

CURRICULUM VITAE

October 2009

JOHN CHARLES WOODERS

Office Address:

Department of Economics
McClelland Hall
University of Arizona
Tucson, AZ 85721

Phone: (520) 621-6231

Fax: (520) 621-8450

email: jwooders@eller.arizona.edu

EDUCATION:

B. Sc. (Economics and Mathematics), University of Toronto, June 1986.

Ph. D. (Economics), Cornell University, August 1992.

EMPLOYMENT:

August 2004 – present	Full Professor, University of Arizona
August 1999 – July 2004	Associate Professor, University of Arizona.
August 1991 – July 1999	Assistant Professor, University of Arizona.

VISITING POSITIONS

June 2009	Visiting Professor at Waseda University, Tokyo
January 2007 – May 2007	Visiting Professor of Economics, National Univ. of Singapore.
May 2005 – August 2005	Visiting Professor of Economics, ISER Osaka.
August 2001 – August 2002	Visiting Associate Professor of Economics, HKUST.
May 2000 – August 2000	Visiting Professor of Economics, Universidad Carlos III de Madrid.
January 2000 - March 2000	Visiting Associate in Economics, California Institute of Technology
Fall 1994	Visiting Professor of Economics, Universidad Carlos III de Madrid.

FIELDS OF INTEREST:

Microeconomic Theory, Game Theory, Experimental Economics, Industrial Organization.

PUBLISHED PAPERS

- “Decentralized Trade Mitigates the Lemons Problem,” (with Diego Moreno) to appear in the *International Economic Review*.
- “Auctions with a Buy Price,” (with Stan Reynolds), *Economic Theory* **38** (2009), 9-39.
- “Mixed Strategy Equilibrium,” (with Mark Walker), *The New Palgrave Dictionary of Economics*, Second Edition, Eds. Steven N. Durlauf and Lawrence E. Blume, Palgrave Macmillan (2008).
- “Reputation in Auctions: Theory, and Evidence from eBay,” (with Dan Houser) *Journal of Economics and Management Strategy* **15** (2006), 353-369.
- “Bidders’ Choice Auctions: Raising Revenues through the Right to Choose,” with Jacob Goeree and Charles Plott, *Journal of the European Economic Association*, **2** (2004), 504-515.
- “Noncooperative R&D and Optimal R&D Cartels,” (with Rabah Amir and Igor Evstigneev) *Games and Economic Behavior* **42** (2003), 183-207.
- “Prices, Delay, and the Dynamics of Trade,” (with Diego Moreno) *Journal of Economic Theory* **104** (2002), 304-339.
- “Minimax Play at Wimbledon,” (with Mark Walker) *American Economic Review* **91** (2001), 1521-1538.
- “On The Irrelevance of Risk Attitudes in Repeated Two-Outcome Games,” (with Jason Shachat) *Games and Economic Behavior* **34** (2001), 342-363.
- “One-Way Spillovers, Endogenous Innovator/Imitator Roles and Research Joint Ventures,” (with Rabah Amir) *Games and Economic Behavior* **31** (2000), 1-25.
- “Effects of One-Way Spillovers on Market Shares, Industry Price, Welfare, and R&D Cooperation,” (with Rabah Amir) *Journal of Economics and Management Strategy* **8** (Summer 1999), 223-249.
- “An Experimental Study of Communication and Coordination in Noncooperative Games,” (with Diego Moreno) *Games and Economic Behavior* **24** (1998), 47-76.
- “Walrasian Equilibrium In Matching Models,” *Mathematical Social Sciences* **35** (1998), 245-259.
- “Cooperation vs. Competition in R&D: The Role of Stability of Equilibrium,” (with Rabah Amir) *The Journal of Economics* **67** (1998), 63-73.
- “Matching and Bargaining Models of Markets: Approximating Small Markets by Large Markets,” *Economic Theory* **11** (1998), 215-224.
- “Equilibrium in a Market with Intermediation is Walrasian,” *The Review of Economic Design* **3** (1997), 75-89.

“Coalition-Proof Equilibrium,” (with Diego Moreno) *Games and Economic Behavior* **17** (1996), 80-112.

CONTRIBUTIONS TO EDITED VOLUMES

“Hard and Soft Closes: A Field Experiment on Auction Closing Rules,” (with Dan Houser), in Amnon Rapoport and Rami Zwick, Eds., *Experimental Business Research, Vol. 2: Economic and Managerial Perspectives* (2005).

PAPERS CONDITIONALLY ACCEPTED

“Equilibrium Play in Matches: Binary Markov Games,” with Mark Walker and Rabah Amir, conditionally accepted at *Games and Economic Behavior*.

PAPERS UNDER REVIEW:

“Auctions with Heterogeneous Entry Costs,” with Diego Moreno, University of Arizona Working Paper 08-05, under review at the *Journal of Economic Theory*.

“Does Experience Teach? Professionals and Minimax Play in the Lab,” University of Arizona Working Paper #08-04, resubmitted to *Econometrica*.

“Behavior in Second-Price Auctions by Highly Experienced eBay Buyers and Sellers,” with Rod Garratt and Mark Walker, University of California at Santa Barbara working paper #04-04, resubmitted to *Experimental Economics*.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” with Quazi Shahriar, University of Arizona Working Paper #07-19, revise and resubmit at *Games and Economic Behavior*.

COMPLETED PAPERS

“Efficiency in Second-Price Auctions: A New Look at Old Data,” with Rod Garratt.

WORK IN PROGRESS:

“Experience and Expertise in Strategic Behavior,” with Mark Walker.

“Best Offer Auctions,” with Quazi Shahriar.

“An Experimental Study of Auctions with Heterogeneous Entry Costs,” with Diego Moreno.

“Blind Stealing,” Experience and Expertise in a Mixed-Strategy Poker Experiment,” with Matt van Essen.

CONFERENCE ORGANIZATION

2009 North American meetings of the Economic Science Association, November 2009, Tucson.
(Co-organized with Jacob Goeree.)

Miniworkshop on *Skill in Games*, October 10, 2008, Tucson (co-organized with Martin Dufwenberg).
<http://ibe.eller.arizona.edu/events/2008/sig.aspx>

Organized Conference in Honor of Vernon Smith on *Exchange Mechanisms and Auctions*,
December 7-8, 2007, Tucson.
<http://esl2007.econlab.arizona.edu/index.php?page=program>

Organized the invited paper session on “Testing Game Theory” at the First Brazilian Meetings
of the Game Theory Society, Sao Paulo, July 2002.

COURSES TAUGHT

Graduate

- The Economics of Information (third course in the micro core)

Undergraduate

- Intermediate Microeconomics (Econ 361)
- Experimental Economics (Econ 406)
- Games and Decisions (Econ 431)
- Game Theory (Econ 360, HKUST)
- Economics of Information and the Internet (Econ 411)
- Introductory Microeconomics (Econ 110, HKUST)
- Survey of Economics (Econ 210)

Nominated for the Franklin Prize for Teaching Excellence (Undergraduate year-one category) at
HKUST.

RESEARCH GRANTS

Federal

“An Experimental Comparison of Two Supermodular Lindahl Mechanisms,” NSF Dissertation -
#850788 Grant for Matt Van Essen. \$5,000

“An Experimental Study on Forward Induction: Incorporating Some New Thoughts,” NSF
Dissertation Grant #356450 for Quazi Shahriar.

“Bidding Behavior in Internet Auction Markets,” NSF Dissertation Grant #519342 for Rado
Vadovic.

“Competition in Internet Auctions,” (with Diego Moreno) BBVA grant, June 2004-May 2006, €40,600.

“Experience and Expertise in Strategic Behavior,” (with Mark Walker) National Science Foundation, Grant No. SBR-0099353, June 2001-May 2003, \$205,244.

“Prices and Trading Patterns in Markets with Asymmetrically Informed Traders,” National Science Foundation, Grant No. SBR-9810481, August 1998 to July 1999 (Principal Investigator).

Private Foundations

“Expertise and Game Theory,” University of Arizona Foundation, summer 2001.

“Prices and Trading Patterns in Markets with Asymmetrically Informed Traders,” University of Arizona Foundation, summer 1999.

“Prices and Trading Patterns in Markets with Asymmetrically Informed Traders,” University of Arizona Foundation, summer 1998.

“Price Dynamics and Delay in a Market with Pairwise Meetings and Private Information,” University of Arizona Foundation, summer 1997.

“One-Way Spillovers, Endogenous Heterogeneity, and RJV performance,” University of Arizona Foundation, summer 1996.

“Coalition-Proof Equilibrium Existence and Applications,” University of Arizona Foundation, summer 1995.

“Information Aggregation and Transmission in Markets with Supply and Demand Uncertainty,” University of Arizona Foundation, summer 1993.

Other

Incentive Funding for Development of a Teaching Module on Emissions Trading (with Reynolds and Dufwenberg), Arizona Water Initiative, August 2008-2009, \$10,000.

SCHOLARLY PRESENTATIONS SINCE 2000:

Invited Presentations

“Does Experience Teach? Professionals and Minimax Play in the Lab,” Waseda University, June 2009.

“Auctions with Heterogeneous Entry Costs,” Waseda University, June 2009.

“Does Experience Teach? Professionals and Minimax Play in the Lab,” NYU, February 2009.

“Auctions with a Buy Price,” University of the Basque Country, January 2009.

“Does Experience Teach? Professionals and Minimax Play in the Lab,” Georgia State University, January 2009.

“Does Experience Teach? Professionals and Minimax Play in the Lab,” University of Toronto, November 2008.

“Auctions with Heterogeneous Entry Costs,” USC, September 2008.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Vanderbilt, March 2008.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Singapore Management University, January 2008.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Ohio State, Columbus, October 2007.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” ITAM, Mexico City, October 2007.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” CIDE, Mexico City, October 2007.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Universidad Carlos III de Madrid, June 2007.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Hong Kong University of Science and Technology, May 2007.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” National University of Singapore, May 2007.

“Economic Issues in Internet Auctions,” University of New South Wales, May 2007.

“Auctions with a Buy Price,” University of New South Wales, May 2007.

“Auctions with a Buy Price,” National University of Singapore, March 2007.

“Auctions with a Buy Price,” KIER, Kyoto University, July 2005.

“Auctions with a Buy Price,” ISER, University of Osaka, June 2005.

“Auctions with a Buy Price,” Vanderbilt University, March 2005.

“Auctions with a Buy Price,” University of Toulouse, February 2005.

“Auctions with a Buy Price,” University of California at Santa Barbara, October 2004.

- “Auctions with a Buy Price,” Cornell University, March 2004.
- “Auctions with a Buy Price,” Southern Methodist University, November 2003.
- “Auctions with a Buy Price,” University of Amsterdam (Auctions Miniworkshop), August 2003.
- “Centralized versus Decentralized Trading in a Lemons Market,” Tulane University, April 2003.
- “Centralized versus Decentralized Trading in a Lemons Market,” Stanford University, December 2002.
- “Centralized versus Decentralized Trading in a Lemons Market,” Washington University, October 2002.
- “Centralized versus Decentralized Trading in a Lemons Market,” City University of Hong Kong, April 2002.
- “Expertise and Bidding Behavior in Second-Price Auctions,” National University of Singapore, April 2002.
- “Centralized versus Decentralized Trading in a Lemons Market,” Hong Kong University of Science and Technology, October 2001.
- “Prices, Delay, and the Dynamics of Trade,” Texas A&M, December 2000.
- “Prices, Delay, and the Dynamics of Trade,” University of Illinois, November 2000.
- “Prices, Delay, and the Dynamics of Trade,” Northwestern University, November 2000.
- “Reputation in Auctions: Theory, and Evidence from eBay,” Universidad Carlos III de Madrid, May 2000.
- “Reputation in Internet Auctions: Theory and Evidence from eBay,” California Institute of Technology, February 2000.

Conference Presentations

Plenary

- “Professionals and Students: Mixed-Strategy Play in the Lab and in the Field,” GAMES 2008, **Semi-plenary**, July 2008.

Regular

- “Does Experience Teach? Professionals and Minimax Play in the Lab,” Stony Brook Behavioral Game Theory Conference, Stony Brook, July 2009.
- “Does Experience Teach? Professionals and Minimax Play in the Lab,” Southwest Economic Theory Conference, Caltech, March 2009.

- “Does Experience Teach? Professionals and Minimax Play in the Lab,” Southwest Economic Theory Conference, Caltech, March 2009.
- “Auctions with Heterogeneous Entry Costs,” Midwest Theory and Trade Conference, October 2008.
- “Does Experience Teach? Professionals and Minimax Play in the Lab,” Madrid Summer Workshop on Economic Theory, CEMFI, Madrid, June 2008.
- “Auctions with Heterogeneous Entry Costs,” Southwest Economic Theory Conference, UCSB, March 2008.
- “An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Conference in Honor of Vernon Smith, Tucson, December 2007.
- “Auctions with a Buy Price,” Decentralization Conference, Université Paris-1 Panthéon-Sorbonne, April 2006.
- “Bidders’ Choice Auctions: Raising Revenues through the Right to Choose,” Public Economic Theory Conference (PET04), Peking University, August 2004.
- “Auctions with a Buy Price,” Southwest Economic Theory Conference, February 2004.
- “Bidders’ Choice Auctions: Raising Revenues through the Right to Choose,” Second Asian Conference on Experimental Business Research, HKUST, December 2003.
- “Expertise and Bidding Behavior in Second-Price Auctions,” First Brazilian Meetings of the Game Theory Society, University of Sao Paulo, July 2002.
- “Centralized versus Decentralized Trade in a Market for Lemons,” Decentralization Conference, Northwestern, April 2001.
- “Centralized versus Decentralized Trade in a Market for Lemons,” Southwest Economic Theory Conference, Caltech, March 2001.
- “Reputation in Auctions: Theory, and Evidence from eBay,” Decentralization Conference, T. J. Watson Research Center, IBM, October 2000.
- “Minimax Play at Wimbledon,” the First World Congress of The Game Theory Society, Bilbao, July 2000.
- Reputation in Auctions: Theory, and Evidence from eBay,” Second International Conference of the Association for Public Economic Theory, Warwick, July 2000.

PROFESSIONAL SERVICE:

Department:

Interim Director of the Economic Science Laboratory: January 2006 – December 2007.

Director of Graduate Studies: August 2004 – August 2006.

Placement director: 2002-2003

Recruiting committee: 2002-2003, 2003-2004, 2005, 2009

Faculty evaluation committee: 2003-2004 (chair), 2004-2005, 2005-2006, 2007-2008, 2008-2009

Participated in junior faculty recruiting: 1992, 1994, 1996, 2000, 2002

Microeconomic Theory Prelims: regularly since 1992

Service on Graduate Committees

Dissertation Defenses

- As Main Advisor
 - Quazi Shahriar, San Diego State University
Dissertation title: “Auctions with Buy Prices,” June 8, 2007
 - Radovan Vadovic, ITAM
Dissertation title: “Bidding Behavior in Internet Auctions Markets”, June 26, 2006
 - Doug Bergman, July 13, 2001
- As Minor Advisor
 - Timothy Dang, April 7, 2009
 - Hironori Otsubo, June 23, 2008
 - Dan Xu, April 1, 2005
 - Nagla'a El-Hodiri, December 7, 2001
 - Greg Attiyeh, April 4, 1997

Oral Exams

- Natalia Lazzati, January 30, 2009
- Alec Smith, May 12, 2008
- Matt Van Essen, May 8, 2008
- Hironoi Otsubo, April 17, 2006
- Quazi Shahriar, December 7, 2005
- Dan Xu, December 17, 2004
- Rado Vadovic, November 3, 2003
- Nagla'a El-Hodiri, February 23, 2001
- William Janss, December 11, 2000
- Doug Bergman, August 16, 1999
- Greg Attiyeh, May 11, 1994

External:

- Executive Committee: Economic Science Association, 2009 - present.

- Associate Editor of *Economics Bulletin*, 2000 – 2006.

Refereeing for: *The American Economic Review*, *The Review of Economic Design*, *Economics Bulletin*, *Economic Inquiry*, *Economic Theory*, *Econometrica*, *Games and Economic Behavior*, *International Economic Review*, *International Journal of Game Theory*, *International Journal of Industrial Organization*, *Journal of Economics*, *Journal of Banking and Finance*, *Journal of Behavioral Finance*, *Journal of Economic Theory*, *Journal of Economics and Management Strategy*, *Journal of Political Economy*, *Journal of Public Economic Theory*, *Journal of Risk and Insurance*, *Journal of Sports Economics*, *Management Science*, *National Science Foundation*, *Nature*, *The RAND Journal of Economics*, *Research Grants Council of Hong Kong*, *Review of Industrial Organization*, *Scandinavian Journal of Economics*, *Social Sciences and Humanities Research Council of Canada*, *Southern Economic Journal*, *Review of Economic Studies*, *Review of Financial Economics*.

HONORS AND AWARDS:

- 2000 Grant for Foreign Researchers (Ayudas para estancias breves de investigadores extranjeros), Universidad Carlos III de Madrid.
- 1994 A scholarship for a one year stay in Spain under the program Estancias Temporales de Cientificos y Tecnologos Extranjeros en Espana (Temporary Stays of Foreign Scientists and Technologists in Spain), Spanish Ministry of Education.
- 1988 Three-Year Teaching Fellowship, Cornell University.

References are available upon request.