

# 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 Art Brody Chair in  
Behavioral Economics, Rady School of Management, UC San Diego  
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

## PAPERS IN JOURNALS

1. Gneezy, U. "Probability Judgment in Multi-Stage Problems: Experimental Evidence of Systematic Biases," *Acta Psychologica* 93, 1996, 59-68.
2. Gneezy, U., and J. Potters "An Experiment on Risk Taking and Evaluation Periods," *Quarterly Journal of Economics*, CXII, May 1997, 631-645.
3. Blume, A., and U. Gneezy "An Experimental Investigation of Optimal Learning in Coordination Games," *Journal of Economic Theory*, 90, 2000, 161-172.
4. Dufwenberg, M., and U. Gneezy "Measuring Beliefs in an Experimental Lost Wallet Game," *Games and Economic Behavior*, 30, 2000, 163-182.

5. Dufwenberg, M., and U. Gneezy "Price Competition and Market Concentration: An Experimental Study," *International Journal of Industrial Organization* 18, 2000, 7-22.
6. Gneezy, U., and A. Rustichini "A Fine is a Price," *Journal of Legal Studies*, vol. XXIX, 1, part 1, 2000, 1-18.
7. Gneezy, U., and A. Rustichini "Pay Enough or Don't Pay At All." *Quarterly Journal of Economics* August 2000, 791-810.
8. Gneezy, U., W. Guth, and F. Verboven "Presents or Investments? An Experimental Analysis," *Journal of Economic Psychology*, 21, 2000, 481-493.
9. Fershtman, C., and U. Gneezy "Discrimination in a Segmented Society: An Experimental Approach," *Quarterly Journal of Economics*, 2001, 351-377.
10. Dufwenberg, M., U. Gneezy, W. Guth and E. van Damme "Direct versus Indirect Reciprocity," *Homo Oeconomicus* 2001, 19-30.
11. Dufwenberg, M., and U. Gneezy "Information Disclosure in auctions: An experiment" *Journal of Economic Behavior and Organization*, 48, 2002, 431-444.
12. Fershtman, C., and U. Gneezy "Strategic Delegation: An Experiment," *RAND Journal of Economics*, Vol. 32, 2001, 352-368.
13. Gneezy, U. and W. Guth "On Competing Rewards Standards: An Experimental Study of Ultimatum Bargaining." *Journal of Socio-Economics*, 2003, 599-607.
14. Anderhub, V., U. Gneezy, W. Guth, and D. Sonsino "On the Interaction of Risk and Time Preferences - An Experimental Study," *German Economic Review*, Vol. 2, no 3, 2001, 239-253.
15. Bornstein, G. and U. Gneezy "Price Competition Between Teams." *Experimental Economics*, Vol 5, 1, 2002, 29-38.
16. Bornstein, G., U. Gneezy, and R. Nagel "The effect of intergroup competition on group coordination: An experimental study," *Games and Economic Behavior*, Vol. 41, no 1, 2002, 1-25.
17. Gneezy, U., A. Kapteyn, and J. Potters "Evaluation periods and asset prices in a market experiment," *Journal of Finance*, LVIII, 2, April 2003, 821-837.
18. Gneezy, U., M. Niederle, and A. Rustichini "Performance in competitive environments: Gender differences," *Quarterly Journal of Economics*, August 2003, p. 1049-1074.

19. Gneezy, U., E. Haruvy, and A. Roth "Bargaining under a deadline: Evidence from the reverse ultimatum game," *Games and Economic Behavior*, , 2003, 45, 347-368..
20. Gneezy, U., E. Haruvy, and H. Yafe "The inefficiency of splitting the bill: A lesson in institution design," *The Economic Journal*, April 2004, 114, 265-280.
21. Gneezy, U., and A. Rustichini "Gender and competition at a young age," *American Economic Review Papers and Proceedings*, May 2004, 377-381.
22. Gneezy, U. "Deception: The role of consequences," *American Economic Review*, 2005, 384-394.
23. Charness, G. and Gneezy, U. "What's in a Name? Reducing the Social Distance in Dictator and Ultimatum Games," *Journal of Economic Behavior and Organization*, 2008, 68, 29-35.
24. Fershtman, C, U. Gneezy, and F. Verboven "Discrimination and Nepotism: The Efficiency of the Anonymity Rule." *Journal of Legal Studies*, June 2005, 371-394.
25. Gneezy, U. "Step-Level Reasoning and Bidding in Auctions," *Management Science*, Vol 51, 11, November 2005, 1633-1642.
26. Gneezy, U., and R. Smorodinsky "All-pay auction: An experimental study," *Journal of Economic Behavior and Organization*, 2006, 61, 255-275.
27. Gneezy, U. and J. List "Putting Behavioral Economics to Work: Field Evidence of Gift Exchange," *Econometrica*, Vol. 74, 5, September 2006, 1365-1384
28. Gneezy, U., J. List and G. Wu "The uncertainty effect: When a risky prospect is valued less than its worst possible outcome." *Quarterly Journal of Economics*, 2006, 121, 4, 1283-1309.
29. Dufwenberg, M, U. Gneezy, J.K. Goeree and R. Nagel "Price floors and competition," *Economic Theory*, 2007, 33, 1, 211-224.
30. Crawford, V.P., Gneezy, U. and Y. Rottenstreich "The Power of Focal Points is Limited: Even Minute Payoff Asymmetry May Yield Large Coordination Failures," *American Economic Review*, 2008, 98 (4), 1443-1458.
31. Andersen, S., Bulte, E., Gneezy, U. and List, J.A. "Do Women Supply more Public Goods than Men? Preliminary Experimental Evidence from Matrilineal and Patriarchal Societies," *American Economic Review Papers and Proceedings*, 2008, 98 (2), 376-381.
32. Gneezy, U, Leonard, K.L. and List, J.A. (2009) "Gender Differences in Competition: Evidence from a Matrilineal and a Patriarchal Society." *Econometrica*, 77, 5, 1637-1664.

33. Croson, R. and Gneezy, U. (2009) "Gender Differences in Preferences," *Journal of Economic Literature*, 47 (2), 1-27.
34. Ariely, D., U. Gneezy, G. Loewenstein and N. Mazar (2008) "Large Stakes and Big Mistakes," *The Review of Economic Studies*, 76, 451-469.
35. Charness, G. and U. Gneezy (2008) "Incentives to Exercise." *Econometrica*, 77 (3), 909-931.
36. Blume, A. and U. Gneezy (2009) "Cognitive Forward Induction and Coordination without Common Knowledge: An Experimental Study," forthcoming in *Games and Economic Behavior*.
37. Fershtman, C. and U. Gneezy (2009) "The Trade-off between Performance and Quitting in High-Power Tournaments," forthcoming in *Journal of the European Economic Association*.
38. Fershtman, C., U. Gneezy and M. Hoffman (2011) "Taboos and Identity: Considering the Unthinkable," *American Economic Journal: Microeconomics*, 2, 139-164.
39. Gneezy, U., A. Rustichini and A. Vostroknutov (2010) "Experience and insight in the race game," *Journal of Economic Behavior and Organization* 75, 2, 144-155.
40. Gneezy, A., U. Gneezy, LD Nelson and A. Brow (2010) "Shared social responsibility: A field experiment in Pay-What-You-Want pricing and charitable giving," *Science*, 329, 5989, 325-327.
41. Charness, G. and U. Gneezy (2010) "Portfolio choice and risk attitudes: An experiment," *Economic Inquiry*, 48, 1, 133-146.
42. Fershtman, Chaim and Uri Gneezy (2011) "The Trade-off between Performance and Quitting in High-Power Tournaments," *Journal of the European Economic Association*, 9 (2), 318-336
43. Andersen, S., S. Ertac, U. Gneezy, M. Hoffman and J.A. List (2011) "Stakes matter in the ultimatum game." Forthcoming in the *American Economic Review*.
44. Erat, S. and U. Gneezy (2011) "White Lies." Forthcoming in *Management science*.
45. Hoffman, M., U. Gneezy and J.A. List (2011) "Nurture affects sex differences in spatial abilities." Forthcoming in *PNAS*.
43. Gneezy, U. S. Meier and P. Rey-Biel (2011) "When and Why Incentives (Don't) Work to Modify Behavior." Forthcoming in *Journal of Economic Perspectives*.

## **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  
2003 - IZA Research Fellow  
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*