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Academic Positions

2017– Associate Professor (w. tenure), University of Pittsburgh

2011–2017 Assistant Professor, University of Pittsburgh

2015 Visiting Professor, Stanford University

2013 Visiting Associate, California Institute of Technology

Education

PhD., Economics, New York University, 2011.

MSc. (w. distinction), Econometrics and Mathematical Economics, London School of Economics, 2006.

Diploma (w. distinction), Econometrics and Mathematical Economics, London School of Economics, 2005.

MEng. (first class, honors), Mechanical Engineering, University of Bristol, 2002.

Research

Accepted and Published Papers

1. *The Times They are a-Changing: Experimenting with Dynamic Adverse Selection*, (with F. Araujo and S. Wang), forthcoming at **American Economic Journal: Microeconomics**. DOI: 10.1257/mic.20190088
2. *Information Transmission and the Shadow of the Future: An Experiment*, (with E. Vespa), December 2019, **American Economic Journal: Microeconomics**, 2020, 12(4): pp.75–98. DOI: 10.1257/mic.20170403 (open access)
3. *Experimenting with Incentives for Information Transmission: Quantity Versus Quality* (with Jonathan Lafky), **Journal of Economic Behavior and Organization**, 2020, 169: pp.314-31. DOI: 10.1016/j.jebo.2019.11.026
4. *Experimenting with the Transition Rule in Dynamic Games* (with Emanuel Vespa), **Quantitative Economics**, 2019, 10(4): pp. 1825–49. DOI: 10.3982/QE687 (open access)
5. *Experimenter Demand Effects*, (with Johnathan de Quidt and Lise Vesterlund). , **Handbook of Research Methods and Applications in Experimental Economics** (Edward Elgar Pub., edited by Arthur Schram and Aljaz Ule).

6. *Assessing the Rate of Replication in Economics* (with J. Berry, L. Coffman, D. Hanley and R. Gihleb), **American Economic Review (P&P)**, 2017, 107(5), pp. 27–31. DOI: 10.1257/aer.p2017111
7. *A Proposal to Organize and Promote Replications* (with L. Coffman and M. Niederle), **American Economic Review (P&P)**, 2017, 107(5), pp. 41–45. DOI: 10.1257/aer.p20171122
8. *At-will Relationships: How an Option to Walk Away Affects Cooperation and Efficiency* (with H. Wu), **Games & Economic Behavior**, March 2017, 102, pp.487–507. DOI: 10.1016/j.geb.2017.02.007
9. *Clearinghouses for Two-Sided Matching: An Experimental Study* (with F. Echenique and L. Yariv), **Quantitative Economics**, 2016, 7(2): pp. 449–482. DOI: 10.3982/QE496 (open access)
10. *The Slider Task: An Example of Restricted Inference on Incentive Effects* (with F. Augusto, E. Carbone, L. Connell-Price, M. Dunietz, A. Jaroszewicz, R. Landsman, D. Lamé, L. Vesterlund and S. Wang), **Journal of the Economic Science Association** (lead article), 2016, 2(1): pp.1-12. DOI: 10.1007/s40881-016-0025-7
11. *Communication With Multiple Senders: An Experiment* (with E. Vespa). **Quantitative Economics** (lead article), 2016, 7(1): pp.1-36. DOI: 10.3982/QE500 (open access)
12. *A game theoretic approach to multimodal signaling* (with M. Dean and J. Higham), **Behavioral Ecology and Sociobiology**, 2013, 67(9): pp. 1399–1415. DOI: 10.1007/s00265-013-1589-3
13. *A Field Study on Matching with Network Externalities* (with M. Baccara, A. Imrohroglu and L. Yariv). **American Economic Review** (lead article), 2012, 102(5): pp. 1773–1804. DOI: 10.1257/aer.102.5.1773

Working Papers

1. *Testing Models of Strategic Uncertainty: Equilibrium Selection in Repeated Games*, data collection complete, (with Emanuel Vespa and Taylor Weidman), January 2021, revise and resubmit at **Journal of the European Economic Association**
2. *Top of the Batch: Interviews and the Match*, (with F. Echenique, R. Gonzalez and L. Yariv), December 2020, conditional accept at **American Economic Review: Insights**
3. *Belief Elicitation: Limiting Truth Telling with Information on Incentives*, (with L. Vesterlund and D. Danz), August 2020, revise and resubmit at **American Economic Review**.
4. *Preference Reversals between One-Shot and Repeated Decisions: The Case of Regret*, (with A. Imas and D. Lamé), August 2020, revise and resubmit at the **Management Science**
5. *Goals, Constraints, and Public Assignment: A Field Study of the UEFA Champions League* (with M. Boczoń), December 2018, revise and resubmit at **Management Science**
6. *Paired-Uniform Scoring: Implementing a binarized scoring rule with non-mathematical language* (with Emanuel Vespa), January, 2017
7. *Costly Communication in Groups: Theory and an Experiment*, March 2016. Paper was reject & resubmit at *Games & Economic Behavior*, but I never returned it :(.
8. *Experimenting with Equilibrium Selection in Dynamic Games* (with Emanuel Vespa), March 2017

Work in Progress

Honesty on the Margin and in the Limit, draft working paper, (with S. Halliday and J. Lafky)

Experimenter Demand: Qualitative Effects, design stage, (with D. Danz and F. Araujo) (data collected)

Laws of Large Numbers and Risk Preferences, design stage, (with A. Imas and F. Araujo) (design)

Competition and Communication: An Experiment, data collected, (with E. Vespa)

Strategic Uncertainty in Dynamic Games, design stage, (with E. Vespa and S. Yuksel)

Information Competition: An Experiment, data collection complete, (with E. Vespa)

An Elicitation Horse Race, draft working paper, (with D. Danz, L. Vesterlund)

Scoring Rules in the Lab, draft working paper, (with D. Danz, L. Vesterlund)

Paying it forward: An experiment on an experimental college financing initiative, data collected, (with D. Danz, D. Huffman, R. Landsman, L. Vesterlund and S. Wang)

Presentations

Invited Talks: Pittsburgh, North Carolina State, Caltech, Princeton (IAS), Montreal, George Mason, Brown, Michigan, ITAM, UC Santa Cruz, UC San Diego, Ohio State, Penn State (Smeal), University of Arizona, UC Berkeley, Chapman University, NYU, UCL, Florida State, Maryland, Stockholm School of Economics, Hong Kong UST, Université Laval, Princeton, NYU (Abh Dhabi), Oxford(Nuffield), University of Sussex, University of Vienna, Indiana

Conferences: ESA North America (2009,10,11,12,14,16); ESA International (2009,2012); Behavioral and Quantitative Game Theory (2010); Caltech/Yahoo! Research SISL (2009); Southern Economic Association (2009); ECORE Summer School (2011); Society for Economic Design (2011); Stanford Institute for Theoretical Economics: Experimental Segment (2011,2013,2016); Econometric Society (Summer 2012); UCSB Experimental Workshop (2013, 15); Stony Brook: Experimental Game Theory Workshop (2013); CESifo Behavioral Workshop (2013,16); WZB Matching Workshop (2014); Social Dilemmas Conference (2015,17); Wallis Political Economy Conference (2015); AEA Meetings (2012,2017); Society for Advancement of Economic Theory (2017)

Grants

National Science Foundation: “An Exploration of Behavior in Dynamic Games”, SES 1629193, (\$192,882, Sept 2016–August 2018, with E. Vespa; PI for sub-award of \$97,052)

Stanford University, Visiting Assistant Professor fellowship (\$75,000, January 2016)

University of Pittsburgh Central Research Development Fund (\$8,000 July 2014)

Center for Industry Studies (\$5,000, May 2014)

National Science Foundation: Doctoral Dissertation Award 2011 (Recommended for funding; declined award due to early graduation)

Awards

Invited lecturer at Jerusalem Theory Summer School (Summer 2015)

Finalist, Distinguished CESifo Affiliate, 2013.

Excellence in refereeing awards: American Economic Review, American Economic Journal: Microeconomics

Refereeing

American Economic Journal: Micro; American Economic Review; American Political Science Review; B.E. Journal of Theoretical Economics; Econometrica; Economic Journal; European Economic Review; Experimental Economics; Games & Economic Behavior; International Journal of Industrial Organization; Journal of Industrial Economics; Journal of Economic Behavior and Organization; Journal of Economics & Management Strategy; Journal of Economic Theory; Journal of Behavioral and Experimental Economics; Management Science; Quantitative Economics; Quarterly Journal of Economics, RAND Journal of Economics; Review of Economic Design; Review of Economics & Statistics; Review of Economic Studies; Southern Economic Journal; Theory & Decision.

Editorial Positions

2022–25 Editorial Board: *American Economic Journal: Microeconomics*

Teaching Experience

Advanced Data Analysis (master's)
 Economic Data Analysis (undergraduate)
 Applied Econometrics (undergraduate)
 Experimental Seminar (graduate),
 Experimental Economics (graduate),
 Game Theory (undergraduate)
 Microeconomic Theory (undergraduate),
 Microeconomics II (PhD.)

Students and Advising

Co-adviser: Jae Won Kang (Seoul National), Hong Wu (Hong Kong Poly.), Diego Lamé (Current sixth year),

Committee: Ling Yang, Shijun Ju, Felipe Araujo (Lehigh University), Qixin He, Marta Boczon (Copenhagen Business School)

Second Year Reader/Adviser for: Eric Duerr; Qixin He; David Klinowski; Rachel Landsman; Connor Lennon; Diego Lamé; Kanatip (Pun) Winichikul

Undergraduate Breckenridge advising: Jason Bigenho (UCSD PhD.); Qingchuan (Vivian) Lyu.