

Rachel Toni Algaze Croson

Economics, School of Economics, Political and Policy Sciences
Organization, Strategy and International Management, School of Management
The University of Texas at Dallas
800 W. Campbell Road, GR31, Richardson, TX 75080-3021
(972) 883-6016

Educational History

PhD	June 9, 1994	Economics	Harvard University, Cambridge, MA
AM	November 17, 1992	Economics	Harvard University, Cambridge, MA
BA	May 14, 1990	Economics	University of Pennsylvania, Philadelphia, PA
		Philosophy of Science	(<i>summa cum laude</i>)

Professional Experience

Professor and Director of The Negotiations Center, School of Economic, Political and Policy Sciences and School of Management, University of Texas at Dallas, Richardson, TX

2007 - Department of Economics and Department of
Organizations, Strategy and International Management

Associate Professor (with tenure), Wharton School of the University of Pennsylvania, Philadelphia, PA, Member, Psychology Graduate Group, Associate, Institute of Law and Economics

2000 - 2007 Department of Operations and Information Management

Visiting Scholar, Haas School of Business, UC Berkeley, Berkeley, CA

2000 - 2001 Marketing Group

Visiting Assistant Professor, University of Pittsburgh, Pittsburgh, PA

1995 - 1996 Department of Economics

Assistant Professor, Wharton School of the University of Pennsylvania, Philadelphia, PA

1994 – 2000 Department of Operations and Information Management

Predoctoral Fellow, University of Arizona, Tucson, AZ

Summer 1993 Economic Science Laboratory

Research Interests

Experimental Economics, Judgment and Decision Making, Bargaining and Negotiation

Professional Memberships

American Economic Association
Economic Science Association
Society for Judgment and Decision Making
Academy of Management (Conflict Management and Business Policy and Strategy Divisions)
Phi Beta Kappa

Honors and Other Recognitions

Keynote Speaker, *Economic Science Association European Meetings* 2003.
Invited Speaker, *Australasian Econometric Society Meetings* 2004.
Keynote Speaker, *Supply Chain Thought Leaders Roundtable* 2006.
Keynote Speaker, *Frontiers of Research in Marketing* 2009.
Inaugural Distinguished Women in Economics and Strategy, *Washington University* 2009.
Keynote Speaker, *International Meeting in Experimental and Behavioral Economics*, 2010.

Achievements in Original Achievement, Investigation and Research

Grants

Federal

Graduate Fellowship for Rachel Croson, *National Science Foundation*, 09/01/1990 – 08/31/1994.
POWRE: Dynamic Behavior in Supply Chains: Experimental Investigations, PI: Rachel Croson, *National Science Foundation* #SBR-9753130, 10/1/1997-9/20/2000, \$50,036.
CAREER: Experimental Game Theory: Integrating Psychological Concerns with Strategic Analysis, PI: Rachel Croson, *National Science Foundation* #SBR-9876079, 7/1/1999-6/30/2005, \$222,909.
Collaborative Research: Behavioral Causes of Information Distortion in Supply Chains. PIs: Rachel Croson and Elena Katok, *National Science Foundation* #SBR-0214337, 8/15/2002-7/31/2003, \$103,313.
ADVANCE Leadership Award: CeMENT: Workshops for Female Untenured Faculty in Economics. PIs: Francine Blau, Rachel Croson, Janet Currie, Donna Ginther, Kim-Marie McGoldrick, John Siegfried, *National Science Foundation* #SBE-0317755, 8/1/2003-9/30/2009, \$350,000.
Doctoral Dissertation Research in Economics: Field Experiments on Public Goods Provision. PIs: Rachel Croson and Jen (Yue) Shang. *National Science Foundation* #SBE-0351166, 3/1/2004-2/28/2006, \$14,820.
Motivations for Giving: Why (and How Much) do Individuals Contribute to Public Radio?. PIs: Rachel Croson and Jen (Yue) Shang. *Corporation for Public Broadcasting*, 10/1/2005-9/30/2008, \$226,680.
Preferences and Poverty Traps: Experimental Investigations of Risk, Time and Social Preferences in Two Poor Neighborhoods. PIs: Rachel Croson, Catherine Eckel, Angela Milano. *National Science Foundation* #SES-0752855, 3/15/2008-2/28/20011, \$167,438.

RAPID: The Impact of Stimulus Spending on Energy Efficiency in a Low-Income Dallas Neighborhood: Implications for Science Policy. PIs: Rachel Croson, Catherine Eckel, James Murdoch. *National Science Foundation* #SES-0943449, 8/15/2009-7/31/2010 \$198,037.

NCSS/W: Substantive Expertise, Strategic Analysis and Behavioral Foundations of Terrorism. PIs: Daniel Arce, Rachel Croson, Chetan Dave, Catherine Eckel, Enrique Fatas. *National Science Foundation*, #BCS-0905044, 9/15/2009-8/31/2010, \$149,885.

NCSS/SA: Behavioral Insights into National Security Issues. PIs: Daniel Arce, Rachel Croson, Chetan Dave, Catherine Eckel, Enrique Fatas, Charles Holt. *National Science Foundation*, #BCS-0905060, 9/15/09-8/31/2011, \$440,183.

University

Strategic Game Theory, PI: Rachel Croson, *University of Pennsylvania Research Foundation*, 6/1/1995-8/31/1995, \$5,000.

Strategic Game Theory, PI: Rachel Croson, *Wharton School Supplemental Research Award*, 6/1/1995-8/31/1995, \$2,555.

Personality Characteristics and Supply Chain Management Decisions, PI: Rachel Croson, *University of Pennsylvania Research Foundation*, 6/1/1996-8/31/1996, \$3,000.

Personality Characteristics and Supply Chain Management Decisions, PI: Rachel Croson, *Wharton School Supplemental Research Award*, 6/1/1996-8/31/1996, \$2,000.

Cross-Cultural Negotiations via the Internet, PI: Rachel Croson, *Wharton International Research Grant*, 9/1/1997-12/1/1997, \$5,000.

Public Goods Provision in the Field. PIs: Rachel Croson and Jen (Yue) Shang, *Risk and Decision Processes Center, The Wharton School*, 6/01/2003-5/31/2004, \$2,500.

Private Sources

Experimental Game Theory: Integrating Psychological Concerns with Strategic Analysis, PI: Rachel Croson, *Ford Motor Company Matching NSF CAREER Grant*, 9/1/1999-12/1/1999.

The Aspen Institute Grants for Doctoral Dissertation Research, *Aspen Institute*, PIs: Rachel Croson and Jen (Yue) Shang, 9/1/2004-8/31/2006, \$17,208.

Public Goods Provision with Exclusion, PIs: Rachel Croson and Enrique Fatas, *Instituto Valenciano de Investigaciones Economicas*, 1/1/2005-5/31/2005, \$5,000.

Grants Awaiting Approval

Doctoral Dissertation Research: An Artefactual Field Experiment on Information from the Social Network: Implications for Immigration. PIs: Rachel Croson and Natalia Condolo Londono. *National Science Foundation*, \$32,463.

Refereed Journal Articles

- [1] "Information in Ultimatum Games: An Experimental Study." *Journal of Economic Behavior and Organization*, Vol 30, 1996, pp. 197-212.
- [2] "Partners and Strangers Revisited." *Economics Letters*, Vol 53, 1996, pp. 25-32.

- [3] “Does Disputing through Agents Enhance Cooperation? Experimental Evidence.” (with Robert Mnookin) *Journal of Legal Studies*, Vol XXVI, 1997, pp. 331-345.
- [4] “Alternative Rebate Rules in the Provision of a Threshold Public Good: An Experimental Investigation.” (with Melanie Marks) *Journal of Public Economics*, Vol 67, 1998, pp. 195-220.
- [5] “Identifiability of Individual Contributions in a Threshold Public Goods Experiment.” (with Melanie Marks) *Journal of Mathematical Psychology*, Vol 42, 1998, pp. 167-190.
- [6] “Gender and Culture: International Experimental Evidence from Trust Games.” (with Nancy Buchan) *American Economic Review, Papers and Proceedings*, Vol 89, 1999, pp. 386-391.
- [7] “The Effect of Incomplete Information in a Threshold Public Goods Experiment.” (with Melanie Marks) *Public Choice*, Vol 99, 1999, pp. 103-118.
- [8] “Look At Me When You Say That: An Electronic Negotiation Simulation.” *Simulation and Gaming*, Vol 30, 1999, pp. 23-37 (special issue on electronic communication).
- [9] “The Effect of Heterogeneous Valuations for Threshold Public Goods: An Experimental Study.” (with Melanie Marks) *Risk, Decision and Policy*, Vol 4, 1999, pp. 99-115.
- [10] “Using Suggested Contributions in Fundraising for Public Goods: An Experimental Investigation of the Provision Point Mechanism.” (with Melanie Marks and Eric Schansberg) *Nonprofit Management & Leadership*, Vol 9, 1999, pp. 369-384.
- [11] “The Disjunction Effect and Reason-Based Choice in Games.” *Organizational Behavior and Human Decision Processes*, Vol 80, 1999, pp. 118-133.
- [12] “Curtailling Deception: The Impact of Direct Questions on Lies and Omissions.” (with Maurice Schweitzer) *International Journal of Conflict Management*, Vol 10, 1999, pp. 225-248.
Reprinted in *What’s Fair: Ethics for Negotiators*, Menkel-Meadow and Wheeler (eds.), Wiley: San Francisco, 2004, pp. 175-204.
- [13] “Step Returns in Threshold Public Goods: A Meta- and Experimental Analysis.” (with Melanie Marks) *Experimental Economics*, Vol 2, 2000, pp. 239-259.
- [14] “Thinking like a Game Theorist: Factors Affecting the Frequency of Equilibrium Play.” *Journal of Economic Behavior and Organization*, Vol 41, 2000, pp. 299-314.
- [15] “Experimental Results on Bargaining under Alternative Property Rights Regimes.” (with Jason Johnston) *Journal of Law, Economics and Organization*, Vol 16, 2000, pp. 50-73.
Top 10 SSRN Law and Economics Downloads
Reprinted in *Experimental Law and Economics* (Arlen and Talley, Eds), Elgar, 2008
- [16] “Feedback in Voluntary Contribution Mechanisms: An Experiment in Team Production.” *Research in Experimental Economics*, Vol 8, 2000, pp. 85-97.

- [17] “Deception and Retribution in Repeated Ultimatum Bargaining.” (with Terry Boles and J. Keith Murnighan) *Organizational Behavior and Human Decision Processes*, Vol 83, 2000, pp. 235-259.
- [18] “The Effect of Recommended Contributions in the Voluntary Provision of Public Goods.” (with Melanie Marks) *Economic Inquiry*, Vol 39, 2001, pp. 238-249.
- [19] “Experimental Economics and Supply Chain Management.” (with Karen Donohue) *INTERFACES*, Vol 32, 2002, pp. 74-82.
- [20] “Swift Neighbors and Persistent Strangers: A Cross-Cultural Investigation of Trust and Reciprocity in Social Exchange.” (with Nancy Buchan and Robyn Dawes) *American Journal of Sociology*, Vol 108, 2002, pp. 168-206.
- [21] “Seeing and Believing: Visual Access and the Strategic Use of Deception.” (with Maurice Schweitzer and Susan Brodt) *International Journal of Conflict Management*, Vol 13, 2002, pp. 258-275.
- [22] “Why and How To Experiment: Methodologies from Experimental Economics.” *University of Illinois Law Review*, Vol 2002, 2002, pp. 921-945.
- [23] “Cheap Talk in Bargaining Experiments: Lying and Threats in Ultimatum Games.” (with Terry Boles and Keith Murnighan) *Journal of Economic Behavior and Organization*, Vol 51, 2003, pp. 143-159.
- [24] “The Impact of POS Data Sharing on Supply Chain Management: An Experimental Study.” (with Karen Donohue) *Production and Operations Management*, Vol 12, 2003, pp. 1-11.
- [25] “When Do Fair Beliefs Influence Bargaining Behavior? Experimental Bargaining in Japan and the United States.” (with Nancy Buchan and Eric Johnson) *Journal of Consumer Research*, Vol 31, 2004, pp. 181-190.
- [26] “Reciprocity, Matching and Conditional Cooperation in Two Public Goods Games.” (with Enrique Fatas and Tibor Neugebauer) *Economics Letters*, Vol 87, 2005, pp. 95-101.
- [27] “The Boundaries of Trust: Own and Other’s Actions in the US and China.” (with Nancy Buchan) *Journal of Economic Behavior and Organization*, Vol 55, 2004, pp. 485-504.
- [28] “The Method of Experimental Economics.” *International Negotiation* (Special Issue on Research Methods; Carnevale and DeDreu, eds.) Vol 10, 2005, pp. 131-148.
Reprinted in *Methods of Negotiation Research*, International Negotiation Series, Carnevale and DeDreu, eds. 2006 The Netherlands: Martinus Nijhoff Publishers.
- [29] “Let’s Get Personal: An International Examination of the Influence of Communication, Culture and Social Distance on Other Regarding Preferences.” (with Nancy Buchan and Eric Johnson) *Journal of Economic Behavior and Organization*, Vol 60, 2006, pp. 373-398.

- [30] “Local Residential Sorting and Public Goods Provision: A Classroom Demonstration.” (with Keith Brouhle, Jay Corrigan, Martin Farnham, Selhan Garip, Luba Habodaszova, Laurie Johnson, Martin Johnson and David Lucking-Reiley) *Journal of Economic Education*. Vol 36, 2005, pp. 332-344.
- [31] “Mergers and Acquisitions: An Experimental Analysis of Synergies, Externalities and Dynamics.” (with Armando Gomes, Markus Noeth and Kathleen McGinn) *Review of Finance*, Vol 8, 2005, pp. 481-514.
 Top 10 SSRN *Economics of Networks* Downloads
 Top 10 SSRN *Microeconomic Theory* Downloads
 Nominated 2005 GSAM Best Paper Prize
- [32] “The Gambler’s Fallacy and the Hot Hand: Empirical Data from Casinos.” (with Jim Sundali) *Journal of Risk and Uncertainty*, Vol 30, 2005, pp. 195-209.
- [33] “Upstream versus Downstream Information and Its Impact on the Bullwhip Effect.” (with Karen Donohue) *System Dynamics Review*, Vol 21, 2005, pp. 249-260.
- [34] “Rent-Seeking for a Risky Rent: A Model and Experimental Investigation.” (with Ayse Onculer) *Journal of Theoretical Politics*, Vol 17, 2005, pp. 403-429.
- [35] “Behavioral Causes of the Bullwhip Effect and the Observed Value of Inventory Information.” (with Karen Donohue) *Management Science*, Vol 52, 2006, pp. 323-336.
 Winner, Behavioral Process Management Most Influential Paper 2006, INFORMS
- [36] “Income and Wealth Heterogeneity in the Voluntary Provision of Linear Public Goods.” (with Ted Buckley) *Journal of Public Economics*, Vol 90, 2006, pp. 935-955.
- [37] “Biases in Casino Betting: The Hot Hand and the Gambler’s Fallacy.” (with Jim Sundali). *Judgment and Decision Making*, Vol 1, 2006, pp. 1-12.
- [38] “The Impact of Social Comparisons on Nonprofit Fundraising.” (with Jen Shang) *Research in Experimental Economics*, Vol 11, 2006, pp. 143-156.
- [39] “Simple Models of Discrete Choice and Their Performance in Bandit Experiments.” (with Noah Gans and George Knox), *Manufacturing and Service Operations Management*, Vol 9, 2007, pp. 383-408.
- [40] “Theories of Commitment, Altruism and Reciprocity: Evidence from Linear Public Goods Games.” *Economic Inquiry*, Vol. 45, 2007, pp. 199-216.
- [41] “Using Experiments in Corporate Strategy Research.” (with Jaideep Anand and Rajshree Agarwal) *European Management Review*, Vol. 4, 2007, pp. 173-181.
- [42] “Identity Congruence Effects on Donations.” (with Americus Reed and Jen Shang) *Journal of Marketing Research*, Vol 45, 2008, pp. 351-361.

- [43] “Step-Return versus Net Reward in the Voluntary Provision of a Public Good: An Adversarial Collaboration.” (with Melanie Marks, Bram Cadsby and Elizabeth Maynes) *Public Choice*, Vol 135, 2008, pp. 277-289.
- [44] “The Impact of Downward Social Information on Contribution Decisions.” (with Jen Shang) *Experimental Economics*, Vol 11, 2008, pp. 221-233.
- [45] “Trust and Gender: An Examination of Behavior, Biases, and Beliefs in the Investment Game.” (with Nancy Buchan and Sara Solnick) *Journal of Economic Behavior and Organization*, Vol 68, 2008, pp. 466-476.
- [46] “Social Preferences and Moral Biases.” (with James Konow). *Journal of Economic Behavior and Organization*, Vol 69, 2009, pp. 201-212.
- [47] “Keeping Up with the Joneses: The Relationship between Norms, Social Information and Charitable Giving.” (with Femida Handy and Jen Shang). *Nonprofit Management and Leadership*, Vol 19, 2009, pp. 467-489.
- [48] “The Impact of Information from Similar or Different Advisors on Judgment.” (with Francesca Gino and Jen Shang). *Organizational Behavior and Human Decision Processes*, Vol 108, 2009, pp. 287-302.
- [49] “Groups Work for Women: Gender and Group Identity in the Provision of Public Goods.” (with Melanie Marks) *The Negotiation Journal*, Vol 24, 2008, pp. 411-427.
- [50] “Poker Superstars: Skill or Luck.” (with Peter Fishman and Devin Pope). *CHANCE*, Vol 21, 2008, pp. 25-28.
- [51] “Gender Differences in Preferences.” (with Uri Gneezy). *Journal of Economic Literature*, Vol 47, 2009, pp. 448-474.
- [52] “A Field Experiment in Charitable Contribution: The Impact of Social Information on the Voluntary Provision of Public Goods.” (with Jen Shang). *The Economic Journal*, Vol 119, 2009, pp. 1422-1439.
- [53] “Decision Making in Strategic Alliances: An Experimental Investigation.” (with Rajshree Agarwal and Joseph Mahoney) Forthcoming, *Strategic Management Journal*.
- [54] “Investment Decisions and Emissions Reductions: Results from Experiments in Emissions Trading.” (with Alex Farrell and Lata Gangadharan). Forthcoming, *Handbook on Experimental Economics and the Environment*.
- [55] “The Science of Experimental Economics.” (with Simon Gächter). Forthcoming, *Journal of Economic Behavior and Organization*.

[56] "Gendered Giving: The Influence of Social Norms on the Donation Behavior of Men and Women." (with Jen Shang and Femida Handy). *International Journal of Nonprofit and Voluntary Sector Marketing*, Vol 14, 2009, pp. 1-14.

[57] "Bodies of Knowledge for Behavioral Operations Management." (with Elliot Bendoly, Paulo Goncalves and Kenneth Schultz). Forthcoming, *Production and Operations Management*.

[58] "Can Mentoring Help Female Assistant Professors? Interim Results from a Randomized Trial." (with Francine Blau, Janet Currie and Donna Ginther). Forthcoming, *American Economic Review, Papers and Proceedings*.

Articles appearing as chapters in edited volumes, book chapters

[59] "Reputations in Negotiations." (with Steven Glick) *Wharton on Making Decisions*, Hoch & Kunreuther (eds.). 2001. Wiley: New York. pp. 177-186.

[60] "What Do Communication Media Mean for Negotiators: A Question of Social Awareness." (with Kathleen McGinn) *The Handbook of Negotiation and Culture*, Gelfand & Brett (eds.). 2004. Stanford University Press: Stanford. pp. 334-349.

[61] "Deception in Economics Experiments." *Deception in Markets: An Economic Analysis*, Gerschlager (ed.), 2005. Palgrave Macmillan. pp. 113-130.

[62] "Managerial Incentives and Competition." (with Arie Schinnar) *Experimental Business Research II*, Zwick (ed.), 2005. Springer. pp. 171-184.

[63] "Supply Chain Management: A Teaching Experiment." (with Elena Katok, Karen Donohue and John Sterman) *Experimental Business Research III*, Zwick (ed.), 2005. Springer. pp. 285-296.

[64] "Gains and Losses in Ultimatums." (with Nancy Buchan, Eric Johnson and George Wu) *Advances in Behavioral and Experimental Economics*, Morgan (ed.), 2005. Elsevier. pp. 1-24.

[65] "Partners versus Strangers: The Effect of Random Rematching in Public Goods Experiments." (with James Andreoni) *Handbook of Experimental Economics Results*, Plott and Smith (eds.), Vol 1, 2008, pp. 776-783.

[66] "Differentiating Altruism and Reciprocity." *Handbook of Experimental Economics Results*, Plott & Smith (eds.), Vol 1, 2008, pp. 784-791.

[67] "Contrasting Methods and Comparative Findings in Psychology and Economics." *Social Psychology and Economics*, De Cremer, Zeelenberg and Murnighan (eds.), 2006. Lawrence Erlbaum. pp. 301-317.

[68] “Scaling the Wall: Helping Female Faculty in Economics Achieve Tenure.” (with KimMarie McGoldrick) in *Advancing women in science and engineering: Lessons for institutional transformation*, Stewart, Malley and LaVaue-Manty eds., 2007, University of Michigan Press, pp. 152-169.

[69] “Are there Benefits from Engaging in an Alliance with a Firm Prior to Its Acquisition?” (with Rajshree Agarwal and Jaideep Anand) *Strategic Alliances*, Ariño and Reuer (eds.), 2006, Palgrave Macmillan Press, pp. 88-97.

[70] “Public Goods Experiments.” *The New Palgrave Dictionary of Economics*. Second Edition. Eds. Steven N. Durlauf and Lawrence E. Blume. Palgrave Macmillan, 2008. doi:10.1057/9780230226203.1365.

[71] “Behavioral and Brain Measures of Risk Taking.” (with Matthew Fox and James Sundali) in *Gambling: Mapping the American Moral Landscape*, Wolfe and Owens (eds.), Baylor University Press, 2009.

[72] “Experimental Law and Economics.” *Annual Review of Law and Social Science*, Vol 5, 2009, pp. 17.1-17.20.

Conference Proceedings (refereed)

[73] “An Experimental Auction to Allocate Congested IT Resources: The Case of the University of Pennsylvania Modem Pool.” (with Frank Klausz and David Croson) *Proceedings of Hawaii International Conference on Systems Sciences 31* (refereed), Vol 6, 1998, pp. 363-373.

Invited talks/Presentations (non-refereed)

Information in Ultimatum Games: An Experimental Study. Carnegie Mellon University, Social and Decision Science (1994); University of Southern California, Economics (1994); Yale School of Management, Economics (1994)

Experimental Game Theory. Princeton University, Economics (1994)

Does Disputing through Agents Enhance Cooperation? Experimental Evidence. Rutgers University, Economics (1994); Harvard University, Harvard Law School (Negotiations Seminar) (1995)

Linear Public Goods Games: Partners/Strangers, Expectations and Information. University of Ottawa, Economics (1994); Pennsylvania State University, Management Science (1995); Universitat Pompeu Fabra, Economics (1996); University of Amsterdam, CENTRE (1996); University of Michigan, Economics (2000)

Information and Reputation in Public Goods Provision. UCLA (2010)

The Voluntary Provision of Public Goods: Experiments in Provision Point Mechanisms. Carnegie Mellon University, Social and Decision Science (1996); University of Pittsburgh, Economics (1996); Hong Kong University of Science and Technology, Marketing (1999); Carnegie Mellon University, Social and Decision Sciences (2002); New York University, Economics and Psychology (2003); Harvard University, Negotiation, Organizations and Markets (2003)

The Disjunction Effect and Nonconsequential Reasoning in Dominant Strategy Games. University of Pittsburgh, Economics (1996)

Experimental Rent-Seeking for a Risky Rent. Indiana University, Workshop on Political Theory and Policy Analysis (1998)

The Directional Relationship Between Expectation and Behavior. University of Iowa, Interdisciplinary Brown Bag (1998)

Distinguishing Altruism and Reciprocity: Experimental Evidence. University of Iowa, Economics (1998); Haverford College, Economics (Distinguished Visitor) (1999); Princeton University, Penn-Princeton Exchange Program (1999); University of Texas at Austin, Economics (2000); University of California Riverside, Management (2001); Massachusetts Institute of Technology, Economics (Theory and Behavioral Economics) (2003)

Experimental Results on Bargaining under Alternative Property Rights Regimes. University of Michigan, Law School (Law and Economics) (1999)

Experimental Law and Economics: Some Examples. Toronto University, Law School (Law and Economics) (1999)

Punitive Damages as an Explanation of the WTA/WTP Discrepancy. University of Southern California, Law School (Olin Workshop) (1999)

Experimental Supply Chains. Pennsylvania State University, Management Science (1999); Massachusetts Institute of Technology, Operations Management and System Dynamics (1999); University of Maryland, Decision and Information Technologies (2001); University of Minnesota, Operations and Management Science (2003); Massachusetts Institute of Technology, Sloan (OM) (2003); Harvard University, Technology and Operations Management (2005); University of Michigan, OM (2010); University of Virginia Darden, OM (2010)

The Hot Hand and the Gambler's Fallacy. INSEAD, Decision Sciences (2000); California Institute of Technology, Economics (2001); Virginia Polytechnic Institute, Economics (2001); Massachusetts Institute of Technology, Sloan (Marketing) (2003)

Experiments in Trust. Tsinghua University (China), Management (1998); Lehigh University, Economics (1999); Northwestern University, Dispute Resolution and Conflict Management (1999); Yale University, Law School (2000); University of California San Diego, Economics (2000); Texas A&M University, Economics (2000); University of California Berkeley, Institutions and Organizations (2001); Harvard Business School, Negotiations, Organizations and Markets (2001); Massachusetts Institute of Technology, Sloan (2001); New York University, Stern (Management) (2002); London Business School, Management (2002); Texas A&M University, Bush School of Government (2003); Cornell University, BEDR Workshop (2003); University of Michigan, Marketing (2003); University of Illinois, Strategy Group (2003); Dartmouth College, Rockefeller Center (2003); University of Arizona, Eller School of Business (Management and Policy Group) (2003); University of California Los Angeles, Anderson School (Management) (2004); London School of Economics, Economics (2004); University of Washington, Management (2004); University of Canterbury, Economics (2004); Washington University (Olin School) (2009); UT Austin, Biology (2009)

Cooperative Game Theory and M&A Activity. Universitat Pompeu Fabra, Economics (2002); University of Texas at Austin, Economics (2003); Rice University, Economics (2003); University of Maryland, Economics (2003); University of Auckland, Economics (2004)

Media Effects in Negotiation. University of Southern California, Operations and Information Technology/Marketing Department (2003); Harvard University, Program on Negotiation (2004)

Psychological Motivations for Contributing to Public Goods and Applications to Web Panels for Product Design. Massachusetts Institute of Technology, Sloan (CIPD) (2003)

Social Comparisons and Public Goods Provision: Field Experiments. Harvard University, Economics (Behavioral Economics) (2004); Massachusetts Institute of Technology, Sloan (Organizational Sciences) (2004); Aarhus University, Economics (2005); University of Zurich, Economics (2005); INSEAD, Decision Sciences (2005); University of Bonn, Economics (IZA) (2005); University of Texas at Dallas, Economics (2006); Emory University, Economics (2006); George Mason University, Economics (2006); University of Arizona, Economics (2006); University of Michigan, Group Dynamics (2006); University of Pittsburgh, Economics (2007); University of Maryland, AREC (2007); University of Southern California, Management (2007); Cornell University (2007); University of Maryland AREC (2008); Guelph University, Economics (2008); University of Southern California, Management (2008); Harvard University, KSG (2008); Case Western University (2009)

Pre-Acquisition Alliances. Southern Methodist University, Strategy (2004); Wichita State University, Economics (2008)

Negotiation for Practitioners. Whitney Young Jr. Memorial Conference (1997), Wharton Women's Conference (1997), Office of Human Resources at Wharton (1998, 2003), Wharton Women in Business (2004, 2005), UT Dallas Women's Center (2007), Wharton Alumni Association, DFW chapter (2007), North Carolina State University (2008), North Texas University (2008), MBTA (2008), Ebby Halliday Realtors (2008), Realtor's Association (2008), Rotary Club of North Dallas (2008), Richardson Chamber of Commerce (Small Business Roundtable) (2009)

Job Negotiation. Wharton Career Development and Placement (1994, 1996, 1997)

Papers presented at professional meetings (refereed, selected)

Economic Science Association Meetings

Information in the Ultimatum Game 1992, Public Goods 1993, Gains and Losses in the Ultimatum Game 1994, Law and Economics 1994, Artificial vs. Human Bargaining 1995, Public Goods and Identifiability 1996, Expectations and Actions 1996, International Trust Game 1997, Rent-Seeking Experiment 1998, International Ultimatum Games 1999, Gambler's Fallacy and Hot Hand 2000, Experimental Markets for Classes (Wharton MBA auction) 2000, Cheap Talk in Ultimatum Bargaining 2000, WTA/WTP and Punitive Damages 2001, Income Inequality and Public Goods Provision 2003, Gender and Trust 2003, Fairness Preferences 2003, Field Experiments in Public Radio 2003, Groups Work for Women 2004, The SR and the NR 2004, Punitive Damages in Environmental CV 2005, Social Information and Public Goods 2005, An Economist's Guide to Negotiation Experiments 2005, Social Psychological Factors in Charitable Contributions 2006, Supply Chain Management Experiments 2006, Charitable Giving 2008, Eyespots and Priming 2008, Methodology 2008,

Conference on Judgment and Decision Making

Ultimatum Game (Poster) 1993, Nonconsequential Thinking 1995, Expectations and Actions (Poster) 1996, International Trust and Reciprocity 1997, Reputations in Negotiations (Poster) 1998, Altruism and Reciprocity 1998, The Gambler's Fallacy in Casino Settings (Poster) 1999, Gender and Trust (Poster) 2000, WTA/WTP and Punitive Damages 2001, Gender and Trust 2003, Fairness Preferences 2003, Groups Work for Women 2004, Social Comparisons and Charitable Giving 2005, Behavioral OM and the Bullwhip Effect 2005, Do as I Say, Not as I Do 2008.

Behavioral Decision Research and Management

Experimental Ultimatum Games (Poster) 1994, Internet Negotiations 1998, Lying and Media in Negotiations 2000, Videoconferenced Negotiations 2002, Charitable Contributions 2006, Social Networks and Giving, 2008.

American Economic Association (ASSA)

Gender and the Trust Game 1999, Gambler's Fallacy and Hot Hand 2001, Mergers and Acquisitions 2003 (Econometric Society), Motives for Giving 2005, Field Experiments in Public Radio 2005, Social Comparisons in Public Radio Giving 2007, Social Networks and Charitable Giving 2008, Keeping up with the Joneses 2008.

Presentations at Invited Workshops

Interdisciplinary Conference on Bargaining & Dispute Settlement, Washington University, 1994.
Rutgers University Conference on Experimental Economics, 1997.
Experimental Bargaining at Washington University, 1998.
Heartland Environmental and Resource Economics Workshop at Iowa State University, 1999.
Empirical and Experimental Studies of Law at University of Illinois Urbana-Champaign, 2001.
Ninth International Conference on Social Dilemmas, 2001.

Presentations at Invited Workshops (con't)

Exchange, Deceptions and Self-Deceptions, 2001.
Preferences and Rational Choice: New Perspectives and Legal Implications, Penn Law, 2002.
NSF Workshop on Classroom Experiments (Game Theory Experiments), 2002.
Mannheim Empirical Research Summer School (Instructor, Experimental Economics), 2002.
Experimental and Behavioral Finance, RFS Conference at Mannheim University, 2002.
Economic Behavior and Organization, Center in Law, Economics and Organization, 2003.
Trust and Institutions at Harvard Kennedy School of Government, 2003.
Mannheim Empirical Research Summer School (Instructor, Experimental Economics), 2003.
Economic Science Association European Meetings (Keynote Speaker), 2003.
Stanford Institute for Theoretical Economics (SITE), Psychology and Economics, 2003.
Second Asian Conference on Experimental Business Research, 2003.
Strategic Interactions Workshop, Max Planck Institute for Research into Economic Systems, 2003.
Faculty Resource Network, New York University (Instructor, Public Goods), 2004.
International Foundation for Research in Experimental Economics, GMU (Instructor, Public Goods), 2004.
Mannheim Empirical Research Summer School (Instructor, Experimental Economics), 2004.
Australasian Econometrics Society (Invited Speaker), 2004.
NBER Conference on Behavioral Organizational Economics, 2004.
Stanford Institute for Theoretical Economics (SITE), Psychology and Economics, 2004.
Psychology and Economics, Kellogg School, 2004.
Measuring Preferences (Mexico) Workshop, 2004.
Norms and Preferences Network, MacArthur Foundation, 2005.
International Foundation for Research in Experimental Economics, GMU (Instructor, Public Goods), 2005.
NSF Workshop on Classroom Experiments (Game Theory Experiments), 2005.
How to Succeed in Academia: A Workshop for Female Junior Faculty, Aarhus, 2005.
Behavioral Finance, Atlanta Fed, 2005.
Behavioral Operations Conference, Harvard Business School, 2006.
Behavioral Research in Operations and Supply Chain Management Conference, Penn State, 2006.
Thought Leaders in Supply Chain Research, Washington University, 2006.
Workshop on Behavioral Public Economics, University of Copenhagen, 2006.
Experimental Approaches to the Study of Charitable Giving, Princeton University, 2007
Behavioral Operations Management, University of Minnesota, 2007
Gambling and the American Moral Landscape, Boston College, 2007.
Gender and Negotiation Conference, Harvard University, 2007.
Social Dilemmas, Florida State University, 2008.
Behavioral Economics and Terrorism Risks, University of Southern California, 2008.
Behavioral Operations Management, University of Alberta, 2008.
ADVANCE PI Meeting, NSF, 2008
Foundations of Business Strategy, Washington University, 2008.
Behavioral Operations Management, University of Alberta, 2008
Behavioral Economics and Terrorism, University of Southern California, 2008
Contextualizing Economic Behavior, NSF-DFG, 2008.
Theoretical Frontiers in Modeling Identity and Conflict, University of Hawaii, 2008
Gender and Negotiation Conference, Harvard University, 2009.
ADVANCE PI Meeting, NSF, 2009

Other written works

- [74] “Other-Regarding Preferences in Economics.” *CSWEP Newsletter*, 1999 (Winter), Eckel (ed.), pp. 7-8.
- [75] “Book Review: Handbook of Experimental Economics.” *Journal of Economic Behavior and Organization*, Vol 40, 1999, pp. 115-118.
- [76] “Top Ten (Easy) Things to do to Mentor Junior Faculty.” *CSWEP Newsletter*, 2003 (Winter), Croson (ed.), pp. 7-9.
- [77] “Psychological Biases and Gambling.” *Intelligent Gambler*, Vol 18, 2002-2003 (Winter), Weinstock (ed.).
- [78] “Valuing Gambles: A Historical and Theoretical Perspective.” *Intelligent Gambler*, Vol 22, 2004-2005 (Winter), Weinstock (ed.).
- [79] “Trust and Trustworthiness: Introduction to the Special Issue.” (with Iris Bohnet) *Journal of Economic Behavior and Organization*, Vol 55, 2004, pp. 443-445.
- [80] “Understanding Poker Errors through Prospect Theory, Part I.” (with Barry Tannenbaum) *Card Player*, 2005, Vol 18, Issue 20.
- [81] “Understanding Poker Errors through Prospect Theory, Part II.” (with Barry Tannenbaum) *Card Player*, 2005, Vol 18, Issue 21.
- [82] “Book Review: Economics and Psychology: A Promising New Cross Disciplinary Field,” *Journal of Economic Literature*, forthcoming.
- [83] “Book Review: Laboratory Experiments in the Social Sciences,” *Journal of Economic Psychology*, Vol 29, 2008, pp. 863-865.
- [84] “Special Issue Introduction.” (with Noah Gans). *Manufacturing Service and Operations Management*, Vol 10, 2008, pp. 563-565.

Works in Progress

- [85] “Exploring the Relationship between Actions and Beliefs: Projection vs. Reaction.” (with Mark Miller) Revise and resubmit, *Journal of Behavioral Decision Making*.
- [86] “Order Stability in Supply Chains: Coordination Risk and the Role of Coordination Stock.” (with Karen Donohue, Elena Katok and John Sterman) Revise and resubmit, *Manufacturing and Service Operations Management*.
- [87] “Do Pre-Acquisition Alliances Help in Post-Acquisition Coordination: An Experimental Approach.” (with Rajshree Agarwal and Jaideep Anand) Revise and resubmit, *Management Science*.

- [88] “An Experimental Analysis of Conditional Contribution.” (with Enrique Fatas and Tibor Neugebauer). Revise and resubmit, *Experimental Economics*.
- [89] “How to Manage an Overconfident Newsvendor” (with Yufei Ren and David Croson). Under review, *Manufacturing and Service Operations Management*.
- [90] “Limits of Social Influence on the Voluntary Provision of Public Goods: Evidence from Field Experiments.” (with Jen Shang). Under review, *Economic Inquiry*.
- [91] “Somebody’s Watching: The Impact of Being Observed on Cooperation in a Field Setting.” (with Erin Krupka). Under review, *Nature*.
- [92] “Local Context, Social Interactions and Public Goods.” (with Tammy Leonard and Angela de Oliveira). Under review, *Journal of Socio-Economics*.
- [93] “Are Preferences Stable Across Domains? An Experimental Investigation of Social Preferences in the Field.” (with Angela de Oliveira and Catherine Eckel). Under review, *Journal of Public Economics*.
- [94] “Punitiveness as an Explanation of the WTA-WTP Discrepancy in Contingent Valuation: Theory and Evidence.” (with Jason Johnston and Jeff Rachlinski) To be submitted, *Journal of Environmental Economics and Management*.
- [95] “An Economists’ Guide to Negotiation Classroom Experiments.” To be submitted, *Perspectives on Economic Education Research*.
- [96] “Competition as a Team Incentive: Comparing Within- and Between-Team Competition.” (with Enrique Fatas and Tibor Neugebauer). To be submitted, *RAND Journal of Economics*.
- [97] “Showing versus Telling: The Impact of Different Types of Information on the Weight of Advice.” (with Francesca Gino and Jen Shang). To be submitted, *Organizational Behavior and Human Decision Processes*.
- [98] “Excludability and Contribution: A Laboratory Study in Team Production.” (with Enrique Fatas and Tibor Neugebauer). To be submitted, *Review of Economic Studies*.
- [99] “One Bad Apple: Uncertainty and Heterogeneity in Public Goods Provision.” (with Angela de Oliveira and Catherine Eckel). To be submitted, *American Economic Review*.
- [100] “Entrepreneurial Firm Exit: The Moderating Effect of Goal Specificity on Escalation of Commitment.” (with Susanna Khavul, Livia Markoczy and Ronit Yitshaki). To be submitted, *Organization Science*.
Finalist, ICS Best Paper Award (6 out of 80 submissions)
- [101] “Intra- and Inter-personal Strategic Ignorance: A Test of Carillo and Mariotti.” (with Tara Larson). To be submitted, *Review of Economic Studies*.

[102] “When in Rome: Identifying Social Norms using Coordination Games.” (with Erin Krupka and Roberto Weber).

[103] “The Impact of Consensus: A Comment on “Efficiency Gains from Team-Based Coordination—Large Scale Experimental Evidence.” (with Enrique Fatas).

[104] “Experiments in Islamic Microfinance.” (with Mohamed El-Komi).

Educational and University Citizenship

Professional activities and committees

Session Organizer

American Economic Association (ASSA Conference)

Experimental Economics 1994, Psychological Influences on Economic Decisions 2004, Information and Observability 2004, Experiments in Public Policy 2004.

Editorial and Advisory Panel Responsibilities

Editorial Board, *American Economic Review* (2006-)

Associate Editor, *Management Science* (2006-2009)

Editorial Board, *Organizational Behavior and Human Decision Processes* (2006-2007)

Associate Editor, *Journal of Economic Behavior and Organization* (2001-)

Associate Editor, *Experimental Economics* (2004-)

Consulting Editor, *Judgment and Decision Making* (2005-2007)

Associate Editor, *Judgment and Decision Making* (2007-)

Associate Editor, *Journal of Behavioral Decision Making* (2002-)

Editorial Review Board, *Journal of International Business Studies* (2000-2007)

Editorial Board, *Decision and Risk Analysis* (2007 -)

Associate Editor, *Time-Sharing Experiments for the Social Sciences (TESS)* (2009-2012)

Co-Editor, Special Issue, *Journal of Economic Behavior and Organization: Trust and Institutions* (with Iris Bohnet)

Co-Editor, Special Issue of *Manufacturing and Service Operations Management: Behavioral Issues in Operations Management* (with Noah Gans), 2008

National Science Foundation Economics Advisory Panel, 2002-2004

National Science Foundation ADVANCE Review Panel, Hunter College, 2005

National Science Foundation ADVANCE Advisory Panel, 2005

Program Committees

Program Committee, NSF ADVANCE PI Conference, Association for Women in Science.

Program Committee, Behavioral Decision Research in Management Conference, 2002, 2006

Program Committee, Judgment and Decision Making Conference, 2004, 2005, 2006

Einhorn Award Committee, Society for Judgment and Decision Making, 2009

Academic Board Memberships

Member, Norms and Preferences Network, MacArthur Foundation, 2005-2007
Economic Science Association Board Member: Psychology Section Head, 2000-2003
Representative at Large, Conflict Management Division, Academy of Management, 2008-
Advisory Board, Behavioral Dynamics in Operations Management Network, 2008-
Committee on the Status of Women in the Economics Profession Board of Directors (2000-2006)

Conference Organization

Co-organizer Women in J/DM, Judgment and Decision Making Conference, 2004, 2005, 2006
Co-organizer Winter Meeting, Norms and Preferences Network, MacArthur Foundation 2005
Behavioral Operations Management Workshop, 2009

Referee for

National Science Foundation, *American Economic Review*, *American Political Science Review*, *Cognition*, *Decision Support Systems*, *Econometrica*, *Economic Inquiry*, *Economic Journal*, *Economics Letters*, *European Economic Review*, *Experimental Economics*, *Games and Economic Behavior*, *Interfaces*, *Journal of Economic Behavior and Organization*, *Journal of Finance*, *Journal of Financial Studies*, *Journal of Law Economics and Organization*, *Journal of Mathematical Psychology*, *Journal of Policy Analysis and Management*, *Journal of Public Economics*, *Management Science*, *Organizational Behavior and Human Decision Processes*, *Public Choice*, *Psychological Science*, *Quarterly Journal of Economics*, *Research in Experimental Economics*, *Review of Economics and Statistics*.

Participation at Invited Workshops

Experimental Economics in Teaching Workshop, 1993.
Summer Institute at SUNY Stony Brook, 1993.
Jerusalem Summer School in Economic Theory (Rationality), 1994.
Summer Institute on Behavioral Economics, 1994 (Russell Sage Foundation).
Junior Faculty Workshop, Academy of Management (Conflict Resolution), 1995.
Junior Faculty Workshop, Academy of Management (Conflict Resolution), 1997.
Psychology and Economics Workshop at University of British Columbia, 1997.
CCOFFE: NSF Workshop at ASSA Meetings, 1998.
National Workshop on Education in the Social, Behavioral and Economic Sciences, NSF, 2003.
Gender and Negotiation: Evidence from the Laboratory and the Field, Harvard University, 2004.

Consultancies

Wesabe (Advisory Board)
Negotiations consulting (independent practice)
Gaming and Simulation consulting (The Pew Charitable Trusts)
Game Theory consulting (AstraZeneca)

Department, School and University activities and committees

1994-1995	Subcommittee to review PhD Applications, OPIM Joseph Wharton Scholars Program Presenter
1995-1996	On leave, University of Pittsburgh, Economics Department
1996-1997	Coordinated and taught Proseminar in Decision Processes Co-organizer of Decision Processes Brown Bag Seminar Series Subcommittee to review PhD Applications, OPIM Outreach admissions program for M&T, female applications
1997-1998	Co-organizer of Decision Processes Brown Bag Seminar Series Subcommittee to review PhD Applications, OPIM Joseph Wharton Scholars Program Presenter
1998-1999	Chair, PhD Admissions Committee, OPIM PhD Recruiting Coordinator, OPIM Member, Wharton PhD Committee Member, Psychology Graduate Group Senior Fellow, Financial Institutions Center Joseph Wharton Scholars Program Presenter
1999-2000	Chair, PhD Admissions Committee, OPIM PhD Recruiting Coordinator, OPIM Member, Psychology Graduate Group
2000-2001	On sabbatical, UC Berkeley, Haas School of Business
2001-2002	Member, Wharton MBA Executive Committee Co-MBA Coordinator, OPIM Coordinated and taught Proseminar in Decision Processes Co-organizer of Decision Processes Brown Bag Seminar Series Member, Psychology Graduate Group Mentoring Committee: Maurice Schweitzer
2002-2003	Member, Wharton MBA Executive Committee Co-MBA Coordinator, OPIM Member, Psychology Graduate Group Joseph Wharton Scholars Program Presenter Presented for PhD student group BREAD—How to Attend a Conference Mentoring Committee: Maurice Schweitzer (Chair)
2003-2004	Member, Psychology Graduate Group Wharton Women Lunchtime Speaker Mentoring Committee: Maurice Schweitzer (Chair)

2004-2005	OPIM Q-Review Committee OPIM Recruiting Committee (Chair) Organized OPIM 101 Subject Pool Mentoring Committees: Anita Tucker, Uri Simonsohn Member, Psychology Graduate Group Committee to Review SEAS Dean
2005-2006	Member, Psychology Graduate Group Committee on Academic Freedom and Responsibility Hearing Board Student Disciplinary System Hearing Board Code of Academic Integrity Reappointment Committee: Uri Simonsohn (Chair) Reappointment Committee: Anita Tucker Advising Wharton Research Scholars
2006-2007	Member, Psychology Graduate Group Committee on Academic Freedom and Responsibility Hearing Board Student Disciplinary System Hearing Board Code of Academic Integrity Mentoring Committee: Anita Tucker (Chair)
2007-2008	Research Involving Human Subjects (IRB) Committee on Effective Teaching (SOM) Faculty Mentoring Committee EPPS Faculty Advisory Committee Organized Behavioral Research Seminar Series Professional Development Workshop for Cohort MBA (Negotiating Job Offers) School of Management “Webinar” (International Negotiation) SOM PhD student presentation: Experimental Economics Methodology SOM PhD student presentation: How to Attend a Conference
2008-2009	Ad Hoc Committee for Promotion to Professor (Marie Chevrier), Chair Ad Hoc Committee for Mid-Probationary Review (Chetan Dave) Ad Hoc Committee for Mid-Probationary Review (Daniel Krawczyk) Research Involving Human Subjects (IRB) Faculty Mentoring Committee, Chair EPPS Faculty Personnel Review Committee Committee on Effective Teaching (SOM) Organized Behavioral Research Seminar Series Panelist for Forum on Economic Crisis Hiring Committee for Empirical Researcher (Sandler)

2009-2010 Ad Hoc Committee for Mid-Probationary Review (Xin Li), Chair
 Ad Hoc Committee for Promotion to Professor (Zhiang Lin)
 Research Involving Human Subjects (IRB)
 Faculty Mentoring Committee, Chair
 EPPS Faculty Personnel Review Committee
 Peer Review Committee (SOM)
 Committee on Effective Teaching (SOM)
 Organized Behavioral Research Seminar Series
 SOM PhD student presentation: Experimental Economics Methodology
 EPPS PhD student presentation: Job Market Preparation (with Catherine Eckel)

Courses and other curricula

Rationality and Politics (Undergraduate)	1992
Experimental Economics (Undergraduate)	1993
Negotiations (MBA and Undergraduate)	1994-2007
Experimental Economics (PhD)	1996, 2003, 2004, 2007 (UTD)
Decision Processes Proseminar (PhD)	1997, 2001
Seminar in Behavioral Research	2007-
Behavioral Finance (PhD and MBA)	2008, 2009, 2010
Bargaining and Negotiation (PhD)	2008

Executive Education

Academic Director: Management for the US Girl Scouts	2002-2004
Negotiation (Critical Thinking)	1996-1997
Game Theory (Critical Thinking)	1996-2002
Negotiation (Securities Industry Institute)	1999-2002
Negotiation (Penn-China Mutual Fund CEO)	2005
Negotiation (Mediterranean School of Bus.)	2005-present
Negotiation (Savola Corporation)	2006
Conflict Resolution (Labinal)	2008
Negotiation and Gender (TCU)	2009