Martin Dufwenberg

CV – April 2019

My research explores issues in behavioral economics using game theory & experiments. I’m married to Karin. We have two sons. I enjoy bridge, golf, racket sports, poker, and skiing.

martind@eller.arizona.edu
http://www.u.arizona.edu/~martind1/

Education

1995  PhD in Economics, Uppsala University
    Thesis: On Rationality & Belief Formation in Games
    Advisors: Jan Södersten & Jörgen Weibull. Discussant: Phil Reny

1993/94  Visiting PhD student, Princeton University [*94]
1989  BSc, Economics, Uppsala University

Career

2003-  Karl & Stevie Eller Professor of Economics, University of Arizona,
    Founding Director, Institute for Behavioral Economics (IBE) 2006-
    Director, Economic Science Laboratory (ESL) 2008-10, 2012-13

2005-  Visiting Professor, University of Gothenburg (“Honorary” 2014-)

2013-15  Professor of Decision Sciences, Bocconi University
    Director, Bocconi Experimental Laboratory for the Social Sciences (BELSS)
    Fellow, Innocenzo Gasparini Inst for Economic Research (IGIER) 2012-15

2011-  Fellow, CESifo, Behavioural Economics Network, University of Munich
2001-03  Professor, Stockholm University
2002  Humboldt Visiting Professor, Bonn University
1998-2001  Associate Professor, Stockholm University
1996-98  Assistant Professor, Uppsala University
1995-97  PostDoc, Tilburg University (CentER)

Publications  [Google Scholar: 9000+ with h-index of 34]

In journals:


van Damme; Binmore, Roth, Samuelson; Winter; Bolton, Ockenfels; Dufwenberg, Kirchsteiger; Gneezy; Kocher, Sutter; Sanfey; Kliemt; Selten, Nagel; Azar (2014), “How Werner Güth’s Ultimatum Game Shaped our Understanding of Social Behavior,” Journal of Economic Behavior & Organization 108, 292-318.


* Special issue in honor of John Ledyard
♥ Special issue on Macroeconomic Experiments
♦ Lead article; Special issue in honor of Werner Güth
♣ Won Economics Letters’ Top Cited Article 2009-2011 Award
◆ Lead article
♦ Special issue: Symposium on Behavioral Game Theory


Won the 2003 Royal Economic Society Prize for best paper in the Economic Journal
* Lead article; Special issue on Experiments in IO

3


In books:


In Swedish:


---

♣ Special issue on Tax Policy in Small Open Economies
♠ = Our *JEBO* 2002 article, *op. cit.*, but with one new added paragraph.

In addition:


Pipeline (* ⇒ complete): Frustration & Anger in Games* (w Battigalli, Pierpao & Alec Smith, Psychological Game Theory* (w Pierpao Battigalli); Tax Evasion with a Conscience* (w Katarina Nordblom); Modeling Belief-Dependent Motivation in Games* (w Pierpao Battigalli & Roberto Corrao); Sealed Envelope Submissions Eliminate Bias in Science* (w Peter Martinsson); Tra i Leonti: Revealing the Preferences Behind a Superstition* (w T. Coen, G. Invernizzi, J. Miller & L. Oliveira); Banking on Reciprocity: Deposit Insurance & Insolvency (w David Rietzke); Parimutuel Betting Games (w Josh Miller); Sweatshops & Reciprocity (w Ben Zamzow); Cabs (w Maroš Servatka, Jorge Tarraso & Radovan Vadović); Partial Norms (w Giovanna d’Adda, Francesco Passarelli & Guido Tabellini); Finding Partners Amongst Strangers (w Utteeyo Dasgupta); Pang for the Buck (w Luke Chang, Alan Sanfey & Alec Smith); Marginalization in Recessions (w Gary Charness & Emanuel Vespa); Triggering Cooperation (w Gunnar Köhlin, Peter Martinsson & Haileselassie Medhin), Unpacking Whistleblowing (w Giancarlo Spagnolo); The Sound of Silence (w Giovanni Di Bartolomeo & Stefan Papa); Reciprocity in Markets (w Michael Kirchler, Florian Lindner & Olof Johansson-Stenman); How (Not) to Fight Corruption (w Maria Perrotta Berlin, Bei Qin & Giancarlo Spagnolo); Regret Games (w Senran Lin); Threats (w Flora Li & Alec Smith); Promises & Punishment (w Flora Li & Alec Smith)

Honors
2019 Keynote: Innsbruck Winter Summit: Un(Ethical) Behavior in Markets, Kühtai, March 21-23
2019 Keynote: 1st CoCoLab Workshop, University of Côte d’Azur, Feb 15-16.
2018 Keynote: 13th Nordic Conference on Behavioral & Experimental Economics, Odense, Sept 28-29
2018 Keynote: 3rd Workshop on Psychological Game Theory, July 23-27, Soleto, Apulia
2017 Special Lecture: 2nd Workshop on Psychological Game Theory, July 5-6, U of East Anglia
2016 Invited speaker, Arne Ryde Seminarium, Lund University, May 26-27
2015 Keynote: “Workshop on Social Economy,” Forli, Italy, June 12-13
2015 Keynote: 6th Thurgau Econ Eon Meeting: “Formation & Elicitation of Beliefs,” April 23-25
2014 Keynote: Economic Science Association, Prague, September 3-6
2014- Honorary Visiting Professor, Gothenburg University
2014 Invited Session Speaker: “Learning in Games”, EEA meetings, Toulouse, August 28
2014 Keynote: HeiKaMax Meeting, University of Heidelberg, April 11
2013 Invited Session Organizer: “Psychology in Game Theory”, EEA, Gothenburg, August 30
2012 Fellow, Innocenzo Gasparini Inst for Economic Research (IGIER), Bocconi, 2012-15
2012 Nobel Banquet invitee, December 10 (to celebrate the Roth/Shapley Prize)
2012 Top Cited Article 2009-11 Award, Economics Letters (j/w Gary Charness)
2012 Keynote: 7th Nordic Conference on Behavioral & Experimental Economics, Bergen, Sept 28-29
2011- Fellow, CESifo Behavioural Economics Network, Munich
2010 Keynote: Behavioral & Quantitative Game Theory, Newport Beach, May 14-16
2009 Visiting Professorship, IGIER, Bocconi University, November
2009 Keynote: Economic Science Association, Innsbruck, September 17-20
2009 Economics Society of University of Arizona Certificate of Appreciation
2008 Snyder Fellow, UC Santa Barbara, January
2007 Keynote: Communication in Games & Experiments, 26th Arne Ryde, Lund University, Aug 24-25
2007  Keynote: Intl Meeting in Experimental & Behavioral Economics, Malaga, March 22-24
2006  Keynote: Taipei Conference on Economic Theory & Applications, Taipei, August 7-8
2005  Erik Malmsten Visiting Professorship Award, University of Gothenburg
2004  The Eller College Student Council Certificate of Appreciation Award
2003- Karl & Stevie Eller Professorship Award
2002  Honorary Plenary Lecture, XXIV Symposium of Finnish Economists, Stt Michel, Feb 8
2002  The Humboldt Foundation’s Bessel Award [Nominator: Reinhard Selten]
1999  Erik Lindahl-stipendiet [awarded biannually to “outstanding young Swedish economist”]
1998  Docent in Economics, Uppsala University [Referee: Birgit Grodal]
1998  The Sasakawa Young Leadership Award
95-97  Handelsbankens forskningstiftelser


Undergraduate scholarships at Uppsala University: S Palmærs, KG Westmans, Wahlberg-Engelbrechts

Professional service

Editorial boards

2017-  Guest Editor (j/w Amrish Patel), JEBO: Special Issue: Psychological Game Theory
2004-  Experimental Economics
2013-14 Guest Editor (j/w Axel Ockenfels), JEBO: Special Issue: Honoring Werner Güth
2003-13  Games & Economic Behavior
2007-10  Journal of Economic Behavior & Organization


NSF panelist 2009
Conferences


2015: CESifo Behavioural Economics, Munich, Oct 23-24; SITE: Psychology & Economics + Exp Econ, Stanford, Aug 10-12 + 13-14; Workshop on Social Economy, Forli, Italy, June 12-13 [keynote]; BELSS Symposium on Experimental Economics, Bocconi, June 6 [co-organizer]; Risk, Uncertainty and Decision (RUD), Bocconi, June 1-3; Social Norms & Institutions, Monte Verità, Ascona, Switzerland, May 10-15 [keynote]; Tax Evasion and Tax Compliance: Theory & Policy, Bocconi, May 4; 6th Thurgau Exp Econ Meeting: Formation & Elicitation of Beliefs, April 23-25 [keynote]; Workshop on Conflict, Bocconi, March 19; Eurozone in the Doldrums, University of Milan-Bicocca, March 12; Science Communication & Information, Bocconi, March 6; Workshop on Political Economics, Bocconi, March 5.


Executive Committee Member Economic Science Association (Section Head Game Theory), 2004-07
Award Committee Member: CESifo Young Affiliate Award 2012, 2014
Other reviewing: Academic Press; McGraw-Hill; Thomson; Israel Science Foundation; NSF; Riksbankens Jubileumsfond; Royal Swedish Academy of Sciences; TAPES conference; CentER DP series; Princeton University Press. I wrote many external evaluation letters (P&T/hiring/awards).
2013: Experiments on Business & Economics, Bocconi, October 28 [co-organizer]; European Economic Association/Econometric Society, Gothenburg, Aug 26-30; Behavioral Economics Annual Meeting (BEAM), Cornell University, May 6-7; South Western Economic Theory (SWET), Honolulu, March 22-24; 25 Years of Warm Glow, Conference in Honor of Jim Andreoni, UCSD/Rady, Jan 3.


2002: Zeuthen Lectures & Workshop on Behavioral Economics, Copenhagen U, Dec 6-9; Political Liberty & Public Safety, Liberty Fund, Key West, Aug 8-11; Workshop on Exp Econ, Max Planck Institut, Jena, July 27-28; German Association of Experimental Economics, Wittenberg, July 11-13; ESA, Boston, June 27-30; Humboldt Foundation’s annual meeting, Berlin, June 20-23; Behavioral Contract Theory, Bonn University, June 10 [co-organizer]; The Origin & Effects of Social Norms, Wissenschaftskolleg zu Berlin, April 10-12; Humboldt Foundation’s Award Winners' meeting, Bamberg, March 21-24.


1995: Rationalizability in Extensive Games, Copenhagen University, Nov 4; 5th Amsterdam Workshop on Exp Economics, CREED, Univ of Amsterdam, Sept 7-9; Economics of Gender & the Family, 15th Arne Ryde Symp., Rungstedgard, Aug 18-19; Summer in Tel Aviv, Research workshop at Tel Aviv University, July 4-20; Auctions, Research Course [teachers: K. & V. Krishna, R. Porter], Copenhagen U, Jun 6-16;


Visits/talks

2019: U Nice Jan 26-Feb 17; Bocconi U, Feb 4-11; U Milan Bicocca, Feb 6; U Innsbruck, March 16-28; U Gothenburg, summer.

2018: Universidad de los Andes, Santiago de Chile, Dec 10; U Oregon, Nov 16; U Gothenburg, Summer; UC San Diego, May 2; Carnegie Mellon University, April 19.

2017: UC Merced, Oct 4; USC, Oct 3; U Gothenburg, summer; U Leicester, July 7; Georgia State, Jan 13.

2016: Bocconi, Oct; U Gothenburg, May-June; Lund U, May 26-27; U of IL Urbana-Champaign, April 7.

2015: Bocconi U, October 19-21; U of Michigan (SBEE seminar: social, behavioral, experimental economics), Sept 28; Einaudi Institute for Economics & Finance (EIEF), Rome, June 15-18; Uppsala U, May 26; Stockholm School of Economics, SITE, May 22; U of Vienna, April 17; U of Milan-Statale, Feb 18; U of Amsterdam, Feb 12; Tilburg U, Feb 10; U of Lancaster, Jan 21; UC Santa Barbara, Jan 7.

2014: Carlos III, Madrid, Dec 9; U Marseille, Nov 27; U Verona, Nov 17; U Gothenburg, Aug; U Nottingham, June 13; U Leicester, June 12; U Oxford, June 11; U Gothenburg, May; Einaudi Inst for
Economics & Finance (EIEF), Rome, March 20-21; U Zurich, March 7; Bocconi U, Dept of Legal Studies, Feb 12; ECARES, Université Libre de Bruxelles, Feb 11; EUI, Florence, Jan 28.

2013: U Gothenburg (VPP), Dec 2013; Maastricht U, Oct 24; U Gothenburg (VPP), ½ summer; Indiana U, April 26; Southern Methodist University, April 8; Rady School of Management, UCSD, March.

2012: U of Gothenburg (VPP), May-June; Bocconi U, April 16; Monash U, April; Curtin U, March.

2011: U of Arizona, Philosophy, Politics, Economics & Law Club, Nov 16; U of Gothenburg (VPP), Oct; George Mason University, Oct 14; UT Dallas, Sept 26; Einaudi Institute for Economics & Finance (EIEF), Rome, ½ summer; U of Copenhagen, June 9; U of Gothenburg (VPP), ½ summer; U of Arizona, Economics Club, Feb 17; U of Arizona, Cognitive Science Colloquium, Jan 28.

2010: U of Gothenburg (VPP), Dec; ITAM, Mexico City, Oct 29; UC San Diego, Oct 20; U of Calgary, Sep 17; U of Gothenburg (VPP), May-June; Arizona State University, March 1.

2009: U Canterbury, Dec; Bocconi, Nov; Gothenburg (VPP), July-Sept; Upsala, May 26; Stockholm U, May.

2008: Bocconi U, Sept 30; U of Gothenburg (EEU Associate), May/June; U of Pittsburgh, March; UC Santa Barbara (Snyder Fellow), Jan.

2007: U of Pittsburgh, Nov 27; U of Central Florida, Nov 2; U of Arizona, Dept of Psychology (CNS Seminar), Oct 15; Princeton U, Oct 2; Bocconi U, Aug; Curtin University of Technology, July 26; U of Western Australia, ½ summer; U of Oslo, June 4; U of Gothenburg (EEU Associate), ½ summer; U of Michigan, March 9; Texas A&M University, Jan 26; Rady School of Management, UCSD, Jan 18.

2006: Harvard U, Nov 14; UC Davis, Oct 17; Lund U, June 1; U of Gothenburg (EEU Associate), summer; UC San Diego, May 10; NYU, April 28; U of Oregon, March 10.

2005: SUNY Albany, Sept 27; Cornell U, Sept 26; U of Gothenburg (Erik Malmsten Visiting Professor), summer; U of Pittsburgh, April 15; U of Arizona, College of Pharmacy, March 9.


2003: Bocconi U, April 8; Mälardalens Högskola, March 19; Upsala U, March 18; Stockholm U, Dept of Sociology, Feb 17; U of Oslo, Feb 13; U of Gothenburg, Jan 30; Stockholm U, IIES, Jan 14.

2002: Purdue U, Nov 12; U Chicago GSB, Nov 11; Harvard U, Nov 5; Örebro U, Oct 2; U of Dortmund, July 15; U of Cologne, July 2; U of Arizona, June 24; U of Munich, June 17; Pompeu Fabra, Barcelona, May 6; Humboldt U, Berlin, April; U of Antwerp, March 20; U of Leuven, March 19; Tinbergen Institute, Amsterdam, Jan 24; U of Bonn (Humboldt Scholar), Jan-July [Host: Reinhard Selten].


2000: Center Interdisc Research (ZiF), U Bielefeld, Aug; Technion, Haifa, April; IUl, Stockholm, Jan 17.

1999: U of Lund, Oct; U of Haifa, July; U of Vienna, May; Upsala U, Dept of Philosophy, April 27.

1998: Stockholm School of Economics, Oct 27; Humboldt U, Sept; U of Haifa, May; Tilburg U (CentER), March; U of Zurich, Jan.

1997: U of Helsinki, Nov 14; Tilburg U (CentER) Oct; FIEF, Stockholm, Sept 10; Upsala U, Department of Psychology, March 5.

1996: U of Stockholm, Sept 27; U of Oslo, March; Tinbergen Institute, Amsterdam, April 22.


talks@home
Arizona: Sept 24, ‘03; Sept 7, ‘05; March 1, ‘06; Dec 1, ‘11; Sept 18, ‘12; Nov 12, ‘15, Nov 8, ‘18
Gothenburg: summers 2005-2014, 2016-19
Bocconi: September 25, 2013 (IGIER Visiting Students); Sept 19, 2014 (Food4Thought)
Stockholm: April 4, 2000; May 30, 2002; April 29, 2003
Bonn: May 15, 2002

External funding
2009-12 NSF #0921929, *Psychological Game Theory with Applications*, $263,803
2006-08 NSF #0617923, *Psychological Games & Communication*, $245,868
2001-03 Swedish Competition Authority #93/2001, *Löften, kontrakt & konkurrens*
1999-01 — #96/1999, *När leder offentlig upphandling till hård konkurrens?*
1995-97 HSFR #F212/95, *Social Insurance, Norms & Individual Incentives*

Students
PhD advising@home (main*, committee member♣, some): Rachel Mannahan*, Lina Andersson*, Senran Lin*; Jin Sohn*; Sean Inoue; Chris Candreva; Daehong Min 2017 (→Ass’t Professor, Dongbei University of Finance & Economics, Dalian); Collin Weigel♣ 2016 (→PostDoc, Johns Hopkins), Quyen Nguyen (2016; →Ass’t Professor, Utah State); Dooseok Jang♣ 2015 (→Researcher, Yonsei U, South Korea); David Rietzke♣ 2014 (→Ass’t Professor, U of Lancaster); Ben Zamzow♣ 2013 (→Visiting Scholar, U of Pittsburgh); Eric Cardella 2012 (→Ass’t Professor, Rochester Institute of Technology); Alex Roomets♣ 2011 (→PostDoc, Heidelberg); Matt Van Essen♣ 2010 (→Ass’t Professor, Alabama); Alec Smith♣ 2009 (→PostDoc, Caltech); Timothy O’Neill Dang♣ 2009 (→Lecturer, Arizona); Hironori Otsubo♣ 2008 (→PostDoc, Max Planck Institute, Jena); Adrian Stoian♣ 2008 (→Ass’t Professor, Cal State, East Bay); Wafa Hakim Orman♣ 2007 (→PostDoc, Baylor); Tim Davies♣ 2007; Subhasish Dugar♣ 2006 (→Ass’t Professor, Calgary); Maroš Servátka 2006 (→Assistant Professor, U of Canterbury); Radovan Vadovič 2006 (→Ass’t Professor, ITAM, Mexico City); Utteeyo Dasgupta♣ 2006 (→Ass’t Professor, Franklin & Marshall College); Ninghua Du♣ 2005 (→Ass’t Professor, Shanghai University of Finance & Economics); Adam Jacobsson♣ 2003 (→Ass’t Professor, Stockholm U); Tobias Lindqvist♣ 2003 (Researcher, Research Institute of Industrial Economics, Stockholm); Anne-Sophie Crépin♣ 2002 (Researcher, Beijer Institute of Ecological Economics, Stockholm); Sofia Grahn♣ 2001 (→PostDoc, Uppsala)


Undergraduate students: I taught, mentored, or advised several undergraduate students who later were admitted to good graduate programs. Ex: Michael Porcelacchia (PhD student, Yale 2016), Marco Stenberg Petersson (PhD student, Brown, 2016) Giovanna Invernizzi (PhD student, Columbia, 2015), Antonio Giannino (PhD student, U of Zürich, 2015), Matthew Hom (PhD student, Yale, 2012), Teagan Wall (Neuroeconomics PhD student, Caltech, 2011), Timothy Lamoureux (JD student, Harvard, 2010), Bonnie Wilson (PhD student, Duke, 2007), Peter Gross (PhD student, 2007, NYU), Sebastian Giwa (PhD student, Stockholm School of Economics), Krister Ahlersten (PhD, Stockholm School of Economics, 2007), Sofia Grahn (PhD, Uppsala, 2001), Thomas Lindström (PhD, Uppsala, 1998)
Teaching

2019/20  Behavioral Game Theory, fall
2018/19  Behavioral Game Theory, fall
2017/18  Behavioral Game Theory, fall & spring; Behavioral Economics (PhD), Spring
2016/17  Game Theory, fall; Behavioral Game Theory, Behavioral Economics (PhD), Spring School
         Behavioral Economics, UCSD/Rady, March
2015/16  Game Theory, fall; Behavioral Econ (Undergrad+PhD; both spring); Spring School
         Behavioral Economics, UCSD/Rady
2014/15  Experimental Economics & Psychology; Behavioral Economics (PhD), both fall
2013/14  Experimental Economics & Psychology; Behavioral Economics (PhD), both fall
2012/13  Game Theory (fall); Exp Econ (PhD; spring); Spring School Behavioral, UCSD/Rady
2011/12  Behavioral Economics (Undergrad as well as PhD; both spring)
2010/11  Experimental Econometrics (PhD, fall); Game Theory (spring)
2009/09  Summer School, Trento, 9/25-29; Game Theory; Methods; Behavioral Economics;
         Psychological Games (PhD), mini-course, Stockholm U (spring)
2007/08  Game Theory; Experimental Economics (both spring)
2006/07  Behavioral Econ; Experimental Econ (both PhD, spring)
2005/06  Psychological Games (PhD), guest lectures, U of Gothenburg; Game theory (both fall);
         Behavioral/Experimental (PhD), spring
2004/05  Strategy, fall & spring; Intermediate Micro, spring
2003/04  Game Theory (PhD); Experimental/Behavioral (PhD), spring; Strategy, spring
2002/03  Behavioral Game Theory, U Oslo; Intermediate Micro
2001/02  Exp Econ Summer School, Max Planck Inst, Jena, July; Intermediate Micro; Micro II (PhD), fall
2000/01  Experimental IO (PhD), Lund; Intermediate Micro; Micro II (PhD) (all fall)
1999/00  Micro II (PhD); Behavioral/Experimental (PhD), spring
1998/99  Mathematics, fall; Intro Micro (450 students), spring
1997/98  Rationality & Knowledge in Games (PhD), fall; Microeconomics II (PhD), spring
1996/97  Micro II (PhD), spring
1994/95  Game Theory; Corporate Finance, spring
1991-93  Corporate Finance, spring
1989/90  Economics for Law students, Introductory Micro (TA), fall & spring
1988/89  Economics for Law students (TA), spring
1984-88  ≈1000 hours of teaching in Swedish public schools (many courses/levels)

Miscellaneous

Lecture: “The Economics of Honesty,” The Rotary Club of Tucson, November 8, 2017
Lecture: “Leadership in the Lab,” Festival Economia, Trento, June 1, 2014
Coordinator of Theory Workshop, U of Arizona, Spring 2011, Spring 2012
Eller College Website Redesign 08 Team member
Invited nominator: Nobel Memorial Prize in Economics Sciences: 2006-
Introductory remarks: “Peter Bohm Memorial Lecture”, ESA meeting, September 30, 2006
Lectures: “The Economics of Poker”, U of Gothenburg, 2006-17
Eller College P&T committee, U of Arizona, 2005-
Editor for Working Paper series, U of Arizona, 2003-
Press seminar (with Peter Bohm), Politik på prov, Swedish Ministry of Finance, June 11, 2003
Executive committee member, European Network for Training in Econ Research (ENTER) 2002-03
Coordinator of seminar series, Stockholm U, 1999-2001
Librarian, Department of Economics, Stockholm U. 1998-1999
Workshop on advising PhD students [Jitka Lindén, Psychology], Sigtuna, Nov 20-21 1997
Coordinator of seminar series “General Theory & Methods”, Uppsala U 1997-98
Coordinator of seminar series “Högre seminariet”, Uppsala U 1996-98
Junior member of the “CentER Graduate School”, Tilburg U, 1995–97
Lecture: “A Game-Theoretic Perspective on Rotary,” Princeton Rotary Club, 1994
President, Nationalekonomiska Föreningen i Uppsala, 1991 (Vice President 1990)