

Rachel Toni Algaze Croson

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(972) 883-6016

Education:

PhD	1994	Economics	Harvard University
AM	1992	Economics	Harvard University
BA	1990	Economics	University of Pennsylvania
		Philosophy of Science	<i>(summa cum laude)</i>

Research Interests:

Experimental Economics
Judgment and Decision Making
Bargaining and Negotiation

Academic Appointments:

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

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

*Associate Professor (with tenure), Wharton School of the University of Pennsylvania
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

2000 - 2001 Marketing Group

Visiting Assistant Professor, University of Pittsburgh

1995 - 1996 Department of Economics

Assistant Professor, Wharton School of the University of Pennsylvania

1994 – 2000 Department of Operations and Information Management

Predocctoral Fellow, University of Arizona

Summer 1993 Economic Science Laboratory

Journal Publications:

- [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] “Curtailing 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
- [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] “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.
- [23] “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.
- [24] “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.
- [25] “Reciprocity, Matching and Conditional Cooperation in Two Public Goods Games.” (with Enrique Fatas and Tibor Neugebauer) *Economics Letters*, Vol 87, 2005, pp. 95-101.
- [26] “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.
- [27] “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.

- [28] “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.
- [29] “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.
- [30] “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
- [31] “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.
- [32] “Upstream versus Downstream Information and Its Impact on the Bullwhip Effect.” (with Karen Donohue) *System Dynamics Review*, Vol 21, 2005, pp. 249-260.
- [33] “Rent-Seeking for a Risky Rent: A Model and Experimental Investigation.” (with Ayse Onculer) *Journal of Theoretical Politics*, Vol 17, 2005, pp. 403-429.
- [34] “Behavioral Causes of the Bullwhip Effect and the Observed Value of Inventory Information.” (with Karen Donohue) *Management Science*, Vol 52, 2006, pp. 323-336.
- [35] “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.
- [36] “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.
- [37] “The Impact of Social Comparisons on Nonprofit Fundraising.” (with Jen Shang) *Research in Experimental Economics*, Vol 11, 2006, pp. 143-156.
- [38] “Simple Models of Discrete Choice and Their Performance in Bandit Experiments.” (with Noah Gans and George Knox) Forthcoming, *Manufacturing and Service Operations Management*.
- [39] “Theories of Commitment, Altruism and Reciprocity: Evidence from Linear Public Goods Games.” Forthcoming, *Economic Inquiry*.
- [40] “‘I’ Give But ‘We’ Give More: The Impact of Identity and the Mere Information Effect on Donation Behavior.” (with Americus Reed and Jen Shang) Forthcoming, *Journal of Marketing Research*.

Invited Publications, Book Chapters and Refereed Conference Proceedings:

[41] “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.

[42] “Other-Regarding Preferences in Economics.” *CSWEP Newsletter*, 1999 (Winter), Eckel (ed.), pp. 7-8.

[43] “Book Review: Handbook of Experimental Economics.” *Journal of Economic Behavior and Organization*, Vol 40, 1999, pp. 115-118.

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

[45] “Top Ten (Easy) Things to do to Mentor Junior Faculty.” *CSWEP Newsletter*, 2003 (Winter), Croson (ed.), pp. 7-9.

[46] “Psychological Biases and Gambling.” *Intelligent Gambler*, Vol 18, 2002-2003 (Winter), Weinstock (ed.).

[47] “Why and How To Experiment: Methodologies from Experimental Economics.” *University of Illinois Law Review*, Vol 2002, 2002, pp. 921-945.

[48] “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.

[49] “Valuing Gambles: A Historical and Theoretical Perspective.” *Intelligent Gambler*, Vol 22, 2004-2005 (Winter), Weinstock (ed.).

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

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

[52] “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.

[53] “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.

[54] “Trust and Trustworthiness: Introduction to the Special Issue.” (with Iris Bohnet) *Journal of Economic Behavior and Organization*, Vol 55, 2004, pp. 443-445.

[55] “Partners versus Strangers: The Effect of Random Rematching in Public Goods Experiments.” (with James Andreoni) Forthcoming, *Handbook of Experimental Economics Results*, Plott and Smith (eds.).

[56] “Differentiating Altruism and Reciprocity.” Forthcoming, *Handbook of Experimental Economics Results*, Plott & Smith (eds.).

[57] “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.

[58] “Understanding Poker Errors through Prospect Theory, Part I.” (with Barry Tannenbaum) *Card Player*, Vol 18, Issue 20.

[59] “Understanding Poker Errors through Prospect Theory, Part II.” (with Barry Tannenbaum) *Card Player*, Vol 18, Issue 21.

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

[61] “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.), Palgrave Macmillan Press. pp. 88-97.

[62] “Public Goods Experiments.” *The New Palgrave Dictionary of Economics*, Eckel (ed). *Forthcoming*.

Papers Under Review:

[63] “Exploring the Relationship between Actions and Beliefs: Projection vs. Reaction.” (with Mark Miller) Revise and resubmit, *Journal of Behavioral Decision Making*.

[64] “Gender Differences in Preferences.” (with Uri Gneezy) Revise and resubmit, *Journal of Economic Literature*.

[65] “Trust and Gender: An Examination of Behavior, Biases, and Beliefs in the Investment Game.” (with Nancy Buchan and Sara Solnick) Conditional accept, *Journal of Economic Behavior and Organization*.

[66] “Order Stability in Supply Chains: Coordination Risk and the Role of Coordination Stock.” (with Karen Donohue, Elena Katok and John Sterman) Under review, *Manufacturing and Service Operations Management*.

[67] “Do Pre-Acquisition Alliances Help in Post-Acquisition Coordination: An Experimental Approach.” (with Rajshree Agarwal and Jaideep Anand) Revise and resubmit, *Management Science*.

[68] “Double Standards, Social Preferences and Their Self-Serving Biases.” (with James Konow). Under review, *Journal of Economic Behavior and Organization*.

[69] “Step-Return versus Net Reward in the Voluntary Provision of a Public Good: An Adversarial Collaboration.” (with Melanie Marks, Bram Cadsby and Elizabeth Maynes) Revise and resubmit, *Public Choice*.

[70] “Field Experiments in Charitable Contribution: The Impact of Social Influence on the Voluntary Provision of Public Goods.” (with Jen Shang). Under review, *Economic Journal*.

[71] “Excludability and Contribution: A Laboratory Study in Team Production.” (with Enrique Fatas and Tibor Neugebauer). Under review, *Quarterly Journal of Economics*.

[72] “An Experimental Analysis of Conditional Cooperation.” (with Enrique Fatas and Tibor Neugebauer). *In revision*.

[73] “Keeping Up with the Joneses: The Relationship between Norms, Social Information and Subsequent Charitable Giving.” (with Femida Handy and Jen Shang). Revise and resubmit, *Nonprofit Management and Leadership*.

[74] “Investment Decisions and Emissions Reductions: Results from Experiments in Emissions Trading.” (with Alex Farrell and Lata Gangadharan). Under review, *Journal of Environmental Management*.

[75] “The Impact of Information from Similar or Different Advisors on Judgment.” (with Francesca Gino and Jen Shang) Revise and resubmit, *Organizational Behavior and Human Decision Processes*.

[76] “The Impact of Downward Social Information on Contribution Decisions.” (with Jen Shang) Under review, *Experimental Economics* (special issue on field experiments)

[77] “Decision Making in Strategic Alliances: An Experimental Investigation.” (with Rajshree Agarwal and Joseph Mahoney) Under review, *Strategic Management Journal*.

Working Papers and Manuscripts:

[78] “Groups Work for Women: Gender and Group Identity in the Provision of Public Goods.” (with Melanie Marks) To be submitted, *Public Choice*.

[79] “Using Experiments in Corporate Strategy Research.” (with Jaideep Anand and Rajshree Agarwal) Revise and resubmit, *European Management Review*.

[80] “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*.

[81] “An Economists’ Guide to Negotiation Classroom Experiments.”

Projects in Progress:

Social Networks and Charitable Giving (with Jen Shang)

Videoconferenced Negotiations with Teams (with Maurice Schweitzer and Susan Brodt).

Negotiation Reputations: A New Scale and Its Impacts (with Zoe Barsness).

Cross-Cultural Negotiations: US vs. Hong Kong (with Rami Zwick and Donnel Briley).

Creativity in Negotiations (with Carsten DeDreu).

Mentoring Workshops for Female Economists (with KimMarie McGoldrick).

Showing versus Telling: The Impact of Different Types of Information on the Weight of Advice (with Francesca Gino and Jen Shang).

Honors and Grants:

External

National Science Foundation Graduate Fellowship, Fall 1990

NSF Grant #SBR-9753130, \$50,036, Fall 1997

NSF CAREER Grant #SBR-9876079, \$222,909, Spring 1999

Ford Motor Company Matching NSF CAREER Grant, \$17,500, Spring 1999

General Motors Research Grant (with Barry Silverman), \$100,000, Summer 2002

NSF Grant #SBR-0214337 (with Elena Katok), \$103,313, Fall 2002

NSF Grant #SBE-0317755 (with Fran Blau, Janet Currie, Kim-Marie McGoldrick, John Siegfried), \$350,000, Fall, 2003

NSF Grant #SBE-0351166 (dissertation support for Yue (Jen) Shang), \$14,820, Spring 2004

Aspen Institute Grant (with Yue (Jen) Shang), \$17,208, Fall 2004

Instituto Valenciano de Investigaciones Economicas (with Enrique Fatas), \$5,000, Spring 2005

Corporation for Public Broadcasting (with Yue (Jen) Shang), \$226,680, Spring 2005

Internal

Rose Undergraduate Thesis Award (University of Pennsylvania), Spring 1990

Graduate Student Research Grant (Harvard University, Economics Department), Fall 1992

Graduate Student Council Travel Award (Harvard University), Fall 1992

Chiles Fellowship (Harvard University), Fall 1993

University of Pennsylvania Research Foundation, \$5,000, Summer 1995

The Wharton School Supplemental Research Award, \$2,555, Summer 1995

University of Pennsylvania Research Foundation, \$3,000, Summer 1996

The Wharton School Supplemental Research Award, \$2,000, Summer 1996

Wharton International Research Grant, \$5,000, Fall 1997

Professional Activities:

Editorial Board, *American Economic Review*

Associate Editor, *Management Science*

Editorial Board, *Organizational Behavior and Human Decision Processes*

Associate Editor, *Journal of Economic Behavior and Organization*

Co-Editor, Special Issue, Trust and Institutions (with Iris Bohnet)

Associate Editor, *Experimental Economics*

Consulting Editor, *Judgment and Decision Making*

Associate Editor, *Journal of Behavioral Decision Making*

Editorial Board, *Negotiation and Conflict Management Research*

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

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

Member, Norms and Preferences Network, MacArthur Foundation, 2005-present

National Science Foundation Economics Advisory Panel, 2002-2004

National Science Foundation ADVANCE Review Panel, Hunter College, 2005

National Science Foundation ADVANCE Advisory Panel, 2005

Economic Science Association Board Member: Psychology Section Head, 2000-2003

Committee on the Status of Women in the Economics Professor (CSWEP) Board of Directors

Spearheaded NSF Mentoring Workshop (CeMENT)

Eastern Representative

Board of Directors (ex officio) *Eastern Economic Journal*

Elaine Bennett Award Committee

Guest Editor, Winter 2003 Newsletter

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

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

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

Keynote Speaker, *Economic Science Association European Meetings* 2003.

Invited Speaker, *Australasian Econometric Society Meetings* 2004.

Keynote Speaker, *Supply Chain Thought Leaders Roundtable* 2006.

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*.

Selected conference presentations

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.

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.

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.

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.

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.

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.
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

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.

Invited Talks

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);

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 Group) (2003); Harvard University, Technology and Operations Management (2005);

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);

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).

Pre-Acquisition Alliances. Southern Methodist University, Strategy (2004),

In-house Seminars

Wharton: Applied Economics Seminar (1997, 1999, 2000, 2001), Decision Processes Brown Bag (1995, 1996, 1998, 1999), Economics Department Theory Seminar (1996), Law and Economics Seminar (Law School, 1997, 2001), Operations and Information Management Department Seminar (1994, 1996, 1999, 2004), Psychology Department Seminar (1998), Psychology Department Lab Seminar (1997), Public Policy and Management Department Seminar (1996, 1997, 1998, 1999).

Consulting (references available upon request):

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

Teaching:

Courses

Rationality (Philosophy Dept., TA)	1991
Rationality and Politics (Undergraduate)	1992
Microeconomic Theory (PhD, TA)	1992
Experimental Economics (Undergraduate)	1993
Negotiations (MBA and Undergraduate)	1994-present
Experimental Economics (PhD)	1996, 2003, 2004
Decision Processes Proseminar (PhD)	1997, 2001

Featured in *Women in the Classroom: Cases for Discussion*, videotape and Facilitator's Guide. Derek Bok Center for Teaching and Learning, Harvard University, 1996

PhD Students

<i>Previous</i>	<i>Role</i>	<i>First Job</i>
Satya Menon (Marketing)	committee member	Chicago GSB
Nancy Buchan (Marketing)	co-advisor	Univ. of Wisconsin
Ayse Onculer (OPIM)	chair, thesis committee	INSEAD
Jeremy Bagai (Psychology)	committee member	Wharton (lecturer)
Lisa Megargle George (PPM)	committee member	Michigan State
Shirli Kopelman (Kellogg)	committee member	Michigan (lecturer)
<i>Current</i>		
Psychology:	Peter Descioli	
Health Care Management:	Helena Szrek	
Center on Philanthropy (IUPUI)	Yue (Jen) Shang	

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

MBA Pre-Term

Market Games	1995-present
Outsourcing Negotiation	1998-2000

Undergraduate Proseminar (new student orientation):

SET	2001
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School Service:

1994-1995	Subcommittee to review PhD Applications, OPIM Joseph Wharton Scholars Program Presenter Seminar on Negotiating Job Offer for Career Development and Placement
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 Seminar on Negotiating Job Offer for Career Development and Placement 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
 Seminar on Negotiating Job Offer for Career Development and Placement
 Joseph Wharton Scholars Program Presenter
 Seminar on Negotiations for Whitney Young, Jr. Memorial Conference
- 1998-1999 Chair, PhD Admissions Committee, OPIM
 PhD Recruiting Coordinator, OPIM
 Member, Wharton PhD Committee
 Member, Psychology Graduate Group
 Senior Fellow, Financial Institutions Center
 Seminar on Negotiations for Wharton Women Conference
 Joseph Wharton Scholars Program Presenter
- 1999-2000 Chair, PhD Admissions Committee, OPIM
 PhD Recruiting Coordinator, OPIM
 Negotiation Workshop for Office of Human Resources at Wharton
 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
 Brokered deal for use of Psychology Subject Pool by Wharton Faculty
 Mentoring Committee: Maurice Schweitzer (Chair)
- 2003-2004 Member, Psychology Graduate Group
 Wharton Women Lunchtime Speaker
 Negotiation Workshop for Office of Human Resources at Wharton
 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
Negotiation Workshop for Wharton Women in Business
Member, Psychology Graduate Group
Committee to Review SEAS Dean
- 2005-2006 Member, Psychology Graduate Group
Negotiation Workshop for Wharton Women in Business
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)