiment in Lamarckian Evolutionary Dynamics."

Economic Science Association (contributed paper), June 2000, New York, NY. "Creating Culture in the Lab: Equilibrium Conventions in Intergenerational Ultimatum Games."

First World Congress of the Game Theory Society (contributed paper), July 2000, Bilbao, Spain. "Creating Culture in the Lab: Equilibrium Conventions in Intergenerational Ultimatum Games."

First World Congress of the Game Theory Society (contributed paper), July 2000, Bilbao, Spain. "Coordination Conventions in Intergenerational Games: An Experiment in Lamarckian Evolutionary Dynamics."

North American Meeting of the Econometric Society (contributed paper), June 2001, College Park, Maryland. “Individual Sense of Justice: An Experimental Study.”

Grinnell College, Department of Economics (invited seminar), December 7, 2001, Grinnell, IA. “Talking Ourselves to Efficiency: Coordination in an Intergenerational Minimum Game with Private, Almost Common and Common Knowledge of Advice,” (with Ananish Chaudhuri and Andrew Schotter).

Economic Science Association International Meeting (contributed paper), June 2002, Cambridge, MA. “Advice, Trust and Trustworthiness in an Experimental Intergenerational Game,” (with Andrew Schotter).

University of Iowa, Department of Economics (invited seminar), April 18, 2003, Iowa City, IA. “A Model of Advice Giving and Receiving in an Experimental Financial Market,” (with Yaw Nyarko and Andrew Schotter).

Economic Science Association International Meeting (contributed paper), June 2003, Pittsburgh, PA. “A Model of Advice Giving and Receiving in an Experimental Financial Market,” (with Yaw Nyarko and Andrew Schotter).

Conference on Econometrics and Experiments (participant), May 7-8, 2004, New York University, New York, NY.

Economic Science Association International Meeting (contributed paper), June 14-16, 2004, University of Amsterdam, Amsterdam, the Netherlands. “A Deeper Look at Hyperbolic Discounting.”

Eleventh Conference on the Foundations and Applications of Utility, Risk and Decision Theory (contributed paper), June 30-July 3, 2004, Cachan, France. “A Deeper Look at Hyperbolic Discounting.”

Economic Science Association Session, Winter ASSA Meetings (contributed paper), January 2005, Philadelphia. “On the Informational Content of Advice: A Theoretical and Experimental Study.”

Economic Science Association International Meeting (contributed paper), June 8-11, 2006, Atlanta, Georgia. “Consistency and Aggregation in Choice Under Uncertainty.”

IAREP/SABE Joint Meeting (contributed paper), June 8-12, 2006, Paris, France. “Consistency and Aggregation in Choice Under Uncertainty.”

Foundations of Utility, Risk and Decision Theory XIII (contributed paper), July 2-5, 2008, Barcelona, Spain. “Consistency and Aggregation in Choice Under Uncertainty.”

Rutgers Center for Cognitive Science Seminar Series: What is Cognitive Science? (invited seminar), November 20, 2008, New Brunswick, NJ. “Experimental Economics and the Computational Theory of Mind.”

Fordham University, Department of Economics, April 29, 2009 (invited seminar), “Information Aggregation in Group Decision Making with Uncertainty.”

SPUDM22 (Subjective Probability, Utility and Decision Making), 22<sup>nd</sup> Annual Conference, Rovereto, Italy, August 18-23, 2009 (contributed paper): “Information Aggregation in Group Decision Making with Uncertainty.”

New York University, Center for Experimental Social Science, September 23, 2009 (invited seminar), Information Aggregation in Group Decision Making with Uncertainty.”

Decision and Rationality Seminar, GREG-HEC, Paris, France, January 22, 2010 (invited seminar): “Consistency and Aggregation in Individual Choice Under Uncertainty: Uncovering the Empirical Basis of Cumulative Prospect Theory.”

SING6 (Spain-Italy-Netherlands Game Theory Group), 6<sup>th</sup> Annual Conference, Palermo, Italy, July 7-9, 2010 (contributed paper): “Group Decision Making with Party Affiliations: The Impact of Personal and Group Biases on the Effectiveness of Information Sharing.”

Rutgers University-Newark, Department of Economics, October 20, 2010 (invited seminar), "Group Decision Making with Uncertainty: An Experimental Examination of Information Aggregation over Communication Networks."

Decision and Rationality Seminar, GREG-HEC, Paris, January 17, 2011 (invited seminar), "Group Decision Making with Uncertainty: An Experimental Examination of Information Aggregation over Communication Networks."

Economic Science Association International Meeting (contributed paper), July 7-10, 2011, University of Chicago, Chicago, IL. “Emergence of Risk Sharing in a Stochastic Environment,” (with Steve Gazzillo, Lee Cronk and Athena Aktipis).

Economic Science Association International Meeting (contributed paper), July 7-10, 2011, University of Chicago, Chicago, IL. “Intertemporal Planning with Temptation, or Anticipating Your Lazy, Disorganized Self,” (with Kalyan Chatterjee and R.Vijay Krishna).

22<sup>nd</sup> International Conference on Game Theory, Stony Brook, NY, July 11-15, 2011. "Efficiency-Enhancing Partnership Protocols for Two-Person Games: Laboratory Analysis," (with Revan Sopher).

Economic Science Association North American Meeting (contributed paper), November 10-12, 2012, University of Arizona, Tucson. "Efficiency-Enhancing Partnership Protocols for Two-Person Games: Laboratory Analysis," (with Revan Sopher).

Conference in Honor of John Kennan, University of Wisconsin, Madison (invited paper), May 24-26, 2012. "Efficiency-Enhancing Partnership Protocols for Two-Person Games: Laboratory Analysis," (with Revan Sopher).

Economic Science Association International Meeting (contributed paper), June 21-24, 2012, New York University, New York. "Social and Economic Dimensions of Climate Change: Endogenous Risk and Distributive Justice in Threshold Public Goods and Common Pool Resource Games," (with George Joseph, Ilhom Abdulloev, Jeff Birchby, and Quentin Wodon).

Centrum fur Europa-, Governance- und Entwicklungsforschung Forschungskolloquium, Georg-August Universitat, Goettingen, Germany (invited seminar), July 4, 2012. "Social and Economic Dimensions of Climate Change: Endogenous Risk and Distributive Justice in Threshold Public Goods and Common Pool Resource Games," (with George Joseph, Ilhom Abdulloev, Jeff Birchby, and Quentin Wodon).

Fourth World Congress of the Game Theory Society (contributed paper), July 2012, Istanbul, Turkey. "Efficiency-Enhancing Partnership Protocols for Two-Person Games: Laboratory Analysis," (with Revan Sopher).

Florida State University, Experimental Social Science Reading Group (invited talk), September 21, 2012, Tallahassee, FL. "Social and Economic Dimensions of Climate Change: Endogenous Risk and Distributive Justice in Threshold Public Goods and Common Pool Resource Games," (with George Joseph, Ilhom Abdulloev, Jeff Birchby, and Quentin Wodon).

Murat Sertel Workshop on Economic Design (invited talk), November 15-16, 2012, Paris, France. "Efficiency-Enhancing Partnership Protocols for Two-Person Games: Laboratory Analysis," (with Revan Sopher).

University of Victoria School of Business (invited talk), August 15, 2013, Wellington, NZ. "Social and Economic Dimensions of Climate Change: Endogenous Risk and Distributive Justice in

Threshold Public Goods and Common Pool Resource Games,” (with George Joseph, Ilhom Abdulloev, Jeff Birchby, and Quentin Wodon).

University of Auckland (invited talk), August 16, 2013, Auckland, NZ. “Intertemporal Planning with Temptation, or Anticipating Your Lazy, Disorganized Self,” (with Kalyan Chatterjee and R.Vijay Krishna).

University of Canterbury (invited talk), August 19, 2013, Christchurch, NZ. “Efficiency-Enhancing Partnership Protocols for Two-Person Games: Laboratory Analysis,” (with Revan Sopher).

University of Otago (invited talk), August 23, 2013, Dunedin, NZ. “Social and Economic Dimensions of Climate Change: Endogenous Risk and Distributive Justice in Threshold Public Goods and Common Pool Resource Games,” (with George Joseph, Ilhom Abdulloev, Jeff Birchby, and Quentin Wodon).

Monash University (invited talk), August 26, 2013, Melbourne, Australia. “Intertemporal Planning with Temptation, or Anticipating Your Lazy, Disorganized Self,” (with Kalyan Chatterjee and R.Vijay Krishna).

University of Melbourne (invited talk), August 27, 2013, Melbourne, Australia. “Efficiency-Enhancing Partnership Protocols for Two-Person Games: Laboratory Analysis,” (with Revan Sopher).

University of Technology Sydney (invited talk), August 28, 2013, Sydney, Australia. “Efficiency-Enhancing Partnership Protocols for Two-Person Games: Laboratory Analysis,” (with Revan Sopher).

University of Queensland (invited talk), August 29, 2013, Brisbane, Australia. “Intertemporal Planning with Temptation, or Anticipating Your Lazy, Disorganized Self,” (with Kalyan Chatterjee and R.Vijay Krishna).

University of New South Wales (invited talk), August 30, 2013, Sydney, Australia. “Intertemporal Planning with Temptation, or Anticipating Your Lazy, Disorganized Self,” (with Kalyan Chatterjee and R.Vijay Krishna).

University of Iowa (invited talk), March 29, 2014, Iowa City, IA. “Intertemporal Planning with Temptation, or Anticipating Your Lazy, Disorganized Self,” (with Kalyan Chatterjee and R.Vijay Krishna).

Behavioral and Experimental Economics of the Mid-Atlantic (keynote address), Haverford College, Haverford, PA, June 7, 2014. “Constraint-Based Analysis of Complex Economic Environments, or, Recovering the Economics in Behavioral Economics.”

University of Warwick (invited talk), July 29, 2014, Coventry, UK. “Intertemporal Planning with Temptation, or Anticipating Your Lazy, Disorganized Self,” (with Kalyan Chatterjee and R.Vijay Krishna).

University of Iowa (invited talk), March 28, 2015. Iowa City, IA. “Constraint-Based Analysis of Complex Economic Environments, or, Recovering the Economics in Behavioral Economics.”

Economic Science Association (contributed paper), November 11, 2016, Tucson, AZ. “Constraint-Based Analysis of Complex Economic Environments, or, Recovering the Economics in Behavioral Economics.”

Pennsylvania State University (invited talk), February 17, 2017, State College, PA. "Efficiency-Enhancing Partnership Protocols for Two-Person Games: Laboratory Analysis," (with Revan Sopher).

Economic Science Association (contributed paper), October 21, 2017, Richmond, VA. “Intertemporal Planning: Uncertainty and Opportunity Cost vs. Pure Time Preference,” (with Kalyan Chatterjee).

University of Maryland (invited talk), February 20, 2018, College Park, MD. “Intertemporal Planning: Uncertainty and Opportunity Cost vs. Pure Time Preference.”

Economic Science Association (contributed paper), October 2018, Antigua, Guatemala. “Context in Choice: Behavioral Bias or Economic Behavior?”

Rutgers University Center for Cognitive Science Colloquium (invited talk), February 5, 2019. “Context in Choice: Behavioral Bias or Economic Behavior?”

University of Texas, Dallas (invited talk), March 5, 2019, Richardson, TX (invited talk) “Intertemporal Planning: Uncertainty and Opportunity Cost vs. Pure Time Preference.”

SING15 (Spain-Italy-Netherlands Game Theory Group), 15<sup>th</sup> Annual Conference, Turku, Finland, July 2-4, 2019 (contributed paper): “Efficiency-Enhancing Partnership Protocols for Two-Person Games: Laboratory Analysis,” (with Revan Sopher).



Behavioral and Experimental Economics of the Mid-Atlantic (keynote address), Villanova University, October 4-5, 2019. “Intertemporal Planning with Temptation, or Anticipating Your Lazy, Disorganized Self.”

**Member:**

American Economic Association; Econometric Society; Economic Science Association; Game Theory Society.

**Executive board:** Economic Science Association, 2004-2007.

**Editorial work:** Coordinating editor, *Theory and Decision*, April 2005-present; Editorial Board Member, *Open Behavioral Science*, June 2007-present.

**Referee for:**

*American Economic Review; Econometrica; Economic Journal; Economic Inquiry; Economic Theory; Economics Bulletin; Economics Letters; Experimental Economics; European Economic Review; European Journal of Cognitive Psychology; Field Methods; Games; Games and Economic Behavior; Health Economics Review; International Economic Review; International Journal of Cognitive Science; International Journal of Game Theory; Journal of Conflict Resolution; Journal of Economic Behavior and Organization; Journal of Economic Education; Journal of Experimental Social Psychology; Journal of Labor Economics; Journal of Public Economics; Journal of Risk and Uncertainty; Management Science; Mathematical Social Science; Quarterly Journal of Economics; Rand Journal of Economics; Resource and Energy Economics; Theory and Decision; National Science Foundation (Economics Program, Decision, Risk and Management Science Program, Social Psychology Program, Undergraduate Faculty Enhancement Program).*

**National Science Foundation Panel Member:** Decision and Risk topic panel of the Human and Social Dynamics priority area, 2004.

**Department Service:**

Microcomputer Committee, 1987-1995; Faculty Recruitment, 1987-88, 1989-90; Graduate Admissions and Standards Committee, 1989-91, 1992-2002 (chair July 1994-June 1995); Field Examination Committee (Labor Economics), 1987-97; Field Examination Committee (Microeconomic Theory), 1996-97, 2001-2002; Workshop in Labor Economics and Human Resources (coordinator), 1988-89; Workshop in Applied Microeconomics (co-coordinator), 1989-90; Workshop in Microeconomics (co-coordinator), 1992-1995; Workshop in Experimental Economics, 2001-present; Undergraduate Introductory Economics Committee (1996-1997); Graduate Education and Curriculum Committee (Chair, 1996-June 2002; 2011-2012); Graduate Advising and Counseling Committee (Chair, 1996-2002); Scheduling Committee (1996-2002);

Department Self-Study Committee for External Review, 2001-2002; Department Coordinator of Alumni Relations and Development (2009-2011); Graduate Education and Curriculum Committee (2011- 2012); Graduate Admissions Committee (2013-2014); Graduate Placement Subcommittee on Graduate Preparation (2013-2015); Undergraduate Honors and Awards Committee (2013-present).

**University Service:**

University Research Council, July 1995-June 2002; FAS Committee for Appointments and Promotions to Associate Professor with Tenure, 1998-2001; FAS Committee for Appointments and Promotions of Non-tenured Faculty, 1996-1997; Douglass College Fellow, 1988-2004; Rutgers College Fellow, 2004-2006; Social Sciences Area Committee of the Graduate School-New Brunswick, July 2004-June 2006; Recruitment Committee for New Dean of SAS, July 2006-June 2008; ; FAS Transition Committee, 2006; President's Advisory Group on the University Budget, 2006; FAS Dean's Budget Reduction Committee, 2006; Committee of Review, Graduate School-New Brunswick, July 2006-June 2009; SAS Executive Committee, July 2006-June 2009; SAS Committee for Appointments and Promotions to Associate Professor with Tenure, 2014-2016; Nominating Committee for the Graduate School, 2008-2011; SAS Ad Hoc Core Evaluation Committee (Chair), 2015-2016; Cluster Committee for Social and Behavioral Sciences, School of Graduate Studies, 2017-2019; SAS Curriculum Committee, 2018-2020; Rutgers Business School Decanal Evaluation Committee, 2019.

**Undergraduate Research Advising**

**Henry Rutgers Honors Thesis Advising:** Doug Simons (1989-1990), Christoffer Lydiker (1995-1996).

**Aresty Undergraduate Research Assistant Program:** Harinath Amarnath (2008-2009); Agnes Ng (2008-2009); Kaitlin Tynan (2008-2009), Eric Fung (2013-2014), Isabel Juniewicz (2013-2014), Jeff Daley (2013-2014), Matthew Kownacki (2014-2015), Kevin Lu (2014-2015), Jadie Zuo (2014-2015), Amna Salam (2014-2015), Shelby Rose Petro (2017-2018), Rachel Straub (2017-2018), Vinay Ravinder (2017-2018), Aaron Sheiner (2019-2020), James Hadley (2019-2020), Himesh Buch (2019-2020).

**Economics Senior Honors Thesis:** Raj Krishnan (2010-2011), Adam Zabban (2011-2012), Joshua David (2011-2012), Scott Siegel (2012-2013), Matthew Hartman (2013-2014), Jeff Daley (2014-2015), Pragi Siva (2014-2015), Joachim Talloen (2014-2015), Daria Voskoboynikov (2015-2016), Griffin Wood (2016-2017), Jennifer Mead (2016-2017), Katie Mehr (2017-2018), Leah Wisniewski (2019-2020).

## **Graduate Research Advising**

**Ph.D. Advisor:** Lowell Johnson (1997), Ananish Chaudhuri (1997), Nicholas Galunic (2011), Ebru Isgin (2012), Jeff Birchby (2013), Dean Jens (2018), Steve Gazzillo (current).

**Ph.D. Committee member:** Peter Mehr (1989), Peter Zangari (1994), Zhong-Jian Xia (1996), Mikhael Shor (2001), George Joseph (2008), Joseph McManus (Management-2012), Ilhom Abdulloev (2013), Daisuke Goto (2014), Han-Yen Kao (2017), Jeff Dewitt (Psychology-2017), Fatima Ahmed (current).

**M.A. Advisor:** Robert Conover (1990), Matt Narramore (1994), Kyle Haidet (1998), Arnav Sheth (2004), Aparna Anand (2016).

**M.A. Committee Member:** Ali Çarkoglu (1989), Roberto Agodini (1993), Charles Benito (1993), Lawrence Boyer (1993), Alex Keenan (2001), Anshu Anil (2001), Deepa Bhat (2004), Jeff DeWitt (Psychology-2013).

**Post-Doctoral Students** Daniel Gottlieb (Cognitive Science-2004-2007).