

# URI GNEEZY

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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-present    Visiting Professor of Economics, CREED, University of Amsterdam  
2017-present    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

## BOOK

Gneezy, U. & List, J. The Why Axis: Hidden Motives and the Undiscovered Economics of Everyday Life. PublicAffairs, October 8, 2013.

## PAPERS IN JOURNALS

1. Serra Garcia, M., K. Hansen and U. Gneezy (forthcoming) “Can Short Psychological Interventions Affect Academic Performance? Revisiting the Effect of Self-Affirmation Interventions,” *Psychological Science*.
2. Smerdon, D, T. Offerman and U. Gneezy (2020) “Everybody's doing it': on the persistence of bad social norms.” *Experimental Economics*, 23, 2, 392-420.

3. Gneezy, U., S. Saccardo, M. Serra Garcia and R. van Veldhuizen (2020). "Bribing the Self." *Games and Economic Behavior*, 120, 311-324.
4. 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.
5. Gneezy, U., S. Saccardo and R. Van Veldhuizen (2019). Bribery: Behavioral drivers of distorted decisions. *Journal of the European Economic Association*, 917-946.
6. 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.
7. 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.
8. 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.
9. Charness, G. U. Gneezy and a. Henderson (2018). Experimental methods: Measuring effort in economics experiments. *Journal of Economic Behavior and Organization*, 74-87.
10. Ariely, D., U. Gneezy and E. Haruvy (2018). Social Norms and the Price of Zero. *Journal of Consumer Psychology*, 180-191.
11. Saccardo, S., Gneezy, U. & Pietraz, A. (2018). On the size of the Gender Difference in Competitiveness. *Management Science*, 1541-1554.
12. 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.
13. Gneezy, U., A. Kajackaite and J. Sobel (2018). Lying aversion and the size of the lie. *American Economic Review*, 419-453.
14. 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.
15. 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.
16. Kajackaite, A. & Gneezy, U. (2017). Incentives and Cheating. *Games and Economic Behavior*, 102, 518-524.
17. Gneezy, U., C. Gravert, S. Saccardo and F. Tausch (2017). A must lie situation: Avoiding giving negative feedback. *Games and Economic Behavior*,
18. Jung, M., L. Nelson, U. Gneezy and A. Gneezy (2017). Signaling Virtue: Charitable Behavior Under Consumer Elective Pricing. *Marketing Science*, 36, 187-194.
19. 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.
20. Charness, G., U. Gneezy, and B. Halladay (2016). Experimental methods: Pay on

- or pay all. *Journal of Economic Behavior and Organization*, 131, 141-150.
21. Gneezy, U., Leibbrandt, A. & List, J.A. (2016). Ode of the sea: Workplace organizations and norms of cooperation. *Economic Journal*, 1856-1883.
  22. Erat, S. & Gneezy, U. (2016). Incentives for Creativity. *Experimental Economics*, 19, 269-280.
  23. Smeets, P., Bauer, R., & Gneezy, U. (2015). Giving Behavior of Millionaires. *Proceedings of the National Academy of Sciences*, 34, 10641-10644.
  24. Bracha, A., Gneezy, U., & Loewenstein, G. (2015). Relative Pay and Labor Supply. *Journal of Labor Economics*, 33, 297-315.
  25. 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.
  26. 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
  27. Gneezy, U., Imas, A., & Madarasz, K. Conscience Accounting: Emotion Dynamics and Social Behavior. *Management Science*, 60, 2645-2658.
  28. Gneezy, U., E. Keenan & A. Gneezy (2014). Avoiding Overhead Aversion in Charity. *Science*, 346, 632-635.
  29. Jung, M., L. Nelson, A. Gneezy and U. Gneezy (2014). Paying More When Paying for Others. Forthcoming in *Journal of Personality and Social Psychology*.
  30. Gneezy, A., Gneezy, U. & Lauga, D. (2014). Reference-Dependent Model of the Price-Quality Heuristic. Forthcoming in *Journal of Marketing Research*.
  31. 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.
  32. 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.
  33. 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.
  34. Gneezy, U., Rockenbach, B. & Serra-Garcia, M. (2013) Measuring Lying Aversion. *Journal of Economic Behavior & Organization*, 93, 293-300.
  35. 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.
  36. 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.
  37. Charness, G., Gneezy, U. & Imas, A. (2013) Experimental Methods: Eliciting Risk Preferences, *Journal of Economic Behavior & Organization*, 87, 43-51.
  38. 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.

39. Charness, G., & Gneezy, U. (2012). Strong Evidence for Gender Differences in Risk Taking. *Journal of Economic Behavior & Organization*, 83(1), 50-58.
40. 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.
41. Erat, S., & Gneezy, U. (2012). White Lies. *Management Science*, 58(4), 723-733.
42. Charness, G., Gneezy, U. & Kuhn M (2012). Experimental Methods: Between-Subject and Within-Subject Design. *Journal of Economic Behavior & Organization*, 81, 1-8.
43. Andersen, S., Ertac, S., Gneezy, U. Hoffman, M. & List, J.A. (2011). Stakes Matter in Ultimatum Games. *American Economic Review*, 101(7), 3427-3439.
44. 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.
45. 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.
46. Fershtman, C., Gneezy, U., & Hoffman, M. (2011). Taboos and Identity: Considering the Unthinkable. *American Economic Journal - Microeconomics*, 3(2), 139-164.
47. 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.
48. 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.
49. Gneezy, U., Rustichini, A., & Vostroknutov, A. (2010). Experience and Insight in the Race Game. *Journal of Economic Behavior & Organization*, 75(2), 144-155.
50. 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.
51. Blume, A., & Gneezy, U. (2010). Cognitive Forward Induction and Coordination Without Common Knowledge: An Experimental Study. *Games and Economic Behavior*, 68(2), 488-511.
52. Charness, G., & Gneezy, U. (2010). Portfolio Choice and Risk Attitudes: An Experiment. *Economic Inquiry*, 48(1), 133-146.
53. 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.
54. Croson, R., & Gneezy, U. (2009). Gender Differences in Preferences. *Journal of Economic Literature*, 47(2), 448-474.
55. Charness, G., & Gneezy, U. (2009). Incentives to Exercise. *Econometrica*, 77(3), 909-931.
56. Ariely, D., Gneezy, U., Loewenstein, G., & Mazar, N. (2009). Large Stakes and Big Mistakes. *Review of Economic Studies*, 76(2), 451-469.
57. 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.
58. 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.
  59. 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.
  60. Dufwenberg, M., Gneezy, U., Goeree, J. K., & Nagel, R. (2007). Price Floors and Competition. *Economic Theory*, 33(1), 211-224.
  61. 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.
  62. Gneezy, U., & Smorodinsky, R. (2006). All-Pay Auctions: An Experimental Study. *Journal of Economic Behavior & Organization*, 61(2), 255-275.
  63. 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.
  64. Gneezy, U. (2005). Step-Level Reasoning and Bidding in Auctions. *Management Science*, 51(11), 1633-1642.
  65. 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.
  66. Gneezy, U. (2005). Deception: The Role of Consequences. *American Economic Review*, 95(1), 384-394.
  67. Gneezy, U., & Rustichini, A. (2004). Gender and Competition at a Young Age. *American Economic Review Papers & Proceedings*, 94(2), 377-381.
  68. Gneezy, U., Haruvy, E., & Yafe, H. (2004). The Inefficiency of Splitting the Bill. *The Economic Journal*, 114(495), 265-280.
  69. 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.
  70. Gneezy, U., Niederle, M., & Rustichini, A. (2003). Performance in Competitive Environments: Gender Differences. *The Quarterly Journal of Economics*, 118(3), 1049-1074.
  71. Gneezy, U., Kapteyn, A., & Potters, J. (2003). Evaluation Periods and Asset Prices in a Market Experiment. *The Journal of Finance*, 58(2), 821-837.
  72. 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.
  73. Dufwenberg, M., & Gneezy, U. (2002). Information Disclosure in Auctions: An Experiment. *Journal of Economic Behavior & Organization*, 48(4), 431-444.
  74. Bornstein, G., & Gneezy, U. (2002). Price Competition Between Teams. *Experimental Economics*, 5(1), 29-38.
  75. Fershtman, C., & Gneezy, U. (2001). Strategic Delegation: An Experiment. *The RAND Journal of Economics*, 32(2), 352-368.

76. Fershtman, C., & Gneezy, U. (2001). Discrimination in a Segmented Society: An Experimental Approach. *Quarterly Journal of Economics*, 116(1), 351-377.
77. Gneezy, U., Guth, W., & Verboven, F. (2000). Presents or Investments? An Experimental Analysis. *Journal of Economic Psychology*, 21(5), 481-493.
78. Gneezy, U., & Rustichini, A. (2000). Pay Enough or Don't Pay at all. *Quarterly Journal of Economics*, 115(3), 791-810.
79. Gneezy, U., & Rustichini, A. (2000). A Fine is a Price. *The Journal of Legal Studies*, 29(1), 1-17.
80. Dufwenberg, M., & Gneezy, U. (2000). Measuring Beliefs in an Experimental Lost Wallet Game. *Games and Economic Behavior*, 30(2), 163-182.
81. Dufwenberg, M., & Gneezy, U. (2000). Price Competition and Market Concentration: An Experimental Study. *International Journal of Industrial Organization*, 18(1), 7-22.
82. Blume, A., & Gneezy, U. (2000). An Experimental Investigation of Optimal Learning in Coordination Games. *Journal of Economic Theory*, 90(1), 161-172.
83. Gneezy, U., & Potters, J. (1997). An Experiment on Risk Taking and Evaluation Periods. *The Quarterly Journal of Economics*, 112(2), 631-645.
84. 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
2005-2008	Grant from the BSF (United States-Israel Binational Science Foundation)
2007-2010	NSF
2017-2019	NIH
2017-2020	NSF
2005	<i>CentER Society Prize Winner</i> , 2005, for the best scientific contribution of a CentER graduate in (pure) economics and econometrics.

## **Editorial Boards**

2005-2007	Associate Editor, <i>Journal of Economic Behavior and Organization</i>
2005-2007	Associate Editor, <i>Journal of Economic Psychology</i>
2011-2018	Department Editor, <i>Management Science</i>
2011-2019	Associate Editor, <i>Journal of Economic Behavior and Organization</i>