

GARY B. CHARNESS

CURRENT POSITIONS

Professor, Department of Economics, University of California at Santa Barbara, from July, 2008

Director, Experimental and Behavioral Economics Laboratory, from September, 2007

PREVIOUS POSITIONS

Associate Professor, Department of Economics, University of California at Santa Barbara, July, 2005 – June, 2008

Assistant Professor, Department of Economics, University of California at 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 at 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 at Berkeley, December, 1996

PUBLICATIONS & WORKING PAPERS

Refereed journal publications and accepted papers:

“On The Conjunction Fallacy in Probability Judgment: New Experimental Evidence Regarding Linda” (with Edi Karni and Dan Levin; forthcoming in *Games and Economic Behavior*)

“Optimal Contracts with Team Production and Hidden Information: An Experiment” (with Antonio Cabrales; forthcoming in *Journal of Economic Behavior and Organization*)

“Portfolio Choice and Risk Attitudes” (with Uri Gneezy; forthcoming in *Economic Inquiry*)

“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)

“An Experimental Test of Inequality and Risk-sharing Arrangements” (with

Garance Genicot; *Economic Journal*, **119**, April, 2009, 796-825)

“The Role of Responsibility in Strategic Risk-taking,” (with Matthew Jackson; *Journal of Economic Behavior and Organization*, **69**, March, 2009, 241-247)

“The Origin of the Winner’s Curse: A Laboratory Study” (with Dan Levin; *American Economic Journal – Micro*, **1**, February, 2009, 207–236)

“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)

“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)

“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)

“Pay Inequality, Pay Secrecy, and Effort: Theory and Evidence” (with Peter Kuhn; *Journal of Labor Economics*, **25**, October, 2007, 693-724)

“Forward Induction and Entry Deterrence: An Experiment” (with Jordi Brandts and Antonio Cabrales; *Economic Theory*, **33**, October, 2007, 183-209)

“Bargaining and Network Structure: An Experiment” (with Margarida Corominas-Bosch and Guillaume Fréchette; *Journal of Economic Theory*, **136**, September, 2007, 28-65)

“Group Play in Games and the Role of Consent in Network Formation” (with Matthew Jackson; *Journal of Economic Theory*, **136**, September, 2007, 417-445)

“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)

“Intention and Stochastic Outcomes: An Experimental Study” (with David I. Levine; *Economic Journal*, **117**, July, 2007, 1051-1072)

“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)

“Promises and Partnership” (with Martin Dufwenberg; *Econometrica*, **74**, November, 2006, 1579-1601)

“Expressed Preferences and Behavior in Experimental Games” (with Matthew Rabin; *Games and Economic Behavior*, **53**, November, 2005, 151-169)

“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

“Do Labour Market Conditions Affect Gift Exchange? Some Experimental Evidence,” (with Jordi Brandts; *Economic Journal*, **114**, July, 2004, 684-708)

“How Robust is Laboratory Gift Exchange?” (with Guillaume Fréchet and John Kagel; *Experimental Economics*, **7**, June, 2004, 189-205)

“What Makes Cheap Talk Effective? Experimental Evidence” (with Brit Grosskopf; *Economics Letters*, **83**, June, 2004, 383-389.

“An Experiment on Nash Implementation” (with Antonio Cabrales and Luis Corchón; *Journal of Economic Behavior and Organization*, **51**, June, 2003, 161-193)

“Truth or Consequences: An Experiment” (with Jordi Brandts; *Management Science*, **49**, January, 2003, 116-130)

“Minimum Advertised-Price Policy Rules and Retailer Behavior: An Experiment” (with Kay-Yut Chen; *Interfaces*, **32**, Sept.-Oct, 2002, 62-73)

“Understanding Social Preferences with Simple Tests” (with Matthew Rabin; *Quarterly Journal of Economics*, **117**, August, 2002, 817-869)

“Altruism, Fairness, and Reciprocity in a Gift-Exchange Experiment: An Encompassing Approach” (with Ernan Haruvy; *Games and Economic Behavior*, **40**, August, 2002, 203-231)

“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)

“Relative Payoffs and Happiness: An Experimental Study” (with Brit Grosskopf;

Journal of Economic Behavior and Organization, **45**, July, 2001, 301-328)

“Self-serving Cheap Talk and Credibility: A Test of Aumann’s Conjecture,”
Games and Economic Behavior, **33**, November, 2000, 177-194

“Self-serving Biases: Evidence from an Experimental Labor Market” (with Ernan Haruvy; *Journal of Managerial Psychology*, **15**, November, 2000, 655-667)

“Reputation, Honesty, and Efficiency with Insider Information: An Experiment,”
(with Nuno Garoupa; *Journal of Economics and Management Strategy*, **9**,
Summer 2000, 425-451)

“Responsibility and Effort in an Experimental Labor Market,” *Journal of
Economic Behavior and Organization*, **42**, June 2000, 375-384

“Bargaining Efficiency and Screening: An Experimental Investigation,” *Journal
of Economic Behavior and Organization*, **42**, June 2000, 285-304

“When are Layoffs Acceptable? Evidence from a Quasi-Experiment,” (with
David I. Levine; *Industrial & Labor Relations Review*, **53**, April 2000, 381-400)

“Hot vs. Cold: Sequential Responses in Simple Experimental Games,” (with Jordi
Brandts; *Experimental Economics*, **2**, March 2000, 227-238)

Publications in books and invited publications:

“Laboratory Experiments: Challenges and Promise,” (invited paper, forthcoming
in *Journal of Economic Behavior and Organization*

*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 under review:

“Endogenous Group Formation and Efficiency: An Experimental Study” (with
Chun-Lei Yang; requested revision submitted to *Journal of Public Economics*)

“Broken Promises” (with Martin Dufwenberg)

“Competition and the Ratchet Effect” (with Peter Kuhn and Marie Claire
Villeval)

“Competition, Hidden Information, and Efficiency: An Experiment” (with

Antonio Cabrales and Marie Claire Villeval)

“Field and Online Experiments on Procrastination and Willpower” (with Nicholas Burger and John Lynham)

“Gender differences in cooperation with group membership” (with Aldo Rustichini)

“Hidden Information, Communication, and Participation” (with Martin Dufwenberg; revision requested by *American Economic Review*)

“Trust and Trustworthiness Reputations in an Investment Game” (with Ninghua Du and Chun-Lei Yang)

Working papers

“The Economics of a Wellness Intervention in the Laboratory: A Pilot Trial Exploring Health Coaching and Mind-Body Practice” (with Roger Jahnke)

“A Generalized Winner’s Curse: An Experimental Investigation of Complexity and Adverse Selection” (with Dan Levin and David Schmeidler)

“The Strategy Method: A Survey of Experimental Evidence” (with Jordi Brandts)

“Strong Gender Differences in Investment” (with Uri Gneezy)

“Status-seeking in a Real-effort Experiment” (with David Masclet and Marie Claire Villeval)

“Uncertainty in the Theory of Deterrence: Experimental Evidence” (with Greg Deangelo)

“When is Employee Retaliation Acceptable at Work? Evidence from Quasi-Experiments” (with David I. Levine)

FELLOWSHIPS & GRANTS

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

Editorial Board, *Management Science*, October, 2009 -
Editorial Board, *Experimental Economics*, December, 2006 -
Editorial Board, *American Economic Review*, January, 2006 -
Editorial Board, *Journal of Economic Behavior and Organization*, May, 2005 -

NSF Panelist, Human and Social Dynamics, June, 2004

Organizer, 2008 Behavioral 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*, *American Economic Journals* – *Micro* (3), *American Economic Review* (34), *American Political Science Review* (2), *Berkeley Electronic Press*, *Cambridge University Press*, *Econometrica* (22), *Economic Inquiry* (4), *Economic Journal* (7), *Economics Letters* (4), *Economics of Governance*, *Economic Theory*, *European Economic Review*, *Evolution and Human Behavior* (2), *Experimental Economics* (15), *Games and Economic Behavior* (20), *IBM Systems Journal*, *Industrial Relations*, *Industrial and Labor Relations Review* (2), *International Economic Review*, *International Journal of the Economics of Business*, *International Journal of Game Theory*, *International Journal of Industrial Organization*, *International Journal of Manpower*, *Journal of Behavioral Decision-making* (2), *Journal of Development Economics*, *Journal of Economic Education*, *Journal of Economic Behavior and Organization* (30), *Journal of Economic Theory* (5), *Journal of the European Economic Association* (6), *Journal of Finance*, *Journal of Health Economics*, *Journal of Labor Economics* (4), *Journal of Law, Economics, and Organization*, *Journal of Political Economy* (2), *Journal of Public Economics* (9), *Journal of Regulatory Economics*, *Journal of Risk and Uncertainty* (2), *Judgment and Decision Making*, *Labour Economics*, *Management Science* (11), *Managerial and Decision Economics*, *Marketing*

Science, Proceedings of the National Academy of Sciences, Quarterly Journal of Economics (28), Review of Economics and Statistics (2), Review of Economic Studies (8), the Austrian Science Fund (2), the Canadian Social Sciences and Humanities Research Council, Economic Social and Research Council, UK, the Israel Science Foundation, and the U.S. National Science Foundation (18)

INVITED CONFERENCES

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

Pour La Science (French edition of Scientific American), November, 2002, p. 6

Santa Barbara News-Press, September 21, 2005

(<http://www.newspress.com/Top/Article/article.jsp?Section=LOCAL&ID=564527371160518657&Archive=true>)

Christian Science Monitor, February 13, 2006

(<http://www.csmonitor.com/2006/0213/p13s01-wmgn.html>)

Moneysense, February/March, 2008, p. 7

Sydney Morning Herald, March 31, 2009,

<http://www.smh.com.au/opinion/bonus-works-for-couch-potatoes-20090331-9i7s.html>

Economic Logic, April 1, 2009

(<http://economiclogic.blogspot.com/2009/04/little-money-gets-people-to-exercice-in.html#links>)