

Alexander L. Brown

Last updated: August 2026

Department of Economics, 4228 TAMU
Texas A&M University
2935 Research Parkway
College Station, TX 77843

Phone: (979) 862-7392
Secretary: (979) 845-7351
Fax: (979) 847-8757

alexbrown@tamu.edu
people.tamu.edu/~alexbrown
ORCID: [0000-0002-5582-5304](https://orcid.org/0000-0002-5582-5304)

FACULTY APPOINTMENTS

Professor, Department of Economics, Texas A&M University, August 2019–present.
Associate Professor, Department of Economics, Texas A&M University, August 2014–August 2019.
Assistant Professor, Department of Economics, Texas A&M University, August 2008–August 2014.

OTHER CONCURRENT APPOINTMENTS

Visiting Scholar, Consumer Financial Protection Bureau, August 2017–January 2018, March 2020–January 2021.
Visiting Professor, Division of Humanities and Social Sciences, California Institute of Technology, January 2018–July 2018.
Senior Economist, Moblab Inc., January 2018–July 2018.

GRADUATE STUDIES

Ph.D., Social Science, California Institute of Technology, June 2008.
Thesis: “Investigating Psychology-Influenced Models in Lab, Field and Theory.”
Committee: Colin F. Camerer (advisor), Charles Plott, Leeat Yariv, David Grether.
M.S., Social Science, California Institute of Technology, June 2005.

UNDERGRADUATE STUDIES

B.S., Economics, Ohio State University, *magna cum laude*, with honors and distinction, June 2003.
B.S., Actuarial Science, Ohio State University, *magna cum laude*, with honors, June 2003.

RESEARCH AND TEACHING FIELDS

Research fields: Experimental Economics, Behavioral Economics, Game Theory, Behavioral Consumer Finance.

Teaching fields: Game Theory, Behavioral Finance, Experimental Economics, Microeconomic Theory.

HONORS AND AWARDS

Distinguished Winner, AMA-EBSCO-RRBM Award for Responsible Research in Marketing, 2026, for “Beyond Income: Dynamic Consumer Financial Vulnerability” (*Journal of Marketing*, 2023).

PUBLICATIONS IN PEER-REVIEWED JOURNALS

Brown, Alexander L., Daniel Grodzicki, and Paolina C. Medina. “When Consumer Financial Protection Spills Over: Student Loan Borrowing under the CARD Act.” *Management Science*, forthcoming.

Burris, Mark, Sruthi Ashraf, Musfira Rahman, Winfred Arthur, Jr., Alexander L. Brown, Susan Chrysler, Amy Benedick, Lindsay Hunker, Rick Huey, Matthew Airola, and Nick Wood. “Influence of Message-Based Nudges on Travel Choices on Express Lanes.” *Transportation Research Record*, 2026, 2680(4): 377–396.

Velez, Rodrigo A. and Alexander L. Brown. “The Refinement of Nash Equilibrium Based on Equilibrium Models of Imperfectly Rational Behavior.” *Games and Economic Behavior*, 2026, 157: 516–534.

Brown, Alexander L., Huiyi Guo, and Hyundam Je. “Preferences for The Resolution of Risk and Ambiguity.” *Journal of Economic Theory*, 2026, 232, 106151.

Brown, Alexander L., Daniel G. Stephenson, and Rodrigo A. Velez. “Testing the Simplicity of Strategy-Proof Mechanisms.” *Economic Theory*, 2026, 81(1-2): 13–42.

Valdez Gonzalez, Natalia I., Alexander L. Brown, and Marco A. Palma. “Social-Benefits Stigma and Subsequent Competitiveness.” *Economic Inquiry*, 2025, 63(3): 903–925.

Brown, Alexander L., Taisuke Imai, Ferdinand M. Vieider, and Colin F. Camerer. “Meta-analysis of Empirical Estimates of Loss Aversion.” *Journal of Economic Literature*, 2024, 62(2): 485–516.

Ashraf, Sruthi, Alexander L. Brown, Mark W. Burris, and Valon Vitaku. “Aggregate and Individual Effects of Additional Information in a Coordination (Traffic) Game.” *Economic Inquiry*, 2023, 61(4): 818–850.

Salisbury, Linda Court, Gergana Y. Nenkov, Simon J. Blanchard, Ronald Paul Hill, Alexander L. Brown, and Kelly D. Martin. “Beyond Income: Dynamic Consumer Financial Vulnerability.” *Journal of Marketing*, 2023, 87(5): 657–678.

Burris, Mark, Alexander L. Brown, Hardik Gupta, Jasper Wang, Alberto M. Figueroa-Medina, Carlos A. del Valle-Gonzalez, and Adel F. del Valle-Perez. “Factors Influencing Traveler Use of Transit before, during, and after the COVID-19 Pandemic.” *Journal of Public Transportation*, 2023, 25, 100058.

Ashraf, Sruthi, Mark W. Burris, Alexander L. Brown, and Valon Vitaku. “Using Behavioral Economics to Identify Potential Managed Lane Users.” *Transportation Research Record*, 2022, 2676(8): 144–158.

Brown, Alexander L. and Matt Van Essen. “Breaking-Up Should Not be Hard to Do! Designing Contracts to Avoid Wars of Attrition.” *European Economic Review*, 2022, 143, 104059.

- Stephenson, Daniel G. and Alexander L. Brown. "Playing the Field in All-pay Auctions." *Experimental Economics*, 2021, 24(2): 489–514.
- Lin, Po-Hsuan, Alexander L. Brown, Taisuke Imai, Joseph Tao-yi Wang, Stephanie W. Wang, and Colin F. Camerer. "Evidence of General Economic Principles of Bargaining and Trade from 2,000 Classroom Experiments." *Nature Human Behaviour*, 2020, 4: 917–927.
- Lovall, Dan, Alexander L. Brown, David J. Teece, and David Bardolet. "Resource Re-allocation Capabilities in Internal Capital Markets: The Value of Overcoming Inertia." *Strategic Management Journal*, 2020, 41(8): 1365–1380.
- Brown, Alexander L., Jonathan Meer, and J. Forrest Williams. "Why Do People Volunteer? An Experimental Analysis of Preferences for Time Donations." *Management Science*, 2019, 65(4): 1455–1468.
- Van Huyck, John, Ajalavat Viriyavipart, and Alexander L. Brown. "When Less Information is Good Enough: Experiments with Global Stag Hunt Games." *Experimental Economics*, 2018, 21(3): 527–548.
- Brown, Alexander L., Ajalavat Viriyavipart, and Xiaoyuan Wang. "Search Deterrence in Experimental Consumer Goods Markets." *European Economic Review*, 2018, 104: 167–184.
- Brown, Alexander L. and Paul J. Healy. "Separated Decisions." *European Economic Review*, 2018, 101: 20–34.
- Bardolet, David, Alexander L. Brown, and Dan Lovall. "The Effects of Relative Size, Profitability, and Growth on Corporate Capital Allocations." *Journal of Management*, 2017, 43(8): 2469–2496.
- Brown, Alexander L., Jonathan Meer, and J. Forrest Williams. "Social Distance and Quality Ratings in Charity Choice." *Journal of Behavioral and Experimental Economics*, 2017, 66: 9–15.
- Brown, Alexander L. and Rodrigo A. Velez. "The Costs and Benefits of Symmetry in Common Ownership Allocation Problems." *Games and Economic Behavior*, 2016, 96: 115–131.
- Brown, Alexander L. and Joanna Lahey. "Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment." *Journal of Marketing Research*, 2015, 52(6): 768–783.
- Brown, Alexander L. and Gregory Cohen. "Does Anonymity Affect the Willingness To Accept and Willingness To Pay Gap? A Generalization of Plott and Zeiler." *Experimental Economics*, 2015, 18(2): 173–184.
- Brown, Alexander L. and Hwagyun Kim. "Do Individuals Have Preferences Used in Macro-Finance Models? An Experimental Investigation." *Management Science*, 2014, 60(4): 939–958.
- Brown, Alexander L., Colin F. Camerer, and Dan Lovall. "Estimating Structural Models of Equilibrium and Cognitive Hierarchy Thinking in the Field: The Case of Withheld Movie Critic Reviews." *Management Science*, 2013, 59(3): 733–747.
- Goldfarb, Avi, Teck-Hua Ho, Wilfred Amaldoss, Alexander L. Brown, Yan Chen, Tony Haitao Cui, Alberto Galasso, Tanjim Hossain, Ming Hsu, Noah Lim, Mo Xiao, and Botao Yang. "Behavioral Models of Managerial Decision-Making." *Marketing Letters*, 2012, 23(2): 405–421.

- Brown, Alexander L., Colin F. Camerer, and Dan Lovallo. "To Review or Not to Review? Limited Strategic Thinking at the Movie Box Office." *American Economic Journal: Microeconomics*, 2012, 4(2): 1–26.
- Brown, Alexander L., Charles R. Plott, and Heidi J. Sullivan. "Collusion Facilitating and Collusion Breaking Power of Simultaneous Ascending and Descending Price Auctions." *Economic Inquiry*, 2009, 47(3): 395–424.
- Brown, Alexander L., Zhikang Eric Chua, and Colin F. Camerer. "Learning and Visceral Temptation in Dynamic Saving Experiments." *Quarterly Journal of Economics*, 2009, 124(1): 197–231.
- Brown, Alexander L. and John H. Kagel. "Behavior in a Simplified Stock Market: The Status Quo Bias, the Disposition Effect and the Ostrich Effect." *Annals of Finance*, 2009, 5(1): 1–14.

OTHER PUBLICATIONS

- Burris, Mark, Alexander L. Brown, Hardik Gupta, Jasper Wang, Kartikeya Jha, Michael Walk, Alberto M. Figueroa-Medina, Daniel Rodríguez-Román, Carlos del Valle-González, Luis Nieves-Díaz, Janilet Rodríguez-Rodríguez, Adel del Valle-Pérez, and Marianna Defendini. "Examining the Impact of Stress and Fear of COVID-19 on Transit Travel." *National Institute for Congestion Reduction*, Final Report, 2023.
- Brown, Alexander L. and Daniel Stephenson. "Experiments in Continuous Time." In C. M. Capra, R. Croson, T. Rosenblatt, and M. A. Rigdon (eds.), *Handbook of Experimental Game Theory*, 95–124, 2020.
- Brown, Alexander L. "Asymmetric Information." In D. J. Teece and M. Augier (eds.), *The New Palgrave Encyclopedia of Strategic Management*, 2015.

WORKING PAPERS (UNDER REVIEW)

- Brown, Alexander L., Rupert Freeman, and Korok Ray. "Incentive Mechanisms for AI: Theory and Evidence."
- Brown, Alexander L., Matt Van Essen, and John Wooders. "Peer Evaluations: Exploiting Meritocratic Norms to Overcome Social Dilemmas."
- Vitaku, Valon, Alexander L. Brown, and Marco A. Palma. "Biometric Responses to Unjustified and Justified-Envy in School Choice Allocations."

WORKING PAPERS (NOT UNDER REVIEW)

- Brown, Alexander L., Catherine C. Eckel, Steven N. Wiggins, and Sijia Zhang. "Asymmetric Information Undermines Coasian Bargaining in Common (Oil) Pool Resources."
- Brown, Alexander L. and Daniel Fragiadakis. "Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?"
- Brown, Alexander L., Jinliang Liu, and Michael Tsoi. "Testing Strategy-Proofness and Simplicity Refinements in Elicitation Mechanisms."

Brown, Alexander L., Ethan Park, and Rodrigo A. Velez. "Lies, Labels and Mechanisms."

Brown, Alexander L. and Rodrigo A. Velez. "Empirical Bias of Extreme-Price Auctions: Experimental Evidence."

Stephenson, Daniel and Alexander L. Brown. "Characterizing Persistent Disequilibrium Dynamics: Imitation or Optimization?"

Velez, Rodrigo A. and Alexander L. Brown. "Empirical Bias of Extreme-Price Auctions: Analysis."

Velez, Rodrigo A. and Alexander L. Brown. "Empirical Strategy-Proofness."

GRANTS AWARDED

Guo, Guofei, Alexander L. Brown, and Shreyas Kumar. "Cybersecurity Risk Reduction for Small Businesses." *Targeted Proposal Teams, Texas A&M University*, \$80,000.

Lovullo, Dan, Alexander L. Brown, and Izhak Gilboa. "Similarities and Probabilities in Judgement and Decision." *University of Sydney*, \$45,000 (AUS).

Kezunovic, Mladen, Alexander L. Brown, Roger Enriquez, Paul Pavlou, and Zoran Obradovic. "SCC-IRG Track1: Advanced Learning for Energy Risk Tracking (ALERT)." *National Science Foundation*, \$1,518,793.

Burris, Mark, Alexander L. Brown, Michael Walk, and Jason Wallis. "Predicting Travel and Congestion in a Post-Pandemic America." *National Institute for Congestion Reduction*, \$140,197.

Kezunovic, Mladen, Alexander L. Brown, Robert Tillyer, Paul Pavlou, and Zoran Obradovic. "SCC-PG: Advanced Learning for Energy Risk Tracking (ALERT)." *National Science Foundation*, \$150,000.

Eksin, Ceyhun, Martial Loth Ndeffo Mbah, and Alexander L. Brown. "Understanding Individual Behavior and Value of Social Network Information During the Flu Seasons." *Triads for Transformation (T3), Texas A&M University*, \$30,000.

Eckel, Catherine and Alexander L. Brown. "Developing the Texas Social Science Research Innovation Panel (T-SSRIP)." *Seed Grant Program, College of Liberal Arts, Texas A&M University*, \$15,840.

Camerer, Colin and Alexander L. Brown. "Collaborative Research: Meta-Analysis of Empirical Estimates of Loss Aversion." *National Science Foundation*, \$93,923.

Burris, Mark, Winfred Arthur Jr., Alexander L. Brown, Sue Chrysler, Lisa Green, Emanuel Robinson, W. Douglas Shaw, and Nick Wood. "Using Behavioral Economics to Better Understand ML Use." Cooperative Agreement DTFH61-16-R-00036. *Federal Highway Administration—Exploratory Advanced Research Program*, \$1,425,716.

Brown, Alexander. "Doctoral Dissertation Research in Economics: Evolutionary Preference Revelation Dynamics under School Choice Mechanisms" (for Daniel Stephenson). *National Science Foundation*, \$27,369.

Brown, Alexander. *International Travel Grant, College of Liberal Arts, Texas A&M University*, \$1,500.

Meer, Jonathan, Alexander L. Brown, Catherine C. Eckel, Daniel Fragiadakis, Li Gan, Mark Hoekstra, Jason Lindo, Fernando Luco, Steve Puller, and John Van Huyck. "Department of Eco-

nomics Applied Microeconomics & Experimental Groups.” *Strategic Development Grant, College of Liberal Arts, Texas A&M University*, \$35,500.

Brown, Alexander. *International Travel Grant, College of Liberal Arts, Texas A&M University*, \$1,500.

Velez, Rodrigo, Alexander L. Brown, Catherine C. Eckel, Silvana Krasteva, and Guoqiang Tian. “Theory/Experimental Group.” *Strategic Development Grant, College of Liberal Arts, Texas A&M University*, \$26,780.

Brown, Alexander L. and John Van Huyck. “Experimental Research Laboratory Program Enhancement.” *Humanities and Social Sciences Enhance Research Capacity Grant, College of Liberal Arts, Texas A&M University*, \$150,000.

Brown, Alexander L. “Small Victories: Examining Market-Driven Solutions in Savings and Debt Reduction Experiments.” *Small Grants Program, International Foundation for Research in Experimental Economics, Tucson, AZ*, \$8,000.

DISCIPLINARY/DEPARTMENTAL SERVICE

Director of Graduate Program, *Department of Economics, Texas A&M University*, 2024–.

Director, *Economic Research Laboratory, Texas A&M University*, 2014–2017, 2024–.

Guest Associate Editor, Special Issue in Honor of Colin Camerer, *Journal of Economic Behavior and Organization*, 2024–.

Co-Organizer, *Texas Experimental Association Symposium IX, Texas A&M University, College Station*, 2024–.

Co-Organizer, *Texas Experimental Association Symposium VII, Texas A&M University, College Station*, 2020.

Associate Editor, *Journal of Economic Behavior and Organization*, 2014–2020.

Co-Director, *Economic Research Laboratory, Texas A&M University*, 2012–2014.

Chief Conference Organizer, *Texas Experimental Association Symposium, College Station*, 2014.

Reviewer for *Agricultural Economics, American Economic Journal: Economic Policy, American Economic Journal: Microeconomics, American Economic Review, Applied Economics, Canadian Journal of Economics, Economics Letters, Economic Inquiry, Economic Journal, Economic Theory, Economics of Education Review, Emerging Markets Finance and Trade, European Journal of Finance, Experimental Economics, Games and Economic Behavior, Institute for Research in Experimental Economics Small Grants Program, International Economic Review, International Journal of Forecasting, International Journal of Industrial Organization, Journal of Banking and Finance, Journal of Behavioral and Experimental Economics, Journal of Behavioral Public Administration, Journal of Business Research, Journal of Consumer Research, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Economics and Management Strategy, Journal of Economic Psychology, Journal of the European Economics Association, Journal of Experimental Social Psychology, Journal of Law and Economics, Journal of Marketing, Journal of Marketing Research, Journal of Money, Credit and Banking, Journal of Neuroscience, Psychology, and Economics, Journal of Political Economy, Journal of Political Economy: Microeconomics, Journal of Public Economics, Journal of Risk and Uncertainty, Journal of Theoretical Politics, Judgement and Decision Making, Management Science, Nature Human Behaviour, National Science Foundation, Nonprofit and Voluntary Sector Quarterly, Organizational Behavior and Human Decision Processes, PLOS ONE, Rand Journal of Economics, Research Grants Council of Hong Kong, Review of*

Economic Studies, Review of Financial Studies, Social Choice and Welfare, Southern Economic Journal, Strategic Management Journal, and Think Forward Initiative.

INVITED PRESENTATIONS

- “Advantages and Challenges of Behaviorally-Informed Mechanism Design.” (keynote) Australia New Zealand Workshop on Experimental Economics, Canberra, ACT, Australia, September 2024.
- “Preferences for the Resolution of Risk and Ambiguity.” University of Sydney, September 2024.
- “Testing the Simplicity of Strategy-proof Mechanisms.” University of Tennessee, Knoxville, May 2024.
- “Testing the Simplicity of Strategy-proof Mechanisms.” New York University, Abu Dhabi, March 2024.
- “When Nudges Spill Over: Student Loan Use under the CARD Act.” University of Nevada, Reno, October 2022.
- “Preferences for the Resolution of Risk and Ambiguity.” Middlebury College (virtual), November 2021.
- “Preferences for the Resolution of Risk and Ambiguity.” Alicante University (virtual), November 2021.
- “Meta-Analysis of Empirical Estimates of Loss Aversion.” Appalachian State University (virtual), April 2021.
- “Meta-Analysis of Empirical Estimates of Loss Aversion.” Carleton University (virtual), April 2021.
- “Empirical Equilibrium.” University of Texas at Dallas, November 2019.
- “Empirical Mechanism Design: Bias and Optimality of α -Auctions.” University of Virginia, March 2018.
- “Optimal α -auctions: Using Short-Run QRE Dynamics in Mechanism Design.” University of Maryland, November 2017.
- “Breaking-Up Should Not be Hard to Do! Designing Contracts to Avoid Wars of Attrition.” Georgetown University, October 2017.
- “Separated Decisions.” Interdisciplinary Center for Economic Science, George Mason University, September 2017.
- “Search Deterrence in Experimental Consumer Goods Markets.” Consumer Financial Protection Bureau, August 2016.
- “Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment.” University of Michigan, September 2015.
- “The Costs and Benefits of Symmetry in Common Ownership Allocations.” Ohio State University, September 2015.
- “Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment.” Southwestern University of Finance and Economics, June 2015.
- “Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment.” University of Electric Science and Technology, China, June 2015.

- "Exploding Offers with Experimental Consumer Goods." Georgia State University, September 2014.
- "Breaking Up Is Hard to Do: Experiments on Joint-Ownership Dissolution." University of Pittsburgh, November 2013.
- "Do Individuals Have Preferences Used in Macro-Finance Models? An Experimental Investigation." University of Arizona, May 2013.
- "An Experimental Analysis of Charitable Donations of Time and Money." Washington State University, November 2012.
- "An Experimental Analysis of Envy Free Mechanisms." University of Sydney, May 2012.
- "Experimental Analysis of an Envy-Free Auction." Chapman University, March 2012.
- "Experimental Analysis of an Envy-Free Auction." University of California, Santa Barbara, January 2012.
- "Mechanisms for a Fair Allocation of Indivisible Goods." University of Alabama, October 2011.
- "Experimental Resolution of Uncertainty with Epstein-Zin Preferences." University of Texas at Dallas, April 2011.
- "Learning and Visceral Temptation in Dynamic Savings Experiments." Cornell University, November 2008.

CONFERENCE PRESENTATIONS

- "Peer Evaluations: Exploiting Meritocratic Norms to Overcome Social Dilemmas." Texas Theory Camp, Southern Methodist University, Dallas, TX, October 2025.
- "Peer Evaluations: Exploiting Meritocratic Norms to Overcome Social Dilemmas." North American Meeting of the Economic Science Association, Tucson, AZ, October 2025.
- "Incentive Mechanisms for AI: Theory and Evidence." 11th Annual Behavioural Game Theory Workshop (virtual), University of East Anglia, Norwich, UK, July 2025.
- "Incentive Mechanisms for AI: Theory and Evidence." North American Meetings, Economic Science Association, Columbus, OH, October 2024.
- "Is There a Better Way to Elicit Valuations than the BDM?" Auctions, Firm Behavior, and Policy, Norman, Oklahoma, June 2024.
- "Is There a Better Way to Elicit Valuations than the BDM?" North American Meetings, Economic Science Association, Charlotte, NC, October 2023.
- "When Nudges Spill Over: Student Loan Use under the CARD Act." Behavioral and Experimental Economists of the Mid-Atlantic, Federal Reserve Bank, New York, NY, October 2023.
- "When Nudges Spill Over: Student Loan Use under the CARD Act." 79th Annual Congress of the International Institute of Public Finance, Logan, UT, August 2023.
- "Preferences over Ambiguity in Vaccination Decisions." North American Meetings, Economic Science Association, Santa Barbara, CA, November 2022.
- "Advanced Learning for Energy Risk Tracking-ALERT." 2022 S&CC Principal Investigators' Meeting, Washington, DC, October 2022.
- "When Nudges Spill Over: Student Loan Use under the CARD Act." Board of Directors for the Texas Association of Collegiate Financial Education Professionals (virtual), October 2022.

- "When Nudges Spill Over: Student Loan Use under the CARD Act." RAND Behavioral Finance Forum, Virtual Meetings, August 2022.
- "Testing Simplicity Standards under the Uniform Rule in Rationing Games." North American Meetings, Economic Science Association, Tucson, AZ, October 2021.
- "Empirical Bias and Efficiency of Alpha-Auctions: Experimental Evidence." 6th World Congress of the Game Theory Society, Budapest, Hungary (virtual), July 2021.
- "Empirical Bias and Efficiency of Alpha-Auctions: Experimental Evidence." Behavioral Game Theory Conference, University of East Anglia (virtual), July 2021.
- "Direct Revelation with Lying Aversion." 2021 Economic Science Association Global Meetings, Virtual Meetings, July 2021.
- "Meta-Analysis of Empirical Estimates of Loss Aversion." North American Meetings of the Econometrics Society, Montreal (virtual), June 2021.
- "Characterizing Adaptive Dynamics: An Alternative Behavioral Approach." 2020 Economic Science Association Global Meetings, Virtual Meetings, September 2020.
- "Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?" 7th Annual Texas Experimental Association Symposium, College Station, TX, March 2020.
- "Empirical Equilibrium." 25th Annual Visiting Graduate Student Workshop in Experimental Economics, Orange, CA, January 2020.
- "Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?" 4th CFPB Research Conference, Washington, DC, December 2019.
- "A Meta-Analysis of Estimates of Loss-Aversion λ ." North American Meetings, Economic Science Association, Los Angeles, CA, October 2019.
- "Empirical Strategy Proofness." North American Meetings, Economic Science Association, Los Angeles, CA, October 2019.
- "Empirical Equilibrium." World Meetings, Economic Science Association, Vancouver, Canada, July 2019.
- "Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?" 2019 Boulder Summer Conference on Consumer Financial Decision Making, Boulder, CO, May 2019.
- "Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?" Third Behavioral Industrial Organization and Marketing Symposium, Ann Arbor, MI, May 2019.
- "Asymmetric Information Undermines Coasian Bargaining in Common (Oil) Pool Resources." 6th Annual Texas Experimental Association Symposium, Waco, TX, March 2019.
- "Insights from Behavioral Experimental Economics into Buyer/Seller Behavior with Applications to Traffic." Cintra Pricing and Analytics Summit, Austin, TX, November 2018.
- "Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?" North American Meetings, Economic Science Association, Antigua, Guatemala, October 2018.
- "Breaking-Up Should Not be Hard to Do! Designing Contracts to Avoid Wars of Attrition." North American Meetings, Economic Science Association, Richmond, VA, October 2017.
- "Can Individuals Recognize Selected Information When They Satisfice? An Experimental Investigation." Swarthmore Meeting on Behavioral and Experimental Economics, October 2017.

- "Asymmetric Information Undermines Coasian Bargaining in Common (Oil) Pool Resources." Public Choice Society Meetings, New Orleans, LA, March 2017.
- "Maximal Auctions: Using QRE for Optimal Mechanism Design." North American Meetings, Economic Science Association, Tucson, AZ, November 2016.
- "Maximal Auctions: Using QRE for Optimal Mechanism Design." World Meetings, Economic Science Association, Jerusalem, Israel, July 2016.
- "Separated Decisions." 3rd Annual Texas Experimental Association Symposium, Houston, TX, March 2016.
- "Information Structure and Oil Field Unitization: Why Does Bargaining Fail?" North American Meetings, Economic Science Association, Dallas, TX, October 2015.
- "Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment." World Meetings, Economic Science Association, Sydney, Australia, July 2015.
- "Behavioral Insights from Financial Decision-Making with Spending, Saving, and Debt." Behavioral Science Policy Association, June 2015.
- "Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment." Consumer Financial Protection Bureau, Washington, DC, May 2015.
- "Exploding Offers with Experimental Consumer Goods." North American Meetings, Economic Science Association, Ft. Lauderdale, October 2014.
- "Small Victories: Creating Intrinsic Motivation in Savings and Debt Reduction." Texas Experimental Association Symposium, College Station, TX, March 2014.
- "Discussant: Holier Than Thou? Social Motivations for Religious Giving." American Economic Association, Philadelphia, PA, January 2014.
- "Why Do People Volunteer? An Experimental Analysis of Preferences for Time Donations." North American Meetings, Economic Science Association, Santa Cruz, October 2013.
- "The Costs and Benefits of Symmetry in Common-Ownership Allocation Problems." World Meetings, Economic Science Association, Zurich, Switzerland, July 2013.
- "Why Do People Volunteer? An Experimental Analysis of Preferences for Time Donations." Biennial Social Dilemmas Conference, Caltech, Pasadena, CA, February 2013.
- "Estimating Structural Models of Limited Strategic Thinking in the Field: The Case of Missing Movie Critic Reviews." American Economic Association, San Diego, CA, January 2013.
- "Discussant: No Margin, No Mission? A Field Experiment on Incentives for Pro-Social Tasks." American Economic Association, San Diego, CA, January 2013.
- "Small Victories: Creating Intrinsic Motivation in Savings and Debt Reduction." Economic Science Association, Tucson, AZ, November 2012.
- "An Analysis of an Envy-Free Auction." North American Meetings, Economic Science Association, Tucson, AZ, November 2011.
- "Mechanisms for a Fair Allocation of Indivisible Goods." North American Meetings, Economic Science Association, Tucson, AZ, November 2010.
- "To Review or Not Review? Limited Strategic Thinking at the Box Office." 8th Triennial Invitational Miami Choice Symposium, Key Largo, FL, May 2010.
- "Experimental Resolution of Uncertainty with Epstein-Zin-Kreps-Porteus Preferences." North American Meetings, Economic Science Association, Tucson, AZ, November 2009.

“Experimental Resolution of Uncertainty with Epstein-Zin-Kreps-Porteus Preferences.” World Meetings, Economic Science Association, Arlington, VA, June 2009.

COURSES TAUGHT

Graduate:

Behavioral Financial Economics (ECON 618, formerly ECON 689)
Microeconomic Theory I (ECON 629)
Experimental Economics (ECON 655)

Undergraduate:

Principles of Microeconomics (ECON 202)
Economics of Decision-Making and Strategy (ECON 449)
Games and Economic Behavior (ECON 459)

GRADUATE STUDENTS ADVISED

Colin Hagerty (expected 2027)
Sijia Zhang (expected 2027)
Jinliang Liu (2024)
Hyundam Je (2023)
Valon Vitaku (2023)
Ada Kovaliukaite (2018)
Daniel Stephenson (2017)
Jose Castillo Garcia (2015)
Ajalavat Viriyavipart (2015)
Xiaoyuan Wang (2014)
J. Forrest Williams (2014)