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 Dean, College of Business
 University of Texas, Arlington
 701 S. West Street, Room 334
 Box 19377, Arlington, TX 76019
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www.uta.edu/business

Education:

Ph.D.	1994	Economics	Harvard University
A.M.	1992	Economics	Harvard University
B.A.	1990	Economics	University of Pennsylvania
		Philosophy of Science	(<i>summa cum laude</i>)

Research Interests:

Experimental Economics
 Bargaining and Negotiation
 Judgment and Decision Making
 Behavioral Operations Management

Administrative Appointments:

Dean, College of Business, University of Texas, Arlington

2013-present	John and Judy Goolsby – Virginia and Paul Dorman Endowed Chair in Leadership, Department of Economics
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Provide vision, strategy and tactical guidance for College of Business, including six departments, over 150 full-time-equivalent faculty, and over 5,500 enrolled students at the undergraduate, MBA and specialized Masters' and doctoral levels. Lead the College's external relations efforts, represent the College in all matters, internal and external, recruit, retain, support, evaluate and inspire faculty and staff, develop budget priorities and allocate resources to support academic programs and research.

Division Director, Division of Social and Economic Sciences, Social, Behavioral and Economic Sciences Directorate, National Science Foundation

2010-2012	On leave from UT Dallas via IPA
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Managed \$100 million budget, nineteen direct-reports and eleven indirect-reports, including seventeen program officers (faculty-equivalents). Determined budgets for core social-science programs at NSF. Guided strategic direction of Division and of eight individual programs. Explicitly encouraged and developed cross-program collaboration. Identified and pursued new interdisciplinary funding opportunities with other government agencies. Responded to NSF-wide

needs. Identified and highlighted Division contributions to Directorate, NSF and nationwide priorities.

Academic Appointments:

Professor and Director of The Negotiations Center; Joint appointment between School of Economic, Political and Policy Sciences and Naveen Jindal School of Management, University of Texas at Dallas

2007-2013 Organizations, Strategy & International Management (JSOM)
Economics (EPPS)

*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
Reprinted in *Experimental Law and Economics* (Arlen and Talley, Eds), Elgar, 2008
- [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] “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.
- [26] “Reciprocity, Matching and Conditional Cooperation in Two Public Goods Games.” (with Enrique Fatas and Tibor Neugebauer) *Economics Letters*, Vol 87, 2005, pp. 95-101.
- [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] “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.
- [29] “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
- [30] “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.

- [31] “Upstream versus Downstream Information and Its Impact on the Bullwhip Effect.” (with Karen Donohue) *System Dynamics Review*, Vol 21, 2005, pp. 249-260.
- [32] “Rent-Seeking for a Risky Rent: A Model and Experimental Investigation.” (with Ayse Onculer) *Journal of Theoretical Politics*, Vol 17, 2005, pp. 403-429.
- [33] “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.
- [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.
Winner, Behavioral Process Management Most Influential Paper 2006, INFORMS
- [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), *Manufacturing and Service Operations Management*, Vol 9, 2007, pp. 383-408.
- [39] “Theories of Commitment, Altruism and Reciprocity: Evidence from Linear Public Goods Games.” *Economic Inquiry*, Vol. 45, 2007, pp. 199-216.
- [40] “Using Experiments in Corporate Strategy Research.” (with Jaideep Anand and Rajshree Agarwal) *European Management Review*, Vol. 4, 2007, pp. 173-181.
- [41] “Identity Congruence Effects on Donations.” (with Americus Reed and Jen Shang) *Journal of Marketing Research*, Vol 45, 2008, pp. 351-361.
- [42] “Step-Return versus Net Reward in the Voluntary Provision of a Public Good: An Adversarial Collaboration.” (with Melanie Marks, Bram Cadsby and Elizabeth Maynes) *Public Choice*, Vol 135, 2008, pp. 277-289.
- [43] “The Impact of Downward Social Information on Contribution Decisions.” (with Jen Shang) *Experimental Economics*, Vol 11, 2008, pp. 221-233.
- [44] “Trust and Gender: An Examination of Behavior, Biases, and Beliefs in the Investment Game.” (with Nancy Buchan and Sara Solnick) *Journal of Economic Behavior and Organization*, Vol 68, 2008, pp. 466-476.

- [45] “Groups Work for Women: Gender and Group Identity in the Provision of Public Goods.” (with Melanie Marks and Jessica Snyder) *The Negotiation Journal*, Vol 24, 2008, pp. 411-427.
- [46] “Poker Superstars: Skill or Luck.” (with Peter Fishman and Devin Pope). *CHANCE*, Vol 21, 2008, pp. 25-28.
- [47] “Social Preferences and Moral Biases.” (with James Konow). *Journal of Economic Behavior and Organization*, Vol 69, 2009, pp, 201-212.
- [48] “Keeping Up with the Joneses: The Relationship between Norms, Social Information and Charitable Giving.” (with Femida Handy and Jen Shang). *Nonprofit Management and Leadership*, Vol 19, 2009, pp. 467-489.
Winner, Editor’s Prize for Best Scholarly Paper, 2009
- [49] “The Impact of Information from Similar or Different Advisors on Judgment.” (with Francesca Gino and Jen Shang). *Organizational Behavior and Human Decision Processes*, Vol 108, 2009, pp. 287-302.
- [50] “Gender Differences in Preferences.” (with Uri Gneezy). *Journal of Economic Literature*, Vol 47, 2009, pp. 448-474.
- [51] “A Field Experiment in Charitable Contribution: The Impact of Social Information on the Voluntary Provision of Public Goods.” (with Jen Shang). *The Economic Journal*, Vol 119, 2009, pp. 1422-1439.
- [52] “Gendered Giving: The Influence of Social Norms on the Donation Behavior of Men and Women.” (with Jen Shang and Femida Handy). *International Journal of Nonprofit and Voluntary Sector Marketing*, Vol 14, 2009, pp. 1-14.
- [53] “The Role of Incentives and Communication in Strategic Alliances: An Experimental Investigation.” (with Rajshree Agarwal and Joseph Mahoney). *Strategic Management Journal*, Vol 31, 2010, pp. 413-437.
- [54] “Investment Decisions and Emissions Reductions: Results from Experiments in Emissions Trading.” (with Alex Farrell and Lata Gangadharan). Forthcoming, *Handbook on Experimental Economics and the Environment*.
- [55] “The Science of Experimental Economics.” (with Simon Gächter). *Journal of Economic Behavior and Organization*, Vol 73, 2010, pp. 122-131.
- [56] “Bodies of Knowledge for Behavioral Operations Management.” (with Elliot Bendoly, Paulo Goncalves and Kenneth Schultz). *Production and Operations Management*, Vol 19(4), 2010, pp. 434-452.

- [57] “Can Mentoring Help Female Assistant Professors? Interim Results from a Randomized Trial.” (with Francine Blau, Janet Currie and Donna Ginther). *American Economic Review, Papers and Proceedings*, Vol 100(2), 2010, pp. 348-352.
 Top 10 SSRN *Organizations and Markets: Personnel Management* Downloads
 Top 10 ERN *Employment Systems* Downloads
- [58] “Local Context, Social Interactions and Public Goods.” (with Tammy Leonard and Angela de Oliveira). *Journal of Socio-Economics*, Vol 39, 2010, pp. 474-481.
- [59] “The Giving Type: Identifying Donors.” (with Angela de Oliveira and Catherine Eckel). *Journal of Public Economics*, Vol 95, 2011, pp. 428-435.
- [60] “Counterterrorism Strategies in the Lab” (with Daniel G. Arce, Sneha Bakshi, Catherine Eckel, Enrique Fatas, Malcolm Kass). *Public Choice*, Vol 149(3-4), 2011, pp. 465-478.
- [61] “The Stability of Social Preferences in a Low-Income Neighborhood.” (with Angela de Oliveira and Catherine Eckel). *Southern Journal of Economics*, Vol 79(1), 2012, pp. 15-45.
- [62] “Spillovers Across Organizational Architectures: The Role of Prior Resource Allocation and Communication in Post-Acquisition Coordination Outcomes.” (with Rajshree Agarwal, Jaideep Anand and Janet Bercovitz). *Strategic Management Journal*, Vol 33(6), 2012, pp. 710-733.
- [63] “Limits of Social Influence on the Voluntary Provision of Public Goods: Evidence from Field Experiments.” (with Jen Shang). Forthcoming, *Economic Inquiry* (doi: 10.1111/j.1465-7295.2012.00468x).
- [64] “Order Stability in Supply Chains: Coordination Risk and the Role of Coordination Stock.” (with Karen Donohue, Elena Katok and John Sterman) Forthcoming, *Production and Operations Management*.
- [65] “An Experimental Comparison of Incentive Contracts in Partnerships.” (with Hong Chao). Forthcoming, *Journal of Economic Psychology*.
- [66] “Experiments in Islamic Microfinance.” (with Mohamed El-Komi). Forthcoming, *Journal of Economic Behavior and Organization*.
- [67] “The Impact of Near Miss Events on Betting Behavior: An Examination of Casino Rapid Roulette Play.” (with James Sundali and Amanda Safford). Forthcoming, *Judgment and Decision Making*.
- [68] “Overconfidence in Newsvendor Orders: An Experimental Study.” (with Yufei Ren). Forthcoming, *Management Science*.

Edited Books:

- [69] *Oxford Handbook of Economic Conflict Resolution*. (with Gary Bolton). Oxford University Press, 2012.

Invited Publications, Book Chapters and Refereed Conference Proceedings:

[70] “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.

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

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

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

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

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

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

[77] “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.

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

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

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

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

[82] “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.

- [83] “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.
- [84] “Understanding Poker Errors through Prospect Theory, Part I.” (with Barry Tannenbaum) *Card Player*, 2005, Vol 18, Issue 20.
- [85] “Understanding Poker Errors through Prospect Theory, Part II.” (with Barry Tannenbaum) *Card Player*, 2005, Vol 18, Issue 21.
- [86] “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.
- [87] “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.), 2006, Palgrave Macmillan Press, pp. 88-97.
- [88] “Scaling the Wall: Helping Female Faculty in Economics Achieve Tenure.” (with KimMarie McGoldrick) in *Advancing women in science and engineering: Lessons for institutional transformation*, Stewart, Malley and LaVaue-Manty eds., 2007, University of Michigan Press, pp. 152-169.
- [89] “Partners versus Strangers: The Effect of Random Rematching in Public Goods Experiments.” (with James Andreoni) *Handbook of Experimental Economics Results*, Plott and Smith (eds.), Vol 1, 2008, pp. 776-783.
- [90] “Differentiating Altruism and Reciprocity.” *Handbook of Experimental Economics Results*, Plott & Smith (eds.), Vol 1, 2008, pp. 784-791.
- [91] “Public Goods Experiments.” *The New Palgrave Dictionary of Economics*. Second Edition. Eds. Steven N. Durlauf and Lawrence E. Blume. Palgrave Macmillan, 2008. doi:10.1057/9780230226203.1365.
- [92] “Book Review: Laboratory Experiments in the Social Sciences,” *Journal of Economic Psychology*, Vol 29, 2008, pp. 863-865.
- [93] “Special Issue Introduction.” (with Noah Gans). *Manufacturing Service and Operations Management*, Vol 10, 2008, pp. 563-565.
- [94] “Book Review: Economics and Psychology: A Promising New Cross Disciplinary Field,” *Journal of Economic Literature*, Vol 46, 2008, pp. 412-415.
- [95] “Behavioral and Brain Measures of Risk Taking.” (with Matthew Fox and James Sundali) in *Gambling: Mapping the American Moral Landscape*, Wolfe and Owens (eds.), Baylor University Press, 2009, pp. 115-146.

[96] “Experimental Law and Economics.” *Annual Review of Law and Social Science*, Vol 5, 2009, pp. 17.1-17.20.

[97] “The Use of Students as Participants in Experimental Research.” *Behavioral Operations Management Discussion Forum*, <http://www.informs.org/Community/BOM/Discussion-Forum>, 2010.

[98] “Social Influences in Giving: Field Experiments in Public Radio.” (with Jen Shang) in *The Science of Giving: Experimental Approaches to the Study of Charity*, Oppenheimer and Olivola (eds.), Psychology Press, 2010, pp. 65-80.

Excerpted in *Nonprofit Quarterly*

[99] “Book Review: The Foundations of Positive and Normative Economics,” *Journal of Pension Economics and Finance*, Vol 10, 2011, pp. 152-153.

[100] “Behavioral Operations: An Introduction to the Special Issue.” (with Kenneth Schultz, Enno Siemsen and M.L. Yeo) Forthcoming, *Journal of Operations Management*.

Papers Under Review:

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

[102] “An Experimental Analysis of Conditional Contribution.” (with Enrique Fatas and Tibor Neugebauer). Revise and resubmit, *Experimental Economics*.

[103] “Entrepreneurial Firm Exit: The Moderating Effect of Goal Specificity on Escalation of Commitment.” (with Susanna Khavul, Livia Markoczy and Ronit Yitshaki). Revise and resubmit, *Journal of Business Venturing*.

Finalist, ICS Best Paper Award (6 out of 80 submissions)

[104] “The Overconfident Newsvendor” (with Yufei Ren and David Croson). Under review, *Journal of Operations Management*.

[105] “Represented and Situated Social Contexts of Giving” (with Jen (Yue) Shang and Adrian Seargent). Under Review, *Journal of Marketing Research*.

Working Papers and Manuscripts:

[106] “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*.

[107] “An Economists’ Guide to Negotiation Classroom Experiments.” To be submitted, *Perspectives on Economic Education Research*.

[108] “Competition as a Team Incentive: Comparing Within- and Between-Team Competition.” (with Enrique Fatas and Tibor Neugebauer). To be submitted, *RAND Journal of Economics*.

[109] “Showing versus Telling: The Impact of Different Types of Information on the Weight of Advice.” (with Francesca Gino and Jen Shang). To be submitted, *Organizational Behavior and Human Decision Processes*.

[110] “Excludability and Contribution: A Laboratory Study in Team Production.” (with Enrique Fatas and Tibor Neugebauer). To be submitted, *Review of Economic Studies*.

[111] “One Bad Apple: Uncertainty and Heterogeneity in Public Goods Provision.” (with Angela de Oliveira and Catherine Eckel). To be submitted, *American Economic Review*.

[112] “Intra- and Inter-personal Strategic Ignorance: A Test of Carillo and Mariotti.” (with Tara Larson). To be submitted, *Review of Economic Studies*.

[113] “When in Rome: Identifying Social Norms using Coordination Games.” (with Erin Krupka and Roberto Weber). To be submitted, *Experimental Economics*.

[114] “Somebody’s Watching: The Impact of Being Observed on Cooperation in a Field Setting.” (with Erin Krupka). To be submitted, *Psychological Science*.

[115] “The Impact of Consensus: A Comment on “Efficiency Gains from Team-Based Coordination—Large Scale Experimental Evidence.” (with Enrique Fatas).

[116] “Experimental Tests of the Sen Paradox.” (with Chetan Dave, Sheryl Ball and Stefan Dobbs)

[117] “Learning in Transfer Pricing: An Experimental Analysis.” (with Quoc Tran)

[118] “Contracts to Meliorate Overconfident Newsvendors. (with Yufei Ren and David Croson)

Research Press Mentions:

Des Moines Register (2/2001): Deception and Negotiation

Good Housekeeping (2/2004): Gender and Negotiation

Institutional Investor (12/2004): Venture Philanthropy

Boston College Magazine (10/2007): Gambling Fallacies

New York Times Magazine (3/2008): Public Radio Fundraising

University of North Texas News and Events (4/2008): Gender and Negotiation

Fox News Channel 4 (TV) (9/2008): Economic Crisis and Behavioral Finance

Brand Week (10/2008): Consumption and Economic Slowdowns

Woman’s World (4/2009): Negotiating in Garage Sales

CNN Money (11/2012): Salary negotiation: Everything you’ve been told is wrong

<http://management.fortune.cnn.com/2012/11/09/salary-negotiation/>

Honors and Grants:

External

- Graduate Fellowship for Rachel Croson, *National Science Foundation*, 09/01/1990 – 08/31/1994.
- POWRE: Dynamic Behavior in Supply Chains: Experimental Investigations PI: Rachel Croson, *National Science Foundation* #SBR-9753130, 10/1/1997-9/30/2000, \$50,036.
- CAREER: Experimental Game Theory: Integrating Psychological Concerns with Strategic Analysis, PI: Rachel Croson, *National Science Foundation* #SBR-9876079, 7/1/1999-6/30/2005, \$222,909.
- Matching NSF CAREER Grant, *Ford Motor Company*, \$17,500, 7/1/1999-6/30/2005
- General Motors Research Grant* (with Barry Silverman), \$100,000, 6/1/2002-8/31/2002
- Collaborative Research: Behavioral Causes of Information Distortion in Supply Chains. PIs: Rachel Croson and Elena Katok, *National Science Foundation* #SBR-0214337, 8/15/2002-7/31/2003, \$103,313.
- ADVANCE Leadership Award: CeMENT: Workshops for Female Untenured Faculty in Economics. PIs: Francine Blau, Rachel Croson, Janet Currie, Donna Ginther, Kim-Marie McGoldrick, John Siegfried, *National Science Foundation* #SBE-0317755, 8/1/2003-9/30/2009, \$350,000.
- Doctoral Dissertation Research in Economics: Field Experiments on Public Goods Provision. PIs: Rachel Croson and Jen (Yue) Shang. *National Science Foundation* #SBE-0351166, 3/1/2004-2/28/2006, \$14,820.
- Aspen Institute Grant (with Yue (Jen) Shang), 9/1/2004-9/1/2005, \$17,208
- Instituto Valenciano de Investigaciones Economicas (with Enrique Fatas), 1/1/2005-1/1/2006, \$5,000
- Motivations for Giving: Why (and How Much) do Individuals Contribute to Public Radio?. PIs: Rachel Croson and Jen (Yue) Shang. *Corporation for Public Broadcasting*, 10/1/2005-9/30/2008, \$226,680.
- Preferences and Poverty Traps: Experimental Investigations of Risk, Time and Social Preferences in Two Poor Neighborhoods. PIs: Rachel Croson, Catherine Eckel, Angela Milano. *National Science Foundation* #SES-0752855, 3/15/2008-2/28/20011, \$167,438.
- NCSS/W: Substantive Expertise, Strategic Analysis and Behavioral Foundations of Terrorism. PIs: Daniel Arce, Rachel Croson, Chetan Dave, Catherine Eckel, Enrique Fatas. *National Science Foundation*, #BCS-0905044, 9/15/2009-12/31/2013, \$149,885.
- NCSS/SA: Behavioral Insights into National Security Issues. PIs: Daniel Arce, Rachel Croson, Chetan Dave, Catherine Eckel, Enrique Fatas, Charles Holt. *National Science Foundation*, #BCS-0905060, 9/15/09-8/31/2013, \$440,183.
- RAPID: The Impact of Stimulus Spending on Energy Efficiency in a Low-Income Dallas Neighborhood: Implications for Science Policy. PIs: Rachel Croson, Catherine Eckel, James Murdoch. *National Science Foundation* #SES-0943449, 8/15/2009-7/31/2011 \$198,037.
- Doctoral Dissertation Research: An Artefactual Field Experimental on Information from the Social Network: Implications for Immigration. PIs: Rachel Croson, Natalia Candelo, Catherine Eckel. *National Science Foundation* #SBE-1025048, 9/15/2012-8/31/2013, \$32,463.

Experimental Game Theory. PIs: Rachel Croson, Catherine Eckel and Charles Holt.
Department of Homeland Security/CREATE. 1/1/2011-9/30/2011, \$25,000.

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
EPPS Advisory Council Grant, \$5,000, Fall 2012

Academic Professional Activities:

Editorial Board, *American Economic Review* (2006-2012)
Associate Editor, *Management Science* (2006-2009)
Editorial Board, *Organizational Behavior and Human Decision Processes* (2006-2007)
Associate Editor, *Journal of Economic Behavior and Organization* (2001-2013)
Co-Editor, Special Issue, Trust and Institutions (with Iris Bohnet)
Co-Editor, Special Issue, Gender and Competitiveness (with Uri Gneezy and Pedro Rey Biel)
Associate Editor, *Experimental Economics* (2004-2013)
Consulting Editor, *Judgment and Decision Making* (2005-2007)
Associate Editor, *Judgment and Decision Making* (2007-2013)
Associate Editor, *Journal of Behavioral Decision Making* (2002-2013)
Editorial Review Board, *Journal of International Business Studies* (2000-2007)
Editorial Board, *Decision and Risk Analysis* (2007 -2013)
Associate Editor, *Time-Sharing Experiments for the Social Sciences (TESS)* (2009-2012)
Co-Editor, Special Issue of *Manufacturing and Service Operations Management: Behavioral Issues in Operations Management* (with Noah Gans), 2008
Co-Editor, Special Issue of *Journal of Operations Management: Behavioral Operations* (with Enno Siemsen and Ken Schultz), 2012

Program Committee, NSF ADVANCE PI Conference, Association for Women in Science
Member, Norms and Preferences Network, MacArthur Foundation, 2005-2007
IZA Research Fellow

NIA/NIH SEP Review Committees (RFA-OD-10-001 and RFA-OD-10-002), 2010
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
Representative at Large, Conflict Management Division, Academy of Management, 2008-2010
Advisory Board, Behavioral Dynamics in Operations Management Network, 2008-present

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
Co-organizer Consumer Decisionmaking: Insights from Behavioral Economics, UTD/Dallas Fed 2010
Organizer, Behavioral Operations Management Workshop, University of Syracuse, 2009
Co-organizer, Gender and Competitiveness Conference, Barcelona Automota, 2010
Committee on the Status of Women in the Economics Profession (CSWEP) Board of Directors
(2000-2006)

Spearheaded NSF Mentoring Workshop Initiative (CeMENT)

Workshop Coordinator 2004-2006

Mentor 2008-2010

Eastern Representative 2000-2003

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
Einhorn Award Committee, Society for Judgment and Decision Making, 2009-2010
Most Influential Paper Committee, Conflict Management, Academy of Management, 2010

Keynote Speaker, *Economic Science Association European Meetings* 2003

Invited Speaker, *Australasian Econometric Society Meetings* 2004

Keynote Speaker, *Supply Chain Thought Leaders Roundtable* 2006

Keynote Speaker, *Frontiers of Research in Marketing* 2009.

Inaugural Distinguished Women in Economics and Strategy, *Washington University* 2009

Invited Speaker, 40@40 Lecture Series, *University of Texas at Dallas* 2009

Keynote Speaker, *Women in J/DM Luncheon* 2010

Keynote Speaker, *Heidelberg University, 625 Anniversary* 2011

Keynote Speaker, *Behavioral Operations Management Conference, Tsinghua University* 2011

Keynote Speaker, *Behavioral Operations Management, University of Maryland* 2012

Keynote Speaker, *Interdisciplinary Conference on Behavioral Economics, Western Ontario* 2012

Referee (selected)

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, Charitable Giving 2008, Eyespots and Priming 2008, Methodology 2008, Social Networks and Giving to Public Goods 2009.

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, Do as I Say, Not as I Do 2008.

Academy of Management

Experimental Methods 2004, Social Comparisons 2004, Strategy and Technology Management Experiments 2007, Experiments in Strategy 2008, Negotiating First Job 2009, Overconfident Newsvendors 2009, Behavioral Strategy 2010, Experimental Methods in Management Research 2010, Experimental Research in OM 2010, Entrepreneurial Exit 2010

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, Social Networks and Giving, 2008, Escalation of Commitment in Entrepreneurial Exit and the Moderating Effect of Goal Specificity 2010.

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, Social Networks and Charitable Giving 2008, Keeping up with the Joneses 2008.

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
Gambling and the American Moral Landscape, Boston College, 2007
Gender and Negotiation Conference, Harvard University, 2007
Social Dilemmas, Florida State University, 2008
Behavioral Economics and Terrorism Risks, University of Southern California, 2008
Behavioral Operations Management, University of Alberta, 2008
ADVANCE PI Meeting, NSF, 2008
Foundations of Business Strategy, Washington University, 2008

Behavioral Operations Management, University of Alberta, 2008
Behavioral Economics and Terrorism, University of Southern California, 2008
Contextualizing Economic Behavior, NSF-DFG, 2008
Theoretical Frontiers in Modeling Identity and Conflict, University of Hawaii, 2008
Gender and Negotiation Conference, Harvard University, 2009
ADVANCE PI Meeting, NSF, 2009
Carework Working Group, UT Dallas, 2009
International Meeting on Experimental and Behavioral Economics Bilbao Spain, 2010
Conference on Gender Differences in Competitiveness and Risk, Autonomia Barcelona, 2010
Consumer Decisionmaking: Insights from Behavioral Economics, Dallas Fed 2010
Behavioral Operations Management, University of Virginia, 2010

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

Promotion and Tenure Letters

Auckland, Ben Gurion, Canterbury, Case Western, Cornell, Emory, George Mason, Georgia State, Harvard, Iowa, Kansas, Longwood, MIT, Melbourne, Michigan, Michigan State, New Mexico, Ohio State, University of Pennsylvania (internal and external), Pennsylvania State, University of Denver, UC Santa Barbara, UC Santa Cruz, University of San Francisco, UNLV, UN Reno, U Mass Amherst, Utah State, Washington University in St. Louis, Wesleyan, William and Mary, University of Richmond.

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)

Information and Reputation in Public Goods Provision. UCLA Law (2010)

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)

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) (2003); Harvard University, Technology and Operations Management (2005); University of Michigan, OM (2010); University of Virginia Darden, OM (2010), Texas A&M University, Department of Economics (2012)

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); Washington University (Olin School) (2009); UT Austin, Biology (2009)

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), University of Pittsburgh, Economics (2007); University of Maryland, AREC (2007), University of Southern California, Management (2007), Cornell University (2007); University of Maryland AREC (2008); Guelph University, Economics (2008); University of Southern California, Management (2008); Harvard University, KSG (2008); Case Western University (2009); UCLA (2010); University of Oklahoma (2010); Baylor University (2010)

Pre-Acquisition Alliances. Southern Methodist University, Strategy (2004), Wichita State University, Economics (2008)

Strategic Ignorance. University of Michigan, School of Information (2011), Columbia University, Graduate School of Business (2011).

Practitioner Talks

Negotiation. Whitney Young Jr. Memorial Conference (1997), Wharton Women's Conference (1997), Office of Human Resources at Wharton (1998, 2003), Wharton Women in Business (2004, 2005), UT Dallas Women's Center (2007), Wharton Alumni Association, DFW chapter (2007), North Carolina State University (2008), North Texas University (2008), Metroplex Technology Business Council (2008), Ebby Halliday Realtors (2008), Realtor's Association (2008), Rotary Club of North Dallas (2008), Richardson Chamber of Commerce (Small Business Roundtable) (2009), Sales and Marketing Executives International Dallas Forum (2010)

Job Negotiation. Wharton Career Development and Placement (1994, 1996, 1997)

Consulting (references available upon request):

Wesabe (Advisory Board)
Aparecio Foundation (Advisory Council)
Meidlinger Partners (Advisory Board)
Negotiations consulting (independent practice)
Gaming and Simulation consulting (The Pew Charitable Trusts)
Game Theory consulting (AstraZeneca)

Teaching:

Rationality and Politics (Undergraduate)	1992
Experimental Economics (Undergraduate)	1993
Negotiations (MBA and Undergraduate)	1994-2007
Experimental Economics (PhD)	1996, 2003, 2004, 2007 (UTD)
Decision Processes Proseminar (PhD)	1997, 2001
Seminar in Behavioral Research	2007-2010
Behavioral Finance (PhD and MBA)	2008-2010
Bargaining and Negotiation (PhD)	2008

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 Advised

<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)
Vera Holovchenko (Econ)	committee member	KPMG
Yue (Jen) Shang (IUPUI)	co-advisor	Indiana, Bloomington
Kendra N. McLeish (Calgary)	committee member	industry
Tammy Leonard (Econ)	committee member	FDIC
Angela Milano (Econ)	co-advisor	UMass Amherst
Tara Larson (Econ)	committee member	UT Arlington (visitor)
Mohamed El-Komi (PPPE)	advisor	Durham University (UK)
Hong Chao (Econ)	committee member	Shanghai Jiao Tong
Quoc Tran (Econ)	committee member	Bridgewater State
Yufei Ren (Econ)	co-advisor	Virginia Tech
Sheheryar Banuri (Econ)	committee member	World Bank
Natalia Londono (Econ)	co-advisor	SUNY Purchase
<i>Current</i>		
Malcolm Kass (Econ)	committee member	

Ericka Scherenberg (Econ) committee member

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 Business)	2005-present
Negotiation (Savola Corporation)	2006
Conflict Resolution (Labinal)	2008
Negotiation and Gender (TCU)	2009
Mentoring in the Workplace (TCU)	2009
Negotiation and Culture (TCU)	2009
Gender and Negotiation (United Nations)	2010

School Service:

1994-1995	Subcommittee to review PhD Applications, OPIM Joseph Wharton Scholars Program Presenter
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 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 Joseph Wharton Scholars Program Presenter
1998-1999	Chair, PhD Admissions Committee, OPIM PhD Recruiting Coordinator, OPIM Member, Wharton PhD Committee Member, Psychology Graduate Group Senior Fellow, Financial Institutions Center Joseph Wharton Scholars Program Presenter
1999-2000	Chair, PhD Admissions Committee, OPIM PhD Recruiting Coordinator, OPIM 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
 Mentoring Committee: Maurice Schweitzer (Chair)
- 2003-2004 Member, Psychology Graduate Group
 Wharton Women Lunchtime Speaker
 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
 Member, Psychology Graduate Group
 Committee to Review SEAS Dean
- 2005-2006 Member, Psychology Graduate Group
 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)
- 2007-2008 Research Involving Human Subjects (IRB)
 Committee on Effective Teaching (SOM)
 Faculty Mentoring Committee
 EPPS Faculty Advisory Committee
 Organized Behavioral Research Seminar Series
 Professional Development Workshop for Cohort MBA (Negotiating Job Offers)
 School of Management “Webinar” (International Negotiation)
 SOM PhD student presentation: Experimental Economics Methodology
 SOM PhD student presentation: How to Attend a Conference

- 2008-2009 Ad Hoc Committee for Promotion to Professor (Marie Chevrier), Chair
 Ad Hoc Committee for Mid-Probationary Review (Chetan Dave)
 Ad Hoc Committee for Mid-Probationary Review (Daniel Krawczyk)
 Research Involving Human Subjects (IRB)
 Faculty Mentoring Committee, Chair
 EPPS Faculty Personnel Review Committee
 Committee on Effective Teaching (SOM)
 Organized Behavioral Research Seminar Series
 Panelist for Forum on Economic Crisis
 Hiring Committee for Empirical Researcher (Sandler)
- 2009-2010 Ad Hoc Committee for Mid-Probationary Review (Xin Li), Chair
 Ad Hoc Committee for Promotion to Professor (Zhiang Lin)
 Research Involving Human Subjects (IRB)
 Faculty Mentoring Committee, Chair
 EPPS Faculty Personnel Review Committee
 Peer Review Committee (SOM)
 Committee on Effective Teaching (SOM)
 Organized Behavioral Research Seminar Series
 SOM PhD student presentation: Experimental Economics Methodology
 EPPS PhD student presentation: Job Market Preparation (with Catherine Eckel)
 Faculty Diversity Award Selection Committee
- 2010-2011 On leave (NSF)
- 2011-2012 On leave (NSF)
- 2012-2013 Committee for Tenure Review (Xin Li) (EPPS)
 Faculty Advisory Committee (EPPS)
 Committee for Tenure Review (Roberto Ragozzino) (SOM)
 Organized Behavioral Research Seminar Series
 Committee on Qualifications