

URI GNEEZY

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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-present Visiting Professor of Economics, CREED, University of Amsterdam
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. Gneezy, U., A. Kajackaite and J. Sobel (forthcoming). Lying aversion and the size of the lie. *American Economic Review*.
2. Saccardo, S., Gneezy, U. & Pietraz, A. (forthcoming). On the size of the Gender Difference in Competitiveness. *Forthcoming, Management Science*.
3. Andersen, S., S. Ertac, U. Gneezy, J.A. List and S. Maximiano (forthcoming). On the Cultural Basis of Gender Differences in Negotiation. *Experimental*

- Economics.
4. Gneezy, U., S. Saccardo and R. Van Veldhuizen (forthcoming). Bribery: Behavioral drivers of distorted decisions. *Journal of the European Economic Association*.
 5. 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.
 6. Gneezy, U., Gravert, C., Saccardo, S. & Tausch, F. (2017). A must lie situation: Avoiding giving negative feedback. *Games and Economic Behavior*,
 7. Kajackaite, A. & Gneezy, U. (2017). Incentives and Cheating. *Games and Economic Behavior*, 102, 518-524.
 8. Jung, M., L. Nelson, U. Gneezy and A. Gneezy (2017). Signaling Virtue: Charitable Behavior Under Consumer Elective Pricing. *Marketing Science*, 36, 187-194.
 9. Aleksandr, A., G. Charness, U. Gneezy (2017). Experimental methods: When and why contextual instructions are important. *Journal of Economic Behavior and Organization*, 134, 48-59.
 10. Charness, G., Gneezy, U. & Halladay, B. (2016). Experimental methods: Pay on or pay all. *Journal of Economic Behavior and Organization*, 131, 141-150.
 11. Gneezy, U., Leibbrandt, A. & List, J.A. (2016). Ode of the sea: Workplace organizations and norms of cooperation. *Economic Journal*, 1856-1883.
 12. Erat, S. & Gneezy, U. (2016). Incentives for Creativity. *Experimental Economics*. 19, 269-280.
 13. Smeets, P., Bauer, R., & Gneezy, U. (2015). Giving Behavior of Millionaires. *Proceedings of the National Academy of Sciences*, 34, 10641-10644.
 14. Bracha, A., Gneezy, U., & Loewenstein, G. (2015). Relative Pay and Labor Supply. *Journal of Labor Economics*, 33, 297-315.
 15. 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.
 16. 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
 17. Gneezy, U., Imas, A., & Madarasz, K. Conscience Accounting: Emotion Dynamics and Social Behavior. *Management Science*, 60, 2645-2658.
 18. Erat, S. and U. Gneezy (2014). Incentives and creativity. *Experimental Economics*.
 19. Gneezy, U., A. Leibbrandt, and J. List (2014). Ode to the sea: Workplace organization and norms of cooperation. *Economic Journal*.
 20. Gneezy, U., E. Keenan & A. Gneezy (2014). Avoiding Overhead Aversion in Charity. *Science*, 346, 632-635.
 21. Jung, M., L. Nelson, A. Gneezy and U. Gneezy (2014). Paying More When Paying for Others. Forthcoming in *Journal of Personality and Social Psychology*.
 22. Gneezy, A., Gneezy, U. & Lauga, D. (2014). Reference-Dependent Model of the Price-Quality Heuristic. Forthcoming in *Journal of Marketing Research*.
 23. 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.
24. 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.
 25. 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.
 26. Gneezy, U., Rockenbach, B. & Serra-Garcia, M. (2013) Measuring Lying Aversion. *Journal of Economic Behavior & Organization*, 93, 293-300.
 27. 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.
 28. 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.
 29. Charness, G., Gneezy, U. & Imas, A. (2013) Experimental Methods: Eliciting Risk Preferences, *Journal of Economic Behavior & Organization*, 87, 43-51.
 30. 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.
 31. Charness, G., & Gneezy, U. (2012). Strong Evidence for Gender Differences in Risk Taking. *Journal of Economic Behavior & Organization*, 83(1), 50-58.
 32. 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.
 33. Erat, S., & Gneezy, U. (2012). White Lies. *Management Science*, 58(4), 723-733.
 34. Charness, G., Gneezy, U. & Kuhn M (2012). Experimental Methods: Between-Subject and Within-Subject Design. *Journal of Economic Behavior & Organization*, 81, 1-8.
 35. Andersen, S., Ertac, S., Gneezy, U. Hoffman, M. & List, J.A. (2011). Stakes Matter in Ultimatum Games. *American Economic Review*, 101(7), 3427-3439.
 36. 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.
 37. 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.
 38. Freshman, C., Gneezy, U., & Hoffman, M. (2011). Taboos and Identity: Considering the Unthinkable. *American Economic Journal - Microeconomics*, 3(2), 139-164.
 39. 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.
 40. 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.

41. Gneezy, U., Rustichini, A., & Vostroknutov, A. (2010). Experience and Insight in the Race Game. *Journal of Economic Behavior & Organization*, 75(2), 144-155.
42. 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.
43. Blume, A., & Gneezy, U. (2010). Cognitive Forward Induction and Coordination Without Common Knowledge: An Experimental Study. *Games and Economic Behavior*, 68(2), 488-511.
44. Charness, G., & Gneezy, U. (2010). Portfolio Choice and Risk Attitudes: An Experiment. *Economic Inquiry*, 48(1), 133-146.
45. 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.
46. Croson, R., & Gneezy, U. (2009). Gender Differences in Preferences. *Journal of Economic Literature*, 47(2), 448-474.
47. Charness, G., & Gneezy, U. (2009). Incentives to Exercise. *Econometrica*, 77(3), 909-931.
48. Ariely, D., Gneezy, U., Loewenstein, G., & Mazar, N. (2009). Large Stakes and Big Mistakes. *Review of Economic Studies*, 76(2), 451-469.
49. 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.
50. 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.
51. 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.
52. Dufwenberg, M., Gneezy, U., Goeree, J. K., & Nagel, R. (2007). Price Floors and Competition. *Economic Theory*, 33(1), 211-224.
53. 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.
54. Gneezy, U., & Smorodinsky, R. (2006). All-Pay Auctions: An Experimental Study. *Journal of Economic Behavior & Organization*, 61(2), 255-275.
55. 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.
56. Gneezy, U. (2005). Step-Level Reasoning and Bidding in Auctions. *Management Science*, 51(11), 1633-1642.
57. 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.
58. Gneezy, U. (2005). Deception: The Role of Consequences. *American Economic Review*, 95(1), 384-394.

59. Gneezy, U., & Rustichini, A. (2004). Gender and Competition at a Young Age. *American Economic Review Papers & Proceedings*, 94(2), 377-381.
60. Gneezy, U., Haruvy, E., & Yafe, H. (2004). The Inefficiency of Splitting the Bill. *The Economic Journal*, 114(495), 265-280.
61. 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.
62. Gneezy, U., Niederle, M., & Rustichini, A. (2003). Performance in Competitive Environments: Gender Differences. *The Quarterly Journal of Economics*, 118(3), 1049-1074.
63. Gneezy, U., Kapteyn, A., & Potters, J. (2003). Evaluation Periods and Asset Prices in a Market Experiment. *The Journal of Finance*, 58(2), 821-837.
64. 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.
65. Dufwenberg, M., & Gneezy, U. (2002). Information Disclosure in Auctions: An Experiment. *Journal of Economic Behavior & Organization*, 48(4), 431-444.
66. Bornstein, G., & Gneezy, U. (2002). Price Competition Between Teams. *Experimental Economics*, 5(1), 29-38.
67. Fershtman, C., & Gneezy, U. (2001). Strategic Delegation: An Experiment. *The RAND Journal of Economics*, 32(2), 352-368.
68. Fershtman, C., & Gneezy, U. (2001). Discrimination in a Segmented Society: An Experimental Approach. *Quarterly Journal of Economics*, 116(1), 351-377.
69. Gneezy, U., Guth, W., & Verboven, F. (2000). Presents or Investments? An Experimental Analysis. *Journal of Economic Psychology*, 21(5), 481-493.
70. Gneezy, U., & Rustichini, A. (2000). Pay Enough or Don't Pay at all. *Quarterly Journal of Economics*, 115(3), 791-810.
71. Gneezy, U., & Rustichini, A. (2000). A Fine is a Price. *The Journal of Legal Studies*, 29(1), 1-17.
72. Dufwenberg, M., & Gneezy, U. (2000). Measuring Beliefs in an Experimental Lost Wallet Game. *Games and Economic Behavior*, 30(2), 163-182.
73. Dufwenberg, M., & Gneezy, U. (2000). Price Competition and Market Concentration: An Experimental Study. *International Journal of Industrial Organization*, 18(1), 7-22.
74. Blume, A., & Gneezy, U. (2000). An Experimental Investigation of Optimal Learning in Coordination Games. *Journal of Economic Theory*, 90(1), 161-172.
75. Gneezy, U., & Potters, J. (1997). An Experiment on Risk Taking and Evaluation Periods. *The Quarterly Journal of Economics*, 112(2), 631-645.
76. Gneezy, U. (1996). Probability Judgments In Multi-stage Problems: Experimental Evidence of Systematic Biases. *Acta Psychologica*, 93(1-3), 59-68.

AWARDS AND GRANTS

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|-----------|---|
| 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
2005 *CentER Society Prize* Winner, 2005, for the best scientific contribution of a CentER graduate in (pure) economics and econometrics.

Editorial Boards

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