

NATHAN BERG

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DEGREES AWARDED

Ph.D. Economics, May 2001, with Honors, University of Kansas
Dissertation: Essays in Applied Behavioral Economics

M.A. Mathematics, May 2001, with Honors, University of Kansas
Thesis: The No-Decision Classification Procedure: An Alternative to Testing for
Statistical Significance

B.A. American Studies, May 1995, with Distinction, Phi Beta Kappa, University of
Kansas

RESEARCH FIELDS

Behavioral Economics, Economic Demography, Urban Economics

ACADEMIC POSITIONS

- 2005-____ Associate Professor (with tenure), University of Texas at Dallas, School of
Economic, Political, and Policy Sciences
- 2008 Visiting Foreign Scholar (June-August), Osaka University, Japan, Institute
for Social and Economic Research
- 2005 Visiting Researcher, Max Planck Institute for Human Development,
Berlin, Adaptive Behavior and Cognition Group
- 2001-2005 Assistant Professor, University of Texas at Dallas, School of Social
Sciences (Cecil and Ida Green Assistant Professor)
- July 2001 Guest Researcher, Max Planck Institute for Human Development, Berlin,
Adaptive Behavior and Cognition Group
- 1996-1998 Teaching Assistant, University of Kansas, Department of Mathematics

TEACHING

Microeconomics (introductory, intermediate, masters, and Ph.D.-level)
Financial Economics (undergraduate Investments, Corporate Finance, graduate Financial
Economics 1, 2 and 3)

Psychology and Economics, Behavioral Economics, Behavioral Finance (undergraduate and graduate)
Econometrics (Ph.D.-level), Probability and Statistics (Ph.D.-level), and Public Economics (Ph.D.-level)

FUNDED RESEARCH AND AWARDS

2008, AOC: Publicly-Driven Investment, Neighborhood Change, and Household Behavior, National Science Foundation, with PI Jim Murdoch, \$1,000,178.

2008, A Framework for Managing the Assured Information Sharing Lifecycle, Air Force Office of Scientific Research Program for Assured Information Sharing, with PI Bhavani Thuraisingham, \$1,000,000.

2008 “Value in inconsistency?: Non-Bayesian forgiveness in repeated interaction,” Visiting Foreign Scholar Program, Institute of Social and Economics Research, Osaka University, Japan.

2008, Research on the Southern Sector GAP Project, Dallas Morning News, with Tim Bray, \$35,000.

2003 Fulbright Award: “Demographic Challenges.” Granting Agency: Fulbright Scholars Program.

2002-2003 “The Academic Performance of Immigrant and Native-Born Schoolchildren in Texas.” Granting Agency: Smith Richardson Foundation (Domestic Public Policy Research Fellowship Program). Total Funding: \$60,000.

2002-2003 “Perceptions and Housing Prices: A Longitudinal Study of Scattered-Site Public Housing in North Dallas.” Granting Agency: National Academy of Sciences (HUD Urban Scholars Fellowship Program.) Total Funding: \$53,000.

2002 “A Proposal to Evaluate Strategies for Dealing with Missing Survey Data Using Texas School Data.” Granting Agency: Society of Self Fellows. Total Funding: \$10,000.

JOURNAL ARTICLES

Berg, N. and Gigerenzer, G. (forthcoming) “As-if” behavioral economics: Neoclassical economics in disguise?, *History of Economic Ideas*.

Berg, N. and Lien, D. (2009) Sexual orientation and self-reported lying, *Review of Economics of the Household* 7(1), 83-104.

Berg, N. and Hoffrage, U. (2008) Rational ignoring with unbounded cognitive capacity, *Journal of Economic Psychology* 29, 792-809.

Berg, N. and Faria, J. (2008), Negatively correlated author seniority and the number of acknowledged people: Name-recognition as a signal of scientific merit, *Journal of Socio-Economics* 37, 1234-1247.

- Berg, N. and Murdoch, J. (2008) Access to grocery stores in Dallas, *International Journal of Behavioural and Healthcare Research* 1(1), 22-37.
- Berg, N. and Gigerenzer, G. (2007) Psychology implies paternalism?: Bounded rationality may reduce the rationale to regulate risk-taking, *Social Choice and Welfare* 28(2), 337-359.
- Berg, N. and Maital, S. (2007) Tailoring globalization to national needs and wellbeing: One size never fits all, *Global Business and Economics Review* 9(2/3), 319-334.
- Berg, N., Gu, A. and Lien, D. (2007) Dynamic correlation: A tool for hedging house-price risk?, *Journal of Real Estate Portfolio Management* 13(1), 17-28.
- Berg, N. (2006) A simple Bayesian procedure for sample size selection in an audit of property value appraisals, *Real Estate Economics* 34(1), 133-155.
- Berg, N. and Lien, D. (2006) Same-sex sexual behavior: U.S. frequency estimates from survey data with simultaneous misreporting and non-response, *Applied Economics* 38(7), 757-769.
- Berg, N. and Lien, D. (2005) Does society benefit from investor overconfidence in the ability of financial market experts?, *Journal of Economic Behavior and Organization* 58, 95-116.
- Berg, N. (2005) Decision-making environments in which unboundedly rational decision makers choose to ignore relevant information, *Global Business and Economics Review* 7(1): 59-73.
- Berg, N. (2004) No-decision classification: An alternative to testing for statistical significance, *Journal of Socio-Economics* 33(5), 631-650.
- Berg, N. and Lien, D. (2003) Tracking-error decision rules and accumulated wealth, *Applied Mathematical Finance* 10(2), 91-119.
- Berg, N. (2003) Normative behavioral economics, *Journal of Socio-Economics* 32, 411-427.
- Berg, N. (2003) Hedging housing risk and the new economy: Is there a connection, and should firms care?, *Global Business and Economics Review* 5(1), 10-36.
- Berg, N. and Lien, D. (2002) Measuring the effect of sexual orientation on income: Evidence of discrimination?, *Contemporary Economic Policy* 20, 394-414. [Cited in *Business Week*, April 21, p.30, Canada's *National Post*, April 28, 2003, and *Atlantic Monthly*, October 2003.]
- Berg, N. (2002) Coping with journal-price inflation: Leading policy proposals and the quality-spectrum, *Economics Bulletin* 4(14), 1-8.

PAPERS IN EDITED VOLUMES AND PUBLISHED PROCEEDINGS

Berg, N. (forthcoming) Behavioral Economics, In Free, R. C. (Ed.) *21st Century Economics: A Reference Handbook*, Sage.

Berg, N. (2008) Simplicity in institutional design, In Batie, S. and Mercurio, N. (Ed.s), *Assessing the Evolution and Impact of Alternative Institutional Structures*, New York: Routledge, pp. 140-164.

Berg, N. (2007) Behavioural economics, business decision making and applied policy analysis, *Global Business and Economics Review* 9 (2/3), 123-125.

Berg, N., Bennis, W., Katsikopolous, K., Goldstein, D. and Dieckmann, A. (forthcoming) Designing institutions to fit minds, In Todd, P.M , Gigerenzer, G. and ABC Research Group, *Ecological Rationality: Intelligence in the World*. New York: Oxford University Press.

Berg, N. and Gigerenzer, G. (2006) Peacemaking among inconsistent rationalities? In Engel, C. and Daston, L. (Eds.), *Is There Value in Inconsistency?*, Baden-Baden: Nomos, pp. 421-433.

Berg, N. (2006) Behavioral labor economics, In Altman, M., ed., *Handbook of Contemporary Behavioral Economics*, M.E. Sharpe, New York, pp. 457-478.

Berg, N. (2005) Finance, psychology, economics and the design of successful institutions. In W. Jingping (Ed.), *Shanghai Forum 2005, Economic Globalization and the Choice of Asia: Finance* (pp. 502-509). Shanghai: Fudan University Press.

Berg N. (2005) Psychological economics and the size of government: On anti-, anti-anti-, ... , (anti-)ⁿ, In Yasin, Y. (ed.), *Economic Modernization and Cultivation of Institutions* (Proceedings of the 6th Annual Conference of the State University - Higher School of Economics, Moscow), HSE Publishing House, pp. 367-375.

Berg, N. and Hoffrage, U. (2005) Environmental determinants of simple decision rules: No cognitive limitations needed, In Opwis, K. and Penner, I. (eds.) *Proceedings of KogWis05: The German Cognitive Science Conference 2005*, Schwabe, Basel, pp. 9-14.

Berg, N. (2005) Non-response bias, In Kempf-Leonard, K. (ed.), *Encyclopedia of Social Measurement* vol. 2, pp. 865-873, London, Academic Press.

Berg, N. (2002) Behavioral cost-benefit economics: Toward a new normative approach to policy, In Kantarelis, D. (ed.), *Global Business & Economics Review-Anthology*, pp. 132-141.

EDITORIALS

Berg, N. (2007) It shouldn't take a road trip to shop, *Dallas Morning News*, November 15, p. 21A.

Berg, N. (2003) Sometimes we have to choose between freedoms, *Dallas Morning News*, February 21, p. 23A.

Berg, N. (2003) We must discuss who gets what, *Dallas Morning News*, January 10, p.21A.

REVIEWS

Berg, N. (2008) Review of *Microeconomics: Behavior, Institutions, and Evolution*, by Bowles, S., in *Journal of Socio-Economics* 37(1), 444-447.

Berg, N. (2005) Book Review: *Conflict and Cooperation: Institutional and Behavioral Economics*, by Schmid, A., *Journal of Socio-Economic* 34(6), 866-868.

Berg, N. (2003) Review of *Nigger: The Strange Career of a Troublesome Word*, by Kennedy, R., in *Magill's Literary Annual 2002: Essay-Reviews of 200 Outstanding Books Published in the United States During 2002*, pp. 586-589, Pasadena, CA, Salem Press.

Berg, N. (2003) Review of *Soros: The Life and Times of a Messianic Billionaire*, by Kaufman, M.T., in *Magill's Literary Annual 2002: Essay-Reviews of 200 Outstanding Books Published in the United States During 2002*, pp. 794-798, Pasadena, CA, Salem Press.

Berg, N. (1998), Review of *Logical Dilemmas: The Life and Work of Kurt Gödel*, by Dawson, J.W. Jr., in *Magill's Literary Annual: Books of 1997*, pp. 517-521, Pasadena, CA, Salem Press.

WORK IN PROGRESS

Democracy under uncertainty, with Tatusya Kameda and Reid Hastie

Same-product price dispersion and the limits of arbitrage

Demand for moderation of desire, with Jeong-Yoo Kim

Fast Acceptance by Common Experience: FACE-recognition in Schelling's model of neighborhood segregation, with Kasia Abramczuk and Ulrich Hoffrage

Empirics of fertility and drop-out decisions in Texas, with Terri Dumas

On the inconsistency of commonly used metrics for ranking information

Bounded Rationality 101, with Gerd Gigerenzer, Konstantinos Katsikopoulos, and Lael Schooler

Race-switching in Texas: New statistical tests of constructionist theory

On the endogeneity of race

What fraction of students at your school are black?: An empirical study of gaps between perceptions of and actual racial/ethnic percentages

Perceptions and housing prices: A longitudinal study of scattered-site public housing in North Dallas

Buying the stocks in the headlines: A stock market model recognition traders, with Linan Diao

PAPER PRESENTATIONS

May 2009, Normative Behavioral Economics, Renmin University, Beijing

May 2009, Behavioral Economics and Social Scientists' Rationality Wars, Jiaotong University, Beijing

May 2009, Behavioral Urban Economics, Chinese Academy of Social Sciences, Beijing

March 2009, Choice Without Trade-Offs: Better Prediction with Less Information, Keynote for the Advertising Research Foundation, New York City

February 2009, Behavioral Economics: A Report from the Front Lines in the Rationality Wars, DFW Association of Business Economics, Dallas

January 2009, Inconsistency Pays?: Time-inconsistent subjects and EU violators earn more, ASSA meetings, San Francisco

December 2008, Value in inconsistency, Stanford-CASBS, Stanford

November 2008, Fast Acceptance by Common Experience: FACE-Recognition in Schelling's Model of Neighborhood Segregation, 5th Pan-Pacific Conference in Game Theory, Auckland, New Zealand

August 2008, Normative economics without consistency axioms?: Three empirical examples using food prices, lab experiments with time tradeoffs, and non-Bayesian cancer-risk beliefs among economists, Hokkaido University, Japan

July 2008, Normative economics without consistency axioms?, Tsukuba University, Japan

May 2008, Forget optimal – Do better economics: Bounded rationality and the frontier of empirical economic science, Winton Capital Management, London

April 2008, Report from the front lines in the rationality wars, Society of Self Fellows, University of Kansas, Lawrence, Kansas

December 2007, Interdisciplinary approaches to inequality: How to overcome limits of neoclassical economics, Sixth annual meeting of the Japan Economic Policy Association, Hosei University, Tokyo, Japan

December 2007, Bounded rationality applied to the real world, Waseda University, Tokyo, Japan

December 2007, Consistency and accuracy of beliefs, Tokyo Tech, Tokyo, Japan

November 2007, Consistency and accuracy of beliefs, University of Kansas, Lawrence, Kansas

October 2007, Imitation and Location Choice, J. McDonald Williams Institute's Third Annual Conference, Dallas, Texas.

August 2007, Consistency and accuracy of beliefs, Annual meeting of Subjective Probability, Utility and Decision Making (SPUDM), Warsaw, Poland

May 2007, Economists surveyed about PSA: Consistency versus accuracy of beliefs, Conference of the French Economic Association (Behavioral Economics and Experimental Economics), Lyon, France

May 2007, Micro heuristics and macro behavior in the recognition-augmented Schelling Model, Annual meeting of the Society for the Advancement of Behavioral Economics, New York, NY

April 2007, Economists surveyed about PSA: Consistency versus accuracy of beliefs, Max Planck Institute for Strategic Interaction, Jena, Germany

March 2007, Simplicity in institutional design, Michigan State University, East Lansing, Michigan

February 2007, Empirical links between logical consistency and accuracy of beliefs: PSA survey of AEA attendees, Asian Economic Science Association meeting, Osaka, Japan

July 2006, Micro-heuristics and macro behavior, Summer School on Bounded Rationality, Berlin

July 2006, Behavioral economics, business decision-making and applied policy analysis, Annual meeting of Business and Economics Society International, Florence, Italy (Outstanding Conference Participant Award)

June 2006, Two thirds of economists don't weigh costs and benefits, Annual meeting of the Society for the Advancement of Behavioral Economics, University of Paris/Sorbonne

May 2006, Empirical links between logical consistency and accuracy of beliefs: PSA survey of AEA attendees, University of St.Gallen, Switzerland

November 2005, Psychology implies paternalism? Annual meeting of the Southern Economics Association, Washington, DC

September 2005, Environmental determinants of simple decision rules: No cognitive limitations needed, Society for Cognitive Science Meeting, Basel, Switzerland

July 2005, Empirical fit versus theoretical over-determination of lexicographic decision rules, International Conference on Cognitive Economics, Sofia, Bulgaria

July 2005, What is bounded rationality?, Summer Institute on Bounded Rationality in Economics and Psychology, Max Planck Institute of Economics—Strategic Interaction Group, Jena, Germany

May 2005, Finance, psychology, and the design of successful institutions, Shanghai Forum: Economic Globalization and the Choice of Asia, Shanghai, China

April 2005, Psychological economics and the size of government: On anti-, anti-anti-,..., (anti-)ⁿ paternalism, Sixth Annual International Scientific Conference, State University--Higher School of Economics, Moscow, Russia

September 2004, Behavioral economics, Ohio State University, Columbus, Ohio

July 2004, Ignoring information, Business and Economics Society International 2004 Rhodes, Greece

July 2004, Ignoring information, Max Planck Institute for Human Development, Berlin

July 2003, Self-reported race: Inconsistencies and explanations, Society for the Advancement of Behavioral Economics, Lake Tahoe, Nevada

April 2003, Race switching in Texas: New statistical tests of constructionist theory, W.E.B. DuBois Lecture Series, Harvard University, Cambridge, Massachusetts

November 2002, The academic performance of immigrant and native-born schoolchildren in Texas, Fall Meeting of the Association for Public Policy Analysis and Management, Dallas, Texas

July 2002, invited panelist, Behavioral economics, Business and Economics Society International 2002 Conference, Montreal

July 2002, Behavioral cost-benefit economics, Business and Economics Society International 2002 Conference, Montreal, Canada

October 2001, The no-decision procedure, Midwest Econometrics Group, Federal Reserve Bank, Kansas City, Missouri

July 2001, A heterogeneous-belief securities market equilibrium in which overconfidence makes everyone better off, Econometric Society Meeting, College Park, Maryland

July 2001, A heterogeneous-belief securities market equilibrium in which overconfidence makes everyone better off, Society for the Advancement of Behavioral Economics, Washington, DC

July 2001, Does society benefit from overconfidence in the ability of financial market experts?, Max Planck Institute, Adaptive Behavior and Cognition Group, Berlin, Germany

April 2000, Tracking error decision rules and accumulated wealth, Max Planck Institute, Adaptive Behavior and Cognition Group, Berlin, Germany

October 1999, Measuring the effect of sexual orientation on income: Evidence of discrimination?, Midwest Econometrics Group, Chicago, Illinois

OTHER APPLICATIONS

December 2008, Incentive Compatible Privacy-preserving Distributed Data Sharing and Mining, National Science Foundation, Berg and Murat Kantarcioglu as co-PIs, \$434,422.

February 2007, AOC: Publicly-Driven Investment: Individual and Neighborhood Dynamics, National Science Foundation, with PI Jim Murdoch, \$741,000

October 2006, Spiritual Rationality, Education and Economic Progress: Lessons from Africa, with PI Simon Fass, \$150,000.

October 2005, Regulatory determinants of ownership patterns among commercial banks?: A behavioral economics case study of Israeli banks and their clients in cross-national perspective, Aharon Meir Center for Banking Research Grant Proposal, NIS 10,000.

November 2004, Socio-economic status of theatre practitioners in Ireland, Arts Council of Ireland, 88,500 Euro.

November 2003, Tax cuts and taxpayer reference points: Fiscal consequences of behavioral decision-making, American Tax Policy Institute, \$11,500.

REVIEWER

Journal of Economic Behavior and Organization, Japanese Economic Review, Psychological Review, Psychological Bulletin, Journal of Evolutionary Economics, Journal of Policy Analysis and Management, Contemporary Economic Policy, Industrial Labor Relations Review, Journal of Socio-Economics, Global Business and Economics Review, Quantitative Finance, Theory and Psychology, Social Science Quarterly, Journal of Applied Social Psychology, Psychonomic Bulletin and Review, Industrial Relations, Education Economics, The Williams Review, Journal of School Choice, Bulletin of Economic Research, Review of Economics of the Household, Geographical Analysis, Social Science Computer Review, Economic Inquiry, Journal of Economic Dynamics and Control, Journal of Economic Psychology, Macmillan, Palgrave, Wiley, European Science Foundation, National Science Foundation.

UNIVERSITY SERVICE

Associate Program Head and Graduate Advisor for economics (2008-present)
UTD-Ericsson talk, with Stan Liebowitz, organized by Tricia Barnett (Dec. 18, 2008)
Editorial Board and Associate Editor, *International Journal of Economics and Business Research* (2008-)
Committee for the Support of Diversity and Equity (2008-)
Faculty Advisory Committee (elected 2008)
Credit Crisis Forum panelist (Sept 30, 2008)
AEP Scholar Guest Speaker (Sept. 15, 2008)
Ad hoc member of 3rd-year-review Committee for Asst. Prof. Valery Polkovnichenko, School of Management (2008)
Ad hoc member of 3rd-year-review Committee for Asst. Prof. Alejandro Zentner, School of Management (2007)
Editorial Board, *Journal of Socio-Economics* (since 2006-)
Elected board member of the Society for the Advancement of Behavioral Economics (2006-)
McDermott Scholar Interviewer (2007)
Guest Editor for special issue, "Behavioral economics, business decision making and applied policy analysis," *Global Business and Economics Review* (2006-2007)
Editorial Board, *Global Business and Economics Review* (2006)
Dissertation Chair: Todd Gabel (2009 expected), Terri Nelson (2009 expected)
Dissertation Committee Member: Ngo Giang (2009 expected), Yu Xue (2009 expected), Tammy Leonard (2009 expected), Mohammed El Komi (2009 expected), Twinemanzi Tumubweinee (2009 expected), Angela de Oliveira (2008), Lisa Anderson (2008), David Hanson (2007), Shilpi Bihari (2006), Jielai Ma (unfinished), Kalpana Pai (2004), Yonghua Ji (2003)
University Committee on Student Fees (2006-2008)
Hiring Committee (2001-2003, 2005-2006)
Computing Resources Committee (2001-2003).

TEACHING

Graduate: Microeconomic Theory II (ECO 6307), Microeconomic Theory for Applications (ECO 5321), Financial Economics 1 (ECO 6321), Financial Economics 2 (ECO 6322), Special Topics: Introduction to Financial Markets (POEC 5319), Statistics for Economists (ECO 7391), Public Sector Economics (ECO 6361), Econometrics II (ECO 6310)

Undergraduate: Principles of Microeconomics (ECO 2302), Intermediate Microeconomic Theory (ECO 3310), Psychology and Economics (ECO 3335) Intermediate Macroeconomic Theory (ECO 3311), Investments (4305), Corporate Finance (4384), Senior Honors Thesis in Economics and Finance (ECO 4V99).

MUSIC RECORDINGS

(as leader)

2004, The Halliburton(s), *Lick Bush*, Corporate Sleaze Productions

1991, *Fish with No Fins*, Time Is Records, PI 9803 (with pianist Alan Broadbent, saxophonist Bob Shepherd, and drummer Carl Burnett).

(as Jazz Bassist)

1997, One O'clock Lab Band, *The Fiftieth Year Celebration*, University of North Texas.

1994, Maynard Ferguson Big Bop Nouveau, *Live from London*, Avenue Jazz Records, R2 71631.

1989, One O'clock Lab Band, *Lab 89*, University of North Texas.

References

Donald Lien, Professor of Economics, University of Texas-San Antonio,
Don.Lien@utsa.edu

Jim Murdoch, Professor of Economics and Economics Program Head, University of
Texas-Dallas, murdoch@utdallas.edu

Joseph Sicilian, Chair of Economics, University of Kansas, jsic@ku.edu