

# 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:

“Hidden Information, Communication, and Participation” (with Martin Dufwenberg; forthcoming in *American Economic Review*)

“Bare Promises” (with Martin Dufwenberg; forthcoming in *Economics Letters*)

“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 comment, *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 under review:**

“Trust and Trustworthiness Reputations in an Investment Game” (with Ninghua Du and Chun-Lei Yang; revision requested by *Games and Economic Behavior*)

“Endogenous Group Formation and Efficiency: An Experimental Study” (with

Chun-Lei Yang; new version requested by *Journal of Public Economics*)

“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)

“A Successful, Low-cost, Group-based Wellness Intervention in the Laboratory” (with Roger Jahnke)

“The Strategy versus the Direct-response Method: A Survey of Experimental Comparisons” (with Jordi Brandts)

“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)

### **Working papers**

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

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

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

### **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 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* (2), *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* (17), *Games and Economic Behavior* (20), *IBM Systems Journal*, *Industrial Relations*, *Industrial and Labor Relations Review* (2), *International Economic Review* (2), *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 Behavior and Organization* (32), *Journal of Economic Education*, *Journal of Economic Theory* (5), *Journal of the European Economic Association* (7), *Journal of Finance*, *Journal of Health Economics*, *Journal of Labor Economics* (4), *Journal of Law, Economics, and Organization* (2), *Journal of Political Economy* (3), *Journal of Public Economics* (10), *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* (30), *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

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**

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>)  
International Herald Tribune, December 12, 2009, p. 12  
New York Times Magazine, "Year in Ideas", December 13, 2009, p. 55  
<http://www.nytimes.com/projects/magazine/ideas/2009/#m>  
TechRepublic.com, December 16, 2009,  
<http://blogs.techrepublic.com.com/career/?p=1594&tag=content;leftCol>