

## ACADEMIC POSITIONS

2012-present	Professor of Management Rady School of Management, UCSD
2006-2012	Associate Professor (with tenure) and then Professor of Management Stern School of Business, New York University
2004-2006	Associate Professor of Management Fuqua School of Business, Duke University
1997-2004	Assistant and then Associate Professor of Behavioral Science University of Chicago Booth Graduate School of Business
Fall 1999, 2000, 2001	Visiting Professor Recanati School of Management, Tel Aviv University
1996-1997	Post-Doctoral Fellow in Psychology and Economics California Institute of Technology

## EDUCATION

1996	Ph.D. in Psychology, Stanford University (Principal Advisor: Amos Tversky)
1991	A.B. in Economics and Psychology, <i>magna cum laude</i> , with honors, University of Pennsylvania

## KEY PUBLICATIONS

- “Positive Reciprocity When Motives are Ambiguous.” (2025), *Experimental Economics*, (with Johannes Müller-Trede), 1–23. <https://doi.org/10.1017/S1386415725100094>
- “Failing to Utilize Potentially Effective Focal Points: Prominence can Stymie Coordination on Distinct Actions.” (2024), *Games and Economic Behavior*, 148, 68 – 81 (with Uri Gneezy).
- “Risky Sure Things.” (2023), *Management Science*, 69(8), 4707-4720 (with Alex Markle and Johannes Muller-Trede).
- “Simultaneous Preferences for Hedging and Doubling Down: Focal Prospects, Background Positions, and Nonconsequentialist Conceptualizations of Uncertainty.” (2018), *Management Science*, 64(12), 5946-5959 (with Alex Markle).
- “Multiple Unit Holdings Yield Attenuated Endowment Effects” (2013), *Management Science*, 59(3), 545 – 555 (with Katherine Burson and David Faro).
- “The Power of Focal Points is Limited: Even Minor Payoff Asymmetry Yields Massive Coordination Failures” (2008). *American Economic Review*, 98, 1443-1458 (with Vincent Crawford and Uri Gneezy).
- “Money, Kisses, and Electric Shocks: On the Affective Psychology of Risk” (2001). *Psychological Science*, 12, 185-190 (with Christopher Hsee).
- “Unpacking, Repacking, and Anchoring: Advances in Support Theory” (1997). *Psychological Review*, 104, 406-414 (with Amos Tversky).