

John Smith

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Academic Appointments:

Associate Professor, Department of Economics, Rutgers University-Camden,
2013-Present
Assistant Professor, Department of Economics, Rutgers University-Camden,
2006-2013

Education:

University of California, Berkeley, B.A., Astronomy and Economics, 1997
Princeton University, Ph.D., Economics, 2007

Publications:

A Study of a Market Anomaly: "White Men Can't Jump," But Would You Bet On It? with Deniz Igan and Marcelo Pinheiro, *Journal of Economic Behavior and Organization*, 2015, 113: 13-25
Cognitive Load and the Multi-player Prisoner's Dilemma: Are There Brains in Games? with Sean Duffy, *Journal of Behavioral and Experimental Economics*, 2014, 51: 47-56
Costly and Discrete Communication: An Experimental Investigation, with Sean Duffy and Tyson Hartwig (RUC '11), *Theory and Decision*, 2014, 76(3): 395-417
Too Smart to be Selfish? Measures of Cognitive Ability, Social Preferences and Consistency, with Chia-Ching Chen, I-Ming Chiu, and Tetsuji Yamada, *Journal of Economic Behavior and Organization*, 2013, 90: 112-122
Toward an Understanding of the Endogenous Nature of Group Identity in Games, with Katarina Bezrukova, *Social Science Journal*, 2013, 50(2): 204-212
Not So Cheap Talk: Costly and Discrete Communication, with Johanna Hertel, *Theory and Decision*, 2013, 75(2): 267-291
Preference for Increasing Wages: How Do People Value Various Streams of Income? with Sean Duffy, *Judgment and Decision Making*, 2013, 8(1): 74-90
An Evaluation of Healthcare Information on the Internet: The Case of Colorectal Cancer Prevention, with Chia-Ching Chen and Tetsuji Yamada, *International Journal of Environmental Research and Public Health*, 2014, 11(1): 1058-1075
The Endogenous Nature of the Measurement of Social Preferences, *Mind and Society*, 2012, 11(2): 235-256
Reputation, Social Identity and Social Conflict, *Journal of Public Economic Theory*, 2012, 14(4): 677-709

Behavioral Risk Reduction and Health Intervention for Adolescents, with Tetsuji Yamada, Chia-Ching Chen, and Martin J. Finkelstein, *Mindshare International Journal of Research and Development*, 2012, 2(2): 1-12

Health Disparities and Health Integration, with Tetsuji Yamada and Chia-Ching Chen, *Journal of Health Behavior and Public Health*, 2012, 2(1): 21-37

Ethnic Fragmentation and Police Spending, with Olugbenga Ajilore, *Applied Economics Letters*, 2011, 18(4): 329-332

Improving Children's Healthcare through State Health Insurance Programs: An Emerging Need, with Chia-Ching Chen, Tetsuji Yamada, and I-Ming Chiu, *Health Policy*, 2011, 99(1): 72-82

Imperfect Memory and the Preference for Increasing Payments, *Journal of Institutional and Theoretical Economics*, 2009, 165(4): 684-700

Cognitive Dissonance and the Overtaking Anomaly: Psychology in the Principal-Agent Relationship, *Journal of Socio-Economics*, 2009, 38(4): 684-690

Healthcare Services Accessibility of Children in the USA, with Tetsuji Yamada, Chia-Ching Chen, Tadashi Yamada, and I-Ming Chiu, *Applied Economics*, 2009, 41(4): 437-450

Working Papers:

Cognitive load and strategic sophistication, with Sarah Allred and Sean Duffy

Working memory and spatial judgments: Cognitive load increases the central tendency bias, with Sarah Allred, L. Elizabeth Crawford, and Sean Duffy

Minimax on the gridiron: Serial correlation and its effects on outcomes in the National Football League, with Noha Emara, David Owens, and Lisa Wilmer (RUC '13)

How does the preference for increasing payments depend on the size and source of the payments? with Sean Duffy and Kristin Woods (RUC '16)

Works in Progress:

Cognitive load and mixed strategies, with Sean Duffy and David Owens

Does Voting on Compensation Increase Team Effort? with Sean Duffy, Noha Emara, and Tyson Hartwig (RUC '11)

Conferences and Workshops:

Third Haverford Meeting on Behavioral and Experimental Economics, Haverford PA, scheduled September 2015

Conference on Economic Design, Istanbul, Turkey, scheduled July 2015

ICES 5th Annual Conference on Behavioral and Experimental Economics, George Mason University, Arlington VA, May 2015

Rutgers University-Camden, Department of Psychology, April 2015

Haverford College, Department of Economics, March 2015

Conference on the Foundations of Utility and Risk, Rotterdam, Netherlands, June 2014

Second Haverford Meeting on Behavioral and Experimental Economics, Haverford PA, June 2014

ASSA Meetings, Philadelphia PA, Session chair, January 2014
Haverford Meeting on Behavioral and Experimental Economics, Haverford PA,
August 2013
Society for the Advancement of Behavioral Economics Conference, Atlanta GA,
July 2013
Eastern Economics Association Conference, New York, May 2013
Herbert Simon Society Conference, New York, April 2013
Lehigh University, Department of Economics, Bethlehem PA, November 2012
Society for the Advancement of Behavioral Economics Conference, Granada,
Spain, July 2012
Economic Science Association Conference, New York University, June 2012
Behavioral and Experimental Economists of the Mid-Atlantic Meeting, Haverford
College, Haverford PA, June 2012
Rutgers University, Faculty Research Symposium, Camden NJ, March 2012
Rutgers University, Department of Economics, New Brunswick NJ,
February 2012
Rutgers University, Department of Economics, New Brunswick NJ, October 2011
Drexel University, Department of Economics, Philadelphia PA, October 2011
International Association for Research in Economic Psychology/Society for the
Advancement of Behavioral Economics World Meeting, University of
Exeter, Exeter, UK, July 2011
International Meeting on Experimental and Behavioral Economics, Barcelona,
April 2011
ASSA Meetings, Denver CO, January 2011
ASSA Meetings, Society for the Advancement of Behavioral Economics Poster
Session Organizer, Denver, January 2011
University of Pittsburgh, Department of Economics, September 2010
Economic Science Association Conference, University of Copenhagen, Denmark,
July 2010
Midwestern Theory Meetings, Northwestern University, Evanston IL, May 2010
Behavioral and Quantitative Game Theory Conference, Newport Beach CA,
May 2010
Eastern Economics Association Conference, Philadelphia PA, February 2010
ASSA Meetings, Society for the Advancement of Behavioral Economics Poster
Session Organizer, Atlanta GA, January 2010
European Economics Association and Econometric Society European Meeting,
Universitat Pompeu Fabra, Barcelona, August 2009
Stony Brook Workshop on Behavioral Game Theory, Stony Brook University,
Stony Brook NY, July 2009
International Conference on Game Theory, Stony Brook University, Stony
Brook NY, July 2009
Society for the Advancement of Behavioral Economics/International Association
for Research in Economic Psychology Joint Conference, St. Mary's
University, Halifax, Nova Scotia, Canada, July 2009
Spain, Italy, Netherlands Meeting on Game Theory, VU University
Amsterdam, Netherlands, July 2009

Economic Science Association Conference, Washington DC, June 2009
 Eastern Economics Association Conference, New York, February 2009
 ASSA Meetings, Society for the Advancement of Behavioral Economics Poster
 Session Organizer, San Francisco CA, January 2009
 International Association for Research in Economic Psychology/Society for the
 Advancement of Behavioral Economics World Meeting, LUISS Guido
 Carli, Rome, Italy, September 2008
 Economic Science Association Conference, California Institute of Technology,
 Pasadena CA, June 2008
 Rutgers University-Camden, Business School, Organizational Behavior Seminar,
 Camden NJ, February 2008
 ASSA Meetings, Society for the Advancement of Behavioral Economics Poster
 Session Participant, New Orleans LA, January 2008
 Society for the Advancement of Behavioral Economics Conference, New York
 University, New York, May 2007
 Midwest Economics Association Conference, Minneapolis MN, March 2007
 Australian National University, School of Economics, Canberra, Australia,
 February 2006
 Massey University, Department of Commerce, Albany, New Zealand, February
 2006
 Oberlin College, Department of Economics, Oberlin OH, February 2006
 Rutgers University-Camden, Department of Economics, Camden NJ,
 February 2006
 Budapest Workshop on Behavioral Economics, Central European University,
 Budapest, Hungary, July 2005
 Whitebox Advisors Graduate Student Conference on Behavioral Approaches to
 Finance, Economics and Marketing, Yale University, New Haven CT,
 May 2005

Professional and Teaching Experience:

Professor, *Behavioral and Experimental Economics*, Economics 333 (previously
 listed as 366), Rutgers University-Camden, Fall 2013, 2014, 2015
 Professor, *Applied Game Theory*, Economics 321 (previously listed as 366),
 Rutgers University-Camden, Spring 2007, 2008, 2009, 2010, 2012, 2013,
 2014, 2015
 Professor, *Managerial Economics*, Economics 308, Rutgers University-
 Camden, Spring 2007, 2008, 2009, 2010, 2012, Fall 2012, Spring 2014,
 Fall 2014, 2015
 Professor, *Intermediate Microeconomics*, Economics 203, Rutgers University-
 Camden, Fall 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, Spring
 2015
 Professor, *Principles of Microeconomics*, Economics 102, Rutgers
 University-Camden, Fall 2006, 2007, 2008, 2009, 2010, 2011, Spring
 2013
 Supervisor, Independent Study, Economics 491, Rutgers University-Camden,
 Spring 2008, Spring 2009, Spring 2012, Fall 2013

Supervisor, Senior Thesis Advisor, Rutgers University-Camden, Fall 2010-Spring 2011
Lecturer, Junior Paper Advisor, Princeton University, Fall 2003- Spring 2004
Teaching Assistant for Professor Bogan, *Economics and Public Policy*, WWS 307, Princeton University, Fall 2003
Teaching Assistant for Professor Bogan, *Description and Analysis of Price Systems*, Economics 102, Princeton University, Spring 2003
Teaching Assistant for Professor Cherkas, *Introduction to Finance*, Economics 201, Princeton University, Fall 2002, Fall 2001
Teaching Assistant for Professor Dixit, *Games of Strategy*, Economics 199, Princeton University, Spring 2002
Research Assistant for Professor Massimo Morelli, Institute for Advanced Studies, Princeton NJ, Fall 2001-Spring 2002
Teacher, Algebra I, Algebra II and Junior Varsity Baseball Coach, David Starr Jordan High School, Los Angeles CA, Fall 1997-Spring 1998
Social Manager, Cloyne Court Hotel, Berkeley CA, Fall 1995-Spring 1996, Spring 1997

Professional Service:

Society for the Advancement of Behavioral Economics (SABE), Treasurer, September 2010-Present
Affiliate and Webmaster of the Behavioral and Experimental Economists of the Mid-Atlantic (BEEMA)
Third Haverford Meeting on Behavioral and Experimental Economics, Haverford PA, 2015, Scientific Committee Member and Local Committee Member
Second Haverford Meeting on Behavioral and Experimental Economics, Haverford PA, 2014, Scientific Committee Member and Local Committee Member
Haverford Meeting on Behavioral and Experimental Economics, Haverford PA, 2013, Scientific Committee Member and Local Committee Member

University Service:

Appointments and Promotions Committee, Rutgers-Camden, Fall 2014-Present
Ethics and Values General Education Subcommittee, Rutgers University-Camden, Fall 2013-Present
Undergraduate Academic Advising Task Force, Rutgers University-Camden, Summer 2013-Spring 2014
Faculty of Arts and Science, Faculty Senate, Rutgers-Camden, Fall 2007-Fall 2010, Fall 2011-Spring 2013
Department of Economics, Rutgers-Camden, Recruitment Committee, Fall 2011-Spring 2012
Supervisor, Independent Study, Rutgers University-Camden, Spring 2008, Spring 2009, Spring 2012, Fall 2013
Supervisor, Senior Thesis Advisor, Rutgers University-Camden, Fall 2010-Spring

2011

Discover Rutgers-Camden Day, Department of Economics Representative,
February 7, 2014

Rutgers-Camden Admitted Student Day, Department of Economics
Representative, April 25, 2014

Rutgers-Camden Open House, Department of Economics Representative,
October 11, 2014

Rutgers University-Camden, Arts and Sciences Graduation Marshall, 2012, 2013,
2014, 2015

Grants:

Rutgers Research Council Grant #202167, July 2014, \$1,500

Rutgers Research Council Grant #202071, July 2013, \$1,500

Rutgers Research Council Grant #202227, July 2011, \$1,500

Rutgers Research Council Grant #202171, July 2010, \$1,500

Rutgers Research Council Grant #202084, July 2009, \$1,500

Rutgers Research Council Grant #202344, July 2008, \$1,800

Rutgers Initial Research Grant, August 2006, \$3,000

Grants Supervised:

Rutgers-Camden, Undergraduate Research Grant, Tyson Hartwig, May 2010

Advising and Initial Placement:

Tyson Hartwig, Rutgers University-Camden, University of British Columbia
Graduate School, Department of Economics

Lisa Wilmer, Rutgers University-Camden, Florida State University Graduate
School, Department of Economics

Referee and Reviewing Service:

*American Economic Review, Behavioral Sciences, Econometrica, Economics
Bulletin, Economics Letters, European Economic Review (2), Frontiers in
Behavioral Neuroscience (2), Games and Economic Behavior, Journal of
Behavioral and Experimental Economics (2), Journal of Economic
Behavior and Organization (2), Journal of Economic Psychology,
Management Science (3), Oxford University Press, PLoS One (2),
Routledge Press, Social Science Journal (3), Southern Economic Journal,
Theory and Decision (2)*

Guest editor of the special issue of *Journal of Behavioral and Experimental
Economics*, "Cognitive Abilities and Economic Behavior," with Pablo
Brañas-Garza

Economic and Social Research Council Grant Rapporteur, National Science
Foundation

Languages:

English (native)

Catalan (basic)