

URI GNEEZY

March 2022

Rady School of Management
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ACADEMIC DEGREES

1994-1997 **Ph.D.** in Economics, CentER for Economic Research, Tilburg University
1993-1994 **M.A.** in Economics, CentER for Economic Research, Tilburg University.
1990-1992 **B.A.** in Economics, Tel-Aviv University (with honor).

ACADEMIC APPOINTMENTS

2006-present Professor of Economic and Strategy and the Epstein/Atkinson Chair in
Behavioral Economics, Rady School of Management, UC San Diego
2011-2021 Visiting Professor of Economics, CREED, University of Amsterdam
2017-2021 Visiting Scholar, NHH Bergen
2001-2006 Assistant/Associate Professor, University of Chicago GSB
1999-2003 Senior Lecturer/Associate Professor with tenure, Technion
1997-1999: Lecturer at the Department of Economics, University of Haifa

BOOKS

Gneezy, U. & List, J. *The Why Axis: Hidden Motives and the Undiscovered Economics of Everyday Life*. PublicAffairs, October 8, 2013. National and International best seller. Translated into Chinese (Mandarin and Cantonese), Dutch, Hebrew, Japanese, Korean, Portuguese, Romanian, Spanish and Thai.

Gneezy, U. *Mixed Signals: How Incentives Really Work*. Yale University Press (forthcoming, fall 2022).

PAPERS IN JOURNALS

1. Serra-Garcia, M. and Gneezy, U. (2021). Mistakes, Overconfidence, and the

- Effect of Sharing on Detecting Lies. *American Economic Review*, 111 (10), 3160-3183.
2. Smitizsky, G., W. Liu and Gneezy (2021). The Endowment Effect: Loss Aversion or a Buy-Sell Discrepancy? *Journal of Experimental Psychology-General*. 150 (9), 1890-1900.
 3. Smitizsky, G., W. Liu and U. Gneezy (2021). On the Value(s) of Time–Workers’ Value of Their Time Depends on Mode of Valuation.” *Proceedings of the National Academy of Sciences*. 118 (34).
 4. Charness, G, Gneezy, U and Rasocha, V (2021). Experimental methods: Eliciting beliefs. *Journal of Economic Behavior and Organization*. 189, 234-256.
 5. Fries, T, Gneezy, U, Kajackaite, A. and Parra, D (2021). Observability and Lying. *Journal of Economic Behavior and Organization*. 189, 132-149.
 6. Buser, T, Cappelen, A, Gneezy, U, Hoffman, M. and Tungodden, B (2021). Competitiveness, Gender and Handedness. *Economics and Human Biology*. 43.
 7. Gneezy, U., Laske, K. and Schroder, M. (2021). Teams do not outperform individuals in a simple creative task. *Applied Economics Letters*.
 8. Serra-Garcia, M. and Gneezy, U. (2021). Nonreplicable publications are cited more than replicable ones. *Science Advance*. 7, 21.
 9. Enke, B., U. Gneezy, B. Hall, D. Martin, V. Nelidov, T. Offerman and J. van de Ven (2021). “Cognitive Biases: Mistakes or Missing Stakes?” Review of Economics and Statistics. *Review of Economics and Statistics*.
 10. Gneezy, U and Kajackaite, A. (2020). Externalities, stakes, and lying. *Journal of Economic Behavior and Organization*. 178, 629-643.
 11. Serra Garcia, M., K. Hansen and U. Gneezy (2020). Can Short Psychological Interventions Affect Academic Performance? Revisiting the Effect of Self-Affirmation Interventions. *Psychological Science*, 31 (7), 865-872.
 12. Smerdon, D., Offerman, T. and Gneezy, U. (2020). ‘Everybody's Doing It’: On the Persistence of Bad Social Norms. *Experimental Economics*, 23 (2), 392-420.
 13. Gneezy, U., S. Saccardo, M. Serra Garcia and R. van Veldhuizen. (2020). Bribing the Self. *Games and Economic Behavior*, 120, 311-324.
 14. Gneezy, U., J.A. List, J.A. Livingston, X. Qin, S. Sadoff, and Y. Xu. (2019). Measuring Success in Education: The Role of Effort on the Test Itself. *American Economic Review: Insights*, 291-308.
 15. Gneezy, U., S. Saccardo and R. Van Veldhuizen (2019). Bribery: Behavioral drivers of distorted decisions. *Journal of the European Economic Association*, 917-946.
 16. Fishman, A., R. Fishman, R., U. Gneezy (2019). A Tale of Two Food Stands: Observational Learning in the Field. *Journal of Economic Behavior and Organization*. 101-108.
 17. Andersen, S., S. Ertac, U. Gneezy, J.A. List and S. Maximiano (2018). On the Cultural Basis of Gender Differences in Negotiation. *Experimental Economics*, 757-778.
 18. Flory, J., U. Gneezy, K. Leonard and J.A. List (2018). Gender, age and competition: A disappearing gap? *Journal of Economic Behavior and Organization*, 256-276.
 19. Charness, G. U. Gneezy and A. Henderson (2018). Experimental methods:

- Measuring effort in economics experiments. *Journal of Economic Behavior and Organization*, 74-87.
20. Ariely, D., U. Gneezy and E. Haruvy (2018). Social Norms and the Price of Zero. *Journal of Consumer Psychology*, 180-191.
 21. Saccardo, S., Gneezy, U. & Pietraz, A. (2018). On the size of the Gender Difference in Competitiveness. *Management Science*, 1541-1554.
 22. Charness, G., C. Eckel, U. Gneezy and A. Kajackaite (2018). Complexity in risk elicitation may affect the conclusions: A demonstration using gender differences. *Journal of Risk and Uncertainty*, 1-17.
 23. Gneezy, U., A. Kajackaite and J. Sobel (2018). Lying aversion and the size of the lie. *American Economic Review*, 419-453.
 24. Andersen, S., U. Gneezy, A. Kajackaite and M. Julie (2018). Allowing for reflection time does not change behavior in dictator and cheating games. *Journal of Economic Behavior and Organization*, 24-33.
 25. Gneezy, U., Goette, L. Sprenger, C. & Zimmermann, F. (2017). The limits of expectations-based reference dependence. *Journal of the European Economic Association*, 15, 861-876.
 26. Kajackaite, A. & Gneezy, U. (2017). Incentives and Cheating. *Games and Economic Behavior*, 102, 518-524.
 27. Gneezy, U., C. Gravert, S. Saccardo and F. Tausch (2017). A must lie situation: Avoiding giving negative feedback. *Games and Economic Behavior*.
 28. Jung, M., L. Nelson, U. Gneezy and A. Gneezy (2017). Signaling Virtue: Charitable Behavior Under Consumer Elective Pricing. *Marketing Science*, 36, 187-194.
 29. Aleksandr, A., G. Charness and U. Gneezy (2017). Experimental methods: When and why contextual instructions are important. *Journal of Economic Behavior and Organization*, 134, 48-59.
 30. Charness, G., U. Gneezy, and B. Halladay (2016). Experimental methods: Pay on or pay all. *Journal of Economic Behavior and Organization*, 131, 141-150.
 31. Gneezy, U., Leibbrandt, A. & List, J.A. (2016). Ode of the sea: Workplace organizations and norms of cooperation. *Economic Journal*, 1856-1883.
 32. Erat, S. & Gneezy, U. (2016). Incentives for Creativity. *Experimental Economics*, 19, 269-280.
 33. Smeets, P., Bauer, R., & Gneezy, U. (2015). Giving Behavior of Millionaires. *Proceedings of the National Academy of Sciences*, 34, 10641-10644.
 34. Bracha, A., Gneezy, U., & Loewenstein, G. (2015). Relative Pay and Labor Supply. *Journal of Labor Economics*, 33, 297-315.
 35. Hoffman, M., Suetens, S., Gneezy, U. & Nowark, MA. (2015). An Experimental Investigation of Evolutionary Dynamics in the Rock-Paper-Scissors Game. *Scientific Reports*, March 6.
 36. Al-Ubaydli, O Andersen, S., Gneezy, U. & List, JA. (2015). Carrots That Look Like Sticks: Toward an Understanding of Multitasking Incentive Schemes. *Southern Economic Journal*, 81, 538-561
 37. Gneezy, U., Imas, A., & Madarasz, K. Conscience Accounting: Emotion Dynamics and Social Behavior. *Management Science*, 60, 2645-2658.
 38. Gneezy, U., E. Keenan & A. Gneezy (2014). Avoiding Overhead Aversion in

- Charity. *Science*, 346, 632-635.
39. Jung, M., L. Nelson, A. Gneezy and U. Gneezy (2014). Paying More When Paying for Others. Forthcoming in *Journal of Personality and Social Psychology*.
 40. Gneezy, A., Gneezy, U. & Lauga, D. (2014). Reference-Dependent Model of the Price-Quality Heuristic. Forthcoming in *Journal of Marketing Research*.
 41. Gneezy, U. & Rey-Biel, P. (2014). On the Relative Efficiency of Performance Pay and Noncontingent Incentives. *Journal of the European Economic Association*, 12, 62-72.
 42. Gneezy, U. & Imas, A. (2014). Materazzi Effect and the Strategic Use of Anger in Competitive Interactions. *Proceedings of the National Academy of Sciences*, 111(4), 1334-1337.
 43. Andersen, S., Ertac, S., Gneezy, U., List, J.A. & Sandra, S. (2013). Gender, Competitiveness, and Socialization at a Young Age: Evidence from a Matrilineal and a Patriarchal Society. *The Review of Economics and Statistics*, 95(4), 1438-1443.
 44. Gneezy, U., Rockenbach, B. & Serra-Garcia, M. (2013) Measuring Lying Aversion. *Journal of Economic Behavior & Organization*, 93, 293-300.
 45. Charness, G., Gneezy, U. & Kuhn, M (2013) Experimental Methods: Extra-Laboratory Experiments-Extending the Reach of Experimental Economics, *Journal of Economic Behavior & Organization*, 91, 93-100.
 46. Leibbrandt, A., Gneezy, U. & List, J.A. (2013). Rise and Fall of Competitiveness in Individualistic and Collectivistic Societies. *Proceedings of the National Academy of Sciences*, 110(23), 9305-9308.
 47. Charness, G., Gneezy, U. & Imas, A. (2013) Experimental Methods: Eliciting Risk Preferences, *Journal of Economic Behavior & Organization*, 87, 43-51.
 48. Fershtman, C., Gneezy, U., & List, J.A. (2012). Equity Aversion: Social Norms and the Desire to be Ahead. *American Economic Journal - Microeconomics*, 4(4), 131-144.
 49. Charness, G., & Gneezy, U. (2012). Strong Evidence for Gender Differences in Risk Taking. *Journal of Economic Behavior & Organization*, 83(1), 50-58.
 50. Gneezy, A., Gneezy, U., Riener, G. & Nelson L.D. (2012). Pay-what-you-want, identity, and self-signaling in markets. *Proceedings of the National Academy of Sciences*, 109 (19), 7236-7240.
 51. Erat, S., & Gneezy, U. (2012). White Lies. *Management Science*, 58(4), 723-733.
 52. Charness, G., Gneezy, U. & Kuhn M (2012). Experimental Methods: Between-Subject and Within-Subject Design. *Journal of Economic Behavior & Organization*, 81, 1-8.
 53. Andersen, S., Ertac, S., Gneezy, U. Hoffman, M. & List, J.A. (2011). Stakes Matter in Ultimatum Games. *American Economic Review*, 101(7), 3427-3439.
 54. Hoffman, M., Gneezy, U., & List, J. A. (2011). Nurture Affects Gender Differences in Spatial Abilities. *Proceedings of the National Academy of Sciences*, 108(36), 14786-14788.
 55. Gneezy, U., Meier, S., & Rey-Biel, P. (2011). When and Why Incentives (Don't) Work to Modify Behavior. *Journal of Economic Perspectives*, 25(4), 191-209.
 56. Fershtman, C., Gneezy, U., & Hoffman, M. (2011). Taboos and Identity: Considering the Unthinkable. *American Economic Journal - Microeconomics*,

- 3(2), 139-164.
57. Fershtman, C., & Gneezy, U. (2011). The Tradeoff between Performance and Quitting in High Power Tournaments. *Journal of the European Economic Association*, 9(2), 318-336.
 58. Al-Ubaydli, O., Gneezy, U., & Lee, M. (2010). Towards an Understanding of the Relative Strengths of Positive and Negative Reciprocity. *Judgment and Decision Making*, 5(7), 524-539.
 59. Gneezy, U., Rustichini, A., & Vostroknutov, A. (2010). Experience and Insight in the Race Game. *Journal of Economic Behavior & Organization*, 75(2), 144-155.
 60. Gneezy, A., Gneezy, U., Nelson, L. D., & Brown, A. (2010). Shared Social Responsibility: A Field Experiment in Pay-What-You-Want Pricing and Charitable Giving. *Science*, 329(5989), 325-327.
 61. Blume, A., & Gneezy, U. (2010). Cognitive Forward Induction and Coordination Without Common Knowledge: An Experimental Study. *Games and Economic Behavior*, 68(2), 488-511.
 62. Charness, G., & Gneezy, U. (2010). Portfolio Choice and Risk Attitudes: An Experiment. *Economic Inquiry*, 48(1), 133-146.
 63. Gneezy, U., Leonard, K., & List, J. A. (2009). Gender Differences in Competition: Evidence from a Matrilineal and a Patriarchal Society. *Econometrica*, 77(5), 1637-1664.
 64. Croson, R., & Gneezy, U. (2009). Gender Differences in Preferences. *Journal of Economic Literature*, 47(2), 448-474.
 65. Charness, G., & Gneezy, U. (2009). Incentives to Exercise. *Econometrica*, 77(3), 909-931.
 66. Ariely, D., Gneezy, U., Loewenstein, G., & Mazar, N. (2009). Large Stakes and Big Mistakes. *Review of Economic Studies*, 76(2), 451-469.
 67. Charness, G., & Gneezy, U. (2008). What's in a Name? Anonymity and Social Distance in Dictator and Ultimatum Games. *Journal of Economic Behavior & Organization*, 68(1), 29-35.
 68. Crawford, V. P., Gneezy, U., & Rottenstreich, Y. (2008). The Power of Focal Points is Limited: Even Minute Payoff Asymmetry May Yield Large Coordination Failures. *American Economic Review*, 98(4), 1443-1458.
 69. Andersen, S., Bulte, E., Gneezy, U., & List, J. A. (2008). Do Women Supply More Public Goods than Men? Preliminary Experimental Evidence from Matrilineal and Patriarchal Societies *American Economic Review Papers & Proceedings*, 98(2), 376-381.
 70. Dufwenberg, M., Gneezy, U., Goeree, J. K., & Nagel, R. (2007). Price Floors and Competition. *Economic Theory*, 33(1), 211-224.
 71. Gneezy, U., List, J. A., & Wu, G. (2006). The Uncertainty Effect: When a Risky Prospect is Valued Less than its Worst Possible Outcome. *Quarterly Journal of Economics*, 121(4), 1283-1309.
 72. Gneezy, U., & Smorodinsky, R. (2006). All-Pay Auctions: An Experimental Study. *Journal of Economic Behavior & Organization*, 61(2), 255-275.
 73. Gneezy, U., & List, J. A. (2006). Putting Behavioral Economics to Work: Testing for Gift Exchange in Labor Markets Using Field Experiments. *Econometrica*, 74(5), 1365-1384.

74. Gneezy, U. (2005). Step-Level Reasoning and Bidding in Auctions. *Management Science*, 51(11), 1633-1642.
75. Fershtman, C., Gneezy, U., & Verboven, F. (2005). Discrimination and Nepotism: The Efficiency of the Anonymity Rule. *The Journal of Legal Studies*, 34(2), 371-394.
76. Gneezy, U. (2005). Deception: The Role of Consequences. *American Economic Review*, 95(1), 384-394.
77. Gneezy, U., & Rustichini, A. (2004). Gender and Competition at a Young Age. *American Economic Review Papers & Proceedings*, 94(2), 377-381.
78. Gneezy, U., Haruvy, E., & Yafe, H. (2004). The Inefficiency of Splitting the Bill. *The Economic Journal*, 114(495), 265-280.
79. Gneezy, U., Haruvy, E., & Roth, A. (2003). Bargaining Under a Deadline: Evidence from the Reverse Ultimatum Game. *Games and Economic Behavior*, 45(2), 347-368.
80. Gneezy, U., Niederle, M., & Rustichini, A. (2003). Performance in Competitive Environments: Gender Differences. *The Quarterly Journal of Economics*, 118(3), 1049-1074.
81. Gneezy, U., Kapteyn, A., & Potters, J. (2003). Evaluation Periods and Asset Prices in a Market Experiment. *The Journal of Finance*, 58(2), 821-837.
82. Bornstein, G., Gneezy, U., & Nagel, R. (2002). The Effect of Intergroup Competition on Group Coordination: An Experimental Study. *Games and Economic Behavior*, 41(1), 1-25.
83. Dufwenberg, M., & Gneezy, U. (2002). Information Disclosure in Auctions: An Experiment. *Journal of Economic Behavior & Organization*, 48(4), 431-444.
84. Bornstein, G., & Gneezy, U. (2002). Price Competition Between Teams. *Experimental Economics*, 5(1), 29-38.
85. Fershtman, C., & Gneezy, U. (2001). Strategic Delegation: An Experiment. *The RAND Journal of Economics*, 32(2), 352-368.
86. Fershtman, C., & Gneezy, U. (2001). Discrimination in a Segmented Society: An Experimental Approach. *Quarterly Journal of Economics*, 116(1), 351-377.
87. Gneezy, U., Guth, W., & Verboven, F. (2000). Presents or Investments? An Experimental Analysis. *Journal of Economic Psychology*, 21(5), 481-493.
88. Gneezy, U., & Rustichini, A. (2000). Pay Enough or Don't Pay at all. *Quarterly Journal of Economics*, 115(3), 791-810.
89. Gneezy, U., & Rustichini, A. (2000). A Fine is a Price. *The Journal of Legal Studies*, 29(1), 1-17.
90. Dufwenberg, M., & Gneezy, U. (2000). Measuring Beliefs in an Experimental Lost Wallet Game. *Games and Economic Behavior*, 30(2), 163-182.
91. Dufwenberg, M., & Gneezy, U. (2000). Price Competition and Market Concentration: An Experimental Study. *International Journal of Industrial Organization*, 18(1), 7-22.
92. Blume, A., & Gneezy, U. (2000). An Experimental Investigation of Optimal Learning in Coordination Games. *Journal of Economic Theory*, 90(1), 161-172.
93. Gneezy, U., & Potters, J. (1997). An Experiment on Risk Taking and Evaluation Periods. *The Quarterly Journal of Economics*, 112(2), 631-645.
94. Gneezy, U. (1996). Probability Judgments in Multi-stage Problems: Experimental

Evidence of Systematic Biases. *Acta Psychologica*, 93(1-3), 59-68.

AWARDS AND GRANTS

1999-2001 Research fellowship award, The Yitzhak Rabin Center for Israel Studies.
2000-2003 Grant from the Israeli Ministry of Science.
2001-2002 Award from the German-Israeli Foundation, Young Scientists Program.
2001-2004 Grant from the BSF (United States-Israel Binational Science Foundation)
2001-2002 Grant from the Pinhas Sapir Center for Development.
2002-2005 Grant from the Russell Sage Foundation
2003-2004 NSF
2005 *CentER Society Prize* Winner, 2005, for the best scientific contribution of
 a CentER graduate in (pure) economics and econometrics.
2005-2008 Grant from the BSF (United States-Israel Binational Science Foundation)
2007-2010 NSF
2017-2019 NIH
2017-2020 NSF

Editorial Boards

2005-2007 Associate Editor, *Journal of Economic Behavior and Organization*
2005-2007 Associate Editor, *Journal of Economic Psychology*
2011-2018 Department Editor, *Management Science*
2011-2020 Associate Editor, *Journal of Economic Behavior and Organization*
2021-present Associate Editor, *Games and Economic Behavior*