

# GARY B. CHARNESS

## CURRENT POSITIONS

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 –

## PREVIOUS POSITIONS

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

## EDUCATION

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

## PUBLICATIONS & WORKING PAPERS

### Selected Publications (reverse chronological order):

- “Confirmation Bias with Motivated Beliefs” (with Chetan Dave, forthcoming in *Games and Economic Behavior*)
- “Social surplus Determines Cooperation Rates in the One-shot Prisoner’s Dilemma” (with Luca Rigotti and Aldo Rustichini, *Games and Economic Behavior*, **100**, November, 2016, 113-124)
- “Let’s Talk: How Communication Affects Contract Design” (with Jordi Brandts and Matthew Ellman, *Journal of the European Economic Association*, **14**, August, 2016, 943-974)
- “From the Lab to the Real World” (with Ernst Fehr, *Science*, 30 October, 2015, 512-513)
- “Letting Down the Team? Evidence of Social Effects of Team Incentives” (with Philip Babcock, Kelly Bedard, John Hartman, and Heather Royer, *Journal of the European Economic Association*, **13**, October, 2015, 841-870)
- “Inducing Norms in Laboratory Allocation Choices” (with Arthur Schram, *Management Science*, **61**, July, 2015, 1531-1546)
- “Experimental Games on Networks: Underpinnings of Behavior and Equilibrium Selection” (with Francesco Feri, Miguel Meléndez-Jiménez, and Matthias Sutter, *Econometrica*, **82**, September, 2014, 1615-1670)
- “Identities, Selection, and Contributions in a Public-goods Game” (with Ramón Cobo-Reyes and Natalia Jiménez, *Games and Economic Behavior*, **87**, September, 2014,

- 322-338.
- “The Dark Side of Status” (with David Masclet and Marie Claire Villeval; *Management Science*, **60**, January, 2014, 38-55)
- “The Hidden Advantage of Delegation: Pareto-improvements in a Gift-exchange Game” (with Ramón Cobo-Reyes, Natalia Jiménez, Juan Lacomba, and Francisco Lagos; *American Economic Review*, **102**, August, 2012, 2358-2379)
- “Groups make Better Self-Interested Decisions” (with Matthias Sutter; *Journal of Economic Perspectives*, **26**, Summer, 2012, 157-176)
- “The Strategy versus the Direct-response Method: A First Survey of Experimental Comparisons” (with Jordi Brandts; *Experimental Economics*, **14**, September, 2011, 375-398)
- “Participation” (with Martin Dufwenberg; *American Economic Review*, **101**, June, 2011, 1211-1237)
- “Gender Differences in Cooperation with Group Membership” (with Aldo Rustichini; *Games and Economic Behavior*, **72**, May, 2011, 77-85)
- “On The Conjunction Fallacy in Probability Judgment: New Experimental Evidence Regarding Linda” (with Edi Karni and Dan Levin; *Games and Economic Behavior*, **68**, March, 2010, 551-556)
- “Cooperation and Competition in Intergenerational Experiments in the Field and the Laboratory” (with Marie Claire Villeval; *American Economic Review*, **99**, June, 2009, 956-978)
- “Incentives to Exercise” (with Uri Gneezy; *Econometrica*, **77**, May, 2009, 909- 931)
- “The Origin of the Winner’s Curse: A Laboratory Study” (with Dan Levin; *American Economic Journal – Micro*, **1**, February, 2009, 207–236)
- “What’s in a Name? Anonymity and Social Distance in Dictator and Ultimatum Games” (with Uri Gneezy; *Journal of Economic Behavior and Organization*, **68**, October, 2008, 29-35)
- “Bargaining and Network Structure: An Experiment” (with Margarida Corominas-Bosch and Guillaume Fréchette; *Journal of Economic Theory*, **136**, September, 2007, 28-65)
- “Individual Behavior and Group Membership” (with Luca Rigotti and Aldo Rustichini; *American Economic Review*, **97**, September, 2007, 1340-1352)
- “Endogenous Transfers in the Prisoner’s Dilemma Game: An Experimental Test of Cooperation and Coordination” (with Guillaume Fréchette and Cheng-Zhong Qin; *Games and Economic Behavior*, **60**, August, 2007, 287-306)
- “Promises and Partnership” (with Martin Dufwenberg; *Econometrica*, **74**, November, 2006, 1579-1601)
- “When Optimal Choices Feel Wrong: A Laboratory Study of Bayesian Updating, Complexity, and Affect,” (with Dan Levin; *American Economic Review*, **95**, September, 2005, 1300-1309)
- “Attribution and Reciprocity in an Experimental Labor Market,” *Journal of Labor Economics*, **22**, July, 2004, 665-688
- “Truth or Consequences: An Experiment” (with Jordi Brandts; *Management Science*, **49**, January, 2003, 116-130)
- “Understanding Social Preferences with Simple Tests” (with Matthew Rabin; *Quarterly Journal of Economics*, **117**, August, 2002, 817-869)
- “Self-serving Cheap Talk and Credibility: A Test of Aumann’s Conjecture,” *Games and*

**Full list of refereed journal publications and accepted papers (from most to least recent)**

1. "Confirmation Bias with Motivated Beliefs" (with Chetan Dave, forthcoming in *Games and Economic Behavior*)
2. "Experimental Methods: When and Why Contextual Instructions May be Important" (with Aleksandr Alekseev and Uri Gneezy; *Journal of Economic Behavior and Organization*, 134, February, 2017, 48-59)
3. "Social Surplus Determines Cooperation Rates in the One-shot Prisoner's Dilemma" (with Luca Rigotti and Aldo Rustichini, *Games and Economic Behavior*, **100**, November, 2016, 113-124)
4. "The Effect of Charitable Giving on Workers' Performance: Experimental evidence" (with Ramón Cobo-Reyes and Ángela Sánchez; *Journal of Economic Behavior and Organization*, **131**, November, 2016, 61-74)
5. "Experimental Methods: Pay one or Pay All," (with Uri Gneezy and Brianna Sheets; *Journal of Economic Behavior and Organization*, **131**, November, 2016, 141-150.
6. "Let's Talk: How Communication Affects Contract Design" (with Jordi Brandts and Matthew Ellman, *Journal of the European Economic Association*, **14**, August, 2016, 943-974)
7. "Comprehension and Risk Elicitation in the Field: Evidence from Rural Senegal" (with Angelino Viceisza, *Review of Behavioral Economics*, **3**, July, 2016, 145-171)
8. "Social Comparisons in Wage Delegation: Experimental Evidence" (with Ramón Cobo-Reyes, Juan Lacomba, Francisco Lagos, and Jose Maria Perez, *Experimental Economics*, **19**, June, 2016, 433-459.
9. "Choosing and Not Choosing with and without Communication: Experimental Results on Contract Design and Selection" (with Matthew Ellman, *Journal of Institutional and Theoretical Economics*, **172**, March, 2016, 142-157)
10. "From the Lab to the Real World" (with Ernst Fehr, *Science*, 30 October, 2015, 512-513)
11. "Letting Down the Team? Evidence of Social Effects of Team Incentives" (with Philip Babcock, Kelly Bedard, John Hartman, and Heather Royer, *Journal of the European Economic Association*, 13, October, 2015, 841-870.
12. "Merit Pay and Wage Compression with Productivity Differences and Uncertainty" (with Till Gross and Chris Guo, *Journal of Economic Behavior and Organization*, **117**, September, 2015, 233-247)
13. "Inducing Norms in Laboratory Allocation Choices" (with Arthur Schram, *Management Science*, **61**, July, 2015, 1531-1546)
14. "Continuous Time and Communication in a Public-goods Experiment" (with Ryan Oprea and Dan Friedman, *Journal of Economic Behavior and Organization*, **108**, December, 2014, 212-223)
15. "Experimental Games on Networks: Underpinnings of Behavior and Equilibrium Selection" (with Francesco Feri, Miguel Meléndez-Jiménez, and Matthias Sutter, *Econometrica*, **82**, September, 2014, 1615-1670)
16. "Identities, Selection, and Contributions in a Public-goods Game" (with Ramón Cobo-Reyes and Natalia Jiménez, *Games and Economic Behavior*, **87**, September, 2014, 322-338)

17. "Starting Small towards Voluntary Formation of Efficient Large Groups in Public Goods Provision" (with Chun-Lei Yang, *Journal of Economic Behavior and Organization*, **102**, June, 2014, 119-132)
18. "The Dark Side of Competition for Status" (with David Masclet and Marie Claire Villeval; *Management Science*, **60**, January, 2014, 38-55)
19. "Promises in Contract Design," with Ninghua Du, Chun-Lei Yang, and Lan Yao, *European Economic Review*, **64**, November, 2013, 194-208)
20. "Deception: The Role of Guilt" (with Pierpaolo Battagalli and Martin Dufwenberg; *Journal of Economic Behavior and Organization*, **93**, September, 2013, 227-232)
21. "Extra-Laboratory Experiments: Extending the Reach of Experimental Economics" (with Uri Gneezy and Michael Kuhn, *Journal of Economic Behavior and Organization*, **91**, July, 2013, 93-100)
22. "A Restaurant Experiment in Charitable Contributions," (with Tsz Cheung; *Economics Letters*, **119**, April, 2013, 48-49)
23. "Experimental Methods: Eliciting Risk Preferences" (with Uri Gneezy and Alex Imas; *Journal of Economic Behavior and Organization*, **87**, March, 2013, 43-51)
24. "Ambiguity Attitudes: An Experimental Investigation" (with Edi Karni and Dan Levin, *Journal of Risk and Uncertainty*, **46**, February, 2013, 1-25)
25. "The Hidden Advantage of Delegation: Pareto-improvements in a Gift-exchange Game" (with Ramón Cobo-Reyes, Natalia Jiménez, Juan Lacomba, and Francisco Lagos; *American Economic Review*, **102**, August, 2012, 2358-2379)
26. "Groups make Better Self-Interested Decisions" (with Matthias Sutter; *Journal of Economic Perspectives*, **26**, Summer, 2012, 157-176)
27. "Strong Evidence for Gender Differences in Risk-taking" (with Uri Gneezy; *Journal of Economic Behavior and Organization*, **83**, June 2012, 50-58)
28. "A Group-based Wellness Intervention in the Laboratory" (with Roger Jahnke; *B.E. Journal of Economic Analysis and Policy*, **12**, March 2012)
29. "Deterrence, Expected Cost, Uncertainty and Voting: Experimental Evidence" (with Greg DeAngelo; *Journal of Risk and Uncertainty*, **44**, February 2012, 73-100)
30. "Experimental Methods: Between-subject and Within-subject Design (with Uri Gneezy and Michael Kuhn; *Journal of Economic Behavior and Organization*, **81**, January, 2012, 1-8)
31. "The Strategy versus the Direct-response Method: A First Survey of Experimental Comparisons" (with Jordi Brandts; *Experimental Economics*, **14**, September, 2011, 375-398)
32. "Competition and the Ratchet Effect" (with Peter Kuhn and Marie Claire Villeval; *Journal of Labor Economics*, **29**, July, 2011, 513-547)
33. "Participation" (with Martin Dufwenberg; *American Economic Review*, **101**, June, 2011, 1211-1237)
34. "Trust and Trustworthiness Reputations in an Investment Game" (with Ninghua Du and Chun-Lei Yang; *Games and Economic Behavior*, **72**, June, 2011, 361-375)
35. "Competition, Hidden Information, and Efficiency: An Experiment" (with Antonio Cabrales and Marie Claire Villeval; *Experimental Economics*, **14**, May, 2011, 133-159)
36. "Gender Differences in Cooperation with Group Membership" (with Aldo Rustichini; *Games and Economic Behavior*, **72**, May, 2011, 77-85)

37. "Field and Online Experiments on Procrastination and Willpower" (with Nicholas Burger and John Lynham; *Journal of Economic Behavior and Organization*, **77**, March, 2011, 393-404)
38. "Optimal Contracts with Team Production and Hidden Information: An Experiment" (with Antonio Cabrales; *Journal of Economic Behavior and Organization*, **77**, February, 2011, 163-176)
39. "When is Employee Retaliation Acceptable at Work? Evidence from Quasi-Experiments" (with David I. Levine; *Industrial Relations*, **49**, October, 2010, 499-523)
40. "Bare Promises" (with Martin Dufwenberg; *Economics Letters*, **107**, May, 2010, 281-283.
41. "On The Conjunction Fallacy in Probability Judgment: New Experimental Evidence Regarding Linda" (with Edi Karni and Dan Levin; *Games and Economic Behavior*, **68**, March, 2010, 551-556)
42. "Portfolio Choice and Risk Attitudes" (with Uri Gneezy; *Economic Inquiry*, **48**, January, 2010, 133-146)
43. "Cooperation and Competition in Intergenerational Experiments in the Field and the Laboratory" (with Marie Claire Villeval; *American Economic Review*, **99**, June, 2009, 956-978)
44. "Incentives to Exercise" (with Uri Gneezy; *Econometrica*, **77**, May, 2009, 909- 931)
45. "An Experimental Test of Inequality and Risk-sharing Arrangements" (with Garance Genicot; *Economic Journal*, **119**, April, 2009, 796-825)
46. "The Role of Responsibility in Strategic Risk-taking," (with Matthew Jackson; *Journal of Economic Behavior and Organization*, **69**, March, 2009, 241-247)
47. "The Origin of the Winner's Curse: A Laboratory Study" (with Dan Levin; *American Economic Journal – Micro*, **1**, February, 2009, 207–236)
48. "An Investment Game with Third-party Intervention" (with Ramón Cobo-Reyes and Natalia Jiménez; *Journal of Economic Behavior and Organization*, **68**, October, 2008, 18-28)
49. "What's in a Name? Anonymity and Social Distance in Dictator and Ultimatum Games" (with Uri Gneezy; *Journal of Economic Behavior and Organization*, **68**, October, 2008, 29-35)
50. "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; *Journal of Risk and Uncertainty*, **35**, October, 2007, 129-148)
51. "Pay Inequality, Pay Secrecy, and Effort: Theory and Evidence" (with Peter Kuhn; *Journal of Labor Economics*, **25**, October, 2007, 693-724)
52. "Forward Induction and Entry Deterrence: An Experiment" (with Jordi Brandts and Antonio Cabrales; *Economic Theory*, **33**, October, 2007, 183-209)
53. "Bargaining and Network Structure: An Experiment" (with Margarida Corominas-Bosch and Guillaume Fréchette; *Journal of Economic Theory*, **136**, September, 2007, 28-65)
54. "Group Play in Games and the Role of Consent in Network Formation" (with Matthew Jackson; *Journal of Economic Theory*, **136**, September, 2007, 417-445)
55. "Individual Behavior and Group Membership" (with Luca Rigotti and Aldo Rustichini; *American Economic Review*, **97**, September, 2007, 1340-1352)

56. "Endogenous Transfers in the Prisoner's Dilemma Game: An Experimental Test of Cooperation and Coordination" (with Guillaume Fréchette and Cheng-Zhong Qin; *Games and Economic Behavior*, **60**, August, 2007, 287-306)
57. "Intention and Stochastic Outcomes: An Experimental Study" (with David I. Levine; *Economic Journal*, **117**, July, 2007, 1051-1072)
58. "Social Distance and Reciprocity: The Internet vs. the Laboratory" (with Ernan Haruvy and Doron Sonsino; *Journal of Economic Behavior and Organization*, **63**, May, 2007, 88-103)
59. "Promises and Partnership" (with Martin Dufwenberg; *Econometrica*, **74**, November, 2006, 1579-1601)
60. "Expressed Preferences and Behavior in Experimental Games" (with Matthew Rabin; *Games and Economic Behavior*, **53**, November, 2005, 151-169)
61. "When Optimal Choices Feel Wrong: A Laboratory Study of Bayesian Updating, Complexity, and Affect," (with Dan Levin; *American Economic Review*, **95**, September, 2005, 1300-1309)
62. "Attribution and Reciprocity in an Experimental Labor Market," (*Journal of Labor Economics*, **22**, July, 2004, 665-688)
63. "Do Labour Market Conditions Affect Gift Exchange? Some Experimental Evidence," (with Jordi Brandts; *Economic Journal*, **114**, July, 2004, 684-708)
64. "How Robust is Laboratory Gift Exchange?" (with Guillaume Fréchette and John Kagel; *Experimental Economics*, **7**, June, 2004, 189-205)
65. "What Makes Cheap Talk Effective? Experimental Evidence" (with Brit Grosskopf; *Economics Letters*, **83**, June, 2004, 383-389.
66. "An Experiment on Nash Implementation" (with Antonio Cabrales and Luis Corchón; *Journal of Economic Behavior and Organization*, **51**, June, 2003, 161-193)
67. "Truth or Consequences: An Experiment" (with Jordi Brandts; *Management Science*, **49**, January, 2003, 116-130)
68. "Minimum Advertised-Price Policy Rules and Retailer Behavior: An Experiment" (with Kay-Yut Chen; *Interfaces*, **32**, Sept.-Oct, 2002, 62-73)
69. "Understanding Social Preferences with Simple Tests" (with Matthew Rabin; *Quarterly Journal of Economics*, **117**, August, 2002, 817-869)
70. "Altruism, Fairness, and Reciprocity in a Gift-Exchange Experiment: An Encompassing Approach" (with Ernan Haruvy; *Games and Economic Behavior*, **40**, August, 2002, 203-231)
71. "Changes in the Fair Employment Contract: Evidence from a Quasi-Experiment" (with David I. Levine; *Journal of Economic Behavior and Organization*, **47**, April, 2002, 391-405)
72. "Relative Payoffs and Happiness: An Experimental Study" (with Brit Grosskopf; *Journal of Economic Behavior and Organization*, **45**, July, 2001, 301-328)
73. "Self-serving Cheap Talk and Credibility: A Test of Aumann's Conjecture," (*Games and Economic Behavior*, **33**, November, 2000, 177-194)
74. "Self-serving Biases: Evidence from an Experimental Labor Market" (with Ernan Haruvy; *Journal of Managerial Psychology*, **15**, November, 2000, 655-667)
75. "Reputation, Honesty, and Efficiency with Insider Information: An Experiment," (with Nuno Garoupa; *Journal of Economics and Management Strategy*, **9**, Summer 2000, 425-451)

76. "Responsibility and Effort in an Experimental Labor Market," (*Journal of Economic Behavior and Organization*, **42**, July 2000, 375-384)
77. "Bargaining Efficiency and Screening: An Experimental Investigation," (*Journal of Economic Behavior and Organization*), **42**, July 2000, 285-304
78. "When are Layoffs Acceptable? Evidence from a Quasi-Experiment," (with David I. Levine; *Industrial & Labor Relations Review*, **53**, April 2000, 381-400)
79. "Hot vs. Cold: Sequential Responses in Simple Experimental Games," (with Jordi Brandts; *Experimental Economics*, **2**, March 2000, 227-238)

#### **Publications in books and non-refereed publications**

- "Law and Economics in the Laboratory," (with Greg DeAngelo, forthcoming in *Research Handbook on Behavioral Law and Economics*)
- "Should Firms Allow Workers to Choose Their Own Wage?," IZA World of Labor, <http://wol.iza.org/articles/should-firms-allow-workers-to-choose-their-own-wage>, DOI: <http://dx.doi.org/10.15185/izawol.223>
- "The Hammer and the Screwdriver," in *Handbook of Experimental Economic Methodology*, Oxford University Press, 2015, 197-199.
- "Trust and Reciprocity" (with Valentin Shmido), in *Foundations and Trends in Microeconomics*, Vol. 10, no. 3, 2014, 167-207.
- "Communication in Bargaining Experiments," (*Oxford Handbook of Economic Conflict Resolution*, 2012, 7-18.
- "Lab Labor: What Can Labor Economists Learn in the Lab?," (with Peter Kuhn, *Handbook of Labor Economics*, Volume 4a, February, 2011, 229-330)
- "Laboratory Experiments: Challenges and Promise (*Journal of Economic Behavior and Organization*, **73**, January 2010, 21-23)
- How New is the "New Employment Contract"?: Evidence from North American Pay Practices* (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 *Bridging the Settlement Gap*, D. Anderson, ed., JAI Press, 1996

#### **Papers in the review process:**

- "Renewable Dismissal Barriers, Job Security, and Long-term Investment" (with Ramón Cobo-Reyes, Natalia Jiménez, Juan Lacomba, and Francisco Lagos, accepted with minor revisions by *European Economic Review*)
- "Self Confidence and Strategic Behavior" (with Aldo Rustichini and Jeroen van de Ven; requested revision submitted to *Experimental Economics*)
- "Creativity and Financial Incentives" (with Daniela Grieco, revision requested by *Journal of the European Economic Association*)
- "Charity in the Laboratory: Matching, Competition, and Group Membership" (with Patrick Holder; revision requested by *Management Science*)
- "An Experimental Study of Estimation and Bidding in Common-Value Auctions with public information" (with Dan Levin and David Schmeidler; revision requested by *Journal of Economic Theory*)

- “A Test of the Modigliani-Miller Invariance Theorem and Arbitrage in Experimental Asset Markets” (with Tibor Neugebauer; revision requested by *Journal of Finance*)
- “Social Preferences: Fundamental Patterns, Economic Consequences, Determinants” (with Ernst Fehr; project approved by *Journal of Economic Literature*)
- “Complexity in Risk Elicitation May Affect the Conclusions: A Demonstration Using Gender Differences (with Catherine Eckel, Uri Gneezy, and Agne Kajackaite)
- “Self-serving Conformism (with Michael Naef and Alessandro Sontuoso)
- “Silence is Golden: Communication Costs and Team Problem-solving” (with David Cooper and Zachary Grossman)

### **Working papers**

- “Communication and (Non-) Equilibrium Selection” (with Francesco Feri, Miguel Meléndez-Jiménez, and Matthias Sutter)
- “Cheating, Frames, and Money Manipulation” (with Celia Blanco, Lara Ezquerro, and Ismael Rodriguez-Lara)
- “Endogenous reward promotes cooperation” (with Jaimie Lien, Cong Liu, Chun-Lei Yang, and Boyu Zhang)
- “Overconfidence, Theory of Mind, and Social Signals among Disadvantaged Children” (with Aldo Rustichini, Anya Samek and Jeroen van de Ven)
- “Universal Difference Aversion” (with Karim Sadrieh and Anke Sterzing)

### **FELLOWSHIPS & GRANTS**

- UCSB Faculty Award, Academic Senate, 2016
- Science of Philanthropy Institute, 2014
- IFree Grant, 2012
- UCSB Faculty Award, Academic Senate, 2012
- UCSB Faculty Award, Academic Senate, 2010
- ISBER Research Award, 2009
- NSF Grant, 2006-2008
- USCB Faculty Award, Academic Senate, 2006
- ISBER Research Award, 2006
- Russell Sage Foundation, 2003-2005
- USCB Faculty Award, Academic Senate, 2002
- ISBER Research Award, 2002
- UCSB Junior Faculty Award, 2002
- MacArthur Foundation Norms and Preferences Group Fellowship, 1999-2000
- MacArthur Foundation Norms and Preferences Group Experimental Grant, 1999
- Russell Sage Foundation Small Grant for 1999 Summer Reunion
- Russell Sage Foundation Small Grant, 1998
- Clausen Center for Int'l. Business and Policy, UC Berkeley, small grant, 1998
- Institute of Industrial Relations, UC Berkeley, small grant, 1998
- UC Berkeley Vice Chancellor for Research Funding Fellowship, 1996
- Dean Witter Foundation stipend, 1995
- Russell Sage Foundation Small Grant, 1995



GTE Mini-Grant, 1994

## PROFESSIONAL ACTIVITIES

**Editor**, *Games and Economic Behavior*, February, 2016 -

**JESA Editorial Board**, July, 2014 -

**ESA Executive Board**, June, 2014 -

**Editorial Board**, *Review of Behavioral Economics*, April, 2013 -

**Associate Editor**, *Journal of the European Economic Association*, November, 2011-

**Advisory Editor**, *Games and Economic Behavior*, June, 2011 – February, 2016

**Associate Editor**, *Management Science*, October, 2009 -

**Editorial Board**, *Experimental Economics*, December, 2006 -

**Editorial Board**, *American Economic Review*, January, 2006 – December, 2013

**Editorial Board**, *Journal of Economic Behavior and Organization*, January, 2005 – October, 2013

**Advisory Board**, *Journal of Behavioral Economics for Policy*, April, 2016 -

**Guest Editor**, *Journal of Marketing Research*, August, 2010

**Guest Editor**, *Proceedings of the National Academy of Sciences*, April, 2016

**Ad-Hoc Editor**, *American Economic Journals – Micro*, February, 2011 -

**NSF Panelist**, Human and Social Dynamics, June, 2004

**Lead organizer**, 2016 Behavioral and Experimental Economics Conference, Santa Barbara

**Lead organizer**, 2014 Behavioral and Experimental Economics Conference, Santa Barbara

**Organizer**, 2012 Behavioral and Experimental Economics Conference, Santa Barbara

**Organizer**, 2010 Behavioral and Experimental Economics Conference, Santa Barbara

**Organizer**, 2008 Behavioral and Experimental Economics Conference, Santa Barbara

**Organizer**, 2006 Communication and Incentives Workshop, Santa Barbara

**Lead Organizer**, 2005 North American Regional ESA Meeting, Tucson

**Co-Organizer**, 1999 Russell Sage Foundation Summer Reunion, Berkeley

**Referee** for *American Economic Journals – Applied Economics* (4), *American Economic Journals – Economic Policy*, *American Economic Journals – Micro* (9), *American Economic Review* (69), *American Journal of Agricultural Economics*, *American Political Science Review* (6), *Berkeley Electronic Press* (3), *Cambridge University Press*, *Contemporary Clinical Trials*, *Ecology and Society*, *Econometrica* (39), *Economic Inquiry* (8), *Economic Journal* (13), *Economica*, *Economics Letters* (11), *Economics of Governance*, *Economic Theory*, *European Economic Review* (6), *Evolution and Human Behavior* (2), *Experimental Economics* (42), *Feminist Economics*, *Games, Games and Economic Behavior* (26), *IBM Systems Journal*, *Industrial Relations*, *Industrial and Labor Relations Review* (4), *International Economic Review* (2), *International Journal of the Economics of Business*, *International Journal of Game Theory* (2), *International Journal of Industrial Organization*, *International Journal of Manpower*, *Journal of Behavioral and Experimental Economics*, *Journal of Behavioral Decision-making* (3), *Journal of Conflict Resolution*, *Journal of Development Economics*, *Journal of Economic Behavior and Organization* (42), *Journal of Economic Education*, *Journal of Economic Literature* (2), *Journal of Economic Psychology* (4), *Journal of Economic Surveys*, *Journal of Economic Theory* (8), *Journal of Empirical Legal Studies*, *Journal of the*

*European Economic Association (32), Journal of Experimental Social Psychology, Journal of Finance (2), Journal of Health Economics, Journal of Labor Economics (12), Journal of Law and Economics, Journal of Law, Economics, and Organization (8), Journal of Legal Studies (2), Journal of Political Economy (9), Journal of Public Economics (13), Journal of Public Economic Theory, Journal of Regulatory Economics, Journal of Risk and Uncertainty (5), Judgment and Decision Making, Labour Economics (2), Management Science (17), Managerial and Decision Economics, Marketing Science, Nature Human Behaviour, PLOS One (2), Proceedings B of the Royal Society, Proceedings of the National Academy of Sciences, Quantitative Economics (2), Quarterly Journal of Economics (50), Quarterly Journal of Political Science, Rationality and Society Journal, Review of Economics and Statistics (3), Review of Behavioral Economics, Review of Economic Studies (20), Review of Environmental Economics and Policy, Royal Society Open Science, Science (2), Sex Roles: A Journal of Research, Social Choice and Welfare, the Alberta Gambling Research Institute, the Austrian Science Fund (4), Autonomous Province of Bolzano - South Tyrol, the Canadian Social Sciences and Humanities Research Council, the European Research Council, the Israel Science Foundation (2), the Netherlands Organisation for Scientific Research, the Swiss National Science Foundation (2), the UK Economic Social and Research Council (2), and the U.S. National Science Foundation (29)*

## **INVITED CONFERENCES**

CESifo Conference on Behavioral Economics, Munich, October, 2016  
Stanford Institute for Theoretical Economics (Psychology and Economics), Stanford, August, 2016  
2016 Spring Workshop on Experimental Economics in Strasbourg, Strasbourg, June, 2016 (*keynote speaker*)  
2016 EWEBE Conference, Cologne, June, 2016  
2016 Santa Barbara Conference on Experimental and Behavioral Economics, Santa Barbara, California, February, 2016  
CESifo Conference on Behavioral Economics, Munich, October, 2015  
Social Norms Conference, Lyon, 2015  
JITE Conference, Edinburgh, June, 2015  
Experimental Methods in Legal Studies, UCLA, March, 2015 (*keynote speaker*)  
SEEDC Conference, Bergen, Norway, December, 2014 (*keynote speaker*)  
Science of Philanthropy Institute Conference, Chicago, November, 2014  
HEIDI-CORTEX Behavioral Economics Workshop, Lyon, October, 2014  
Gender Issues in Experimental Economics, Alicante, October, 2014 (*keynote speaker*)  
CESifo Conference on Behavioral Economics, Munich, October, 2014  
Workshop on Behavioral Economics and Industrial Organization, Budapest, September, 2014 (*keynote speaker*)  
Amsterdam Symposium on Behavioral and Experimental Economics, Amsterdam, August, 2014 (*keynote speaker*)  
Conference on Business Ethics, Cologne, August, 2014 (*keynote speaker*)  
Stanford Institute for Theoretical Economics (Psychology and Economics), Stanford, August, 2014  
Networks Conference, Essex, June, 2014

BEAM Conference, Berkeley, May, 2014  
LABEL Conference, USC, May, 2014  
2014 Santa Barbara Conference on Experimental and Behavioral Economics, Santa Barbara, California, February, 2014  
BELSS Conference, Bocconi University, Milan, October, 2013  
CESifo Behavioral and Experimental Conference, Munich, October, 2013  
Stanford Institute for Theoretical Economics (Experimental Economics), Stanford, August, 2013  
Extensive Form Games in the Lab Conference, Sciences Po, Paris, June, 2013  
Social Dilemmas Conference, Caltech, February, 2013  
Warm Glow Conference, UCSD, January, 2013  
WISE Experimental Conference, Xiamen, China, December, 2012 (*keynote speaker*)  
CESifo Behavioral and Experimental Conference, Munich, November, 2012  
Copenhagen Experimental Workshop, Copenhagen, October, 2012 (*keynote speaker*)  
Alhambra Experimental Workshop, Granada, Spain, October, 2012 (*keynote speaker*)  
Policy Impact of Experiments, London, October, 2012  
Stanford Institute for Theoretical Economics (Psychology and Economics), Stanford, 2012  
Ambiguity: Theory and Experiment, CEAR Workshop, Atlanta, September, 2012  
Symposium on Incentives and Identity in Organization, Toulouse, June, 2012  
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 (*keynote speaker*)  
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 (*keynote speaker*)  
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 (*keynote speaker*)  
International Meeting on Experimental and Behavioral Economics, Bilbao, Spain, April,

2010 (*keynote speaker*)  
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 (*keynote speaker*)  
Workshop in Applied Microeconomics, St. Andrews, Scotland, September, 2008  
ENABLE Conference on Economics and Psychology, Amsterdam, The Netherlands, March, 2008  
2008 Santa Barbara Conference on Experimental and Behavioral Economics, Santa Barbara, California, February, 2008  
European Workshop on Experimental and Behavioral Economics, Lyon, France, December, 2007  
Arne Ryde Symposium on Communication in Games and Experiments, Lund, Sweden, August, 2007  
Psychology and Economics, Munich, Germany, June, 2006  
Caltech Mini-conference on Political Economy, Pasadena, California, February, 2006  
Communications and Incentives Workshop, Santa Barbara, California, February, 2006  
Stanford Institute for Theoretical Economics (Experimental Economics), Stanford, California, August, 2005  
Conference on Labour and Econometrics, Sydney, Australia, August, 2005 (*keynote speaker*)  
Conference on Economics and Psychology, Toulouse, France, June, 2005  
Workshop on Utility and Inequality, Paris, France, June, 2005  
New and Alternative Directions for Learning Workshop, Carnegie Mellon University, Pittsburgh, August, 2004  
Stanford Institute for Theoretical Economics (Experimental Economics), Stanford, California, August, 2004  
Stanford Institute for Theoretical Economics (Psychology and Economics), Stanford, California, August, 2004  
Decentralization Conference, Duke University, Durham, North Carolina, April, 2004  
Stanford Institute for Theoretical Economics (Contract Theory), Stanford, California, August, 2003  
UCLA Experimental Mini-conference, Los Angeles, California, April, 2003  
Harvard Business School Strategy Conference, Boston, Massachusetts, September, 2002  
Behavioral Research Council Conference on Behavioral Economics, Great Barrington,

Massachusetts, July, 2002  
Bonn Workshop on Behavioral Contract Theory, Bonn, Germany, June, 2002  
USC/Caltech Conference on Behavioral Law and Economics, Los Angeles, California,  
June, 2001  
Technion University Workshop on Experimental Economics, Haifa, Israel, April, 2000  
Russell Sage Foundation Summer Reunion, Berkeley, California, August, 1999  
Graduate Student Workshop in Experimental Economics, Tucson, Arizona, August, 1995  
Russell Sage Foundation Summer Reunion, Berkeley, California, August, 1995  
Russell Sage Foundation Summer Institute in Behavioral Economics, Berkeley,  
California, July, 1994

## **MEDIA COVERAGE**

KCBX News, January 14, 2016, <http://kcbx.org/post/such-unfavorable-odds-why-it-people-buy-lotto-tickets>

South China Morning Post, December 24, 2015, <http://www.scmp.com/lifestyle/health-beauty/article/1894391/why-two-insurance-companies-want-pay-hongkongers-work-out>

Santa Ynez Valley News, November 11, 2014

Daily Burn, August 26, 2014, <http://dailyburn.com/life/fitness/workout-motivation-tips/>

Live panel discussion on HuffPost Live ([live.huffingtonpost.com](http://live.huffingtonpost.com)), July 26, 2013

The Bottom Line (UCSB) May 30, 2011, “Be Well-prepared for the Job Market,”  
<http://thebottomline.as.ucsb.edu/2011/05/be-well-prepared-for-the-job-market>

Santa Barbara New Press, March 13, 2011, p. 5, “Professor Analyzes Workplace Citizenship,”  
<http://www.newspress.com/Top/Article/article.jsp?Section=LOCAL&ID=566106338577481780>

Financial Times of London, in “Something for the Weekend,”  
[http://www.ft.com/cms/s/2/1e099bbe-4bd3-11e0-9705-00144feab49a,dwp\\_uuid=99b6cfd6-8e8a-11df-964e-00144feab49a.html#axzz1GWACyr5Q](http://www.ft.com/cms/s/2/1e099bbe-4bd3-11e0-9705-00144feab49a,dwp_uuid=99b6cfd6-8e8a-11df-964e-00144feab49a.html#axzz1GWACyr5Q)

KCLU radio interview, March 10, 2011,  
[http://kclu.org/news/local/story.php?story\\_id=898](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-paid-to-stay-healthy/>

New York Times, March 26, 2010, in “Carrots, Sticks, and Lower Premiums,”  
<http://www.nytimes.com/2010/03/28/business/28unbox.html?scp=1&sq=charness&st=cse>

TechRepublic.com, December 16, 2009,  
<http://blogs.techrepublic.com.com/career/?p=1594&tag=content;leftCol>

New York Times Magazine, “Year in Ideas”, December 13, 2009, p. 55  
<http://www.nytimes.com/projects/magazine/ideas/2009/#m>

International Herald Tribune, December 12, 2009, p. 12

Economic Logic, April 1, 2009  
(<http://economiclogic.blogspot.com/2009/04/little-money-gets-people-toexercise-in.html#links>)

Sydney Morning Herald, March 31, 2009,  
<http://www.smh.com.au/opinion/bonus-works-for-couch-potatoes20090331-9i7s.html>  
Moneysense, February/March, 2008, p. 7  
Christian Science Monitor, February 13, 2006  
(<http://www.csmonitor.com/2006/0213/p13s01-wmgn.html>)  
Santa Barbara News-Press, September 21, 2005  
(<http://www.newspress.com/Top/Article/article.jsp?Section=LOCAL&ID=564527371160518657&Archive=true>)  
Pour La Science (French edition of Scientific American), November, 2002, p. 6

**PRIZES:**

Exeter Prize (top paper published in the fields of Experimental Economics, Behavioral Economics and Decision Theory in calendar year 2014).  
MacArthur Fellowship  
National Merit Scholarship