

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:

Category effects on stimulus estimation: Shifting and skewed frequency distributions-A reexamination, with Sean Duffy, *Psychonomic Bulletin and Review*, 2018, 25:1740-1750

Serial correlation in National Football League play calling and its effects on outcomes, with Noha Emara, David Owens, and Lisa Wilmer (RUC '13), *Journal of Behavioral and Experimental Economics*, 2017, 69: 125-132

Working memory and spatial judgments: Cognitive load increases the central tendency bias, with Sarah Allred, L. Elizabeth Crawford, and Sean Duffy, *Psychonomic Bulletin and Review*, 2016, 23(6): 1825-1831

Cognitive abilities and economic behavior, with Pablo Brañas-Garza, *Journal of Behavioral and Experimental Economics*, 2016, 64: 1-4

Cognitive load and strategic sophistication, with Sarah Allred and Sean Duffy, *Journal of Economic Behavior and Organization*, 2016, 125: 162-178

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

How does the preference for increasing payments depend on the size and source of the payments? with Sean Duffy and Kristen Woods (RUC '16), *Management Science Letters*, 2015, 5(12): 1071-1080

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 mixed strategies: On brains and minimax, with Sean Duffy, J.J. Naddeo (RUC '16), and David Owens, under review
- On the Category Adjustment Model: Another look at Huttenlocher, Hedges, and Vevea (2000), with Sean Duffy, under review
- When is a uniform not a uniform? The Central Tendency Bias in responses to probability elicitation, with Paolo Crosetto, Antonio Filippin, and Peter Katuščák, under review

Works in Progress:

- Judgments of length in the economics laboratory: Are there brains in choice? with Sean Duffy and Steven Gussman (RUC '17)

Do categories affect stimulus judgment? with Colin Davis, Sean Duffy, and Kiersten Westley (RUC '17)
Are digit ratios (2D:4D and rel2) related to strategic behavior, academic performance, or the efficacy of the cognitive load manipulation? with Sean Duffy, Dillon Miller (RUC '17), J. J. Naddeo (RUC '16), and David Owens

Conferences and Workshops:

Spanish Economics Association Conference, Getafe, Spain, scheduled December 2018
Rutgers University, Department of Economics, New Brunswick NJ, scheduled December 2018
Society for the Advancement of Behavioral Economics/International Association for Research in Economic Psychology Joint Conference, Middlesex University, London, UK, July 2018
Economic Science Association International Meeting, Berlin, Germany, June 2018
International Meeting of the Psychonomic Society, Amsterdam, Netherlands, May 2018
International Meeting on Experimental and Behavioral Social Sciences, Florence, Italy, May 2018
9th Southern Europe Experimental Team Meeting (SEET), Lecce, Italy, February 2018
Swarthmore Meeting on Behavioral and Experimental Economics (BEEMA4), Swarthmore PA, October 2017
Manhattan College, Department of Economics, September 2017
5th Bounded Rationality in Choice Conference (BRIC5), Queen Mary University, London, UK, June 2017
Catalan Economic Society Conference, Barcelona, May 2017
University of Alacant, Department of Economics, Alacant, Spain, May 2017
International Meeting on Experimental and Behavioral Social Sciences, Barcelona, April 2017
8th Thurgau Experimental Economics Meeting, Biased Beliefs: Cognitive Limitations and Preferences over Beliefs, Kreuzlingen, Switzerland, April 2017
London Experimental Workshop, Middlesex University, London, UK, November 2016
Society for the Advancement of Behavioral Economics/International Association for Research in Economic Psychology Joint Conference, Wageningen, Netherlands, July 2016
International Meeting of the Psychonomic Society, Granada, Spain, May 2016
7th Thurgau Experimental Economics Meeting, Cognitive Processes of Economic Decisions, Kreuzlingen, Switzerland, April 2016
Third Haverford Meeting on Behavioral and Experimental Economics (BEEMA3), Haverford PA, October 2015
Conference on Economic Design, Istanbul, Turkey, July 2015

ICES 5th Annual Conference on Behavioral and Experimental Economics,
George Mason University, Arlington VA, May 2015
Rutgers University-Camden, Department of Psychology, Camden NJ, April 2015
Haverford College, Department of Economics, Haverford PA, March 2015
Conference on the Foundations of Utility and Risk, Rotterdam, Netherlands,
June 2014
Second Haverford Meeting on Behavioral and Experimental Economics
(BEEMA2), Haverford PA, June 2014
ASSA Meetings, Philadelphia PA, Session chair, January 2014
Haverford Meeting on Behavioral and Experimental Economics (BEEMA1),
Haverford PA, August 2013
Society for the Advancement of Behavioral Economics Conference, Atlanta GA,
July 2013
Eastern Economics Association Conference, New York NY, May 2013
Herbert Simon Society Conference, New York NY, 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, New York
NY, 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 CO, January 2011
University of Pittsburgh, Department of Economics, Pittsburgh PA, 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 NY, 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 NY, 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, 2017
 Professor, *Applied Game Theory*, Economics 321 (previously listed as 366),
 Rutgers University-Camden, Spring 2007, 2008, 2009, 2010, 2012, 2013,
 2014, 2015, 2016, Fall 2018
 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, 2016

Professor, *Principles of Microeconomics*, Economics 102, Rutgers University-Camden, Fall 2006, 2007, 2008, 2009, 2010, 2011, Spring 2013, Fall 2017, 2018

Supervisor, Independent Study, Economics 491, Rutgers University-Camden, Spring 2008, Spring 2009, Spring 2012, Fall 2013, Spring 2016

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 Cherkes, *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 and 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:

Presentation of Introduction to Experimental Game Theory, Benjamin Franklin International School, Barcelona, May 2018

Society for the Advancement of Behavioral Economics/International Association for Research in Economic Psychology Joint Conference, 2018, Scientific Committee Member

Swarthmore Meeting on Behavioral and Experimental Economics (BEEMA4), Swarthmore PA, 2017, Scientific Committee Member and Local Committee Member

Society for the Advancement of Behavioral Economics/International Association for Research in Economic Psychology Joint Conference, 2016, Scientific Committee Member and Early Researcher Workshop Discussant (3 papers)

Society for the Advancement of Behavioral Economics (SABE), Treasurer, September 2010-Present

Behavioral and Experimental Economists of the Mid-Atlantic (BEEMA), Affiliate and Webmaster

Third Haverford Meeting on Behavioral and Experimental Economics

(BEEMA3), Haverford College, Haverford PA, 2015, Scientific Committee Member and Local Committee Member
Second Haverford Meeting on Behavioral and Experimental Economics (BEEMA2), Haverford College, 2014, Scientific Committee Member and Local Committee Member
Haverford Meeting on Behavioral and Experimental Economics (BEEMA1), Haverford College, 2013, Scientific Committee Member and Local Committee Member

University Service:

Outside Doctoral Dissertation Reviewer, Department of Economics, Rutgers-New Brunswick, May 2018
Appointments and Promotions Committee, Rutgers-Camden, Fall 2014-Spring 2016
Ethics and Values General Education Subcommittee, Rutgers University-Camden, Fall 2013-Fall 2018
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
Rutgers Day, Department of Economics Representative, April 30, 2016
Rutgers-Camden Provost's Fund for Research, Reviewer, November 2017
Discover Rutgers-Camden Day, Department of Economics Representative, February 7, 2014; October 12, 2015; October 9, 2017; December 1, 2017
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 Exploring Your Major, Department of Economics Representative, January 12, 2016; June 9, 2016
Rutgers University-Camden, Arts and Sciences Graduation Marshall, 2012, 2013, 2014, 2015
Rutgers University-Camden Graduation, Department of Economics Representative, 2016

Grants:

Rutgers Research Council Grant #18-AA-00143, July 2017, \$3,500
Rutgers Research Council Grant #202256, July 2015, \$1,000
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:

J. J. Naddeo, Rutgers University-Camden, Georgetown University Graduate School, Department of Economics

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

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

Referee and Reviewing Service:

Acta Psychologica (2)

American Economic Journal: Applied Economics

American Economic Review

Applied Economics Letters

Behavioral Sciences

B.E. Journal of Theoretical Economics (2)

Cuadernos de Economía

Econometrica (3)

Economics Bulletin

Economics Letters (2)

European Economic Review (2)

Evolutionary Psychology

Experimental Economics

Frontiers in Behavioral Neuroscience (4)

Frontiers in Psychology (3)

Games and Economic Behavior

Journal of Behavioral and Experimental Economics (8)

Journal of Behavioral Economics for Policy (6)

Journal of Economic Behavior and Organization (10)

Journal of Economic Psychology

Journal of Economics and Management Strategy (2)

Journal of Public Economics (3)

Judgment and Decision Making

Management Science (4)

Oxford University Press

PLoS One (7)

Psychonomic Bulletin and Review

Routledge Press

Small Group Research
Social Science Journal (3)
Southern Economic Journal (2)
Theory and Decision (4)

Guest editor of the special issue of *Journal of Behavioral and Experimental Economics*, 2016, Volume 64, “Cognitive Abilities and Economic Behavior,” with Pablo Brañas-Garza

Economic and Social Research Council Grant Rapporteur, Israel Science Foundation, National Science Foundation

Languages:

English (Native)

Catalan (Llegint: Bé; Parlant: Menys Bé; Escoltant: No Bé)