

Robert L. Slonim
School of Economics
Faculty of Arts and Social Sciences
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Last Update: July 24, 2014

Academic Appointments

Professor, School of Economics, Faculty of Arts and Social Sciences, University of Sydney, 2008-Present
Associate Prof., Dept. of Economics, Weatherhead School of Management, Case Western, 2004-2008
Assistant Prof., Dept. of Economics, Weatherhead School of Management, Case Western, 1998-2004.
Postdoctoral Fellow, Department of Economics, University of Pittsburgh, 1996-1998.
Visiting Scholar, Department of Economics, Stanford University, August - December 2012

Affiliations

IZA Research Fellow 2011 - Present

Education

Ph.D. Economics, Duke University, 1995 (Thesis Chairs: Professors John Geweke and Marjorie McElroy)
M.B.A. Finance, University of California, Berkeley, 1986
B.A. Computer Science and Economics, U.C. Berkeley, 1984

Research

Publications

1. Slonim, Robert (1994), "Learning in a Search-for-the-Best Alternative Experiment," Journal of Economic Behavior and Organization, 25, 141-165. (Keywords: Optimal Search, Learning, Experimental Design).
2. Slonim, Robert and Alvin Roth (1998), "Learning in High Stakes Ultimatum Games: An Experiment in the Slovak Republic," Econometrica, 66, 569-596 (Keywords: Game Theory, Econometrics, Learning, Financial Incentives, Experimental Design).
3. Laskowski, Michael and Robert Slonim (1999), "An Asymptotic Solution for Sealed Bid Common-Value Auctions with Bidders having Asymmetric Information," Games and Economic Behavior, 28, 38-255. (Keywords: Game Theory, Auctions).
4. Slonim, Robert (1999), "Learning Rules of Thumb or Learning More Rational Rules," Journal of Economic Behavior and Organization, 38, 217-236 (Keywords: Learning, Bounded Rationality).
5. Slonim, Robert and Ellen Garbarino (1999), "The Effect of Price History on Demand as Mediated by Perceived Price Expensiveness," Journal of Business Research, 45, 1-14 (Keywords: Consumer Behavior, Price Theory, Reference Theory).
6. Erev, Ido, Alvin Roth, Robert Slonim and Greg Barron (2002), "Predictive Value and the Usefulness of Game Theoretic Models," The International Journal of Forecasting, 38, 359-368 (Keywords: Learning, Game Theory, Experimental Methods).
7. Garbarino, Ellen and Robert Slonim (2003), "Determinants and Effects of Distinct Internal Reference Prices on Perceptions and Demand," Psychology & Marketing, 20:3, 227-249 (Keywords: Consumer Behavior, Reference Theory).
8. Engle-Warnick, Jim and Robert Slonim (2004), "The Evolution of Strategies in a Trust Game," Journal of Economic Behavior and Organization, v55, 553-573 (Keywords: Game Theory, Trust, Strategic Behavior).
9. Slonim, Robert and Eric Bettinger (2005), "The Effect of Educational Vouchers on Confidence: A Field Experiment to Assess Outcomes of Educational Policy," in Field Experiments in Economics, Jeffrey Carpenter, Glenn Harrison and John List, eds., Greenwich, CT: JAI Press, Research in Experimental Economics, Volume 10, p291-336. (Keywords: Experimental Methods, Policy, Education, Behavioral Economics).

10. Slonim, Robert (2005), "Competing Against Experienced and Inexperienced Players," Experimental Economics, 8, 55-75, (Keywords: Game Theory, Learning, Strategic Behavior).
11. Engle-Warnick, Jim and Robert Slonim (2006), "Learning to Trust in Indefinitely Repeated Games" Games and Economic Behavior, 54:1 95-114 (Keywords: Trust, Repeated Games, Incomplete Contracts, Experimental Methods).
12. Engle-Warnick, Jim and Robert Slonim (2006), "Inferring Repeated Game Strategies from Actions: Evidence from Trust Game Experiments," Economic Theory, 28:3, 603-632 (Keywords: Inference, Game Theory, Strategic Behavior).
13. Bettinger, Eric, and Robert Slonim (2006), "Using Experimental Economics to Measure the Effects of a Natural Educational Experiment on Altruism," Journal of Public Economics, 90, 1625-1648 and also see NBER Working Paper w11725 (Keywords: Altruism, Public Policy, Education, Experimental Methods).
14. Slonim, Robert and Ellen Garbarino (2006). "Increases in trust and altruism from partner selection: experimental evidence," (Keywords: Selection, Efficiency, Game Theory). Experimental Economics, vol. 11, no. 2, pp. 134-153.
15. Garbarino, Ellen and Robert Slonim (2007). "Preferences and Decision Errors in the Winner's Curse," Journal of Risk and Uncertainty, 34(3), 241-257 (Keywords: Auctions, Preferences, Winner's Curse).
16. Bettinger, Eric, and Robert Slonim (2007), "Patience Among Children: Evidence from a Field Experiment," Journal of Public Economics, 91, 343-363 (Keywords: Inter-temporal Choice, Public Policy, Children, Experimental Methods).
17. Erev, Ido, Alvin Roth, Robert Slonim and Greg Barron (2007), "Learning and equilibrium as useful approximations: accuracy of prediction on randomly selected constant sum games," Economic Theory, special issue: Behavioral Game Theory Symposium, 33, 29-51 (Keywords: Learning, Game Theory, Experimental Methods).
18. Slonim, Robert, Eric Bettinger and James Carlson (2007). "Possession and Discounting Behavior." (Keywords: Inter-temporal Choice, Hyperbolic Discounting, Experimental Methods). (Economics Letters, 97 215-221).
19. Garbarino, Ellen and Robert Slonim (2009). "The Robustness of Trust and Reciprocity Across a Heterogeneous Population," Journal of Economic Behavior and Organization, vol. 69, no. 3, pp. 226-40.
20. Slonim, Robert and Ellen Garbarino (2009), "Similarities and Differences Between Stockpiling and Reference Effects," Managerial and Decision Economics, vol. 30, no. 6, pp. 351-71.
21. Slonim, Robert and Pablo Guillen, (2010) "Gender Selection Discrimination: Evidence from a Trust Game," Journal of Economic Behavior and Organization, vol.76 no. 2, pp. 385-405.
22. Garbarino, Ellen, Robert Slonim & Justin Sydnor (2011), "Digit ratios explain variation in risk aversion for both sexes," Journal of Risk and Uncertainty, vol 42, no. 1, pp. 1-26.
23. Cairns, Jason and Robert Slonim (2011). "Substitution Effects across Charitable Donations," Economics Letters, vol. 111, pp. 173-175.
24. Lacetera, Nicola, Mario Macis and Robert Slonim (2012), "Will there be blood? Incentives and Displacement Effects in Pro-Social Behavior," American Economic Journal, Economic Policy, vol . 4, no. 1, 186-223.
Figure 3 selected among "The Best 15 Behavioural Science Graphs of 2010-2013:"
<http://economicspsychologypolicy.blogspot.ie/2013/12/the-15-best-behavioural-science-graphs.html>
25. Llewellyn, Blair, Nikos Nikifarokis and Robert Slonim (2013). Is there selection bias in laboratory experiments? Experimental Economics, vol 16, no. 3, 372-382.
26. Slonim, Robert, Carmen Wang, Ellen Garbarino and Danielle Merrett (2013) "Opting in: participate bias in the Economic Experiments," Journal of Economic Behavior and Organization, 90, 43-70 2013.
27. Garbarino, Ellen, Robert Slonim and Carmen Wang (2013) "The multidimensional effects of a small gift: Evidence from a natural field experiment," Economics Letters, 120, 83-86.
28. Lacetera, Nicola, Mario Macis and Robert Slonim (2013), "Economic rewards to Motivate Blood Donation," Science, May 24 2013, 927-928.
Published responses to comments:
 - 28a. Lacetera, Nicola, Mario Macis and Robert Slonim (2013), "The Value of Incentives in Blood Donation—Response," Science, July 12 2013, 129.
 - 28b. Lacetera, Nicola, Mario Macis and Robert Slonim (2013), "In Defense of WHO's Blood Donation Policy—Response," Science, 8 November 2013, 692.
 - 28c. Lacetera, Nicola, Mario Macis and Robert Slonim (2013), "To the editor: On the importance of unconditional rewards for blood donations," Clinical Chemistry, forthcoming.

Related letters

- 28d. Lacetera, Nicola, Mario Macis and Robert Slonim (2013), "A critical comment on Niza, Tung and Marteu's "Incentivizing Blood Donation: Systematic Review and Meta-Analysis to Test Titmuss' Hypotheses", "Health Psychology, <http://www.apa.org/pubs/journals/hea/letters-to-editor.aspx>.
29. Lacetera, Nicola, Mario Macis and Robert Slonim (2014), "Rewarding Volunteers: A Field Experiment," Management Science, 60(5), 1107-1129, <http://pubsonline.informs.org/doi/abs/10.1287/mnsc.2013.1826>.
30. Iajya, Victor, Nicola Lacetera, Mario Macis and Robert Slonim (2013), "The effects of Information, Social and Economic Incentives on Voluntary Undirected Blood Donations: Evidence from a Randomized Controlled Trial in Argentina," Social Science and Medicine 98, 214-233.
31. Slonim, Robert, Carmen Wang and Ellen Garbarino (2014), "The Market for Blood," Journal of Economic Perspectives, 28(2) 177-196.
32. Lilley, Andrew, and Robert Slonim, (2014). The Price of Warm Glow," Journal of Public Economics, 114, 58-74.
33. Guillen, Pablo, Danielle Merrett and Robert Slonim (2014). "A new solution for the moral hazard problem in team production," r&r to Management Science, Forthcoming.
34. Kadir Atalay, Fayzan Bakhtiar, Stephen Cheung and Robert Slonim (2014) "Savings and Prize-linked Savings Accounts," Forthcoming, the Journal of Economic Behavior and Organization July 2014.

In Submission

1. Rosaz, Julie, Robert Slonim and Marie Claire Villeval (2013). Quitting and Peer Effects at Work, r&r Labour Economics, September 2013.

Working Papers

1. Slonim, Robert, Alvin Roth and Ido Erev (2006), "Empirical Regularities in Play of Constant Sum Games with Unique Mixed Strategy Equilibria," (Keywords: Game Theory, Experimental Methods), Working paper.
2. Garbarino, Ellen and Robert Slonim (2006). "Pay-For-Performance Educational Policy: An Experiment Examining Target Levels and Crowding Effects," (Keywords: Incentives, Intrinsic Motivation, Education Economics, Public Policy, Experiments).
3. Craig, Ashley, Ellen Garbarino and Robert Slonim (2013). "Waiting to donate,"
4. Slonim, Robert and Stephen Leider (2008), "Does Experience Pay? Distributional and Welfare Implications from Non-Constant Sum Games." (Keywords: Experience, Learning, Welfare).
5. Kim, Min Taec and Robert Slonim (2012). "The effect of the gift exchange with multidimensional effort: Evidence from a hybrid field-lab experiment."
6. Slonim, Robert, Heath Demaree and Eric Bettinger (2013), "The role of emotions on intertemporal choice," (Keywords: Emotions, Intertemporal Choice), r&r to the Journal of Economics and Psychology invited February 2013.

Major Projects in earlier stages

1. The role of appointments and wait times on blood donations (with Ashley Craig, Ellen Garbarino and Carmen Wang) – Using blood donation field data, collected survey data and lab experiments examining the role of wait times and appointments on blood supply. (Draft in preparation for submission)
2. Field and laboratory experiments looking at introducing a blood donation registry system to solve coordination problems in the supply and demand of blood (with Ellen Garbarino and Carmen Wang, and in collaboration with the Australian Red Cross Blood Service).

Grants

- Science of Philanthropy Initiative (2014), Partnership Grant with Sydney Opera House to explore relationships between customers and donors, with A. Tymula.
- Science of Philanthropy Initiative (2013-2014), SPI-109, Social Influence and Registry design to Motivate Blood Donations (\$40,250) with E. Garbarino and C. Wang.
- Australian Research Council (2010 – 2014) to use the tools of behavioral economics to understand blood donations - Discovery Grant # 1095222, (\$392,000).
- Australian Red Cross Blood Service (2009 – 2011) to study commitment and appointments scheduling on blood donations - \$80,000 with E. Garbarino.
- National Science Foundation (2009-2011) to study extrinsic incentives on blood donations - Grant # (\$320,000 – w/N. Lacetera and M. Macis)

- “The Price of Warm Glow,” (5) UC San Diego Workshop in honor of 25 Years of Warm Glow, January 2013, University of Chicago PSI Conference October 23, 2013; Case Western Reserve University, October 23, 2013; ESA Santa Cruz, October 2013; Stanford University, October 2013.
- “Registering to Donate: A laboratory and Natural Field Experiment,” (4) Stanford University October 2012; New York University November 2012; Experimental Science Association Meetings November 2012; San Francisco University November 2012.
- “Addressing Blood Shortages: Lessons from the field and lab,” (2) University of British Columbia July 2012; Simon Fraser University July 2012.
- “Intergroup competition and the efficient provision of public goods,” QuBE workshop on Behavioral and Experimental Economics, QUT February 2012.
- “To participate or not participate; representativeness biases in the lab,” (3) University of Sydney June 2011, University of Technology August 2011, 4th Annual Australian Experimental Economics Meetings August 2011.
- The occasional Address: Commencement address given to the Faculty of Arts and Social Sciences, June 2011.
- “Rewarding altruism: A natural field experiment,” (5) Queensland University of Technology May 2011, University of Queensland May 2011, University of New South Wales June 2011, SITE Experimental Economics, September 2011, Stanford, December 2011.
- “The effect of the gift exchange with multidimensional effort: Evidence from a hybrid field-lab experiment,” (5) (4th Annual Australian Experimental Economics Meetings Dec. 2009; University of Chicago March 2010; University of Michigan March 2010; Monash University May 2010; U. Sydney August 2010)
- “Will there be blood? Incentives and Substitution Effects in Pro-Social Behavior,” (5) (Sydney U. May 2009; U. Melbourne, May 2009; Monash University, August 2009, University of Washington (twice), May 2010)
- “The role of emotions on intertemporal choice,” (1) (CWRU, Dec. 2007)
- “The Effect of Educational Vouchers on Academic and Non Academic Outcomes,” (4) (UT Dallas, Sept. 2007, University of New South Wales, Sept. 2007, University of Sydney, Oct. 2007, University of Western Australia, Oct. 2007).
- “Designing Incentives using laboratory and field experiments: a focus on education,” (*Keynote address*, Behavioral and Experimental Economics Conference, Lyon, France, May 2007).
- “Pay-For-Performance Educational Policy: An Experiment Examining Target Levels and Crowding Effects,” (1) (Lyon University, May 2007; La Sobonne University, May 2007).
- “Pay-To-Perform Educational Policy: An Experiment Examining a Crowding Out Effect,” (4) UC Santa Barbara, February 2006; Laval University, October 2006; Harvard University, November 2006; Texas A&M, December 2006.
- “Patience Among Children,” (5) ASSA Meetings, January 2006; Purdue University, March 2006; University of Washington, July 2006; Simon Fraser University, November 2006; University of British Columbia, November 2006.
- “Preferences and Decision Errors in the Winner’s Curse,” (3) University of Akron, Spring 2005, Experimental Economics Association, Summer 2005, Stanford University SITE, Summer 2005.
- “Selection Effects on Efficiency: Theory and Evidence,” Econometric and Experimental Economics, Princeton, 2005.
- “Does Experience Pay? Distributional and Welfare Implications from non-constant Sum Games,” (1) CMU-CWRU Conference on New and Alternative Directions in Learning.
- “Gender Selection Discrimination: Evidence From a Trust Game,” (7) University of Oregon, Spring 2004, CWRU, Summer, 2004, Econometric Society, Summer 2004, Stanford University SITE, Summer 2004, Society for Judgment and Decision Making, Fall 2004, Harvard, Fall 2004.
- “The Effect of Educational Vouchers on Confidence: A field experiment to assess outcomes of educational policy,” (2) Southern Economic Association, Fall, 2003, Economic Science Association, Fall, 2003.
- “Mixing it up: Evidence on How Heterogeneous Levels of Experience Alters Behavior and Welfare in Three Non-Constant Sum Games,” (2) CWRU, Spring, 2003, Economic Science Association, Summer 2003..
- “Competing Against Experienced and Inexperienced Players,” (6) Guelph University and the Economic Science Association, Fall, 2001 Harvard University, Spring, 2002, Ohio State University, Fall, 2002, Penn State University, Fall 2002 and Economic Science Association, Summer, 2002.
- “The Fragility of Trust,” (1) Economic Science Association, Summer, 2001.
- “The Academic and Non Academic Effects of a Voucher Program on Children and Parents,” (7) Midwest Economic Association and Toledo Diesis, Spring, 2001, Economic Science Association, Summer 2002, Middlebury Conference on Field Experiments, Spring, 2003, Research Environment Development Series at CWRU, Spring, 2003, and University of Quebec at Montreal, 2004.

- “Equilibrium, Unraveling and Context in Repeated Trust Games,” (1) Harvard University, Fall 2000.
- “Cooperation and Context: The Role of History, Role and Expected Duration in repeated Trust Games,” (1) Southern Economic Association, Fall 2000.
- “Experimental Economics, what we learn for the role of cooperation and giving,” Church Meeting, Fall 2000
- “Establishing, Maintaining and Re-establishing Trust,” (1) Economic Science Association, Fall, 2000
- “Learning to (Dis)Trust,” Economic Science Association,” (1) Summer, 2000.
- “A method to infer repeated game strategies from actions: Evidence from experimental trust games,” (5) Texas A&M, SUNY-Stony Brook, McMaster University, McGill University, CWRU, Fall, 1999.
- “Towards a Theory of the Development of Norms: Experimental Evidence and Inferring Strategies from Reduced Trust Games,” (1) Public Choice, 1999.
- “Moral Hazard, Risk and Incentive Attribution in Small Groups,” (1) Economic Science Association, 1999.
- “Learning and Equilibrium as Useful Approximations: Accuracy of Prediction on Randomly Selected Constant Sum Games,” (1) Fourth Invitational Choice Symposium and the University of Miami, 1998.
- “Learning in High Stakes Ultimatum Games: An Experiment in the Slovak Republic,” (9) Brandeis University, Case Western Reserve University, University of Central Florida, Hong Kong School of Science and Technology, University of Miami, McGill University, Rice University, Rutgers University, University of Wyoming, 1997-1998.
- "On the Predictive Power of Reinforcement Learning in 40 Randomly Selected Constant Sum Games," (1) Economic Science Association, 1997.
- "Learning Heuristics or Learning to Think More Rationally," (1) Southern Economic Association, 1996.
- "The Effect of Price History on Demand," (1) Economic Science Association, 1995.
- "Financial Incentives and Learning in Ultimatum Games," (1) Economic Science Association, 1994.

Teaching

2012-2014	Topics in Microeconomics (U. Sydney, Undergraduate Honours Program)
2010	Special Topics in Economics; Perspectives (U. Sydney, Masters Students)
2008-2014	Experimental Economics (U Sydney, Masters Students)
2009-2011	Microeconomics (U. Sydney, Masters Students)
Spring 06-08	SAEGS; Economic Challenges (Case Western Reserve University, Undergraduate)
Fall 04, 05	Economic Perspectives (Case Western Reserve University, Undergraduate)
Fall 01-04	Managerial Economics (3 sections of the Core MBA Econ., Case Western Reserve Univ.).
Spring 00, 07, Fall 01	Experimental Economics (Case Western Reserve University, Undergraduate)
Fall 98-00, S 99-01	Principles of Microeconomics (Case Western Reserve University)
Spring 97, 98	Experimental Economics (University of Pittsburgh, PhD seminar taught with Professors Alvin Roth and Ido Erev, 1997; with Professors John Kagel and John Van Huyck, 1998).
Spring 95	Finance, Microeconomics (Business Graduate Students, SUNY, Stony Brook).
Fall 94	Business Planning and Policy (SUNY, Stony Brook, Undergraduate).
Fall 94	Pricing Derivative Securities (Independent Study w/Grad. Student).
Spring 94	Money and Banking (Kosice, Slovakia, Undergraduate).
Fall 93	Intermediate Microeconomics (Kosice, Slovakia, Undergraduate).
Spring 93	Experimental Economics (Duke University, Undergraduate).

Interests: Microeconomics, Game Theory, Behavioral & Experimental Economics, Managerial Economics Decision Theory, Pro-social Behavior

Service

Editorial Board:

- Journal of Risk and Uncertainty

External: Ad Hoc Reviewer

- *Ad Hoc Reviewer: American Economic Review, Austrian Science Foundation, B.E. Journals in Economic Analysis and Policy, Econometrica, Economic Inquiry, Economic Theory, Experimental Economics, Games and Economic Behavior, Journal of Behavioral Decision Making, Journal of Economic Behavior and Organization, Journal of the European Economic Association, Journal of Institutional and Theoretical Economics, Journal of Political Economy, Journal of Risk and Uncertainty, Management Science, National Science Foundation (reviewer), Quarterly Journal of Economics, Rationality and Society, Review of Economic Studies.*
- *Panelist: National Science Foundation (2004).*

Conference Organizer

- *Conference Organizer: CWRU “Behavioral and Experimental Economics,” 2003.*
- *Conference Organizer: CWRU-CMU “New and Alternative Directions in Learning,” 2004.*
- *Conference Co-organizer: University of Sydney “Advanced Workshop in Experimental Economics,” 2009.*

University, School and Department

Case Western Reserve University

- Received Univ. Grant to build wireless experimental laboratory (with David Cooper) for the business school, 2000.
- Received Dorney Foundation Grant to develop software for classroom experiments, 2000-2003.
- Coordinator, Internal Seminar Series (2000-Present)
- Coordinator, Undergraduate Honors Program (2001-Present, approximately 8 students per year).
- Committee Member, Junior Recruiting (1998-2002, 2005-2007)
- Committee Member, Senior Recruiting (2000, 2001)
- Committee Member, MBA Core Curriculum Redesign (2000, 2001)
- Committee Member, MBA Portfolio Design (2002)
- Advisor, Undergraduate Honor Society (1998-2000)
- Supervisor, Undergraduate Honors Theses Projects (2002 – Present: S. Leider, E. Shellman, J. Carlson, J. Edwards).
- Advising, Undergraduate Students (1998-Present).
- Dissertation Committee Member: M. Weiss (2002-2004), G. Markarian (2003-2004), C. Stevens (2004-2008).

University of Sydney

- Committee Member, Faculty of Arts and Social Science Research Committee, 2013-present
- Chair, Senior Recruiting, 2013-present
- Committee Member, Junior Recruiting 2009, 2013
- Committee Member, Level E Recruitment 2009
- Committee member, Level D promotions
- Committee Member, Honours Ethics Review Group
- Honours thesis supervisor (Min-taek Kim, Ashley Craig 2009; Fayzan Bakthiar, Andrew Lilley 2011)
- PhD Supervisor (Danielle Merritt 2010-2012)
- Master's Thesis supervisor (Carman Wang 2010-2013)

Employment History

2011-Present	Prof. (Chair), School of Economics, Faculty of Arts and Social Sciences, University of Sydney.
2008-2010	Prof. (Chair), Discipline of Economics, School of Business and Economics, University of Sydney.
2004-2008	<i>Associate Prof.</i> , Dept. of Economics, WSOM, Case Western Reserve University.
1998-2003	<i>Assistant Prof.</i> , Dept. of Economics, WSOM, Case Western Reserve University
1996-1998	<i>Postdoctoral Fellow</i> , Department of Economics, University of Pittsburgh.
1995-1996	<i>Economist</i> , Bell Labs, AT&T. Developed, ran and analyzed experiments to estimate demand for new technology products. Conducted applied microeconomic econometric analysis of telecommunications industry projects.
1994-1995	<i>Visiting Assistant Prof.</i> , SUNY at Stony Brook. Taught undergraduate Business Planning and Policy (Fall) and graduate business school courses in Microeconomics and Finance (Spring).
1993-1994	<i>Visiting Prof.</i> , Economics University, Slovakia, Civic Education Project. Taught Microeconomics and Money and Banking. Worked on curriculum reform. Ran economic experiments.
July, 1990 – Dec. 1992	<i>Research Assistant</i> for John Geweke and Gary Zarkin. Modeled the retirement and initiation of social security decisions. Involved in writing papers, analyzing data and software development of simulations and econometric tests.
Sum. 1990, 1991	<i>Economic Consultant</i> , World Bank. Developed and wrote an evaluation of the Bank's software package to evaluate Debt Restructuring and Reorganization deals.
1987	<i>Credit Research Analyst</i> , First Deposit Corporation. Developed policies to determine individual credit worthiness.

1984

Technical Analyst for Summit Technologies (Berkeley, CA). Developed software to analyze price movements of futures contracts.