

SELECTED PUBLICATIONS & WORKING PAPERS

“Incentives to Exercise” (with Uri Gneezy; *Econometrica*, **77**, May, 2009, 909-931)

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

“Cooperation and Competition in Intergenerational Experiments in the Field and the Laboratory” (with Marie Claire Villeval; *American Economic Review*, **99**, June, 2009, 956-978)

“Individual Behavior and Group Membership” (with Luca Rigotti and Aldo Rustichini, *American Economic Review*, **97**, September, 2007, 1340-1352)

“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)

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

“The Origin of the Winner’s Curse: A Laboratory Study” (with Dan Levin; *American Economic Journal – Micro*, **1**, February, 2009, 207–36)

“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)

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

“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)

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

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

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

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

“Attribution and Reciprocity in an Experimental Labor Market,” *Journal of Labor Economics*, **22**, July, 2004, 665-688

“An Experimental Test of Inequality and Risk-sharing Arrangements” (with Garance Genicot; *Economic Journal*, **119**, April, 2009, 796-825)

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

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

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

“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)

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

Selected papers under review:

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

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